



Farmland Value Trend Newsletter

2018


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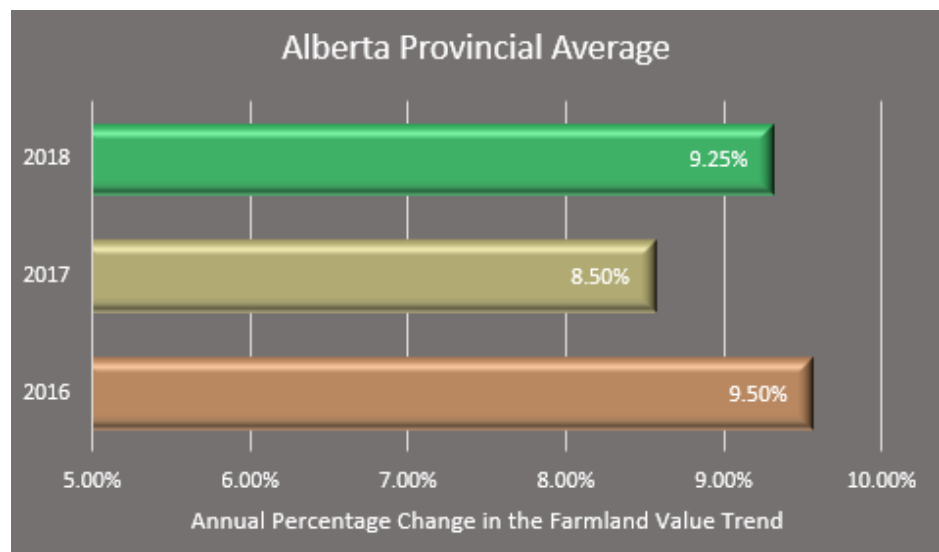
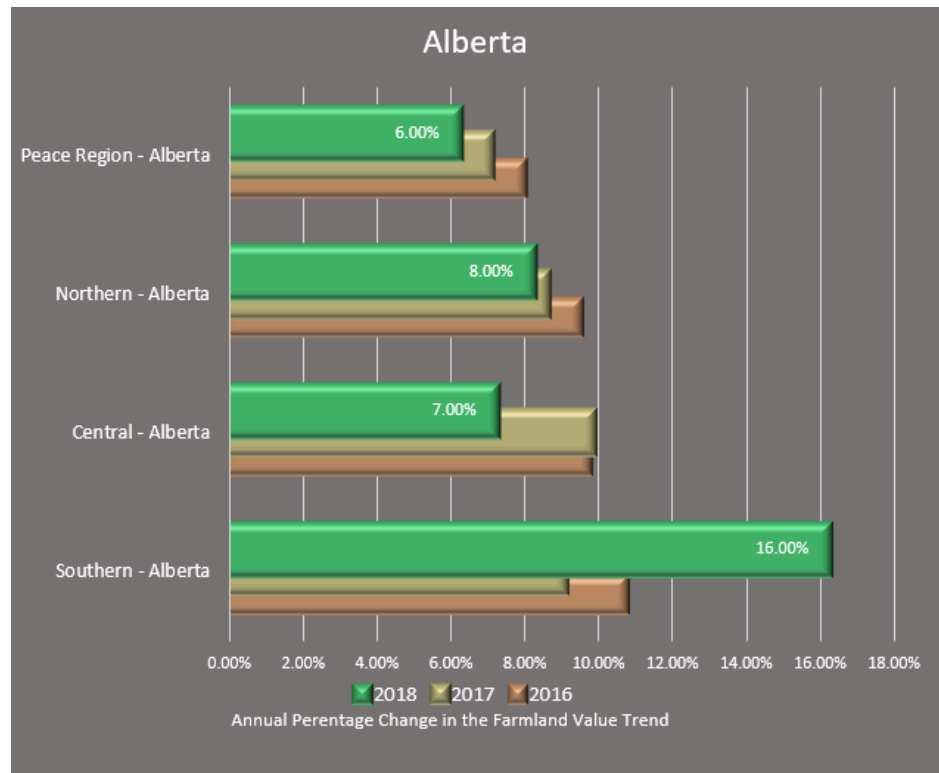
Alberta Farmland Value Trend - 2018

Farmland values in the Alberta regions experienced similar appreciation rates in 2018 as had occurred in 2017. **As a whole, the indications across Alberta show an annual increase of approximately 9.25% on average across the province.**

Northern Alberta, Central Alberta and the Peace Region all experienced similar, but slowing, appreciation in farmland value trends.

Southern Alberta experienced the largest gains in farmland values on average. The appreciation of 16% in that region was largely driven by the continued demand for irrigated farmland throughout numerous irrigation districts.

As a whole, the farmland value trend across Alberta increased in 2018 compared to 2017, but the appreciation rate was just shy of the mark set in 2016.





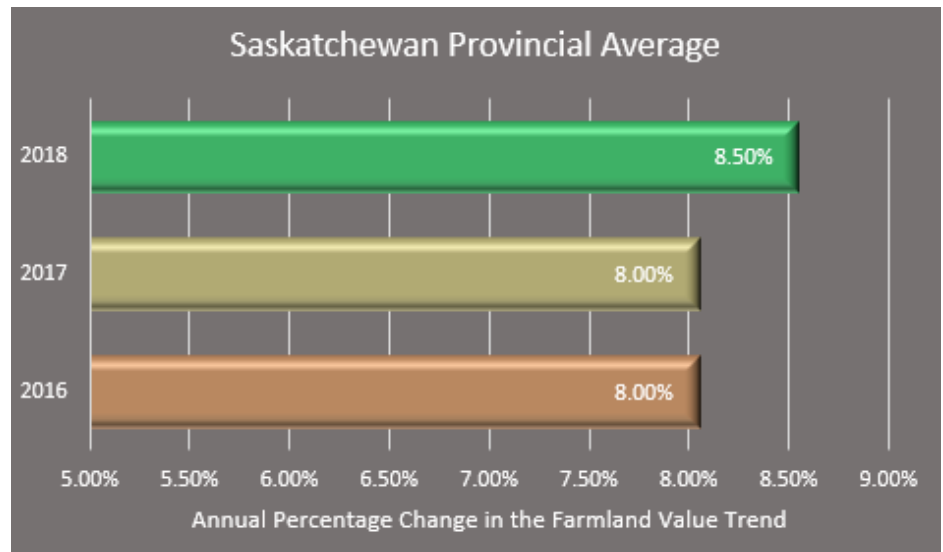
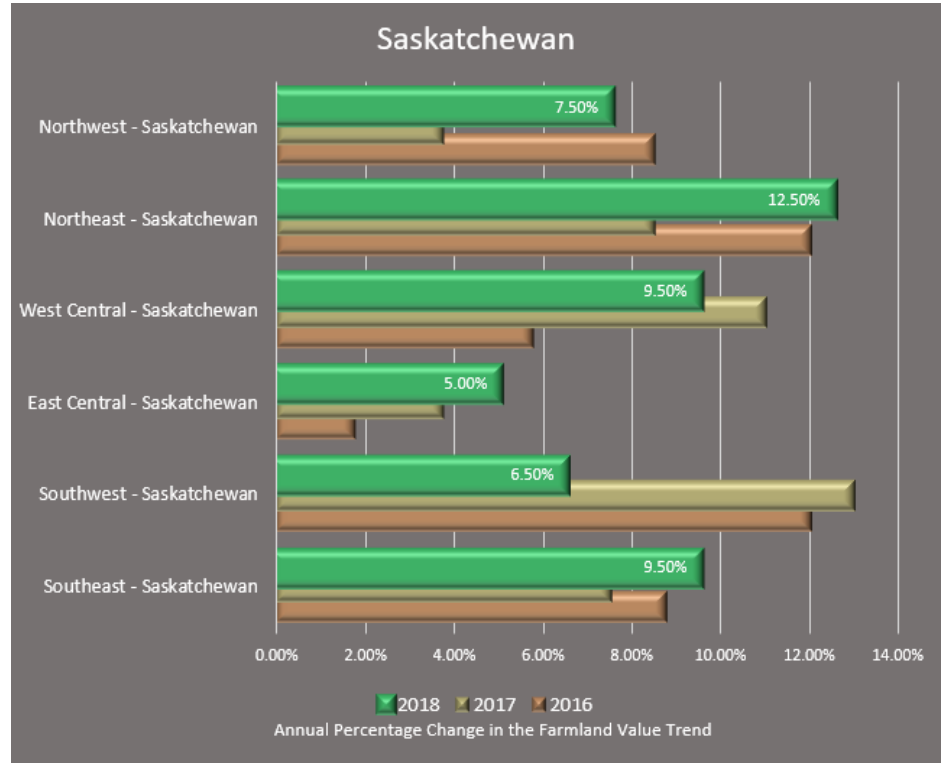
Saskatchewan Farmland Value Trend - 2018

Farmland values in the Saskatchewan regions experienced variable appreciation rates in 2018 compared to 2017. **As a whole, the indications across Saskatchewan show an annual increase of approximately 8.5% on average across the province.**

The six regions of Saskatchewan experienced varying rates of appreciation in 2018. The northwest, northeast, east central and southeast regions had gains over the data from 2017. The west central and southwest regions experienced slowing rates of appreciation compared to 2017.

The northeast, east central and southeast regions experienced gains in appreciation year over year since 2016. Conversely, the southwest region had the largest retreat in appreciation compared to prior years.

As a whole, the farmland value trend across Saskatchewan increased in 2018 in comparison to 2017 as well as 2016.





Serecon News Highlights

■ Ag Drone School 2019

- Markus Weber, of LandView Drones, created an Ag Drone School for farmers and agronomists, to answer two big questions:

1. How does imagery from a drone help my farm?
2. How do I fly a drone safely & legally?

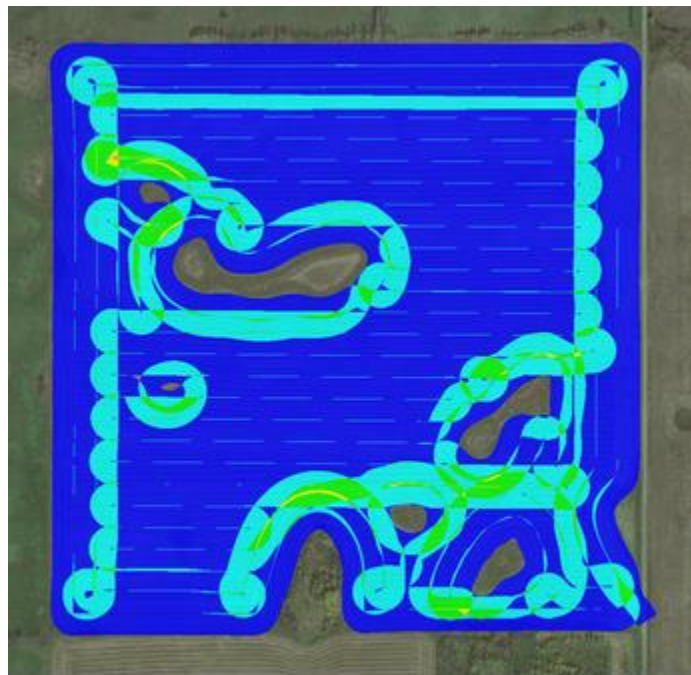
This spring, instructors will be on the road again to answer those questions for you. There are locations spread across all of the prairie provinces this year. Bringing the school to you means less travel cost -- and more focus on agriculture!





■ Calculating the Impacts of Farming around Obstructions

- The Obstruction Mapper has been updated to provide landowners and agricultural industry stakeholders with valuable information about the impact of field farming practices on productivity and other factors. The Obstruction Mapper is able to analyze the financial impact of roads, oil and gas sites, grain bins, yardsites, or any other obstructions that impede optimal field patterns. It can determine the best field efficiencies in regard to equipment selection, pathing options, travel time, inputs, and energy uses. It can estimate the cost of environmental protection measures such as farming around wetlands, hedgerows or other wildlife habitat. In addition to financial impacts, it can also be utilized for the modelling of energy use and climate impacts for food supply sustainability indicators or other management practices.
- Users of the Obstruction Mapper range from individual landowners to corporate farmland investors; utility to oil and gas companies; agronomy consultants to food supply corporations; local to international commodity organizations; and environmental to conservation groups.



*Obstruction Mapper used to determine Overlap
around Wetlands*



■ Agricultural Consulting 2018

- The management consultants at Serecon have been busy in 2018. The core of our expertise is in quantifying, qualifying and findings ways to increase value for our clients. So far this year, we have been engaged with government and private associations, municipalities, various farm groups as well as corporate farms and businesses in the following areas of agriculture: beef, broiler hatching, pork, chicken, eggs, farm inputs, vegetables, milk, crop science, animal welfare, hemp, pullet, organic and agriculture engagement among others. Accordingly, Serecon reaches a broad range of agricultural sectors.

The diverse portfolio this year as well as years past has afforded our consultants with a broad background and understanding of factors impacting value in the agricultural industry. This expertise has been provided by way of the following:

- Competitiveness studies
- Feasibility analyses
- Market surveys
- Economic assessments
- Best management practices
- Cost of production studies
- Transportation cost analyses
- Loss quantification models
- Modelling/surveying
- Sustainability management
- Program reviews
- Value assessments
- Strategic planning and development
- Funding assessments

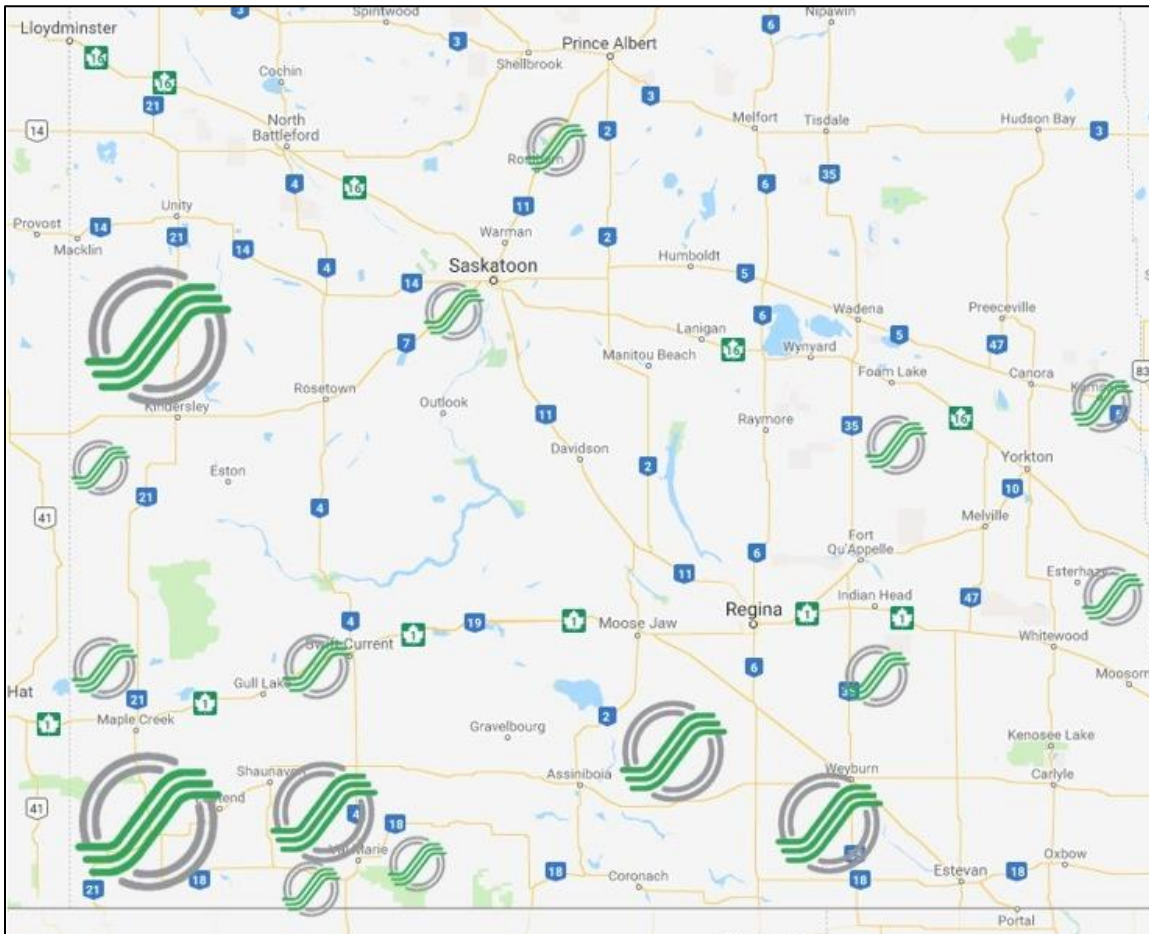




■ Saskatchewan Ranch Appraisals

- Over the past year, Serecon has completed valuations of over 20 ranches throughout Saskatchewan. The ranches have been primarily cattle operations with mostly grassland as well as some amount of hay land and crop land. The ranches are generally located in the following areas:

- Rosthern
- Kerrobert
- Kindersley
- Eatonia
- Maple Creek
- Swift Current
- Consul
- Val Marie
- Cadillac
- Rockglen
- Bengough
- Weyburn
- Francis
- Esterhazy
- Foam Lake
- Kamsack
- Saskatoon

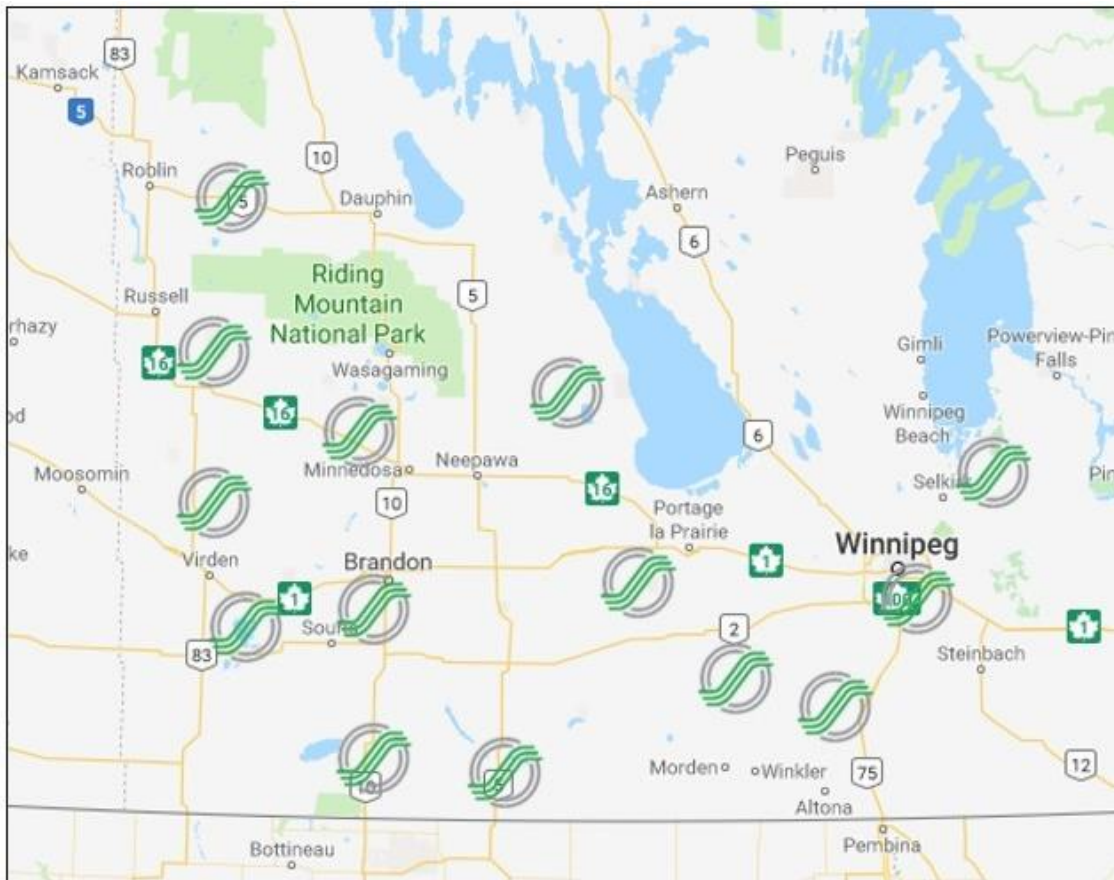




Manitoba Agricultural Appraisals

- Serecon has completed valuation and appraisal work throughout the prairies for over 25 years. We have analyzed farm or agri-business properties in southern Manitoba including cropland, ranchland, irrigated land, commodity handling facilities, farms, and more. Recently, our work has been in the following areas:

- Russell
- Dauphin
- Killarney
- Boissevain
- Portage la Prairie
- Carman
- Morris
- Brandon
- Souris
- Virden
- Neepawa
- Minnedosa
- Selkirk
- Winnipeg





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▪ Feedlot Appraisals - AB & SK

- Over the last ten years, Serecon has completed over 60 feedlot appraisals throughout Alberta and Saskatchewan. Accordingly, our agricultural appraisers have a strong understanding of the factors that impact the cattle feeding industry. The appraisals range in size from small, medium to large feedlots as well as old, renovated and new feedlots. In addition to feedlots, Serecon has also appraised numerous other types of livestock operations including dairies, poultry, swine, sheep and ranch operations.



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