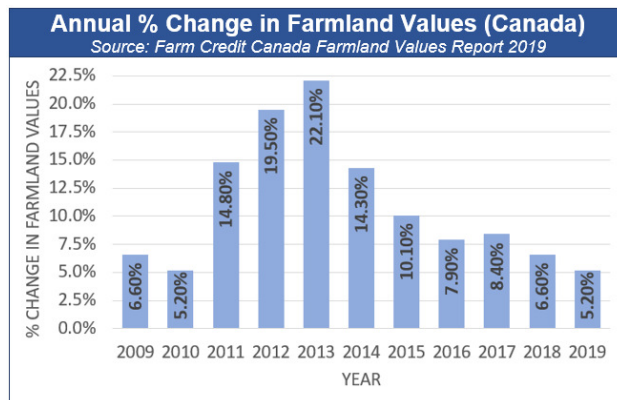


Canadian Farmland Market Overview (Federally)

Since 1985 Farm Credit Canada (FCC) has monitored the sale of farm properties across Canada using a benchmark system. FCC analyses arms-length sales and adjusts them to the benchmark properties. This system represents the most prevalent soil classes of agriculture soil in each part of the country. As land prices vary across provinces and even regions within provinces FCC measures provincial land value trends on a percentage basis. The reference value published is derived from the average value of the FCC benchmark properties and the average sales price in each region. The FCC Farmland Values Report is provided to help illustrate the variability in the value of farmland across Canada. This report is not considered a comprehensive appraisal of an individual property and the values contained are not necessarily reflective of all properties within a given market area.



The most up to date FCC report (2019 Farmland Values Report) which covers the period from Jan. 1 to Dec. 31, 2019) was published April 6, 2019. The report indicated that the average value of Canadian farmland increased 5.2% in 2019 as per Farm Credit Canada, compared to increases of +6.6% (2018) +8.4% (2017), +7.19% (2016), +10.1% (2015), +14.3% (2014), +22.1% (2013). Overall average national values have continued to rise since 1993. 2016-2019 has saw more modest year over year under increases under 10.5% in contrast to 2011-2015 which had increases ranging from 14.30% to 22.10%.

Canadian Farmland Market Overview (by Province)

% Change in farmland values		
Provinces	2019	2018
B.C.	5.4%	6.1%
Alta.	3.3%	7.4%
Sask.	6.2%	7.4%
Man.	4.0%	3.7%
Ont.	6.7%	3.6%
Que.	6.4%	8.3%
N.B.	17.2%	1.8%
N.S.	1.2%	-4.9%
P.E.I.	22.6%	4.2%
N.L.	N/A*	N/A*
Canada	5.2%	6.6%

*There was an insufficient number of publicly reported transactions to accurately assess farmland values in Newfoundland and Labrador.

Overall, all provinces experienced slight year over year increases in value in 2019 (with the exception of Newfoundland and Labrador). British Columbia (+5.4%), Saskatchewan (+6.2%), Ontario (6.7%), Quebec (6.4%), New Brunswick (17.2%) and P.E.I. (22.6%) outpaced the national rate of +5.2%. In 2019, P.E.I. experienced the highest percentage change at +22.6% whereas Nova Scotia had the lowest increase at 1.2%.

Prince Edward Island Central or Queens area had the highest percentage increase at 28.2% with a benchmark value/acre of \$4,658). In contrast Northern Nova Scotia had the highest decrease at -3.4% with a benchmark value / acre of \$4,908.

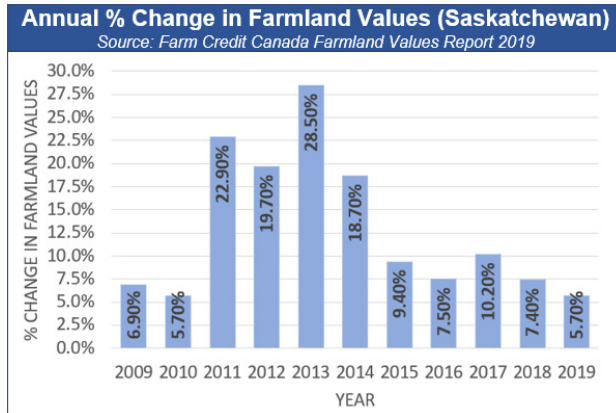
British Columbia had the highest benchmark values per acre; Okanagan at \$103,288, South Coast at \$102,067 and Vancouver Island at \$57,500. Quebec Abitibi-Temiscamingue had the lowest benchmark value per acre at \$1,293, followed by Saskatchewan East Central at \$1,610 and Nova Scotia Pictou-Antigonish at \$1,740.

*The reference value published by FCC is derived from the average value of FCC benchmark properties and the average sales price in each region.

***The FCC 2019 Farmland Values Report is provided to help understand the variability in the value of farmland across Canada. This report is not considered a comprehensive appraisal of an individual property and the values contained are not necessarily reflective of all properties within a given market area.

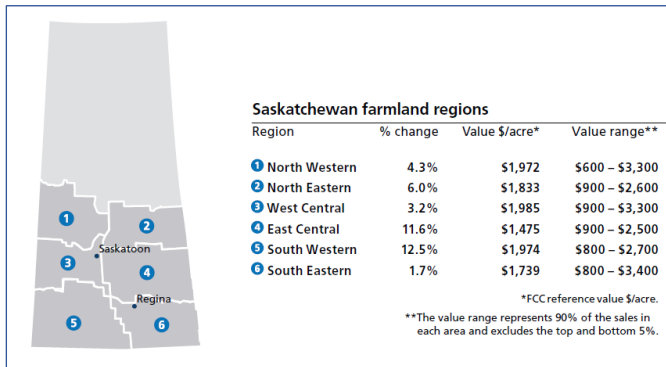
Saskatchewan Farmland Market Overview (Provincial)

Farmland values in Saskatchewan on average have continued to rise since 2002. In 2019 the average value of Saskatchewan Farmland increased by 5.7%, as per Farm Credit Canada, compared to increases of +7.4% (2018), +10.2% (2017), +7.5% (2016), +9.4% (2015), +18.7% (2014), +28.5% (2013). 2015-2019 have had more modest increases under 10.5% year over year in comparison to 2011 to 2014 which had significant year over year increases ranging from 18.70% to 28.50%. With the exception of 2015 and 2016 Saskatchewan farmland value increases have outpaced Canadian farmland value increases every year since 2008.



Spring 2019 in Saskatchewan had cooler and dryer conditions which resulted in slower crop emergence than usual. Unstable summer weather with excessive rainfall, hail, severe winds caused crop damage in central and southern areas of the province. The fall harvest was delayed throughout much of the province due to cool, wet weather which also impacted crop yields and quality.

Saskatchewan Farmland Market Overview (Regional)



Region #1 (North Western) including the Battlefords and areas had a moderate year over year increase at 6.0%, compared to 4.3% in 2018. Benchmark Value per acre of \$2,090 up from \$1972 in 2018

Region #2 (North Eastern) Including Melfort, Tisdale and areas had a moderate year over year increase at 7.1%, compared to 6.0% in 2018. Benchmark Value per acre of \$1,963 up from \$1833 in 2018.

Region #3 (West Central) including Kindersley, Rosetown and areas had a moderate year over year increase at 5.9%, compared to 3.2% in 2018. Benchmark Value per acre of \$2,103 up from \$1,985 in 2018

Region #4 (East Central) including Yorkton, Melville and areas had a strong year over year increase at 9.2%, compared to 11.6% in 2018. Benchmark Value per acre of \$1,610 up from \$1,475 in 2018

Region #5 (South Western) including Swift Current and areas had a mild year over year increase at 3.8%, compared to 12.5% in 2018. Benchmark Value per acre of \$2,049 up from \$1,974 in 2018

Region #6 (South Eastern) including Regina, Weyburn, Estevan and areas had a moderate year over year increase at 6.0%, compared to 1.7% in 2018. Benchmark Value per acre of \$1,843 up from \$1,739 in 2018

COVID-19, Interest rates, variable commodity prices, international trade deals, Chinese Canola Exports, rail issues are expected to influence demand for land.

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The value of an Agricultural Appraisal

By David A. Fortier, AACI, P.App, Bcomm (Dist.)



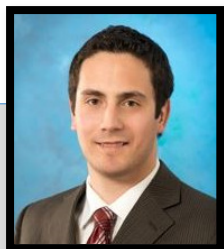
We have been completing agricultural appraisals since 1971 for various types of clients including: grain farmers, ranchers, mixed farmers, investors, financial institutions, lawyers, government agencies to name a few. Why should you consider an agricultural appraisal?

Increased Market Values. With increasing values over the last decade very small differences in value add up very fast. A 1% difference in value on \$500,000 worth of farmland is \$5,000, 2% is \$10,000, 5% is \$25,000 – you get the picture. With bigger dollar values there is obviously more at stake.

The trouble with 'Rules of Thumb' You wouldn't sell your house based on the average price of homes in your City would you? Would you sell your farmland based on a general sale to assessment ratio (assessment multiple), or average price per acre? Similarly, you shouldn't rely on average market reports to price your farmland. The FCC farmland values report is meant to provide an overview of what is happening in general terms across the country. It is not meant to be used as a comprehensive appraisal guide to farmland valuation. Furthermore, as these values are based on certain 'benchmark' properties – your property may or may not be similar. Finally farmland tends to sell based on the prices paid in an immediate market area which may be a small geographic region of a few miles, or it may encompass the subject RM and some neighboring RMs – but not necessarily based on average prices for land paid between Unity and Green Lake west to the Alberta border.

Due Diligence. The most important part of decision making when it comes to real estate, financial planning, retirement planning, estate planning is due diligence. Having a professional appraisal completed by our AACI, P.App designated appraisers provides peace of mind that you did your due diligence and consulted with the experts beforehand. As we have appraisers who have been qualified as expert witnesses in Court of Queens Bench, and regularly have our appraisals used in legal proceedings – we know the importance of having a thorough, fair, unbiased appraisal reports.

It's important to know exactly what is reasonable and realistic in today's market. Rely on an appraisal to ensure you are accepting a reasonable amount when selling, making a fair offer when purchasing, or assigning appropriate values when completing retirement or estate planning. Our appraisal team consist of licensed Appraisal Institute of Canada members, who only complete real estate appraisals – we do not sell farmland, nor are we actively purchasing farmland – as such we are only concerned with providing a fair, unbiased professional report so that our clients can make the best possible decisions. Call us at 1-306-937-5073 or order an appraisal online at www.fmappraisals.com/request to see how we can help.



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