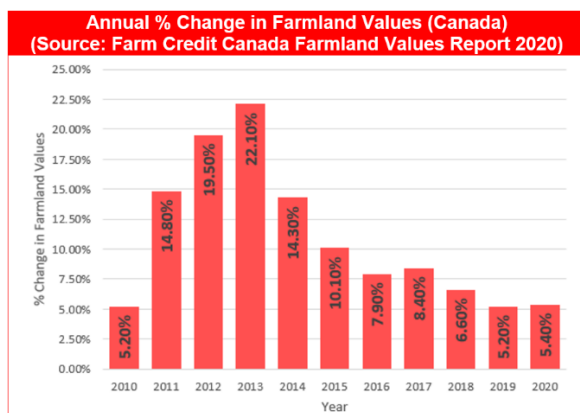


## Canadian Farmland Market Overview (Federally)

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 (2020 Farmland Values Report) which covers the period from Jan. 1 to Dec. 31, 2020) was published March 15, 2021. The report indicated that the average value of Canadian farmland increased 5.4% in 2020 as per Farm Credit Canada, compared to increases of +5.20% (2019), +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 year over year since 1993. 2016-2020 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	2020	2019
B.C.	8.0%	5.4%
Alta.	6.0%	3.3%
Sask.	5.4%	6.2%
Man.	3.6%	4.0%
Ont.	4.7%	6.7%
Que.	7.3%	6.4%
N.B.	1.3%	17.2%
N.S.	1.6%	1.2%
P.E.I.	2.3%	22.6%
N.L.	N/A*	N/A*
Canada	5.4%	5.2%

\*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 2020 (with the exception of Newfoundland and Labrador where there was insufficient sales data). British Columbia (+8.0%), Quebec (+7.3%), Alberta (+6.0%) outpaced the national rate of +5.4%, while Saskatchewan matched it at +5.4%. In 2020, BC experienced the highest percentage change at +8.0% whereas Nova Scotia had the lowest increase at +1.6%.

The Quebec Estrie region had the highest percentage change year over year with a +32.4% increase with a benchmark value/acre of \$5,400 and a range of \$1,600 to \$10,000/acre. In contrast Manitoba Parkland had the highest decrease at -2.9% with a benchmark value/acre of \$2,200 and range of \$700 to \$3,200/acre.

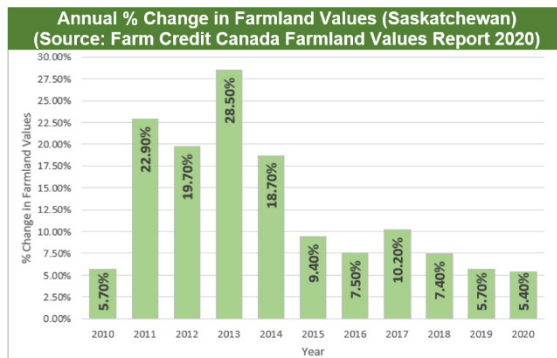
The British Columbia South Coast region had the highest benchmark value per acre at \$100,800. Whereas Quebec Abitibi-Temiscamingue Region had the lowest benchmark value per acre at \$1,300.

*\*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.

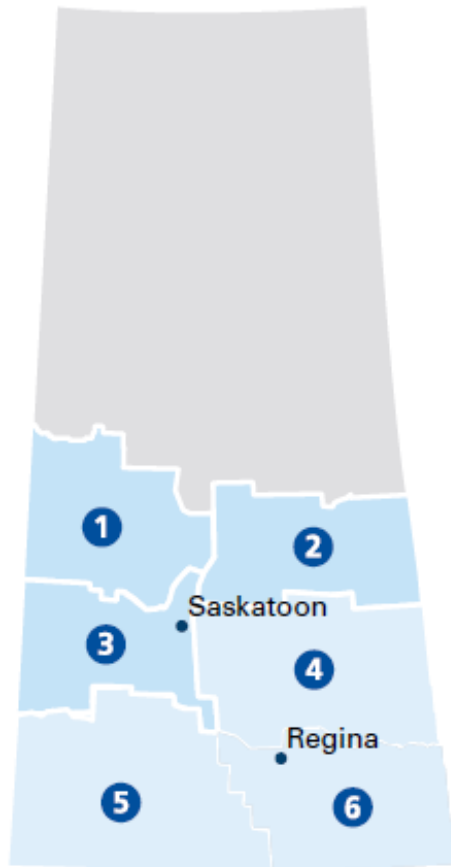
## Saskatchewan Farmland Market Overview (Provincial)

Farmland values in Saskatchewan on average have continued to rise since 2002. In 2020 the average value of Saskatchewan Farmland increased by 5.40%, as per Farm Credit Canada, compared to increases of 5.70% (2019), +7.4% (2018), +10.2% (2017), +7.5% (2016), +9.4% (2015), +18.7% (2014), +28.5% (2013). 2015-2020 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%.



Although most of Saskatchewan experienced excessive summer rainfalls in early June, many areas were in desperate need of moisture and this had a positive influence on yields in most areas of the province. Fall 2020 did not have much in terms of harvest delays, and overall yields were average to above average contributing to strong farm incomes and strong demand for farmland. Record low interest also factored into year over year price appreciation.

## Saskatchewan Farmland Market Overview (Regional)



Region #1 (North Western) including the Battlefords and areas had a moderate year over year increase at +6.3%, compared to +6.0% in 2019, and +4.3% in 2018. Benchmark Value per acre of \$2,100 (Range of \$900 to \$3,400)

Region #2 (North Eastern) Including Melfort, Tisdale and areas had a strong year over year increase at +9.0, compared to +7.1% in 2019 and +6.0% in 2018. Benchmark Value per acre of \$2,200 (Range of \$900 to \$3,100)

Region #3 (West Central) including Kindersley, Rosetown and areas had a strong year over year increase at +9.1%, compared to +5.9% in 2019, and +3.2% in 2018. Benchmark Value per acre of \$2,300 (Range of \$1,100 to \$4,500)

Region #4 (East Central) including Yorkton, Melville and areas had a strong year over year increase at +4.3%, compared to +9.2% in 2019, and 11.6% in 2018. Benchmark Value per acre of \$1,70 (Range of \$800 to \$2,600)

Region #5 (South Western) including Swift Current and areas had a mild year over year increase at +2.5%, compared to +3.8% in 2019, and +12.5% in 2018. Benchmark Value per acre of \$2,000 (Range of \$900 to \$3,200).

Region #6 (South Eastern) including Regina, Weyburn, Estevan and areas had a moderate year over year increase at +4.8%, compared to +6.0% in 2019, and +1.7% in 2018. Benchmark Value per acre of \$1,900 (Range of \$1,000 to \$3,900)

\*\*\*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.

# The value of an Agricultural Appraisal

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



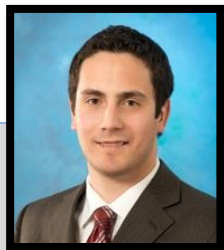
We have been completing agricultural appraisals since 1971 for various types of clients including: grain farmers, ranchers, mixed farmers, investors, financial institutions, lawyers, government agencies to name a few. Why should you consider an agricultural appraisal?

**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](http://www.fmappraisals.com/request) to see how we can help.



**David A. Fortier, AACI, P.App, BComm (Dist.)**  
Owner, President  
Fortier Mattila Appraisals Inc.

## **Fortier Mattila Appraisals Inc.**

Agricultural, Commercial, Residential Appraisers since 1971  
Battlefords, Kindersley, Meadow Lake, Saskatoon, Prince Albert, Warman  
HQ: Box 3098, 461-16<sup>th</sup> Street West, Battleford, SK S0M0E0  
Toll Free: 1 (844) 937-5073 Fax: 1 (306) 445-0455

Email: [office@fmappraisals.com](mailto:office@fmappraisals.com)

Website: [www.fmappraisals.com](http://www.fmappraisals.com)



# Battleford Mini-Storage

Owned by Fortier Mattila Appraisals Inc.

Aerial Photography  
via SureShot Drone Services



## Location

Just off Highway #4 (1 block or 220 meters off the Highway) in the Battleford Industrial Park.

- From North Battleford  
(7 minutes)

- From Jackfish/Murray Lake  
(33 minutes to Cochin)

- From Turtle Lake  
(50 minutes to South Bay)

## Facility Features

Security: Chain link fenced compound with barbed wire topper, keypad entrance with automated door opener (open 6AM to Midnight), individual keycodes for each customer, LED exterior lighting, Security cameras with onsite and offsite management. Bring your own lock. Managers office onsite

Building Details: 2007 built, 8' ceiling, metal clad roof and exterior, gyproced interior with fire tape, concrete floor, Aluminum Roll Up Doors, ceiling light with automatic timer, no heat, no plug ins.

Container Details: NEW! 2019 built, 8' ceiling, specifically designed for self storage facilities. Metal hinged doors with foam guard, composite floor, metal roof and exterior. No heat, no electricity.

Outdoor Storage: Clearly marked outdoor compound storage stalls (12'x23'), (12'x26'), (14.5'x36') and (14.5'x50')

## Pricing & Terms

5'x8' (\$65\*) – for a walk in closet, smaller household goods

8'x12' (\$100\*) – for a 1-2 bedroom home, smaller apartment, business inventory or file storage

10'x10' (\$100\*) – for a 1-2 bedroom home, smaller apartment, business inventory or file storage

8'x19' (\$135\*) – for a 3 bedroom home, larger apartment, larger office, office furniture (no vehicles)

10'x20' (\$143\*) – for a 3 bedroom home, larger apartment, larger office, office furniture, small car or truck

Outdoor Storage (\$30\*) – secure outdoor compound storage for RV, Boat, Trailer. (must have valid plate)

*\*All prices subject to GST. Minimum 1 month term required. Completed Online Application (Click Apply Online Below) and payment due upfront. Rent due on 1st business day of each month. 7 days notice required for moving out. Accepting Debit, VISA, Mastercard, Cash, cheque, e-transfer (Pay over the phone, by mail, email, or in person)*

## Contact

Location: 461 – 16th Street West, Battleford, SK (GPS: 52.731020,-108.316465)

Mailing: Po Box 3098, Battleford, SK S0M0E0

Phone: 1-306-937-2625 (10 AM-5 PM Monday-Friday) Emergency: 1-306-480-7740

Fax: 1-306-445-0455

Email: [bms@saskleasing.com](mailto:bms@saskleasing.com)

Website: [www.saskleasing.com/bms](http://www.saskleasing.com/bms)

[Apply at saskleasing.com/bms](http://www.saskleasing.com/bms)