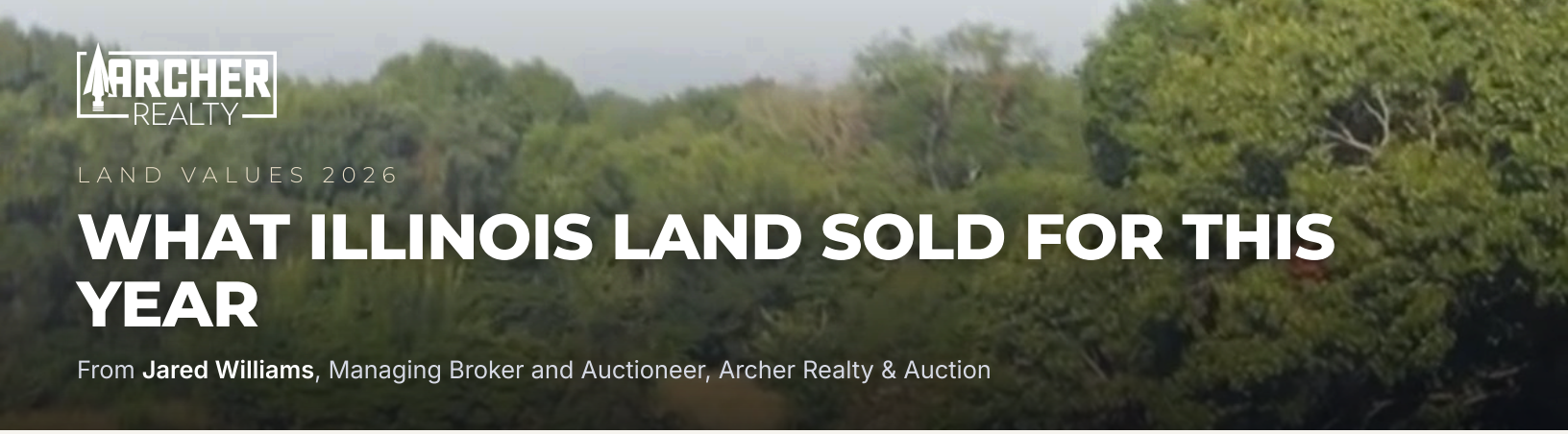


ARCHER REALTY

LAND VALUES 2026

WHAT ILLINOIS LAND SOLD FOR THIS YEAR

From **Jared Williams**, Managing Broker and Auctioneer, Archer Realty & Auction

Illinois land prices have leveled off. Good ground still sells, but the run up is over and buyers are more careful. Here is where the numbers stand, and what actually moves the price of a tract.

Numbers come from public surveys and reported sales, current as of October 2026. Every tract is different.

01 STATEWIDE FARMLAND

QUALITY	AVG PER ACRE	CHANGE
Excellent	$15,846	Down 3.2%
Average	$9,933	Down 0.6%

2025 sales, from the 2026 Illinois Society of Professional Farm Managers and Rural Appraisers survey. The mid year update for the first half of 2026 showed values down another 1 to 3%.

02 CENTRAL ILLINOIS, EXCELLENT GROUND

COUNTY	2025	2026
Sangamon	$19,650	$17,158
Logan	$16,689	$16,269
Menard	$15,300	$14,850

Average sale price per acre of excellent quality farmland. Only a handful of these sales happen in each county in a year, so one sale can move the average a lot. That is why a county average is a starting point, not a price for your farm.

03 A SALE WORTH KNOWING

- **402 acres, Stark County, sold at auction in five tracts** for an average of $15,760 per acre, reported October 2026. Some tracts carried CRP and wind turbine income. The best 80 acre tract brought $16,100 per acre.
- **Why it matters:** splitting a farm into tracts buyers can afford, and showing them the income, is how you get every bidder in the room.

04 WHO IS BUYING

- **Farmers bought 58%** of Illinois farmland in the latest survey, mostly local operators.
- **Individual investors bought 34%.** Most purchases were financed.

- **Where it is heading:** half of farm managers and appraisers expect prices to slip 0 to 5% this year. Most still expect higher prices over five years.

05 WHAT MOVES THE PRICE OF HUNTING GROUND

01 Legal, deeded access
Not a handshake with the neighbor. No legal access, no buyer pool.

02 Cover that holds deer
Timber and bedding cover that will still be there in five years.

03 Water
Ponds, creeks and springs hunters can see on the map and on the walk.

04 Income
Tillable rent, CRP or CSP, a hunting lease, timber, wind. Ground that carries itself sells better.

05 Size and how it splits
Can it be divided into tracts buyers can actually afford? That can change the whole result.

06 TWO WAYS TO SELL

01 List it
A private sale. More control over price, terms and timing.

02 Sell it at auction
A set date and open bidding, so the market sets the price and everyone can see it. Often the best answer for an estate or a family partnership.

I do both, so I will tell you which one fits your ground, not which one fits me.

YOUR GROUND

WHAT WOULD YOURS BRING?

Text me the county and how many acres. I will give you a straight answer, and if it makes sense I will walk it with you. No cost, no obligation.

TEXT **217.673.0306**

CALL **217.741.5234**

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General market information, not an appraisal. Every tract is different.

Sources: ISPFMRA 2026 Illinois Land Values and Lease Trends (April 2026) and mid year survey (August 2026); University of Illinois Extension, Farm Focus (April 10, 2026); DTN Landwatch (October 1, 2026).

ALWAYS UPWARD.