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A Year in the Dirt: The Land Group Releases 2021 Land Report

SALISBURY, MD, FEBRUARY 2021– The Land Group (TLG) is starting off 2021 with the sixth release of their annual Land Report. In a year that saw a down economy and a global pandemic, the land market was surprisingly strong.

After closing on 70 tracts of land totaling over 13,000 acres with more than \$67M in total trade value, Principal Ben Alder is optimistic about a recovering economy and is looking forward to 2021. “The market in 2020 was strong for farmland and wooded land due in part to low interest rates and buyers looking to escape urban areas,” Alder shared. “While market velocity increased significantly, the per acre pricing remained relatively steady,” Alder explained.

In 2020 two new advisors joined TLG, and the group added six counties to its footprint: Cecil, Harford, Baltimore, Carroll, Frederick, Washington, and Allegany. Today, TLG is working throughout Maryland, Delaware, Virginia, and Pennsylvania.

The Land Group’s annual Land Report summarizes recent land transactions with a focus on land transfers related specifically to agriculture, forestry and recreation. Land transfers relating to changes in land use are removed from the data sets in order to accurately depict land values without entitlements or land use change. TLG regularly works on projects which include changes in land use and believes reporting land values in this manner more appropriately measures actual land value reflecting the largest land use of the region, agriculture and forestry. The 2021 Land Report accounts for transactions in 10 counties and over 160 land transfers.

The Land Report is available online at thelandgroup.com or by email to amy@thelandgroup.us. A hard copy can be mailed by providing your name and address to Amy Sorg. The Land Report data is maintained on the website and accessible by request by visiting the Land Portal.

The Land Group provides land brokerage and consulting services throughout the Mid-Atlantic region. The “We Sell Dirt” group represents the largest portfolio of land available to purchase in Maryland, Delaware, Virginia, and Pennsylvania, totaling over 40,000 acres. Since 2015, The Land Group has completed transactions on over 46,000 acres of land and \$203M in gross sales. Headquartered in Salisbury, MD, the land brokerage and consulting firm is comprised of ten advisors throughout the Chesapeake Bay region.

To learn more about The Land Group, visit www.thelandgroup.com or call 410-934-3478.