The Effects of Potential Land Development on Agricultural Land Prices

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THE EFFECTS OF POTENTIAL LAND DEVELOPMENT ON AGRICULTURAL LAND PRICES[*]

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Contents

ABSTRACT

We conduct a national-scale study of the determinants of agricultural land values to better understand how current farmland prices are influenced by the potential for future land development. The theoretical basis for the empirical analysis is a spatial city model with stochastic returns to future land development. From the theoretical model, we derive an expression for the current price of agricultural land in terms of annual returns to agricultural production, the price of recently developed land parcels, and expressions involving model parameters that are represented in the empirical model by nonlinear functions of observed variables and parameters to be estimated. We estimate the model of agricultural land values with a cross-section on approximately three thousand counties in the contiguous U.S. The results provide strong support for the model, and provide the first evidence that option values associated with irreversible and uncertain land development are capitalized into current farmland values. The empirical model is specified in a way that allows us to identify the contributions to land values of rents from near-term agricultural use and rents from potential development in the future. For each county in the contiguous U.S., we estimate the share of the current land value attributable to future development rents. These results give a clearer indication of the magnitude of land development pressures and yield insights into policies to preserve farmland and associated environmental benefits.

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Land prices reflect not only the uses of land, but the potential uses. In a competitive market, the price of land will equal the discounted sum of expected net returns (or utility) obtained by allocating the land to its most profitable use. That use surely may change over time. If, for example, agricultural production is currently the most profitable use, but development for some other purpose is expected to yield even greater net returns in the future, then the current land price should reflect both uses in a simple additive form: the sum of the discounted stream of near-term rents from agriculture plus the discounted stream of expected rents from development beginning at some time in the future.

For many years, economists have analyzed the structure of agricultural land prices in an effort to understand potential threats to agriculture posed by land development and to identify policies to prevent or discourage what may be considered to be socially undesirable land-use changes. In the United States, the loss of agricultural land to urbanization has been an enduring policy issue because of concerns that a reduced domestic capacity to produce food could threaten national security and because of losses of open space and other environmental amenities in rapidly urbanizing areas. President Richard Nixon proclaimed in 1973 that farmland protection is the nation's most pressing environmental issue. In 1979, the U.S. Secretary of Agriculture Robert Bergland warned that, "continued destruction of cropland is wanton squandering of an irreplaceable resource that invites tragedy not only nationally, but on a global scale." Recently, the 1996 Federal Agricultural Improvement and Reform Act expanded the Federal role in agricultural land preservation by funding the purchase of farmland conservation easements. In the last decade, there has been rapid growth in the number of private land trusts in the U.S., many of which are devoted to preserving agricultural land through the purchase of development rights.

Previous studies have examined the effects of population, income, and other determinants of development rents on farmland prices, but have been unable to separate the contributions to market value of rents due to agricultural use and rents due to potential development.[1] Decomposing farmland prices into their additive components can be of considerable value to understanding potential development paths, because high current land prices may reflect profitable current use, potential for a more profitable use in the future, or some combination of both. In areas where high current prices are found to be largely a result of capitalized rents from future land development, market intervention may be warranted to prevent losses of agricultural land and associated public benefits. A major obstacle to such price component identification has been the obvious unobservability of the date of future development. Complicating matters further is the likely presence of option values associated with the land development decision. Because of uncertainty about future returns to development and the prohibitively high cost of reversing farmland conversion, there may be considerable value to preserving the option

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[1] Earlier analyses of farmland prices that include proxy variables for future development rents are Hushak and Sadr (1979), Chicoine (1981), Shonkwiler and Reynolds (1986), Palmquist and Danielson (1989), Elad, Clifton, and Epperson (1994), Mendelsohn, Nordhaus, and Shaw (1994), Vitaliano and Hill (1994), Shi, Phipps, and Colyer (1997), and Plantinga and Miller (2001). Hardie, Narayan, and Gardner (2001) estimate a model in which average farmland and housing prices are simultaneously determined, and include income, population, and accessibility variables as exogenous determinants of housing rents. There are also a large number of related analyses of the determinants of developed land prices (for example, Coulson and Engle 1987; Peiser 1987; Kowalski and Paraskevopoulos 1990; Rosenthal and Helsley 1994; Colwell and Munneke 1997; McDonald and McMillen 1998).

to develop land. In general, option values affect both the timing of land conversion and the current price of farmland.

In this paper, we seek to better understand the dynamic structure of land prices by estimating a model of farmland values that explicitly accounts for uncertainty over future development rents and allows decomposition of the current value into agriculture and development components.[2] In the theoretical model of a land market presented in part 1 of the paper, below, future development rents are assumed to evolve according to a specified stochastic process. By imposing this structure on development rents, we can solve for the expected conversion time. As such, equilibrium prices for agricultural land become a function of the expected growth rate and variance of development rents, for which suitable proxy variables can be obtained. The econometric analysis described in part 2 of the paper draws upon county-level data for the forty-eight contiguous United States. Using the theoretical model, we derive an expression for the average price of agricultural land in a county in terms of average agricultural returns, average prices of recently developed land, and other observable variables. The agriculture and development components of the average farmland price are identified in this expression and, thus, can be recovered from the estimated econometric model. We present the empirical results in part 3, including estimates of the development component's share of agricultural land prices for all counties in the contiguous U.S. Finally, in part 4, we conclude with a discussion of policy implications, with particular emphasis on how the results can inform the development of farmland preservation policies.

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[2] In addition, our study advances the methodology on analyzing farmland prices by providing a stronger theoretical motivation for the variables in our empirical model, explicitly accounting for the aggregate structure of our data in the model specification, and using a more reliable measure of development rents.

1. The Theoretical Model

In a competitive market, where risk-neutral landowners seek to maximize the economic returns to their land, the market price of an agricultural parcel at time *t* that will be developed at t^* will be equivalent to the present discounted value of the stream of expected net agricultural returns from time *t* to t^* (the agriculture component) plus the present discounted value of the stream of expected net returns from the developed parcel subsequent to time t^* (the development component):

$$(1) \qquad P_t^A(t^*,\mathbf{z}) = E_t\left\{\int_t^{t^*} \pi^A(s,\mathbf{z})e^{-r(s-t)}ds + \int_{t^*}^{\infty} \pi^D(s,\mathbf{z})e^{-r(s-t)}ds + Ce^{-r(t^*-t)}\right\},$$

where $\pi^A(s,\mathbf{z})$ is the net return to agriculture at time *s* and location **z**, where **z** is a two-dimensional vector of spatial coordinates, $\pi^D(s,\mathbf{z})$ is the net return to development at time *s* and location **z**, *r* is the discount rate (presumably a function of the anticipated rate of return on alternative investments), and *C* is the cost of developing agricultural land. The expression in (1) reflects the assumption that once land is developed in time t^*, it remains in that use forever (that is, land development is irreversible).

We impose additional structure on the agricultural land prices in (1), following Capozza and Helsley (1990).[3] First, we assume that landowners consider the current net returns to agriculture in the surrounding area (for example, the county in which their parcel is located) in forming expectations of future net returns. We specify agricultural rents as $\pi^A(s,\mathbf{z}) = \pi_t^A$, where π_t^A is the average agricultural rent in the vicinity of **z**, and

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[3] There are minor differences between the results derived below and those presented in Capozza and Helsley (1990). For the purpose of the subsequent empirical analysis, we define the components of the

$E_t\left[\pi^A(s,\mathbf{z})\right]=\pi_t^A$ for all $s \geq t$. Second, we specify the rents from land development as $\pi^D(s,\mathbf{z})=m_1(s)+m_2(\mathbf{z})$. A common feature of urban spatial models is a bid rent for developed land that declines in distance from a center of economic activity such as a central business district (CBD).[4] Hence, we specify the spatial component of development rents as $m_2(\mathbf{z})=-\gamma z$, where γ is a positive parameter and *z* is the distance from the CBD. The temporal component of development rents is specified as $m(s) \equiv gs+\sigma B(s)$, where $B(s)$ is a standard Brownian motion process with zero drift and variance 1, and *g* and σ are positive parameters (that is, $m(s)$ follows a Brownian motion process with drift *g* and variance σ^2).

The basic statistical properties of $m(s)$ carry over to the development rent function $\pi^D(s,z)$. In particular, it follows that:

$$\pi^D(s+s',z) \xrightarrow{d} \pi^D(s,z)+gs'+\sigma B(s'), \tag{2}$$

which indicates that the distribution of development rents s' periods in the future is equivalent to that of the period *s* development rents plus the drift and random components evaluated at s'. Using (2), we can write the current (time *t*) expectation of a discounted stream of development rents beginning s' periods from now as:

$$\begin{aligned}&E\left\{\int_{t+s'}^{\infty}\left[\pi^D(t+s',z)+g\cdot(s-t-s')+\sigma B(s-t-s')\right]e^{-r(s-t)}ds\,\middle|\,\pi^D(t,z)\right\}\\&=E\left\{\left[\frac{\pi^D(t+s',z)}{r}+\frac{g}{r^2}\right]e^{-r(s'-t)}\,\middle|\,\pi^D(t,z)\right\}\end{aligned} \tag{3}$$

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agricultural land price somewhat differently and show how this price can be expressed in terms of the current price of developed land.

[4] See, for example: Mills, 1981; Capozza and Helsley, 1989.

where expectations are conditioned on current information and the derivation of the right-hand side term makes use of integration by parts and $E_t[\sigma B(t+s)] = 0$.

Incorporating the specification of agricultural rents from above and using (3), the price of agricultural land in time *t* is written:

$$(4) \qquad P_t^A(t^*, z) = \frac{\pi_t^A}{r} E\left\{1 - e^{-r(t^*-t)} \middle| \pi^D(t,z)\right\} + E\left\{\left[\frac{\pi^D(t^*,z)}{r} + \frac{g}{r^2}\right] e^{-r(t^*-t)} \middle| \pi^D(t,z)\right\},$$

where the first and second terms are, respectively, the agriculture and development components of the current land price. A risk-neutral landowner seeking to maximize the economic returns to his land will choose t^* to maximize $P_t^A(t^*, z)$. This can be solved as a hitting-time problem in which the landowner develops the parcel at the first time development rents reach a reservation value $R^* = \pi^D(t^*, z)$ that compensates him for agricultural returns, the opportunity cost of land conversion, and an option value related to the foregone opportunity to further delay the irreversible land development decision (Capozza and Helsley 1990). The random component of price in this problem is the hitting time, $t^* - t$. Karlin and Taylor (1975) derive the expected value of the Laplace transform of the hitting time for a Brownian motion process with drift. Applying their result to our model yields:

$$(5) \qquad E\left\{e^{-r(t^*-t)} \middle| \pi^D(t,z), R^*\right\} = e^{-\alpha[R^* - \pi^D(t,z)]},$$

where $\alpha = [(g^2 + 2\sigma^2 r)^{1/2} - g]/\sigma^2$. Substituting (5) into (4) gives the price of agricultural land at location *z*:

$$(6) \qquad P_t^A(z) = \frac{\pi_t^A}{r}\left(1 - e^{-\alpha[R^* - \pi^D(t,z)]}\right) + \left[\frac{R^*}{r} + \frac{g}{r^2} - C\right] e^{-\alpha[R^* - \pi^D(t,z)]}.$$

The optimal reservation value maximizes the value of the land in (6) and is given by $R^* = \pi_t^A + rC + \alpha^{-1} - g/r$.

The declining rent gradient for developed land implies that land close to the CBD will be developed first. In time *t*, all parcels at distance $z^*(t)$ will be developed, where $z^*(t) = [m_1(t) - R^*]/\gamma$. Using the definitions of $\pi^D(t,z)$, $z^*(t)$, and R^*, we can rewrite the price of agricultural land at location $z > z^*(t)$ as:

$$(7) \qquad P_t^A(z) = \frac{\pi_t^A}{r}\left(1 - e^{-\alpha\gamma[z - z^*(t)]}\right) + \left[\frac{\pi_t^A}{r} + \frac{1}{\alpha r}\right] e^{-\alpha\gamma[z - z^*(t)]},$$

where $(1/\alpha r)e^{-\alpha\gamma[z - z^*(t)]}$ is the option value associated with delaying land conversion. The price of a parcel of land developed at time *t* is equal to the expected present discounted value of the stream of development rents from time *t* onward, and can be derived as:

$$(8) \qquad P_t^D(z^*(t)) = E\left\{\int_t^\infty \left[\pi^D(t,z) + g\cdot(s-t) + \sigma B(s-t)\right] e^{-r(s-t)} ds \middle| \pi^D(t,z)\right\} = \frac{\pi_t^A}{r} + \frac{1}{\alpha r} + C$$

Importantly for the empirical analysis presented beow, equations (7) and (8) can be combined to yield an expression for the current price of agricultural land in terms of the price of a parcel developed in the current period:

$$(9) \qquad P_t^A(z) = \frac{\pi_t^A}{r}\left(1 - e^{-\alpha\gamma[z - z^*(t)]}\right) + \left[P_t^D(z^*(t)) - C\right] e^{-\alpha\gamma[z - z^*(t)]},$$

where, as above, the first term is the agriculture component and the second is the development component. The option value is now subsumed in the development component.

2. Econometric Estimation

The price expression in (9) serves as the theoretical basis for an econometric analysis conducted with data on all counties in the contiguous forty-eight United States. We have, for each county, an estimate of the average per-acre price of agricultural land in 1997. In terms of (9), these data represent an average of $P_t^A(z)$ over the agricultural areas of the county. Formally, if $\overline{z}_i$ is the distance from the CBD to the boundary of county *i*, the average price of agricultural land is given by:

$$\begin{aligned}\overline{P}_{it}^A &= \int_{z_{it}^*}^{\overline{z}_i} P_{it}^A(z)dz \\ &= \frac{\pi_{it}^A}{r}\left[\overline{z}_i - z_{it}^* - \frac{1}{\alpha_i\gamma_i}\left(1-e^{-\alpha_i\gamma_i[\overline{z}_i - z_{it}^*]}\right)\right] + \left[P_{it}^D(z_{it}^*) - C\right]\frac{1}{\alpha_i\gamma_i}\left(1-e^{-\alpha_i\gamma_i[\overline{z}_i - z_{it}^*]}\right)\end{aligned} \tag{10}$$

where the parameters α_i and γ_i are assumed to vary across counties.[5] Equation (10) shows that the current average price of agricultural land can be expressed in terms of the net return to agriculture (π_{it}^A), the current price of recently developed land ($P_{it}^D(z_{it}^*)$), the rate of change in development rents (g_i), the variance of shocks to development rents (σ_i^2), the rate of change in development rents as distance to the CBD increases (γ_i), and the remaining amount of agricultural land in the county $(\overline{z}_i - z_{it}^*)$.[6] Conversion costs (*C*) and the interest rate (*r*) are assumed to be constant across counties.

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[5] While the derivation of (10) relies on a highly stylized model of urban and rural land use in a county—in particular, the county is assumed to be circular with the CBD located at its center—the result indicates that the average agricultural land price depends on $(\overline{z}_i - z_{it}^*)$, which, more generally, indicates how much agricultural land remains in the county.

[6] Note that g_i and σ_i^2 are subsumed in γ_i in equation (10).

The model is estimated with a cross-section on N=2,955 counties in the 1997.[7] Suppressing time subscripts and arguments, the empirical model is written:

$$(11) \qquad \overline{P}_i^A = \beta_{0i} + \beta_{1i}\pi_i^A + \beta_{2i}P_i^D + u_i,$$

for i=1,…,N, where $\beta_{0i} = -C\left(1-e^{-\alpha_i\gamma_i(\overline{z}_i - z_i^*)}\right)$, $\beta_{1i} = r^{-1}\left(\overline{z}_i - z_i^* - (\alpha_i\gamma_i)^{-1}\right)\left(1-e^{-\alpha_i\gamma_i(\overline{z}_i - z_i^*)}\right)$, $\beta_{2i} = 1-e^{-\alpha_i\gamma_i(\overline{z}_i - z_i^*)}$ and u_i is a random disturbance whose statistical properties are discussed below. Clearly, (11) does not represent a feasible estimation problem because the number of parameters (3N) exceeds the number of observations (N). We circumvent this problem by specifying the parameters β_{i0}, β_{i1}, β_{i2} as functions of additional variables and parameters that are constant across the set of counties. Since we do not know the exact relationship between the βs and the independent variables, we approximate the relationship with the quadratic function[8]:

$$(12) \qquad \begin{aligned} \beta_{ji} = c_{j0} + c_{j1}cpopd_i + c_{j2}(cpopd_i)^2 + c_{j3}vpopd_i + c_{j4}(vpopd_i)^2 \\ + c_{j5}roads_i + c_{j6}(roads_i)^2 + c_{j7}farms_i + c_{j8}(farms_i)^2 \end{aligned},$$

for j = 0,1,2 and where $cpopd_i$, $vpopd_i$, $roads_i$, and $farms_i$ are proxies, discussed below, for g_i, σ_i^2, γ_i, and $(\overline{z}_i - z_{it}^*)$, respectively. Substitution of (12) into (11) yields a feasible estimation problem.

Details on the data used to estimate the model in (11) are found in Appendix 1. All variables are measured in the year 1997 unless otherwise indicated. $\overline{P}_i^A$ is the average per-acre estimated value of farmland in county i. π_i^A is the per-acre average net

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[7] One hundred fifty-six counties are omitted because of missing data or the absence of agricultural land.

[8] This parsimonious specification was selected over a more general polynomial function (for example, Plantinga and Miller, 2001) because of collinearity between interaction and higher-order terms.

return from agricultural land, including federal farm subsidies, in county *i*. P_i^D is a county-level estimate of the average per-acre price of recently developed land. This variable measures the average value of a developed parcel less the value of structures, and thus corresponds to the present discounted value of the stream of rents from improved bare land.[9]

Historical population statistics are used to develop proxy measures for the growth rate and variance of changes in future development rents (respectively, g_i and σ_i^2). For this empirical application, we need to account for potential differences across counties in future rents to developed land, and many of the factors that determine these differences are subsumed in expectations of population growth. For example, a demand shock that increases labor demand in one region will increase migration to the region (provided the costs of migration are not too great), and the influx of migrants will bid up rents for developed land. Similar to agricultural returns, participants in the land market are assumed to form expectations of future population changes based on recent past changes. The average annual change in total county population density between 1990 and 1997 (denoted $cpopd_i$) is used as a proxy measure for g_i and the variance of annual changes in population density over the same period (denoted $vpopd_i$) proxies for σ_i^2.[10]

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[9] Improvements may include sewer lines, driveways, and landscaping. The costs of these improvements are captured in the conversion cost term (*C*).

[10] Our econometric model (11) is based on Capozza and Helsley's (1990) analysis of an open city model with costless migration. In such models, population is determined endogenously. In our empirical anlaysis $cpopd_i$ and $vpopd_i$ are included as exogenous determinants of future development rents. These variables are proxy measures for *ex post* changes in development rents, which are assumed to form the basis for expectations of future changes.

In spatial city models, development rents typically fall with distance to the CBD in order to compensate residents for higher commuting costs. Thus, one reason why γ_i, the "spatial rate of change" in development rents, might vary across counties is differences in travel costs. We use highway road density in a county ($roads_i$) as a proxy measure for γ_i. The remaining area of agricultural land $(\overline{z}_i - z_{it}^*)$ is measured as total farmland acres ($farms_i$) divided by the county land area.

The remaining estimation issue is the statistical properties of the error term in (11). Given that our data are cross-sectional and spatially-referenced, we allow for a heteroskedastic and spatially-correlated[11] error structure:

$$\begin{aligned} u_i &= \rho W u_i + e_i \\ e_i &\sim (0, v_i^2) \end{aligned} \tag{13}$$

where ρ is a scalar, W is an $N \times N$ weight matrix indicating the spatial structure of the data, and e_i is a mean-zero random variable with variance v_i^2. Standard tests (for example, White's (1980) test) reject the null hypothesis of homoskedasticity. To adjust the residuals for heteroskedasticity, we assume that the error variance is an increasing function of the county land value.[12] Since we do not know the precise relationship between land values and the corresponding error variance, we begin by dividing the data into deciles according to the magnitude of the reported land value. For each group (approximately 300 observations), we compute an estimate of the error variance. The

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[11] Since we model only within-county effects of the independent variables, a potential source of spatial autocorrelation is cross-county effects of these variables on land values.

[12] In counties with large land values, a greater share of the value is likely to be determined by future rents from development, which are unobserved and speculative. In contrast, in counties with small land values,

estimated error variances are similar in magnitude for the lower six deciles, but then increase considerably with higher land values. The variance estimates are used to weight the data and the model is re-estimated using the feasible GLS estimator.[13]

We test for spatial autocorrelation using Moran's *I* statistic $I = N(\hat{e}'W\hat{e}) / S(\hat{e}'\hat{e})$, where $\hat{e}$ is the *N*-vector of estimated residuals, and *S* is a standarization factor equal to the sum of the elements of *W*.[14] Computation of Moran's *I* statistic requires knowledge of *W*. In particular, we must specify which non-diagonal elements of the variance-covariance matrix are non-zero and the weights (if any) on each of these elements. Common practice is to assume non-zero covariances for counties that share a common border. In this case, each element of *W* (w_{ij}) takes a value 1 if county *i* is adjacent to county *j* and is 0 otherwise. The computed value of Moran's *I* is 0.54, indicating fairly strong spatial autocorrelation.[15] Assuming an approximate standard normal distribution for Moran's *I* statistic, the corresponding *z* statistic is approximately 51, and so the null hypothesis of no spatial autocorrelation is rejected at any reasonable confidence level.

To adjust the residuals for spatial autocorrelation, we must estimate the spatial autoregressive parameter ρ. We use the generalized moments estimator developed by Kelejian and Prucha (1999). This approach is particularly suited for this application, as

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most of the land value is derived from relatively certain agricultural returns. In addition, the potential magnitude of data reporting and compilation errors is larger in counties with high land values.

[13] In a preliminary regression, large residual estimates were found for counties in Connecticut, Massachusetts, and New Jersey, and so separate dummy variables were included in the model for each of these states.

[14] Moran's *I* is a spatial analogue to Pearson's correlation coefficient. It takes values between –1 (strong negative autocorrelation) and 1 (strong positive autocorrelation) in most applications (Bailey and Gatrell 1995) and under the null hypothesis of no spatial autocorrelation has an expected value of –1/(*N*-1), which converges to zero as *N* increases. See Anselin (1988) for a detailed discussion of Moran's *I*.

other available estimators may not be computationally feasible in cases with large numbers of observations. Applying equation (7) in Kelejian and Prucha, we form an estimate of ρ and transform the data using the matrix $\hat{P} = I_N - \hat{\rho}W$, where I_N is an *N*-dimensional identity matrix. The corresponding Feasible GLS estimates are then computed.

3. Results

The model of agricultural land values appears to have a good fit,[16] and most of the coefficient estimates, including many second-order terms, are significantly different from zero at the 5% level (Table I). Since the signs and magnitudes of individual coefficients do not have clear interpretations, we compute the partial effects of π^A, P^D, *cpopd*, *vpopd*, *roads*, and *farms* on $\overline{P}^A$ and evaluate the resulting expressions at the estimated coefficient values and means of the other independent variables (Table II). Standard errors are computed using the delta method. All of the partial effects are significantly different from zero at the 5% level and, except in one case, have the expected signs.

In the average county, a \$1 increase in the annual per-acre return to agriculture (π^A) increases the value of agricultural land by \$5.00.[17] A \$1 increase in the current

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[15] The elements of *W* were generated with ArcInfo, a spatial data analysis program, and *I* was computed with an algorithm programmed by the authors.

[16] The adjusted R^2 measure has a limited interpretation in the GLS context; it indicates that the transformed independent variables explain 67% of the variation in the transformed dependent variable.

[17] It is tempting to use this result to compute the implicit time of development. The present value of a series of \$1 payments terminating in year *n* is given by $[(1+r)^n - 1]/r(1+r)^n$, implying in our case that *n*=6 when r=5%. However, caution must be used in interpreting *n*. If $f(t^*)$ is the density function of optimal development times for all parcels in the U.S., then, in continuous time, $n = -\ln\left[\int_0^\infty e^{-rt^*} f(t^*)dt^*\right]/r$. It can be shown that *n* is always less than the average expected development time given by $\overline{n} = \int_0^\infty t^* f(t^*)dt^*$.

price of developed land (P^D) decreases the agricultural land value by $0.005. This result is unexpected, as equation (10) indicates that $\partial \overline{P}^A / \partial P^D$ should be positive. We can explain this finding by examining the estimates for individual counties. For counties near urban centers, the estimated values of $\partial \overline{P}^A / \partial P^D$ are often positive. However, for most counties, the estimates are close to zero, reflecting the fact that land development is too far in the future to have much impact on agricultural land values. The measured effect for the average U.S. county is correspondingly small.

A one unit increase in the rate of change in population density (*cpopd*) increases the average land value by $65.14 per acre.[18] The variance of changes in population density (*vpopd*) is also found to have a positive effect on the current value of agricultural land. In (10), the partial effect of σ^2 on the average agricultural land value ($\overline{P}^A$) has an ambiguous sign. However, we note that our empirical finding is consistent with results derived from simpler models of investment under uncertainty (see, for example, Dixit and Pindyck, 1994, pp. 135-74) which show that the value of an investment opportunity increases with the variance of future returns. A one unit increase in highway density (*roads*) increases the average value of agricultural land by $1,264 per acre.[19] Higher highway density improves access to rural areas and should, therefore, increase the average value of agricultural land for development. Lastly, the share of the county land

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Indeed, the divergence between n and $\overline{n}$ can be considerable. Suppose that $f(t^*)$ is a discrete uniform distibution on [1,200] and the interest rate is 5%. Then, $\overline{n}$ =100.5 years and n=46.6 years.

[18] The average county in the continental U.S. had a population in 1997 of approximately 80 thousand people and is roughly 600 thousand acres in size. Our results indicate that if the county's population were expected to increase by an additional 0.75% (600 people) per year in perpetuity, the average per acre price of agricultural land would rise by $65 today.

[19] In the average U.S. county, this amounts to adding 600 miles of interstate highway or increasing the highway mileage by close to a factor of 10.

base in farmland has a negative effect on the average agricultural land value.[20] All else equal, more farmland dilutes the effect of higher future rents from development on the average value of agricultural land.

A primary goal is to compute an estimate of the agriculture and development components of the current value of agricultural land. These are given by, respectively, $\hat{\beta}_{1i}\pi_i^A$ and $\hat{\beta}_{0i} + \hat{\beta}_{2i}P_i^D$, where the hats indicate parameter estimates. The results are summarized in Table III where we report the total current value of agricultural land for each state and the agriculture and development components of this value. States are ranked according to the development component's share of the total current value. Northeastern states with large cities and little agricultural land are at the top of the list. For example, we estimate that in New Jersey approximately 80% of the value of agricultural land is attributable to future development rents. Some rapidly growing southeastern states (Florida, Tennessee, the Carolinas, Georgia) also show large values. California is relatively far down the list (number 30). Some counties in California have very high development shares, but most of the agricultural land is in the Central Valley region, relatively far from urban centers. Even so, the value of future land development capitalized into agricultural land values is \$5.8 billion in California, second only to Florida at \$8.7 billion. The value of future development on agricultural land is high in Illinois (\$1.8 billion), but this value is small compared with the total value of agricultural land in the state (\$57 billion), and Illinois is ranked near the bottom. For the contiguous

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[20] In the average U.S. county, a one percentage point increase in the farmland share reduces the average agricultural land value by \$3.91.

U.S., we estimate the present value of future development on agricultural land at $82 billion, which represents about 10% of the total value of agricultural land.

The results in Table III suggest that the influence of future land development on current land values depends jointly on the presence of urban areas and the current amount of agricultural land. This dependence is reinforced by examining the development component's share of the current land value for individual counties (Figure 1). Future development rents are a relatively large component of agricultural land values along the west coast and in a large portion of the country east of the Mississippi River. The location of major urban centers (for example, Seattle, Denver, Minneapolis, the Boston-Washington corridor) are clearly seen. All of these counties are near or contain urban areas, have relatively little agricultural land, or both. In the Plains states from the Dakotas to Texas and in other heavily agricultural or rural states (for example, Iowa, Wyoming), future development rents contribute relatively little to average agricultural land values. In these cases, there is a large amount of agricultural land and little influence from urban areas.

4. Discussion and Conclusions

We have conducted a national-level analysis of the determinants of agricultural land values to better understand how current land values are influenced by the potential for future land development. Our study makes two important contributions. First, we provide, to our knowledge, the first evidence of the influence of option values on farmland values. In the theoretical model underlying our empirical analysis, option values arise from the stochasticity of future rents from land development and the irreversibility of land conversion. To capture the effects of uncertainty, we include a variable in the econometric model measuring the variance of annual changes in population density. The marginal effect of population change variance on farmland values is positive and significantly different from zero, suggesting that option values associated with delaying irreversible land development are capitalized into the value of agricultural land. Option values have been shown to influence private land-use decisions (for example, Schatzki 1998; Cho, Wu, and Boggess 2001), but have not been considered in analyses of farmland values.

A second contribution of this study is the decomposition of agricultural land values into discounted rents from near-term agricultural production and discounted rents from future land development. By identifying these price components, we can determine if landowners in a county face strong economic incentives to convert agricultural land. Previous studies have not yielded firm results on the magnitude of land development pressures due to their inability to separate the contributions of agricultural and development rent streams to the current price. Figure 1 reveals that future development rents are a substantial share of agricultural land values in areas surrounding urban centers. More generally, relatively large development components are estimated for many counties east of the Mississippi River. Large development components can arise from strong pressures for land conversion, small amounts of agricultural land within the county, or some combination of both.

Our results on the contribution of future development rents to current agricultural land values yield a number of insights about policies to deter the conversion of agricultural land. As noted above, there has long been concern that the loss of productive agricultural land would substantially diminish the United States' capacity to produce food, with national as well as international consequences. Our results suggest that land development poses limited threats to food supply. We find that future rents from land development account for only about 10% of the current value of U.S. agricultural land. Moreover, in most counties, including those in productive agricultural regions such as the midwestern U.S. and the Central Valley of California, the development share of the current land value is typically below 5%. Thus, the evidence we obtain from decomposing agricultural land values does not suggest that large-scale development of the nation's productive agricultural lands is likely to happen soon. In part, this result reflects the relative abundance of land in agricultural uses. For example, in many Iowa counties, over 90% of the land is in agriculture (statewide, the figure is 87%). In such cases, rents from future development, even if quite high, are effectively spread over many acres of land and there is little effect on the average price of agricultural land.[21]

Even if loss of agricultural land is not a serious national security problem, it may have important consequences on a local level. Most states assess property taxes for agricultural land on the basis of value for agricultural production (Aiken 1989), but numerous studies have shown these programs to be ineffective at retaining agricultural land in rapidly developing areas (Malme 1993). Our results indicate that in counties near urban centers, future development rents often account for more than half of agricultural land values, suggesting that landowners would require substantial financial compensation to forego such development. Significant policies providing for the purchase of land or development rights will likely be required in these cases. By decomposing land values

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[21] Fischel (1982) observes that historical increases in urban land area are small relative to the total area of agricultural land, and reaches a similar conclusion regarding the threats posed by agricultural land development.

into agriculture and development components, we identify those counties where high land prices result from pressure for land development and, thus, where efforts might be directed to deter what are determined independently to be socially undesirable losses of agricultural land.

While our analysis yields a more complete description of the dynamic structure of agricultural land prices, it also raises issues that need to be addressed through further research. First, we provide evidence that farmland values are influenced by uncertainty over future development rents, but we did not know the magnitude of this effect. Thus, a topic for future research is the quantification of the option value's contribution to the current land price. Second, while we quantify the contribution of future development rents to the current land value, it is not entirely clear what this implies for the timing of land conversion. Use of the agricultural component of the land value to compute an implicit development time (from above, n) does not yield an estimate of the average conversion time for parcels within the county ($\overline{n}$). A topic left for future research is the recovery of the distribution of optimal development times for agricultural parcels within a county.

Table I. Feasible Generalized Least Squares Estimates for the Land Value Model

Variable	Coefficient Estimate	Standard Error
Constant	867.93*	35.57
cpopd	78.84*	7.55
cpopd ^{2}	-1.02*	0.14
vpopd	-0.03	0.07
vpopd^2	1.8E-06*	3.79E-07
roads	1001.32*	208.23
roads^2	-696.76*	299.03
farms	320.86*	152.2
farms^2	-862.44*	147.75
π^A	1.86*	0.41
π^A ·cpopd	-0.01	0.05
π^A ·cpopd^2	2.25E-03	1.42E-03
π^A ·vpopd	-2.93E-03*	6.52E-04
π^A ·vpopd^2	5.12E-09*	1.18E-09
π^A ·roads	-4.12*	1.79
π^A ·roads^2	6.40*	2.43
π^A ·farms	-0.76	1.69
π^A ·farms^2	6.54*	1.53
$\overline{P}^D$	1.47E-04	4.66E-04
$\overline{P}^D$ ·cpopd	-1.03E-04	8.43E-05
$\overline{P}^D$ ·cpopd^2	-6.46E-06*	2.80E-06
$\overline{P}^D$ ·vpopd	1.26E-05*	1.45E-06
$\overline{P}^D$ ·vpopd^2	-2.02E-11*	3.08E-12
$\overline{P}^D$ ·roads	0.01*	3.00E-03
$\overline{P}^D$ ·roads^2	-0.01*	4.74E-03
$\overline{P}^D$ ·farms	-7.87E-03*	2.24E-03
$\overline{P}^D$ ·farms^2	3.90E-03	2.29E-03
Connecticut	5304.86*	1905.22
Massachusetts	1975.95*	706.19
New Jersey	5406.47*	1336.2
$N = 2955$		
$\overline{R}^2$ =0.67		

Note: (*) indicates that the estimate is significantly different from zero at the 5% level. *cpopd* is the change in population density, *vpopd* is the variance of changes in population density, *roads* is highway density, *farms* is farmland density, π^A is the annual net return to agriculture, and $\overline{P}^D$ is the price of recently developed land.

Table II. The Effects of the Independent Variables on the Agricultural Land Value

Variable	Estimate	Standard Error
π^A	5.00*	0.56
$\overline{P}^D$	-0.005*	0.001
cpopd	65.14*	4.49
vpopd	0.45*	0.06
roads	1263.83*	101.56
farms	-390.77*	67.24

Note: (*) indicates that the estimate is significantly different from zero at the 5% level. *cpopd* is the change in population density, *vpopd* is the variance of changes in population density, *roads* is highway density, *farms* is farmland density, π^A is the annual net return to agriculture, and $\overline{P}^D$ is the price of recently developed land.

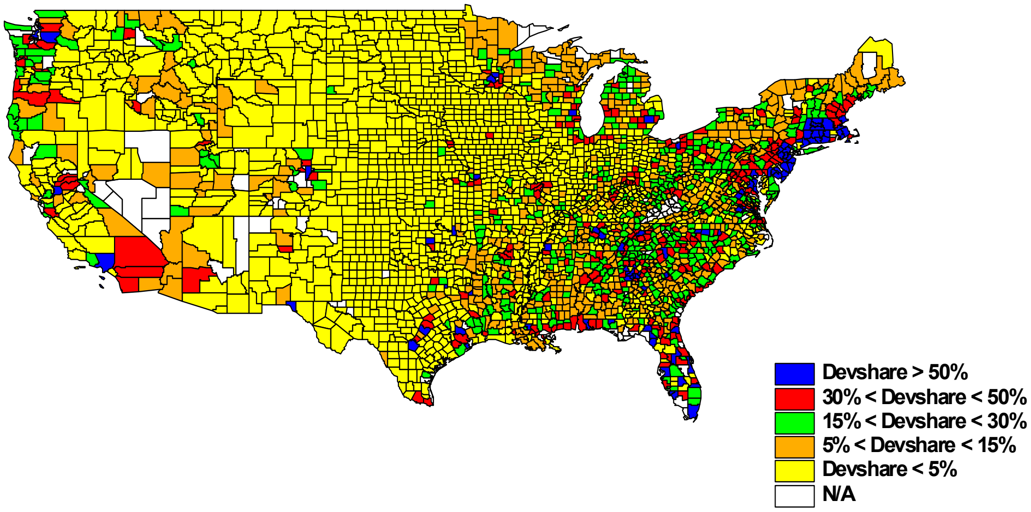
Table III. The Contribution of Agricultural and Future Development Rents to the 1997 Value of U.S. Agricultural Land, by State

State	Current Value of Agricultural Land	Agriculture Component	Development Component	Development Share of Land Value
	(million $)	(million $)	(million $)	(percent)
NJ	5430	974	4457	0.82
CT	2126	414	1712	0.81
MA	2697	944	1753	0.65
FL	21928	13198	8730	0.40
NH	941	657	285	0.30
DE	1535	1072	463	0.30
MD	6798	4812	1986	0.29
SC	6871	5172	1699	0.25
PA	17039	12867	4172	0.24
NC	18915	15277	3637	0.19
TN	20076	16234	3842	0.19
RI	275	223	52	0.19
NY	9214	7561	1653	0.18
AL	12530	10376	2154	0.17
GA	15987	13349	2638	0.17
VA	15606	13062	2544	0.16
MI	16433	13792	2641	0.16
ME	1420	1201	219	0.15
VT	1914	1630	284	0.15
WV	3682	3188	494	0.13
AZ	8980	7848	1131	0.13
WI	18561	16306	2254	0.12
OH	28791	25601	3190	0.11
MS	10645	9509	1136	0.11
OR	16747	15002	1745	0.10
LA	9454	8508	946	0.10
NV	1727	1566	162	0.09
UT	6887	6306	581	0.08
WA	18189	16676	1514	0.08
CA	72570	66767	5802	0.08
IN	31225	28810	2415	0.08
KY	19311	17982	1382	0.07
AR	16616	15570	1046	0.06
TX	77373	72758	4615	0.06
MO	30837	29159	1679	0.05
CO	19849	18884	965	0.05
ID	11989	11409	579	0.05
MN	30285	29141	1144	0.04

Table III. The Contribution of Future Development Rents to the 1997 Value of U.S. Agricultural Land, by State

State	Current Value of Agricultural Land	Agriculture Component	Development Component	Development Share of Land Value
	(million $)	(million $)	(million $)	(percent)
IL	57031	55219	1812	0.03
OK	20250	19728	522	0.03
NM	8473	8287	186	0.02
KS	26655	26185	471	0.02
MT	17234	17042	192	0.01
NE	29599	29305	295	0.01
IA	52941	52530	411	0.01
WY	7577	7528	50	0.01
SD	15445	15408	36	0.00
ND	15801	15801	0	0.00
U.S.	863352	780785	81699	0.09

Figure 1. The Share of the 1997 Value of Agricultural Land Attributable to Future Development Potential (Devshare), by County



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Appendix I. Variable Definitions and Data Sources

$\overline{P}_i^A$ is the average price (dollars per acre) of agricultural land in county *i* in 1997. These data are reported in the Census of Agriculture and constructed as an average of owner-reported estimates of the current sales price of their farmland π_i^A. The Census of Agriculture reports only the county average value. Data on individual owners are not disclosed for confidentiality reasons.

P_i^D is the average price (dollars per acre) of recently developed land in county *i* in 1997. P_i^D is estimated by backing out the average lot price from data on single-family home prices, which reflect both the value of structures and the land. Median prices for single family homes in 1980 and 1990 are taken from the decennial Census of Population and Housing Public Use Microdata Samples (PUMS 5% sample). This provides owner estimates of the market price of single family-homes at the level of county groups and subgroups. We consider only the value of single-family houses built within the five years preceding each census to ensure that the prices reflect the characteristics of the lots being developed and the houses being built in 1980 and 1990. Using 1980 and 1990 as base years, we extrapolate yearly data for each year between 1980 and 1999 using the Office of Federal Housing Enterprise Oversight (OFHEO) House Price Index. This index is based upon repeat home sales data and tracks quarterly changes in the price of a single-family home for each U.S. state. While this data only provides the state average home price trend, we capture some of the county-level differences in annual home price changes by scaling the state trend up or down for each county to fit the change in home prices between 1980 and 1990 from the census. To back out the underlying land price for 1997, we multiply our annual estimate of the median single-family home price in each county by an estimate of the median share that the value of the lot represents in the total price of a single-family home. We compute this "lot share" from data in the annual Characteristics of New Housing Reports (C-25 series) from Census Bureau and the U.S. Department of Housing and Urban Development. To obtain a per acre measure of developed lot values, we divide the estimated median lot prices in each county by an estimate of lot sizes derived from the C-25 reports (making the assumption of constant returns to scale in land).

π_i^A is the average return (dollars per acre) to agriculture in county i in 1997. Using Census of Agriculture data, π_i^A is computed as $(TR_i - TC_i + GP_i)/A_i$ where TR_i is the value of all agricultural products sold, TC_i is total farm production expenses, GP_i are total government payments received by farmers, and A_i is total farmland area.

$cpopd_i$ is the average annual change in the total population of county i between 1990 and 1997, normalized on the total land area of county (in people per 1000 acres). Data are taken from the Census of Population.

$vpopd_i$ is the variance of annual changes in total county population over the period 1990 to 1997, normalized on total county land area (in people per 1000 acres).

$roads_i$ is the mileage of interstate and other principal arterial roads (for example, state highways) divided by total county land area (in highway miles per 1000 acres). Data were obtained from the U.S. Department of Transportation.

$farms_i$ is measured as total farmland acres in 1997 divided by the county land area. Data are from the Census of Agriculture.