

Agricultural Use

Land Value Analysis

2025 Appraisal Study

Land rates developed for agricultural parcels reflect the market for land under agricultural production. After 2021, significant changes have been noted in market activity and pricing. The statutory sale period to use in the analysis begins 4/1/2022 and ends 3/31/2024. Sales occurring prior to 4/1/2022 may be included as support, when necessary to increase number of sales and credibility of the analysis. The search for agricultural land is also expanded geographically to ensure sales of land under agricultural production are used in the analysis. The geographic area includes Chippewa County: Soo, Bruce, Pickford and Rudyard Townships and Mackinac County: Marquette Townships.

The analysis develops land rates for: General Ag Production which is typically hay production and pasture land in Soo and Bruce Townships. Small farms that include crop and meat production are critical part of the agricultural activity in the area. Small farms are producing for small groups of residents and are typically 20-80 acre parcels. Land leased to larger ag operations is common, where the owner may not be participating in the actual ag operation. There is not sufficient data to develop land rates reflecting any specific ag production. The analyses represents agricultural in the local Eastern Upper Peninsula market.

Three emerging trends in production are being observed: 1) the combined use of land for ag and solar panels 2) sugar bush/maple syrup production and 3) small parcels producing for summer farm markets. Agricultural land is being acquired to supplement larger ag operations outside of the eastern upper peninsula. Those sales are being monitored and typically involve large acreage acquisitions. Sales are verified with the county Register of Deeds (price, date of sale and transfer information), multiple listing service and seller/buyer to confirm ag use at time of sale and intent to continue ag use.

MLS Number	Parcel Number	Sold Date	Liber Page	Sold Price	Price/Acre	Property Address	Area Acres	Exemptions/ Zoning/Class	Grantor/ Seller	Comments
		<i>Ag Production 2020 - 2024</i>								
		<i>20 to 158 acres 11 sales</i>								
Assr	17-002-059-006-00	09/12/23	1395.266	80,000	\$1,000	7726 S Ridge Rd	80.00		Shunk	
Assr	17-002-061-011-50	09/01/23	1394.825	65,000	\$1,300	S Riverside Dr	50.00		SWBP	Hay Production
Assr	17-002-275-004-40	08/31/23	1394.941	80,000	\$1,000	W 10 Mile Rd	80.00		Lane	Ag development-small farm
Assr	17-002-065-009-50	08/31/22	1375.227	36,000	\$1,800	8846 S Riverside Dr	20.00		Talentino	Hay Production
Assr	17-002-061-011-50	08/03/22	1373.558	50,000	\$1,000	S Riverside Dr	50.00		Walsh	Hay Production
Assr	17-002-065-009-50	07/08/22	1371.1185	35,000	\$1,750	8847 S Riverside Dr	20.00		Miller	Hay Production
CED	17-012-035-052-00	09/30/21	1355.193	70,000	\$1,535	E 6 Mile/S Nicolet	45.60		Eagle	Hay production
CED	17-012-033-009-00	08/30/21	1352.787	31,800	\$1,590	2940 E 5 1/4 Rd	20.00		Gillotte	Hay production
CED	17-002-035-006-00	05/28/21	1345.1425	31,000	\$886	S Riverside Dr	35.00		LaJoie	Tillable, Hay production - 24 acres leased
Assr	17-002-055-002/004-00	05/21/21	1374.1030	200,000	\$1,667	S Killackey Rd	120.00		GSA	Ag Partial Production
20-869	17-002-018-037-00	08/17/20	1329.728	41,250	\$750	607 E 15 Mile Rd	55.00	QA 100%/Ag	Batho Trust	Hay improved
				720,050	\$1,251			575.60		

Sale Price Range: \$750 to \$1800			Rate: \$1250/ac
Price/acre	Mean	\$1,251	
	Median	\$1,300	

Agricultural Use
Land Value Analysis
2025 Appraisal Study

MLS Number	Parcel Number	Sold Date	Liber Page	Sold Price	Price/Acre	Property Address	Area Acres	Exemptions/ Zoning/Class	Grantor/ Seller	Comments
		<i>Ag Production</i>				<i>2021 - 2023</i>				
		<i><40 acres</i>				<i>4 sales</i>				
Assr	17-002-065-009-50	08/31/22	1375.227	36,000	\$1,800	8846 S Riverside Dr	20.00		Talentino	Hay Production
Assr	17-002-065-009-50	07/08/22	1371.1185	35,000	\$1,750	8847 S Riverside Dr	20.00		Miller	Hay Production
CED	17-012-033-009-00	08/30/21	1352.787	31,800	\$1,590	2940 E 5 1/4 Rd	20.00		Gillotte	Hay production
CED	17-002-035-006-00	05/28/21	1345.1425	31,000	\$886	S Riverside Dr	35.00		LaJoie	Tillable, Hay production - 24 acres leased
				133,800	\$1,408			95.00		

<i>Sale Price Range: \$886 to \$1,800</i>			Rate: \$1400/ac
<i>Price/acre</i>	<i>Mean</i>	<i>\$1,408</i>	
	<i>Median</i>	<i>\$1,670</i>	

MLS Number	Parcel Number	Sold Date	Liber Page	Sold Price	Price/Acre	Property Address	Area Acres	Exemptions/ Zoning/Class	Grantor/ Seller	Comments
		<i>Ag Production</i>				<i>2020 - 2023</i>				
		<i>40-99 acres</i>				<i>6 sales</i>				
Assr	17-002-059-006-00	09/12/23	1395.266	80,000	\$1,000	7726 S Ridge Rd	80.00		Shunk	
Assr	17-002-061-011-50	09/01/23	1394.825	65,000	\$1,300	S Riverside Dr	50.00		SWBP	Hay Production
Assr	17-002-275-004-40	08/31/23	1394.941	80,000	\$1,000	W 10 Mile Rd	80.00		Lane	Ag development-small farm
Assr	17-002-061-011-50	08/03/22	1373.558	50,000	\$1,000	S Riverside Dr	50.00		Walsh	Hay Production
CED	17-012-035-052-00	09/30/21	1355.193	70,000	\$1,535	E 6 Mile/S Nicolet	45.60		Eagle	Hay production
20-869	17-002-018-037-00	08/17/20	1329.728	41,250	\$750	607 E 15 Mile Rd	55.00	QA 100%/Ag	Batho Trust	Hay improved
				386,250	\$1,071			360.60		

<i>Sale Price Range: \$750 - \$1,535</i>			Rate: \$1100/ac
<i>Price/acre</i>	<i>Mean</i>	<i>\$1,071</i>	
	<i>Median</i>	<i>\$1,000</i>	

Agricultural Use
Land Value Analysis
2025 Appraisal Study

MLS Number	Tax ID	Sold Date	Liber Page	Sold Price	Price/Acre	Property Address	Area Acres	Exemptions/Zoning/Class	Grantor/Seller	Comments
<i>Ag Production 2021 - 2023</i>										
<i>>100 acres 7 sales</i>										
22-980	17-009-184-002-75 005-00	11/23/22	1380.426	77,000	\$641	2526 W Townline Rd	120.08		Covarrubis	Ag Production/ 58.8 WRP
22-250	17-011-186-003/004-00	8/29/22	1375.136	168,000	\$1,063		158.00		Brooks	Ag Production
CEQ	17-011-111-005-50	8/26/22	1374.1030	84,000	\$789	H-40	106.53		Sprague	Ag Partial Production
CED	17-011-081-009-00+	6/9/21	1348.254	192,800	\$807	S Tilson/W 18 Mile Rd	238.98		Talsma	005-006-00;007-00
Assr	17-002-055-002/004-00	5/21/21	1374.1030	200,000	\$1,667	S Killackey Rd	120.00		GSA	Ag Partial Production
20-1130	17-011-175-001-00	1/20/21	1338.209	110,000	\$689	W Ploegstra	159.66	1338.216 QA	Lambright	crop production
CED	17-011-112-017-00	1/5/21	1334.1262	168,750	\$771	S Trombley Rd	218.90		Tuthill	112-018-00;016,111-001-00 tillable
				1,000,550	\$892	1122.15				

<i>Sale Price Range: \$641 - \$1667</i>			Rate: \$900/ac
<i>Price/acre</i>	<i>Mean</i>	\$892	
	<i>Median</i>	\$789	

MLS Number	Tax ID	Sold Date	Liber Page	Sold Price	Price/Acre	Property Address	Area Acres	Exemptions/Zoning	Grantor/Seller	Comments
<i>Sugarbush Information only</i>										
MED	49-007-402-004-00+	06/27/18	852.341	1,400,000	\$2,065	Sugarbush off Fish Rd	678.00	QA 100%/Ag	Jaroche	Ag/sugarbush
204	49-007-402-004-30	08/01/16	817.672	50,000	\$2,579	off Fish Rd	19.39		Smith	AAO sugarbush
				1,450,000	\$2,079	697.39				

<i>Sale Price Range: \$2065 - \$2579</i>			Rate: \$2100/ac
<i>Price/acre</i>	<i>Mean</i>	not used	
	<i>Median</i>	information only	

Same buyer - market verification
AAO - Acquired by an adjacent owner

<i>Acquired for alternate use - Solar farm investor information only</i>										
CED	17-009-186-011-00	02/26/21	1340.244	75,000	\$1,014	S Steele Rd/W Townline	73.98		Lamb	solar farm investr/ tillable crop production
CED	17-009-069-018-00	08/03/20	1324.419	186,725	\$1,902	W 22 Mile	98.16		Oconnor	crop production/solar farm investor/AAO
19-389	17-009-174-001-00	04/30/20	1319.1053	72,000	\$900	S M-129	80.00	QA 100%	Raynard	Hay -70 ac; well old home site** SF investor
				333,725	\$1,324	252.14				

<i>Sale Price Range: \$2065 - \$2579</i>			Rate: \$1300/ac
<i>Price/acre</i>	<i>Mean</i>	not used	
	<i>Median</i>	information only	

Same buyer - market verification
AAO - Acquired by an adjacent owner