Land-Market Restrictions and Agricultural Productivity under Market Power

Julián Arteaga

University of California, Davis

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- It is common for governments around the world to impose restrictions on rural land markets.
 - e.g. China, Mexico, Philippines, US Homestead Act.(Allen, 1991).
 - Bans on sales, use-contingent property rights, limits on area owned: land ceilings.

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- Constraints have been shown to hinder productivity and labor mobility (de Janvry et al., 2015; Gottlieb and Grobovšek, 2019; Adamopoulos and Restuccia, 2020).
 - Major suspect for the Agricultural Productivity Gap (Restuccia et al., (2008); Gollin et al., (2014); Chari et al., (2021), Adamopoulos et al., (2022)...)

• At the same time, farmland in many developing countries is concentrated in large, underutilized estates.

Indicators	Latin America	Asia	Europe	United States		
Number of holdings	10,281,607	143,934,358	7,625,520	1,911,859		
Total area (hectares)	705,586,803	268,741,639	125,394,061	377,088,222		
Average farm size	68.6	1.9	16.4	197.2		
Land gini coefficient	.83	.52	.64	.75		
Agricultural land (%)	65.7	91.8	70.6	88.9		
Cropland (%)	20.4	99.5	65.6	52.1		
Meadows and pastures (%)	79.6	.5	34.4	47.9		
Land tenure (area; %):						
Owner and owner-like	85.5	88.7	61.4	33.9		
Rented from other	3.6	2.8	23.3	11.6		
Mixed and others	10.7	8.5	15.3	54.5		
Below 10 hectares:						
Farms	58.7	97.4	74.5	29.5		
Area	2.5	72.6	11.4	1.2		

INTERNATIONAL INDICATORS

Source. World Census of Agriculture (1990, 2000).

Note. Latin America = Argentina, Brazil, Colombia, Chile, Honduras, Panama, Paraguay, Peru, Puerto Rico, Uruguay, and Venezuela. Asia = Bangladesh, Cyprus, India, Iran, Japan, Nepal, Pakistan, Philippines, Thailand, and Turkey. Europe = Austria, Belgium, France, Italy, Luxembourg, Portugal, Spain, Switzerland, and the United Kingdom.

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 - Do imperfect-competition arguments used as justification hold validity?

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 - Monopoly power in land markets.
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- Is the presence of market power a large enough concern to merit the restriction of land transactions?
 - Do imperfect-competition arguments used as justification hold validity?
- What are there distributional implications of imposing (or lifting) restrictions?

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 - Increased the employment share of agriculture by 15%.

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 - Drop in productivity driven by low-concentration municipalities.
 - Increased agricultural wages by 41%.
 - $\,\circ\,$ Increased the employment share of agriculture by 15%.
- Rationalize these results in an ag. production model with market power + land ceilings.

Institutional Context: Colombia's Allocation of Public Land



Allocation in Paz del Río, Boyacá – ca. 1966 Photo: Efraín García Abadía, Collection of the Colombian National Museum



Rogerio Burgo Rosales and his wife with their property title – 1966 Photo: Efrain García Abadía, Collection of the Colombian National Museum

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- From 1960 to 2014: \approx 550,000 allocations, amounting to \approx 22.3 million hectares.
- Roughly 50% of the country's privately-owned farmland today.
- But land inequality levels remain one of the highest in the world... Ibáñez & Muñoz, (2010).

Land in Colombia is Concentrated and Underutilized



12. It is well known that market imperfections commonly encountered in rural areas of developing countries can lead to concentration of land in the hands of larger producers (e.g., Carter and Mesbah, 1993). But credit market imperfections alone—without policy interventions—cannot explain the heavy *underutilization* of land in Colombia where 75% of potential cropland is currently under pasture—it would presumably be more profitable for large landowners to rent out to sharetenants rather than to use land for extensive cattle ranching or to leave it completely fallow.

Land in Colombia is Concentrated and Underutilized

What we see now is a concentration of lands on the part of the company [...] and they do not care if they leave us without a job, [...] they never take into account the people from the municipality and, of course, if they buy all the land, we are left unemployed.

Focus group participant interviewed in (Pérez et al., November 2016)

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[Community-owned lands] must be promoted, since in these lands communities are protected from the market's voracity, which monopolizes lands in latifundia and pushes out households from their farms.

F. De Roux, chair of the Commission for the Clarification of Truth, November 2012

Baldíos are resold and accumulated faster in high-concentration municipalities

Land Sales

Owner-level Land Concentration



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- Limit defined as the amount of land needed to earn a 'decent livelihood'.
- To account for agroecological differences, ceiling height was set to vary at the municipal level.
- Did not entail expropriation/redistribution of current landholdings: constraint only on future sales.





• Lower ceilings + Larger share of municipal farmland allocated by govt. \rightarrow More restricted land markets.

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• Restrict estimation to pairs of contiguous municipalities that straddle an 'homogeneous zone' border, across which ceiling heights vary by decree.

• Diff-in-diff model with muncipality and municipality-pair×year fixed effects:

$$y_{m,p,t} = \beta \left(\mathsf{MR}_m \times T\right) + \alpha_1 \left(R_m \times T\right) + \alpha_2 \left(S_{m,t^0} \times T\right) + \phi_m + \kappa_{p,t} + \varepsilon_{m,p,t}$$

with

- $y_{m,p,t} =$ Outcome for municipality m, in municipality-pair p, year t.
- $R_m = (1/\text{Ceiling height}_m).$
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- $T \equiv \mathbf{1}(t \ge 1994)$

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$$R_m = (1/\text{Ceiling height}_m).$$

- $\circ S_{m,t^0} =$ Share of municipality area restricted.
- $\circ \ T \equiv \mathbf{1}(t >= 1994)$
- Identification comes from $E[\varepsilon_{m,p,t}|(\mathsf{MR}_m \times T), \phi_m, \kappa_{p,t}] = 0$
 - Change in restriction stringency *across bordering municipalities* exogenous to time-varying confounders.



Balance on cross-section municipal characteristics:

$$\mathsf{MR}_{m,p} = \beta_0 + \beta_1 X_m + \delta_p + \lambda_{d(m)} + u_{m,p}$$



(max) Altitude -Average Slope -Average annual rainfall -Average driving distance to nearest capital -Average driving distance to nearest port -Municipio is connected to road network -Average driving distance to river-Average geodistance to capital (km) -Average geodistance to port (km) -Total population -Share rural population -Poverty incidence (%) -Armed group presence -(max) Potential vield: Maize -(max) Potential yield: Coffee -(max) Potential yield: Banana-(max) Potential yield: Oil Palm -(max) Potential vield: Sugar Cane -(max) Potential yield: Cocoa -

Data / Outcomes

- Municipal-level agricultural productivity 1987–2004: Evaluaciones Agrícolas Municipales
 - $\,\circ\,$ First comprehensive set of crop×muni×year yield data for this time period (N \approx 136,000).
- Land sales (SNR)
 - Transaction-level data for plots originally granted by the government.
 - $\circ~pprox 2$ million distinct *transactions*: full sales, partial sales, consolidations, mortgages, etc.
- Land concentration (IGAC)
 - Average municipal farmsize & land ginis 1985, 1993, 2000-2010.
- Labor Markets (DANE)
 - Agriculture's employment share; Share of population in rural area.
 - $\,\circ\,$ Agricultural workers' monthly earnings \rightarrow worker level.
- Aggregate all at the municipality-year level: (unbalanced) panel of 859 muni across 17 years.



Results



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Land-market restrictions increased land sales

Land Market Restrictions and Land Sales

		Transaction Type				
	Total Sales (1)	Full Property Transfer (2)	Fragmenting Sales (3)	Consolidating Sales (4)		
$\hat{\beta}$: (log) Restriction Level \times Area restricted \times T	0.188*** (0.051)	0.191*** (0.046)	0.204*** (0.063)	-0.244** (0.092)		
Observations	64,818	64,818	64,818	64,818		
R^2	.956	.951	.892	.795		
Mean Dep. Var.	21.708	15.612	5.133	1.025		

Notes: All outcome variables in logarithms. *** p < 0.01, ** p < 0.05, * p < 0.10.

Land-market restrictions (slightly) reduced land inequality

Land Market Restrictions and Farm Size

	Average Farm Size (1)	Land Gini (2)
		(-)
\hat{eta} : (log) Restriction Level $ imes$ Area restricted $ imes$ T	-0.040	-0.074*
	(0.084)	(0.039)
Observations	37,186	31,774
R^2	.99	.958
Mean Dep. Var.	31.17	.637

Notes: All outcome variables in logarithms. *** p<0.01, ** p<0.05, * p<0.10.

Land-market restrictions reduced agricultural productivity

Land Market Restrictions and Agricultural Productivity

	Yield (Tons/Hectare)			
Revenue per Hectare (1)	Corn (2)	Coffee (3)	Plantain (4)	Rice (5)
-0.235** (0.080)	-0.160** (0.062)	0.233*** (0.031)	0.202*** (0.064)	0.158 (0.165)
41,510	27,772	11,278	16,410	4,748
.911	.911	.796	.857	.956
12.113	2.652	.968	6.82	7.63
	Revenue per Hectare (1) -0.235** (0.080) 41,510 .911 12.113	Revenue per Hectare (1) Corn (2) -0.235** -0.160** (0.080) (0.062) 41,510 27,772 .911 .911 12.113 2.652	Yield (Tons Revenue per Hectare Corn Coffee (1) (2) (3) -0.235** -0.160** 0.233*** (0.080) (0.062) (0.031) 41,510 27,772 11,278 .911 .911 .796 12.113 2.652 .968	Herein Yield (Tons/Hectare) Revenue per Hectare Corn Coffee Plantain (1) (2) (3) (4) -0.235** -0.160** 0.233*** 0.202*** (0.080) (0.062) (0.031) (0.064) 41,510 27,772 11,278 16,410 .911 .911 .796 .857 12.113 2.652 .968 6.82

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Effect on productivity is heterogeneous by initial land concentration



 $y_{m,p,t} = \beta \left(\mathsf{MR}_m \times T\right) + \gamma \left(\mathsf{MR}_m \times \mathsf{High} \ \mathsf{Conc.} \times T\right) + \alpha' X_{m,t} + \phi_m + \kappa_{p,t} + \varepsilon_{m,p,t}$

Land-market restrictions increased workers earnings and wages

Land Market Restrictions and Labor Market Outcomes

	Ag. Worker Earnings	% Occupied in Ag.	% Pop in Rural Area
	(1)	(2)	(3)
^			
eta : (log) Restriction Level $ imes$ Area restricted $ imes$ T	0.554**	0.223*	0.019
	(0.243)	(0.128)	(0.042)
Observations	102,123	5,904	5,904
R^2	.135	.93	.988
Mean Dep. Var.	802.595	.475	.625
A/ . All	1 11 *** -0	01 ** -0.05 * -	0.10

Notes: All outcome variables in logarithms. *** p < 0.01, ** p < 0.05, * p < 0.10.

Effect Size

• At mean restriction-stringency levels:



Consistent with imperfect competition in input markets

- Rationalize in a general-equilibrium model with market power + land market restrictions.
 - Restrictions distort the efficient reallocation of inputs but also curtail market power.
 - Net effects of restrictions depend on initial land-concentration levels.
 - $\circ~+$ occupational choice component \rightarrow Opposing effects of ceilings on productivity and wages.



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Thank you! jgarteaga@ucdavis.edu

- Municipalities with more than one neighbor will appear more than once in the estimation sample.
- Two-way clustered standard errors:
 - Departamento (State) level \rightarrow autocorrelation & common treatment across m.
 - Departamento boundary-segment \rightarrow correlation across neighbor-pairs with same m.
- All regressions weighted by the inverse number of pairs to which each municipality belongs to.

Descriptive Statistics

	Observations	N. Years	Mean	Std. Dev.	Min	Max
Land ceiling (hectares)	1,088	1	66.4	201	5	2,269
Govt. allocated area in 1990 (%)	1,031	1	.218	.319	0	1
Total yearly land sales	64,818	18	21.7	37.8	0	853
Number of yearly full sales	64,818	18	15.6	28.8	0	825
Number of yearly fragmenting sales	64,818	18	5.13	12.4	0	255
Number of yearly consolidating sales	64,818	18	1.03	3.66	0	83
Average farm size (hectares)	37,186	8	31.2	106	.0631	2,790
Land ownership gini index	37,186	8	.635	.171	.0264	.972
Revenue per hectare (million COP)	41,510	17	12.1	15.2	.0131	243
Annual Corn Yield (tons/hectare)	27,772	17	2.65	2.43	.0533	110
Annual Coffee Yield (tons/hectare)	11,278	17	.968	.571	.0006	18.8
Annual Plantain Yield (tons/hectare)	16,410	17	6.82	22.5	.0085	1,130
Annual Rice Yield (tons/hectare)	4,748	17	7.63	4.63	.0437	25.6
Ag. worker monthly earnings (1000 COP)	109,459	15	779	1,232	8.03	67,159
Occupied in agriculture (%)	5,904	2	.475	.214	.0051	.913
Share of rural population (%)	5,904	2	.625	.226	.0136	.983
Latifundia Intensity in 1984 (%)	617	1	.125	.167	0	.988

Notes: Summary statistics for main dependent variables and outcomes. Column 1 indicates the number of municipality-pair observations. Column 2 indicates the number of years for which there is information available on the outcome variable. All monetary values are expressed in real 2018 Colombian pesos (COP).

Land-market restrictions and land sales - levels

Land Market Restrictions and Land Sales

		Transaction Type				
	Total Sales	Full Property Transfer	Fragmenting Sales	Consolidating Sales		
	(1)	(2)	(3)	(4)		
$\hat{\beta}$: Restriction Level \times Area restricted \times T	2.915**	3.336***	3.524	-4.273*		
	(1.263)	(0.959)	(2.093)	(2.181)		
Observations	64,818	64,818	64,818	64,818		
Mean Dep. Var.	21.708	15.612	5.133	1.025		

Notes: All outcome variables in logarithms. *** p<0.01, ** p<0.05, * p<0.10.

Land-market restrictions and land inequality - levels

Land Market Restrictions and Farm Size

	Average Farm Size	Land Gini
	(1)	(2)
\hat{eta} : Restriction Level $ imes$ Area restricted $ imes$ T	-0.00034*	-0.00004
,	(0.00018)	(0.00007)
Observations	37,186	31,774
Mean Dep. Var.	31.17	.637

Notes: All outcome variables in logarithms. *** p<0.01, ** p<0.05, * p<0.10.

Land-market restrictions and agricultural productivity - levels

Land Market Restrictions and Agricultural Productivity

		Yield (Tons/Hectare)				
	Revenue per Hectare (1)	Corn (2)	Coffee (3)	Plantain (4)	Rice (5)	
$\hat{\beta}$: Restriction Level \times Area restricted \times T	-3.217* (1.820)	-2.175** (0.746)	2.685*** (0.362)	1.496 (1.250)	6.414* (3.104)	
Observations	41,510	27,772	11,278	16,410	4,748	
Mean Dep. Var.	12.113	2.652	.968	6.82	7.63	

Notes: All outcome variables in logarithms. *** p<0.01, ** p<0.05, * p<0.10.

Land-market restrictions and labor market outcomes - levels

Land Market Restrictions and Labor Market Outcomes

	Ag. Worker Earnings	% Occupied in Ag.	% Pop in Rural Area
	(1)	(2)	(3)
$\hat{\beta}$: Restriction Level \times Area restricted \times T	7.965**	5.117**	-0.083
	(3.005)	(1.910)	(1.073)
Observations	102,123	5,904	5,904
Mean Dep. Var.	802.595	.475	.625

Notes: All outcome variables in logarithms. *** p<0.01, ** p<0.05, * p<0.10.

Heterogeneity by Initial Land Concentration

Table: Restrictions and Productivity - Heterogeneity by Initial Land Concentration

	Split Sample		Full Sample	
	Low	High		
	(1)	(2)	(3)	(4)
<u>^</u>				
eta : Restriction Level $ imes$ Share area restricted $ imes$ T	-0.307	-0.201*	-0.217***	-0.420**
	(0.192)	(0.106)	(0.071)	(0.145)
$\hat{\gamma}$: Restriction Level × Share area restricted × T × High Init. Concentration				0.319*
				(0.170)
R^2	0.913	0.896	0.907	0.907
Observations	11,822	7,780	30,300	30,300

