

Useful Documents for Selling Your Farmland

Each of the items below can be a helpful piece of information for AcreTrader's valuation team, and many of them are necessary to close the sale a farm. However, collecting all the items below is not necessary to get started.

- **Descriptive Information** – In order to get started, some basic information is necessary. This can include things like:
 - Number of total acres and number of tillable acres
 - State
 - County
 - Nearest town or city
 - Access (is the farm on a highway, or is it difficult to access?)
 - Ownership history
 - Ownership structure (is it in an LLC, do you own it alone, or are there multiple owners?)
 - Rent information (how does the current farmer rent the farm and for how much?)
 - Rent history
 - Current and historical crops grown

- **Digital Farm Maps** - These can be simple maps from [Google Maps](#), [AcreValue](#) or [FarmlandFinder](#), and/or from any additional mapping software you have available.

- **Additional Maps** - Maps that have notes printed or written on them are always useful. For printed copies, simply scan or take pictures with your phone and email them to us. Additional mapping information like section, township and range or FSA field and tract information may also be helpful if available.

- **Comparable Sales** - AcreTrader does its own research on sales of similar properties in the area, but we always welcome additional data and commentary regarding recent farm sale values in the area.

- **Abbreviated FSA 156** - This document may be picked up at your local Farm Service Agency office; it shows historical information about cropland amounts, government program acres, and yields on your farm that is held in government databases.

- **FSA 578** - This document, also available at your local Farm Service agency office, shows planting records on your farm for an individual year; sharing the

last several years' planting records is useful for understanding what crops have been grown on the farm.

- ❑ **Crop Insurance Records** - This document helps verify the Actual Production History (APH) for a farm and can be obtained from your crop insurance agent.
- ❑ **Crop Yield Records** - Any further verification of yields possible on a given farm. This can come from delivery tickets at the grain elevator, yield maps, or any other summary data.
- ❑ **Recent Soil Tests or Maps** - Any soil sample maps or texture typing that has been done on a farm is helpful to understand what the fertility, water holding capacity, and drainage are on a given field.
- ❑ **Irrigation and Well Information** - How many wells are on a farm, what is the capacity for output for each well, what are the water rights associated with each well, how deep is each well, etc; any of this information can be helpful in valuing and selling a farm.
- ❑ **Additional Water Management Information** – If your farm has had land leveling work performed, has drainage tile or additional water management considerations, please provide any information available.
- ❑ **Government Programs** - Are any acres signed up in the Conservation Reserve Program (CRP), Wetlands Reserve Program (WRP) or any other government program? If maintaining certain standards on a portion of the property are required by any government programs, please provide descriptions or documentation of each program as available.

Additional Disclaimers:

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