

Spring Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee

March 11th, 2026



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE..



**QUALIFIED
INTERMEDIARY
SERVICES**

REALTORS® Land Institute – Iowa Chapter

March 2026 Land Value Survey Press Release

- ▶ REALTORS® Land Institute is an affiliate of the National Association of REALTORS®
- ▶ Organized for REALTORS® who specialize in farm and land sales, management, development and appraisal



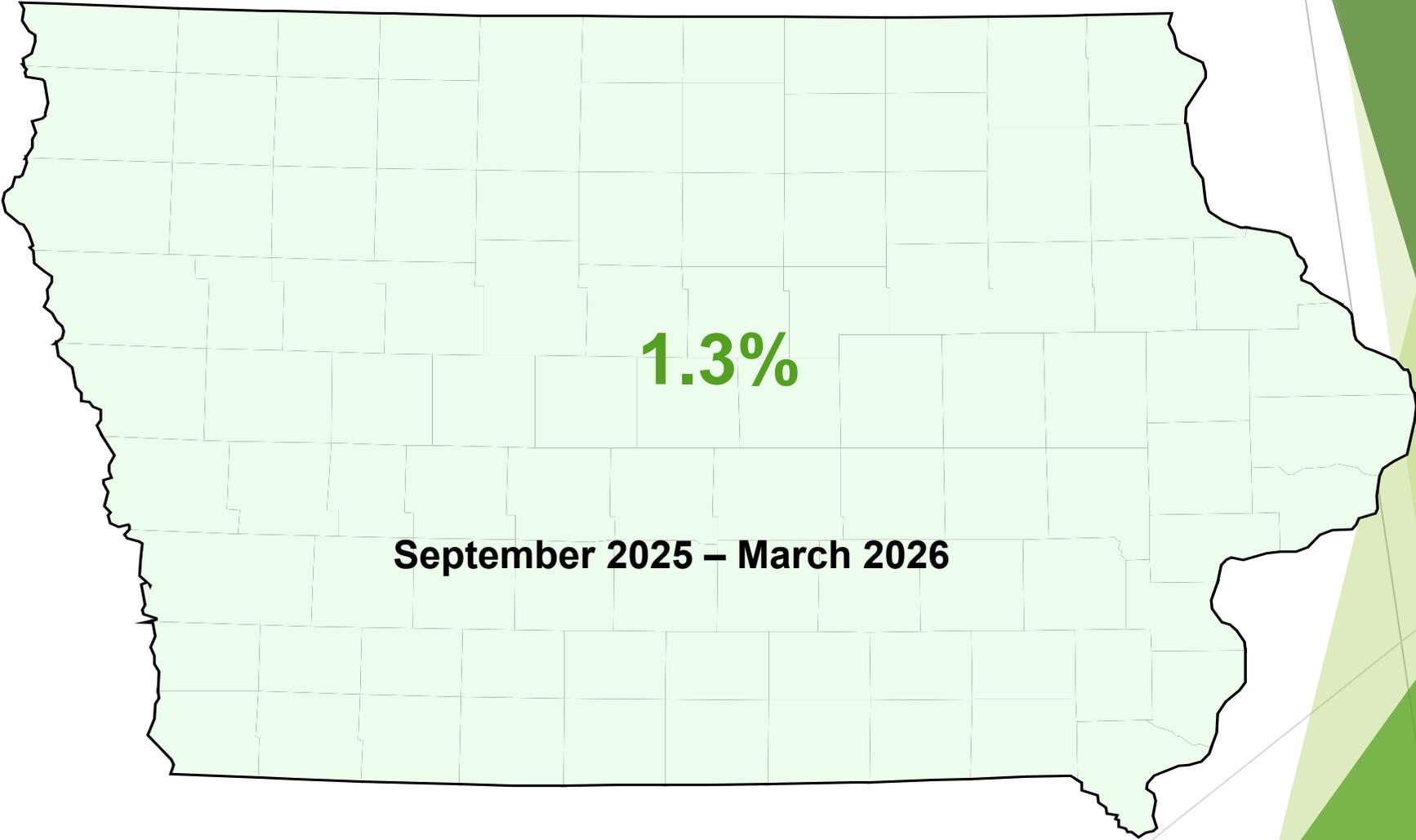
REALTORS® Land Institute – Iowa Chapter

March 2026 Land Value Survey Press Release

- ▶ Participants in the Survey
 - ▶ Asked for their opinions about the current status of Iowa's farmland market.
 - ▶ Asked to estimate the average value of farmland as of March 1, 2026.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.



REALTORS® Land Institute- Iowa Chapter
March 2026



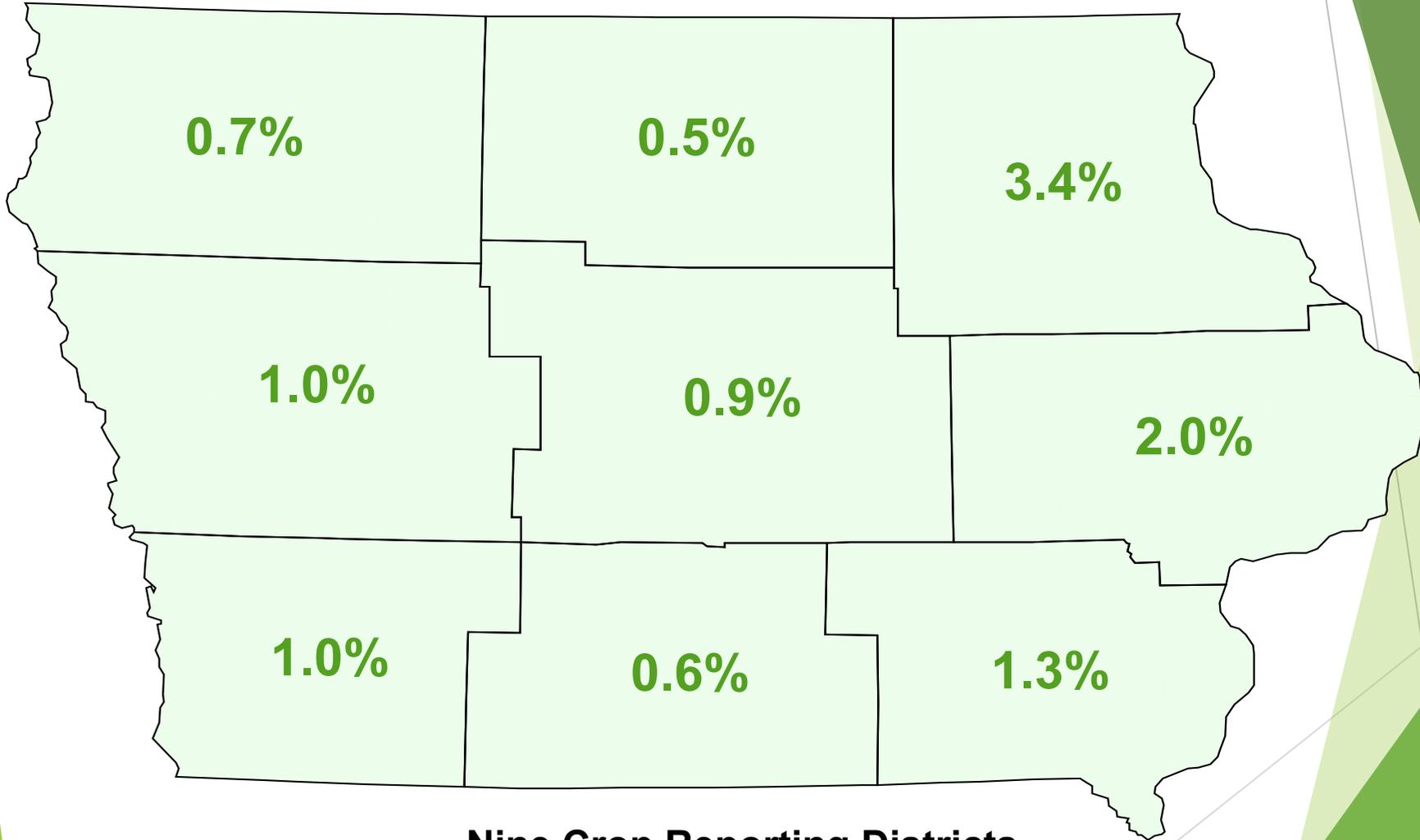
The image features a map of the state of Iowa, filled with a light green color and overlaid with a grid of county boundaries. The map is centered on the page. To the right of the map, there is a decorative graphic consisting of several overlapping, semi-transparent green shapes in various shades, creating a modern, abstract background element.

1.3%

September 2025 – March 2026

REALTORS® Land Institute- Iowa Chapter March 2026

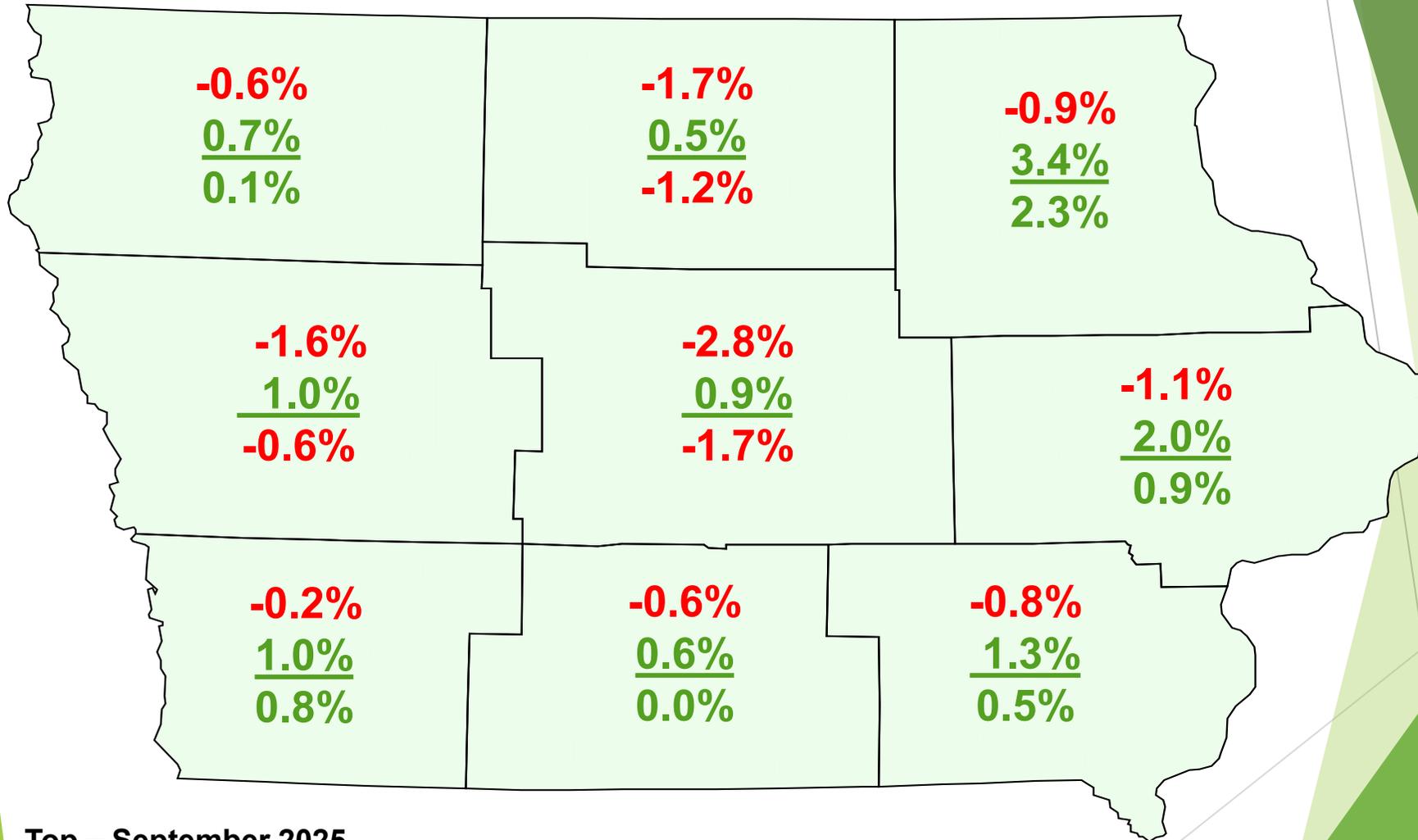
September 2025 – March 2026



Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter March 2026

September 2025 – March 2026



Top – September 2025

Bottom – March 2026

Nine Crop Reporting Districts

**REALTORS® Land Institute- Iowa Chapter
March 2026**

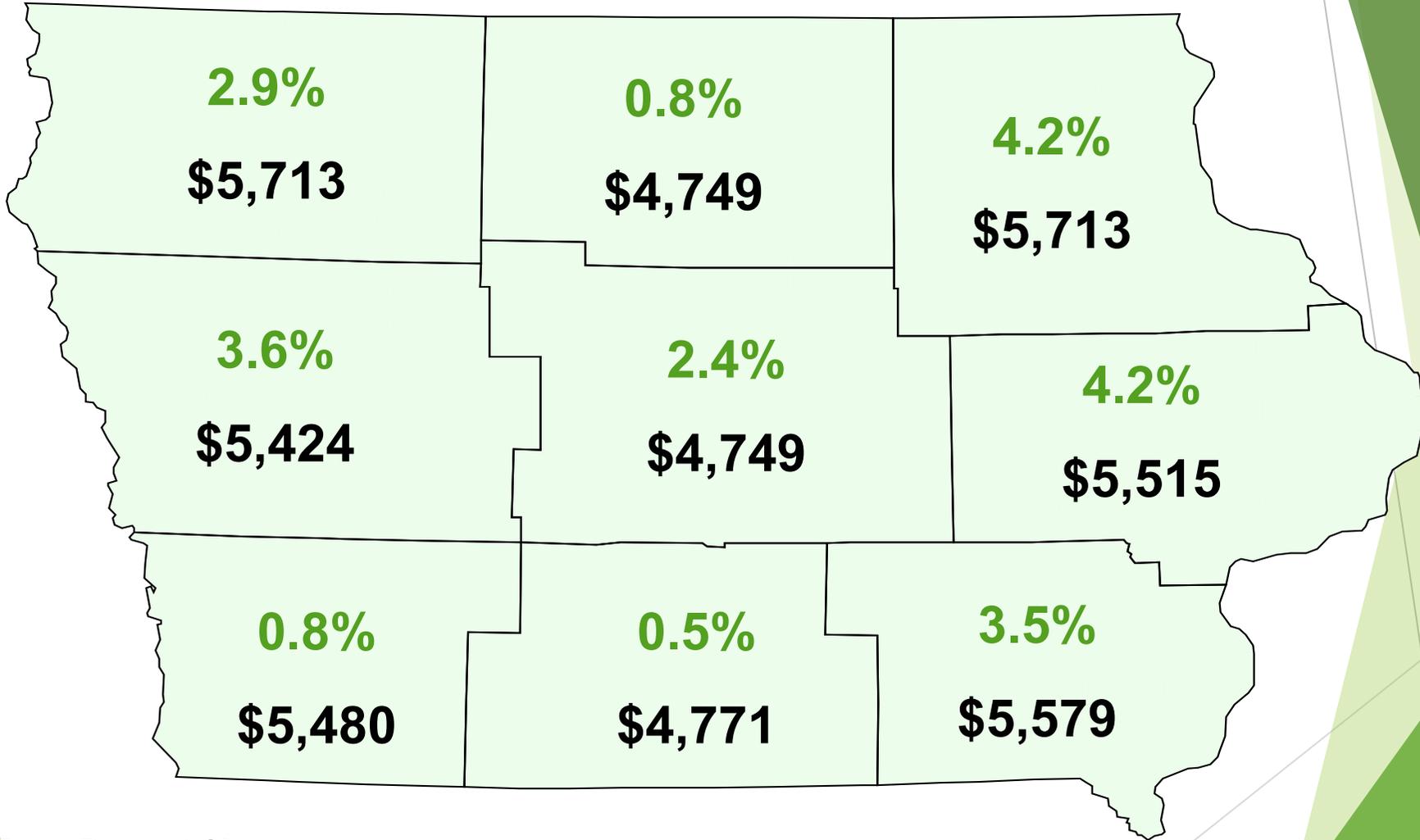
March 2025 – September 2025 -1.2%

September 2025 – March 2026 1.3%

0.1%

March 2025– March 2026

**REALTORS® Land Institute- Iowa Chapter
Pasture Acres
March 2026**



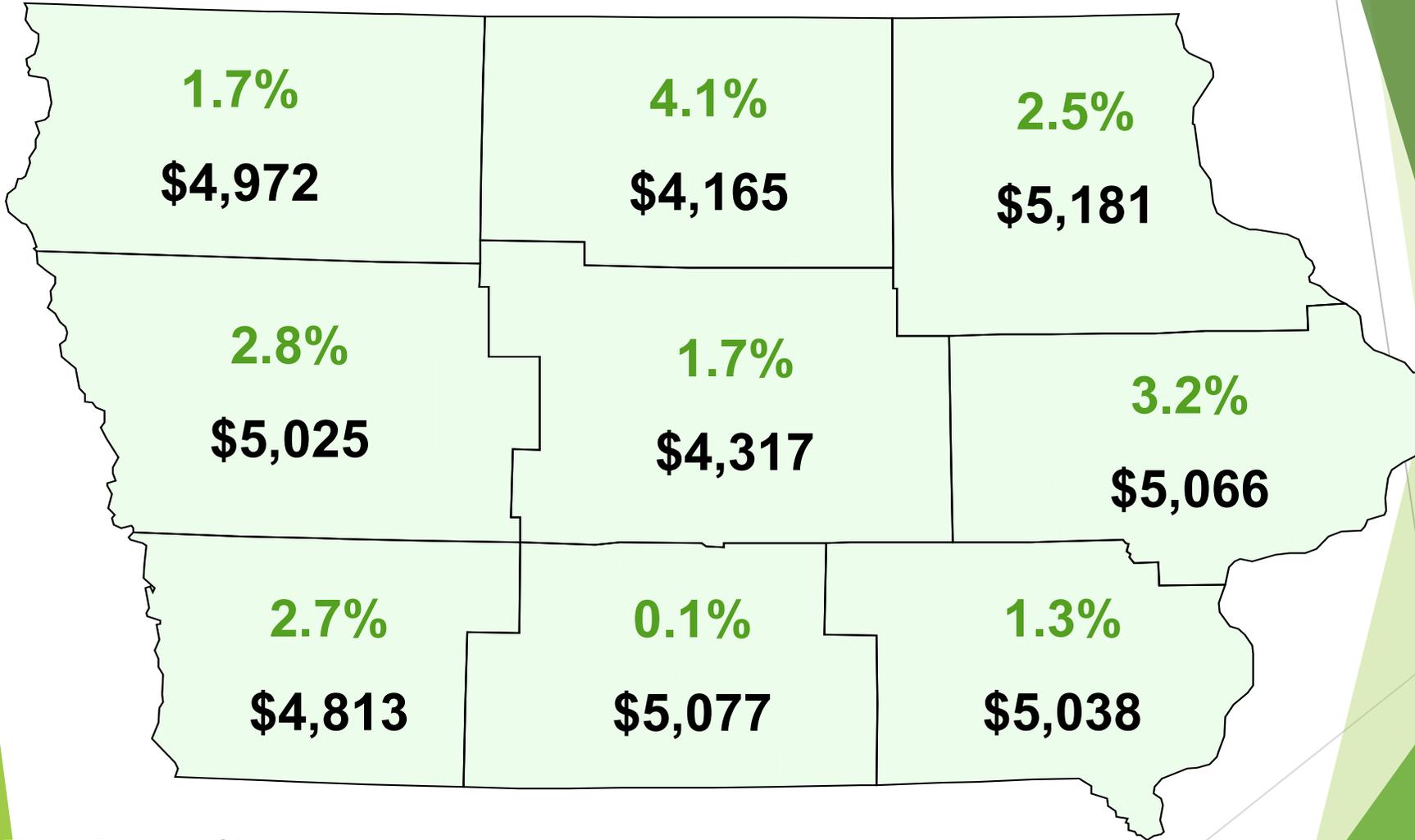
Top – Percent Change

Bottom – Price per Acre

Nine Crop Reporting Districts

September 2025 – March 2026

REALTORS® Land Institute- Iowa Chapter
Non-Tillable / Timber Acres
March 2026



Top – Percent Change

Bottom – Price per Acre

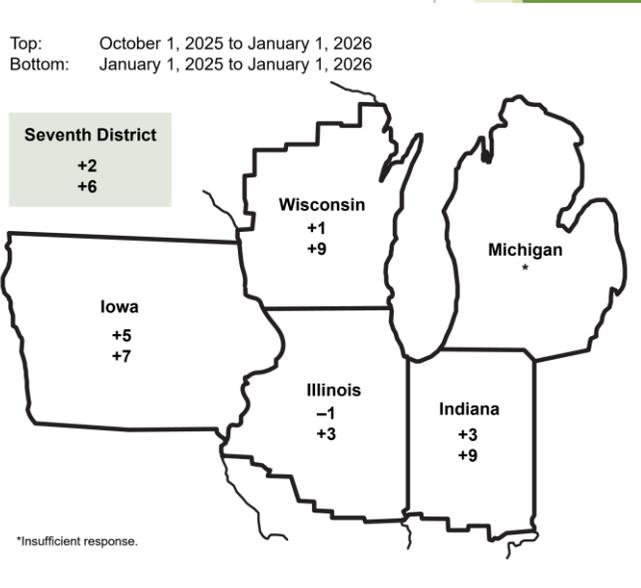
Nine Crop Reporting Districts

September 2025 – March 2026

Chicago Federal Reserve Study

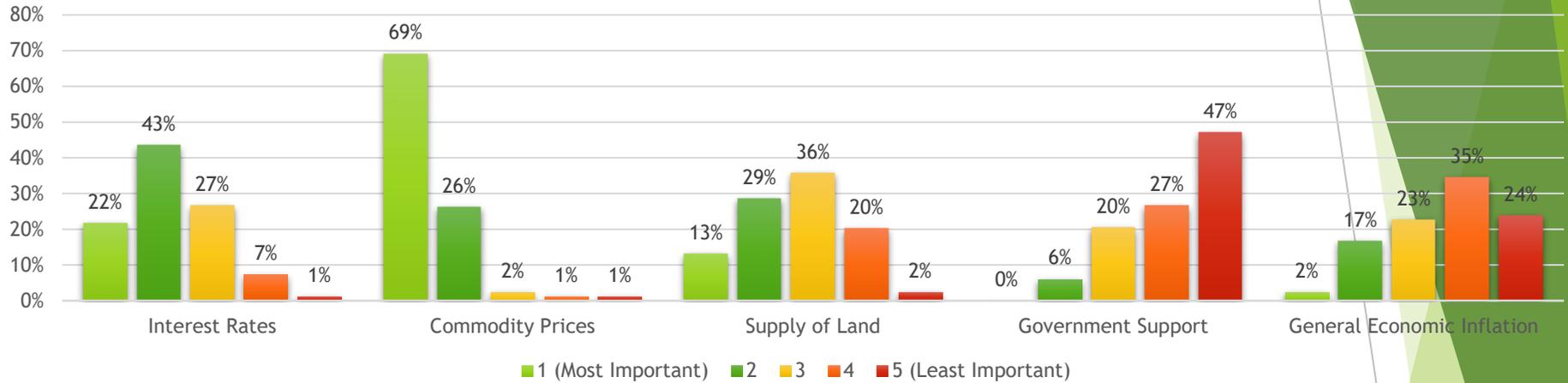
Percent Change in Dollar Value of “Good” Farmland

	October 1, 2025 to January 1, 2026	January 1, 2025 to January 1, 2026
Illinois	-1	+3
Indiana	+3	+9
Iowa	+5	+7
Wisconsin	+1	+9
Seventh District	+2	+7

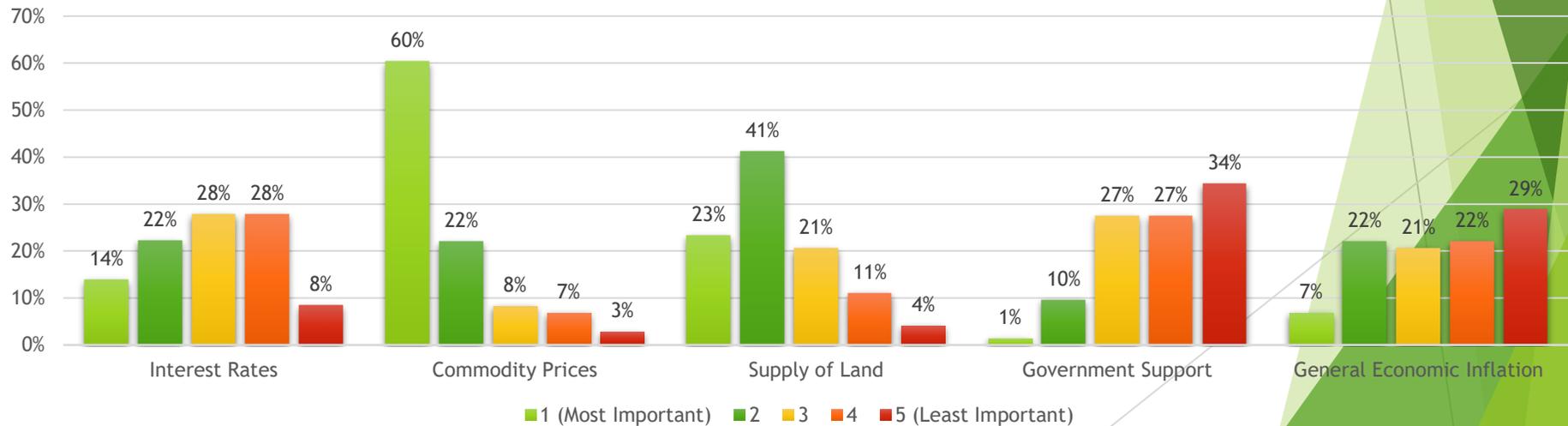


Factors Influencing the Land Market

March 2025

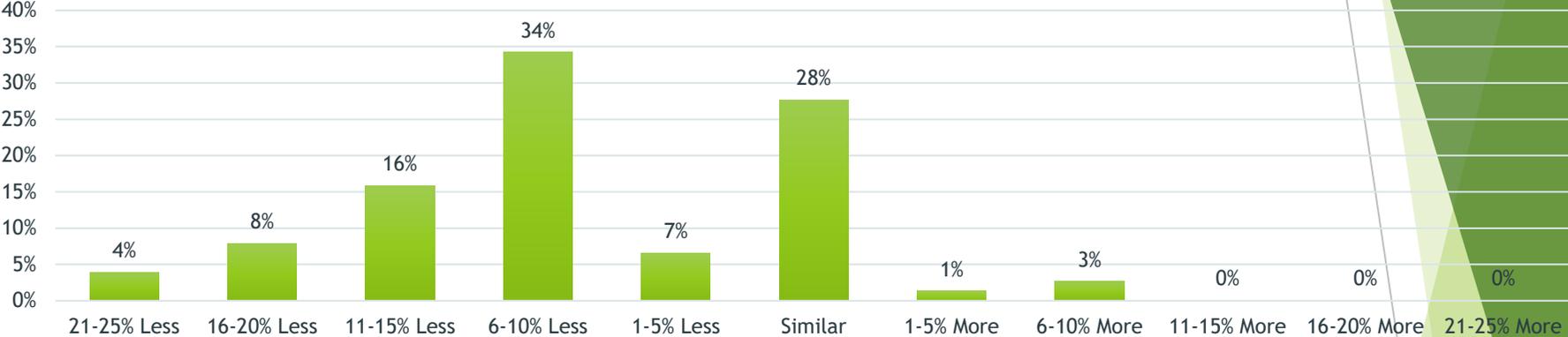


MARCH 2026

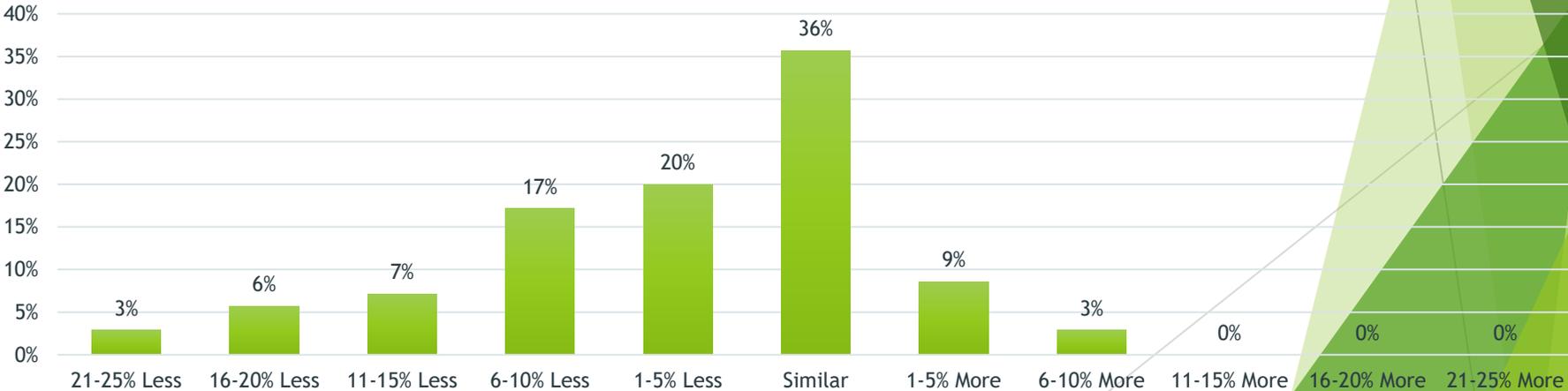


How does the number of farms for sale in your area compare to one year ago?

MARCH 2025

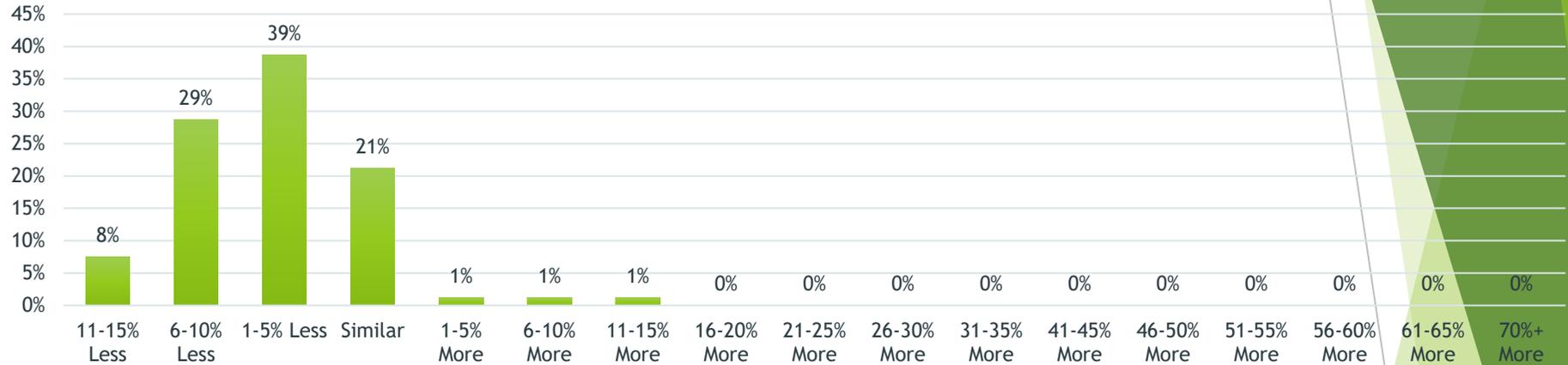


MARCH 2026

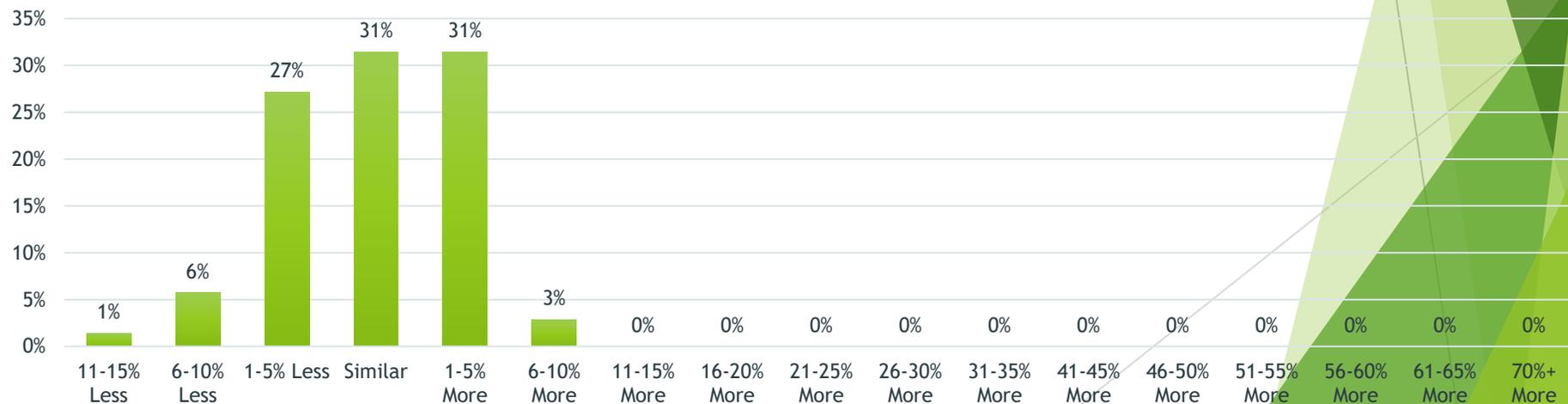


Overall, how do farmland values compare to one year ago?

MARCH 2025

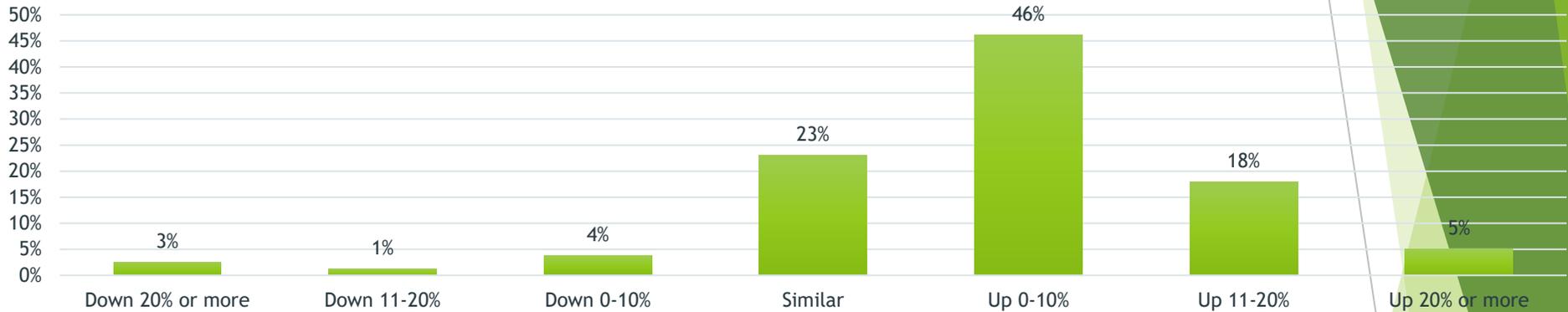


MARCH 2026

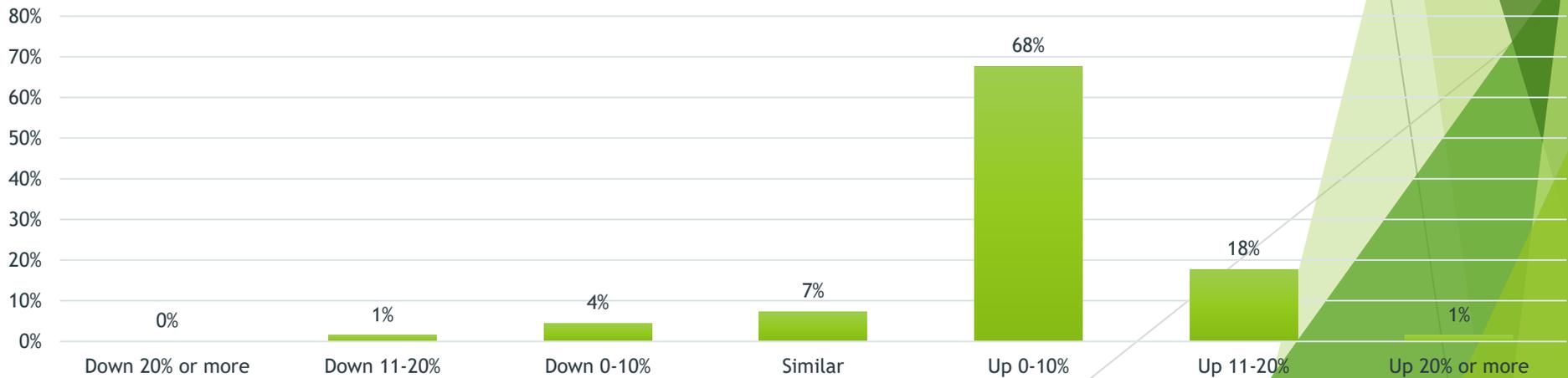


How do you expect farmland values to look five years from now?

MARCH 2025

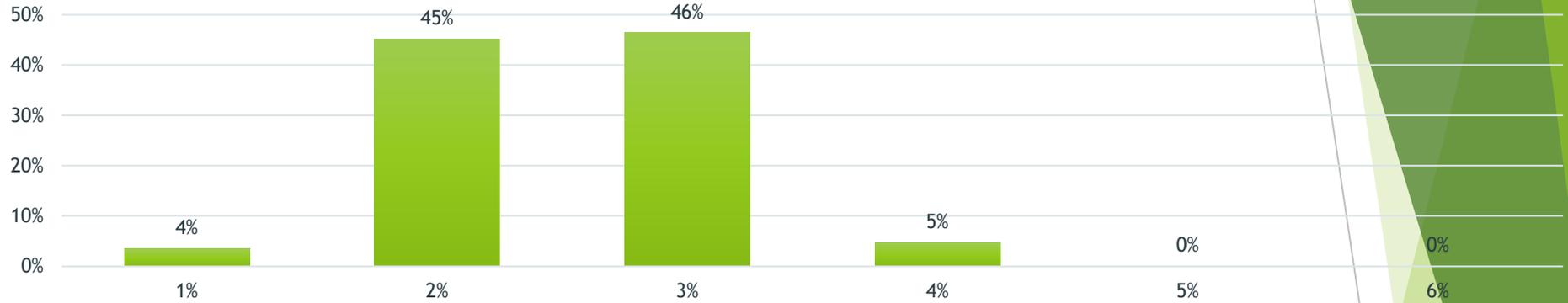


MARCH 2026

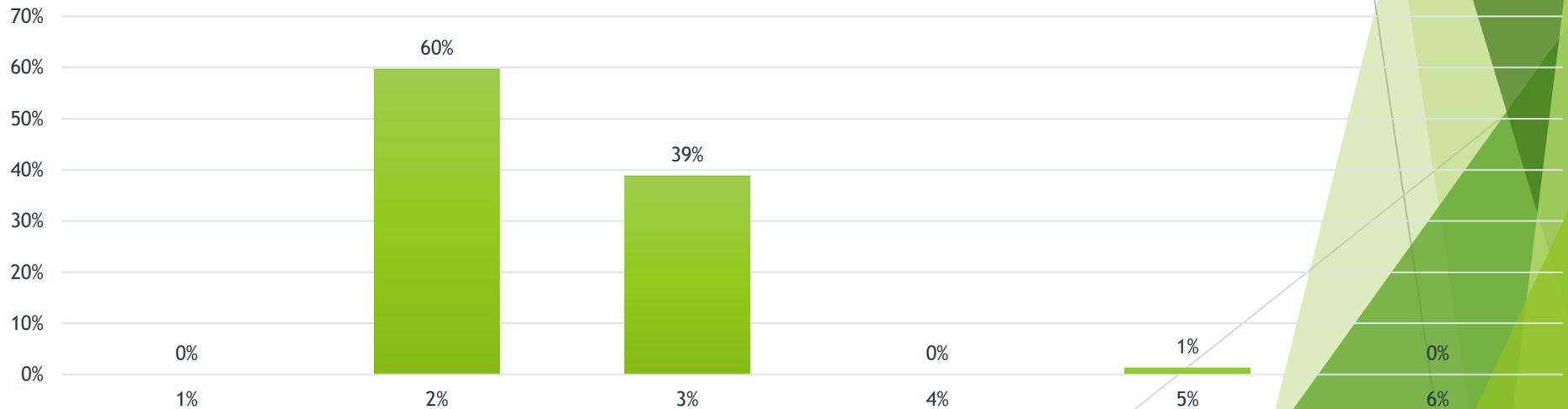


What is the expected return on cropland?

MARCH 2025

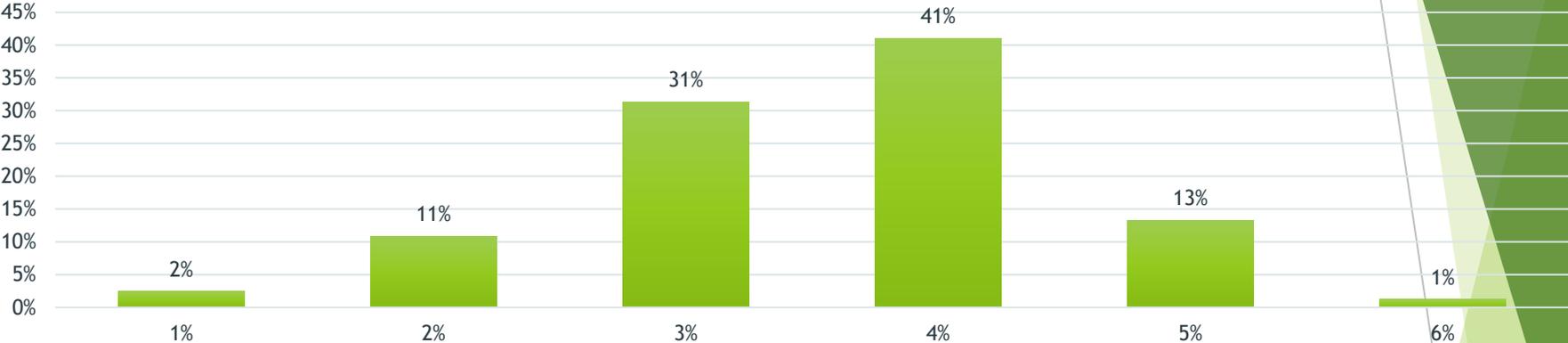


MARCH 2026

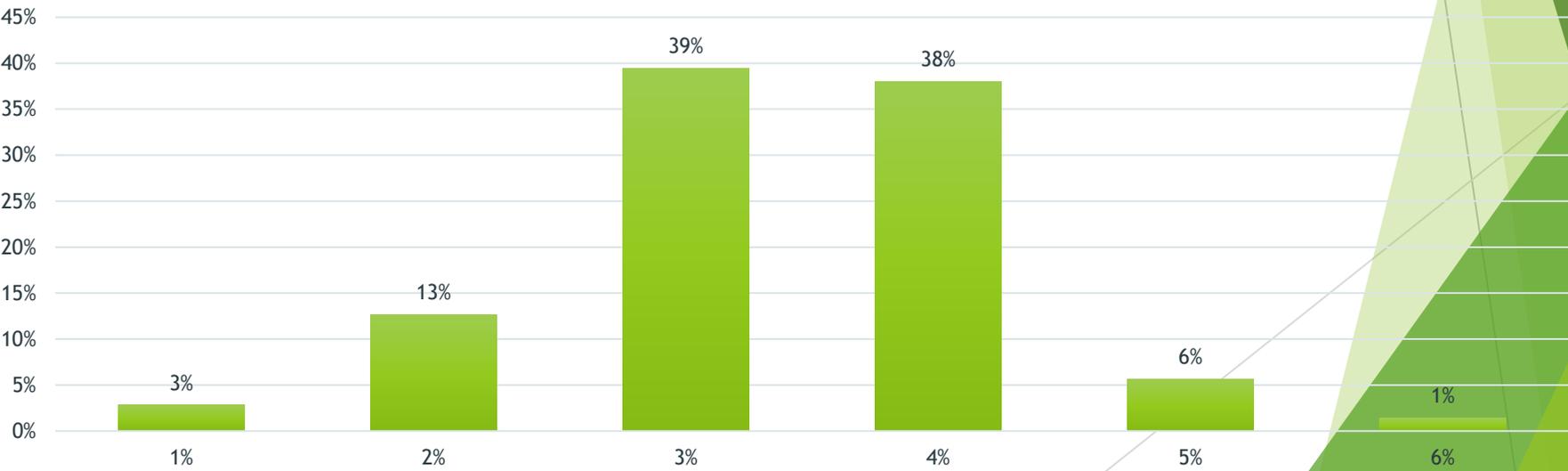


What is the expected return on CRP?

MARCH 2025

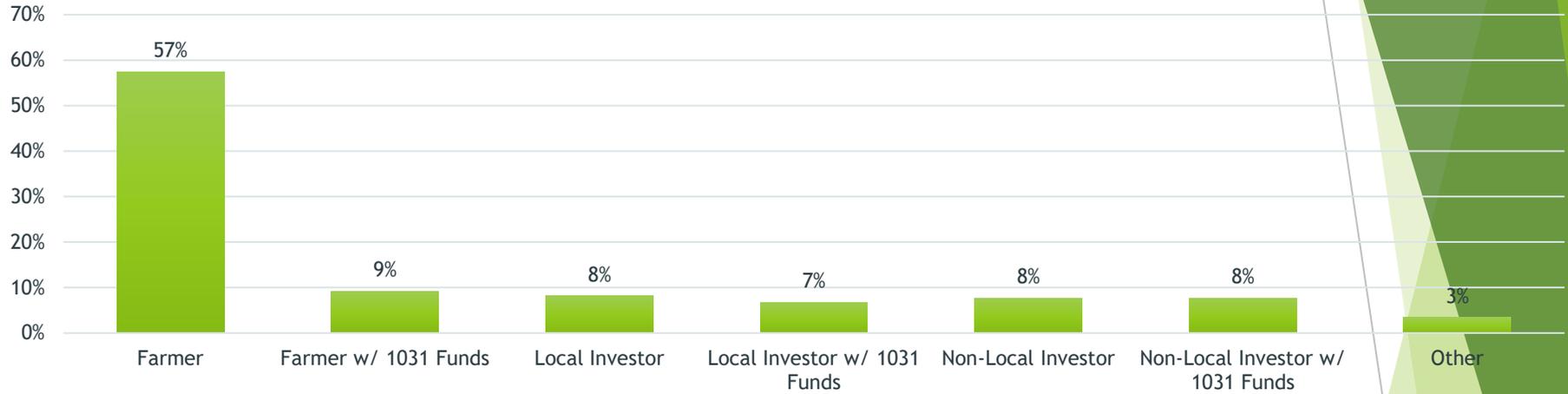


MARCH 2026

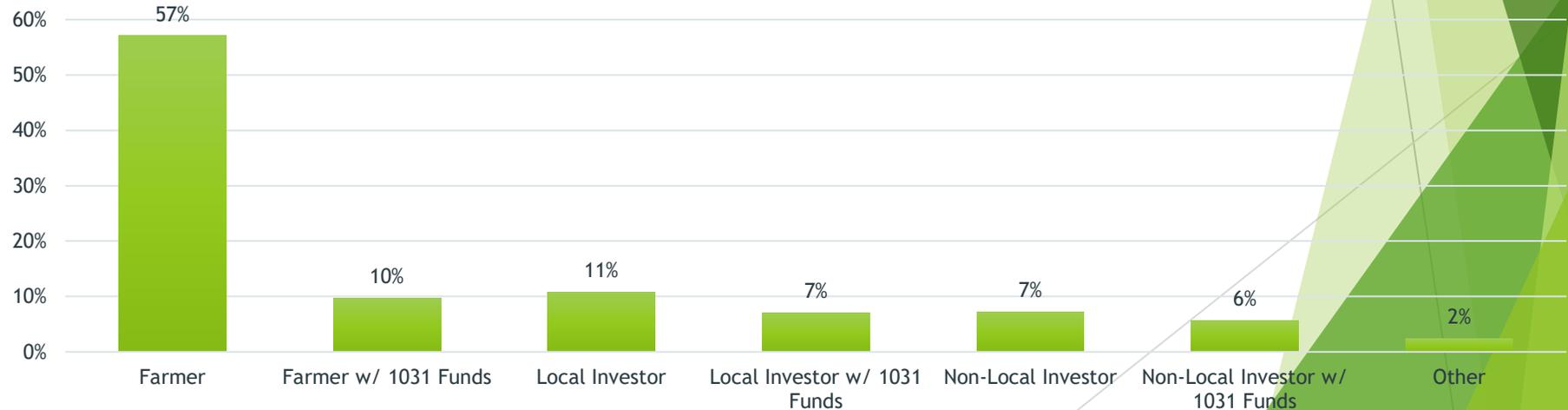


Who is Buying Iowa Farmland?

MARCH 2025



MARCH 2026



Survey Results Since 2020

▶ March 1 2026 (1.3%)

▶ Sept. 1 2025 (-1.2%)

▶ March 1 2025 (-1.0%)

▶ Sept. 1 2024 (-5.0%)

▶ March 1 2024 (-3.1%)

▶ Sept. 1 2023 (-0.2%)

▶ March 1 2023 (0.8%)

▶ Sept. 1 2022 (2.8%)

▶ March 1 2022 (14.1%)

▶ Sept. 1 2021 (18.8%)

▶ March 1 2021 (7.8%)

▶ Sept. 1 2020 (0.0%)

-10.5%

+44.3%

Conclusion

- ▶ Market appears to be firm
- ▶ Buyers are very selective - want quality.
- ▶ High quality selling well, medium and low quality struggling in areas.
- ▶ Tariffs continuing to cause uncertainty in the marketplace
- ▶ Supply of farms continues to be low
- ▶ Conflict in Iran?

Questions?

