



WINGERT REALTY and LAND SERVICES, INC.

1160 Victory Drive South, Suite 6 • Mankato MN 56001-5307

Sales Data for Year 2003 - Summary

Farmland values for 2003 increased 10% to 30% depending on the geographic location of the land. While tax-deferred investors and 'alternative investors' are still prevalent in the market place, our last dozen sales have been to expansion farmers. Our summer concerns about interest rates, stock market and crop yields dissipated as the year progressed. With the recent jump in commodity prices we are seeing higher land rent offered for 2004 and the present demand for land to purchase is the highest we have seen in the last twenty years. Developers are offering higher numbers for development land but are now purchasing in 'stages' to limit their exposure. The demand for hunting, recreation and C.R.E.P. land remains strong and the urge to live outside the city limits continues to keep rural lots selling at a premium.

DATE	COUNTY	TOWNSHIP & SECTION	SALE PRICE	PRICE / ACRE	PRICE / TILLABLE	TOTAL ACRES	TILLABLE ACRES	C.E.R. / ABC PRODEX
Jan-03	Blue Earth	Vernon Center-19	\$129,888	\$2,663	\$2,710	48.78	47.93	C-94
Jan-03	Cottonwood	Ann-26	\$135,000	\$1,688	\$2,328	80	58	C-79.7
Jan-03	Sibley	Moltke-2	\$725,000	\$2,584	\$2,637	280.55	274.9	C-67.8
Jan-03	Blue Earth	Lincoln-20	\$315,000	\$1,969	\$2,140	160	147.2	C-63
Jan-03	Blue Earth	Medo-23	\$85,000	NA	NA	3.36	NA	NA
Jan-03	Le Sueur	Cleveland-28	\$110,000	NA	NA	2.61	NA	NA
Feb-03	Blue Earth	Vernon Center-19	\$220,112	\$2,886	\$2,974	76.27	74	C-94
Feb-03	Le Sueur	Sharon-10	\$505,000	\$3,156	\$3,229	160	156.39	C-75.3
Feb-03	Cottonwood	Ann-26	\$135,000	\$1,688	\$2,328	80	58	C-79.7
Apr-03	Blue Earth	Garden City-10	\$181,430	\$2,279	\$2,520	79.6	72	C-62
May-03	Cottonwood	Springfield-1	\$375,000	\$1,580	\$1,689	237.32	222	C-68
Jun-03	Faribault	Emerald-11	\$436,000	\$2,349	\$2,394	185.59	182.1	C-67.8
Jun-03	Blue Earth	Mankato-30	\$200,000	NA	NA	4.34	NA	NA
Jun-03	Blue Earth	Judson-23	\$385,000	NA	NA	13.14	NA	NA
Jun-03	Waseca	Alton-22	\$180,000	NA	NA	23.4	NA	NA
Sep-03	Redwood	North Hero-6	\$289,050	\$1,807	\$2,000	160	122	C-62.1
Oct-03	Blue Earth	Mankato-26	\$100,000	\$5,010	NA	19.96	NA	NA
Nov-03	Blue Earth	McPherson-7	\$268,000	NA	NA	6.7	NA	NA
Nov-03	Blue Earth	Judson-23	\$432,600	\$3,002	\$3,112	144.1	139	C-75
Nov-03	Blue Earth	Judson-23	\$18,540	\$1,030	\$3,090	18	6	C-75
Nov-03	Blue Earth	Garden City-28	\$107,500	\$3,767	\$4,686	28.54	22.94	NA
Nov-03	Blue Earth	Lincoln-2	\$234,840	\$2,962	\$3,090	79.29	75.99	C-86
Nov-03	Lac Qui Parle	Freeland-24	\$399,000	NA	\$1,335	320.46	298.8	C-50.3
Nov-03	Lac Qui Parle	Providence-19	\$212,500	NA	\$1,503	150.49	141.4	C-56.7
Nov-03	Lac Qui Parle	Lac Qui Parle-22	\$232,724	\$1,964	\$2,141	118.51	108.7	59.4
Nov-03	Lac Qui Parle	Lac Qui Parle-22	\$202,966	\$1,871	\$2,141	108.5	94.8	59.4
Nov-03	Renville	Henryville-12	\$299,215	\$2,493	\$2,810	120	106.5	---
Nov-03	Renville	Henryville-12	\$217,845	\$1,815	\$2,017	120	108	---
Dec-03	Faribault	Winnebago City-14	\$27,810	\$5,562	NA	5	NA	NA
Dec-03	Blue Earth	Rapidan-25	\$140,000	\$2,500	NA	56	NA	NA
Dec-03	Blue Earth	Garden City-28	\$43,560	\$1,433	\$2,245	30.39	19.4	NA
Dec-03	Faribault	Rome-34	\$360,000	\$2,240	\$2,397	160.73	150.2	73.2
Pending	Nobles	Wilmont-11	\$515,000	\$2,575	\$2,628	200	195.95	---
Pending	Murray	Mason-30	\$576,800	\$2,080	\$2,193	277.32	263	---
Pending	Murray	Mason-30	\$45,346	\$1,125		40.32		---
Pending	Blue Earth	Rapidan-26	\$80,000	\$2,667		30		---
Pending	Le Sueur	Kasota	----	----	\$3,400	87.44	78	
Pending	Waseca	Alton	----	----	----	40		85

MANKATO OFFICE: CHUCK WINGERT - BROKER AND DARRELL HYLEN - SALES @ 800-730-LAND(5263)

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