

Financial Asset Information Sheet

Below are sources of information to help you estimate the value of the assets involved in your farm/ranch transfer. Information readily available from public and private sources to help you make initial estimates. You also can gather information by talking to other producers and/or agricultural service providers in your community. Later in your process, you may need to determine values using qualified appraisers.

Cooperative Extension System

The Cooperative Extension System is a nationwide, non-credit educational network. Each state and U.S. territory has a state office at its land-grant university and a network of field offices with specialists who provide useful, research-based information about local agriculture including land values and rental rates and may assist with farm transfer. Use this link to find Extension specialists: <https://nifa.usda.gov/land-grant-colleges-and-universities-partner-website-directory>

Farm Credit

The Farm Credit System is a nationwide network of borrower-owned lending institutions and specialized service organizations that provide loans and other services to agricultural producers, rural homeowners and agricultural businesses. Branch offices typically offer appraisal services that can help you determine the value of agricultural land, buildings, equipment and/or an ongoing business. To locate a branch office website visit: <https://farmcredit.com/locations>

Local Government Offices

County and municipal offices house a wealth of information on local land use policy as well as individual parcels. They also have experts, such as assessors and building inspectors, who can provide information about specific properties including property taxes paid and property valuations and ordinances, zoning and other local policies that affect agricultural land values.

Real Estate Agents

Real estate agents are licensed to help customers buy, sell and rent properties. They can provide parcel specific information and data about sale prices, local tax rates and community amenities.

Real Estate Listing Services

There are many online real estate listing services under the umbrella of the National Multiple Listing Service (MLS). These services provide a listing of homes, farms and land available for sale or rent plus information on demographics, average sale prices, trends, tax rates and community services.

- Lands of America: <https://www.landsofamerica.com>
- National Multiple Listing Service: <http://www.mls.com>
- Realtor.com: <https://www.realtor.com>
- Trulia: <https://www.trulia.com>
- Zillow: <https://www.zillow.com>

Society of Rural Appraisers and Farm Managers

The American Society of Farm Managers and Rural Appraisers is a professional association for rural property land experts. Members can help determine the value of agricultural land, buildings, equipment and/or an ongoing business. To find a professional use the society's online directory: <http://www.asfmra.org/directory/find-experts2>

USDA National Agricultural Statistics Service

The National Agricultural Statistics Service (NASS) conducts regular surveys of agricultural producers and landowners and publishes information about land values and cash rents. NASS data can provide a solid starting point for estimating asset values. Several data sources and publications are listed below.

Census of Agriculture

The Census of Agriculture provides a comprehensive summary of agricultural activity nationwide. It is the only source of uniform, comprehensive data about U.S. farms and ranches at the state and county level, including information about the value of land and buildings by county.

https://www.nass.usda.gov/Publications/AgCensus/2022/Full_Report/Volume_1,_Chapter_1_US

Cash Rents Survey

The Cash Rents Survey provides the basis for county estimates of the cash rent paid for irrigated cropland, non-irrigated cropland, and pasture. NASS conducts the county-level Cash Rents survey every year in all states except Alaska. U.S. and state estimates are released in August every year.

https://www.nass.usda.gov/Surveys/Guide_to_NASS_Surveys/Cash_Rents_by_County/index.php

Land Values 2025 Summary, USDA National Agricultural Statistics Service

This annual report, released in August, provides data on average farm real estate values including land and buildings with average values for cropland and pasture broken out. Average values are provided by state, region and nationwide. <https://downloads.usda.library.cornell.edu/usda-esmis/files/pn89d6567/2n49w148w/m039n441h/land0825.pdf>



This resource is part of American Farmland Trust's [Farm Transfer Toolkit](#) which is available on AFT's [Farmland Information Center website](#). The toolkit walks agricultural landowners through key steps in a farm transfer process. It contains information, worksheets and other tools to help users set goals, assess their finances, communicate with stakeholders, and work with professionals to finalize decisions and implement a transfer plan.