ACDS Decision

AGRICULTURAL CAPITAL DECISION STANDARD

ACDS-F-02

Farmland Acquisition Preparation

Gather the property, farm, financing, and evidence records before starting.

PARCEL ANALYSIS	LAND + FARM
Estimated 15–25 minutes with records ready	**Estimated 25–40 minutes with records ready**
Use supportable estimates; identify what needs proof.	Use current records, written quotes, and source dates.

01 PROPERTY AND PRICE

- [ ] Total acres, productive acres, price per acre, closing costs, and improvements
- [ ] Property taxes, access, drainage, zoning, environmental, lease, and possession issues
- [ ] Current appraisal and dated sale or rental comparables when available

02 LAND ECONOMICS

- [ ] Three-to-five-year crop budgets or operating records
- [ ] Normalized revenue, costs, labour, reserve, ownership costs, and comparable rent

03 WHOLE-FARM POSITION

- [ ] Cash available for debt payments and existing annual debt service
- [ ] Current assets, current liabilities, total assets, and total liabilities
- [ ] Working capital needed after closing and lender ratio targets

04 FINANCING AND EVIDENCE

- [ ] Down payment, interest rate, amortization, loan term, and renewal assumptions
- [ ] Written lender terms, balance sheet date, appraisal date, and comparable dates
- [ ] Prepared-by, reviewer, conditions to proceed, and unresolved diligence

QUESTIONS, SOURCES, OR MISSING RECORDS