

# Chapter Update of the Wisconsin Chapter of the American Society of Farm Managers and Rural Appraisers January, 2011

## The President's Corner

Hello, I trust everyone is handling the winter weather well. All of the 2010 DOR sales data is now on our website for your use/analysis. We have a good group of classes/social time planned for February also. I hope to see you there.

On the appraisal front, machinery values continue to climb, specifically for late model tractors and anything grain related. Auction after auction shows broad based strength in that area. As usual, John Deere is the hot brand. Beef cattle prices continue to be strong also. I suspect that those of you who work in grain country have seen an increase in land values too. Since where I work, dairy is the primary engine and that engine is still very weak, we have not seen much change in cropland values. A recent large estate land auction in SW Marathon County and a farm dispersal private treaty sale in eastern Clark County appear to show some stability though. Dairy cattle prices are still pretty weak.

Not many recent dairy facility sales and those that are occurring show that external depreciation levels are rising (at least when I break them down). If cheese prices stay like they are, I suspect that external depreciation levels will continue to increase also.

Recreational land values continue to slide, with a large land speculator/logger going under in the

Taylor-Price County area. Most every lender in the area has some losses tied to this person and already over 2,000 acres of his land have been sold, with more repossessions and sales coming. There also is a large estate with over 5,000 acres in Rusk County that is on the market and a substantial divorce related block of land that should be coming on the market soon in Lincoln County. All of this supply, plus plenty of others, continues to put downward pressure on recreational land values in the north woods, especially recently cutover recreational land.

On a personal note, our hunting group had a very productive and enjoyable deer season (8 bucks for 12 hunters- all 8pts or larger). My father shot the largest buck of his life and my son (age 10) got his first chance at a doe, but missed. I told him, "Better to have a clean miss than a bad hit." This did not seem very comforting to him at the time.

Paul Bunczak

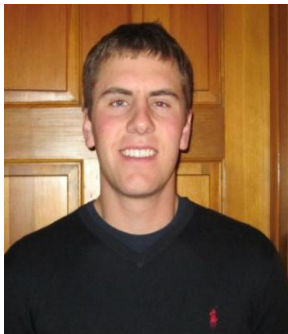


## Scholarship News

The Wisconsin Chapter was awarded 3 scholarships for the 2<sup>nd</sup> semester of the 2010/11 academic years. We visited each of the three campuses in the fall and met with the Ag/Agribusiness clubs to explain the rolls of appraisers and managers and to encourage students to consider careers in these fields.



David Sollman was raised on a Clayton, Wisconsin farm and is a sophomore at UW River Falls. He has interned for United Ag Services in Almena, WI. That experience sparked his interest in appraisal and he arranged to shadow a WC/ASFMRA member. In spite of that experience, he continues to have an interest in rural appraisal.



Adam Kolb is a junior at UW Platteville. Adam is an outstanding student and active leader in his class. He is a member of the Dairy Club, Agriculture Business Club, National Honor Society and many other organizations. Adam interned on a 500 cow dairy last summer. His experience feeding cows and working with other employees helped him to see the importance of good communications and management. He hopes continue working in commercial agriculture and farm management.



Melissa Doyle will graduate from UW Madison in May of 2011 with majors in Life Science Communication and Agricultural and Applied Economics. She is from a livestock farm in rural Mineral Point. She and her older brother, Justin hope to someday operate an appraisal, auctioneering and law practice. Melissa is the president of the Ag/Ag Business Club and was an active 4-H member over the years. She also hopes to find a career in agribusiness.

Each of the three scholarship winners received a combined \$1,000 from our Chapter and the UW Foundation. We wish them well in their future career choices and hope they will continue to keep professional farm management and rural real estate appraisal options in their future!

# UPCOMING EVENTS

- **MS Office Skills for the Appraisal Profession – DeForest, WI  
February 15, 2011**
  
- **Sweetheart Dinner  
Rex's Innkeeper - DeForest, WI  
February 15, 2011**
  
- ASFMRA Sales Comparison Approach  
Seminar – DeForest, WI  
February 16, 2011**
  
- Spring Chapter Meeting and Farm Tour  
Oconomowoc, WI  
May 10 – 11, 2011**
  
- **Summer Education Week  
Omaha, NE – July 11 – 15, 2011**

## Greetings from the Secretary!

A new 4 hour seminar entitled "Computer Skills for the Appraisal Professional" will be conducted on the afternoon of February 15<sup>th</sup> at the Comfort Inn and Suites at the intersection of Hwy V and Interstate 90/94. The course will focus on tools and techniques within the MS Office suite which can be helpful for data analysis and report writing. We will also discuss various real estate related web resources and ways that social media can be used in the profession.

The WC/ASFMRA Real Estate Transfer database now has sales data through the end of 2010. Preliminary analysis of the agricultural land sales shows little change in state-wide land values this year. A new and improved version of the sales filter now allows you to locate sales data state wide based upon miscellaneous use notes. This may be very helpful for locating the odd golf course or bowling alley you may need as a comp sale.

## Board News

Spring can't be too far away and the WC/ASFMRA Board will be meeting on January 28<sup>th</sup> to discuss plans for the Spring Chapter meeting. The meeting will be held on May 10-11 in the Oconomowoc area. Please check the Chapter website for further information as it becomes available.

## New Members

Please say hello to the following new WC/ASFMRA Chapter members:

Heidi Zahn, Badgerland Financial - Fond du Lac, WI

Brent Wiest, Badgerland Financial – Lancaster, WI

We're always looking for good new members. If you know of a candidate, please consider bringing them to an upcoming Chapter event.

## **Have a Happy Valentine's Day!**



Do you have any news, articles, photos, or ideas for future newsletters? Please contact Dulcie Anderson at [dulcie.anderson@agstar.com](mailto:dulcie.anderson@agstar.com)