

Fall Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee Chairman

September 19, 2019



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE..



**QUALIFIED
INTERMEDIARY
SERVICES**

REALTORS® Land Institute – Iowa Chapter

September 2019 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



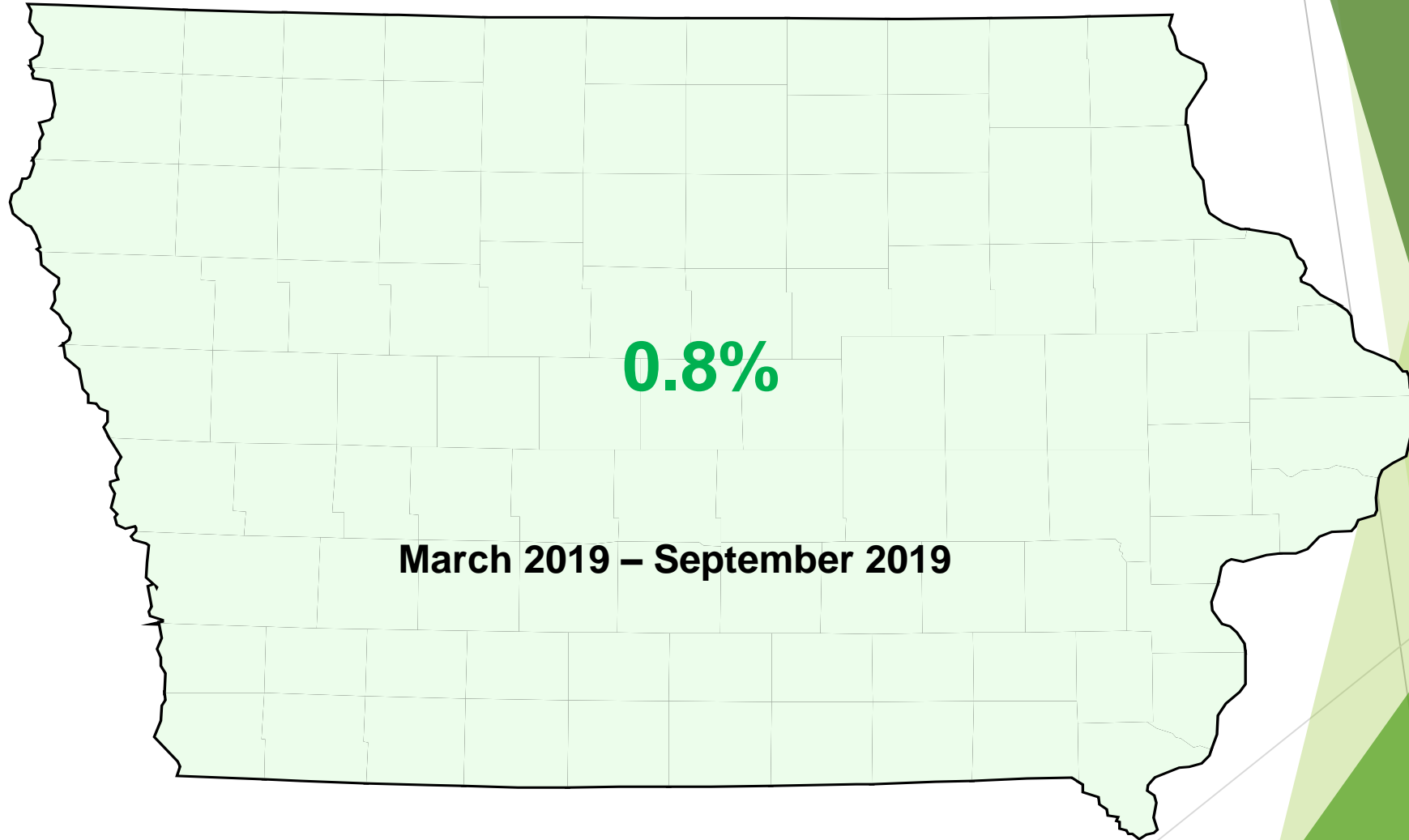
REALTORS® Land Institute – Iowa Chapter

September 2019 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 September 1, 2019.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.

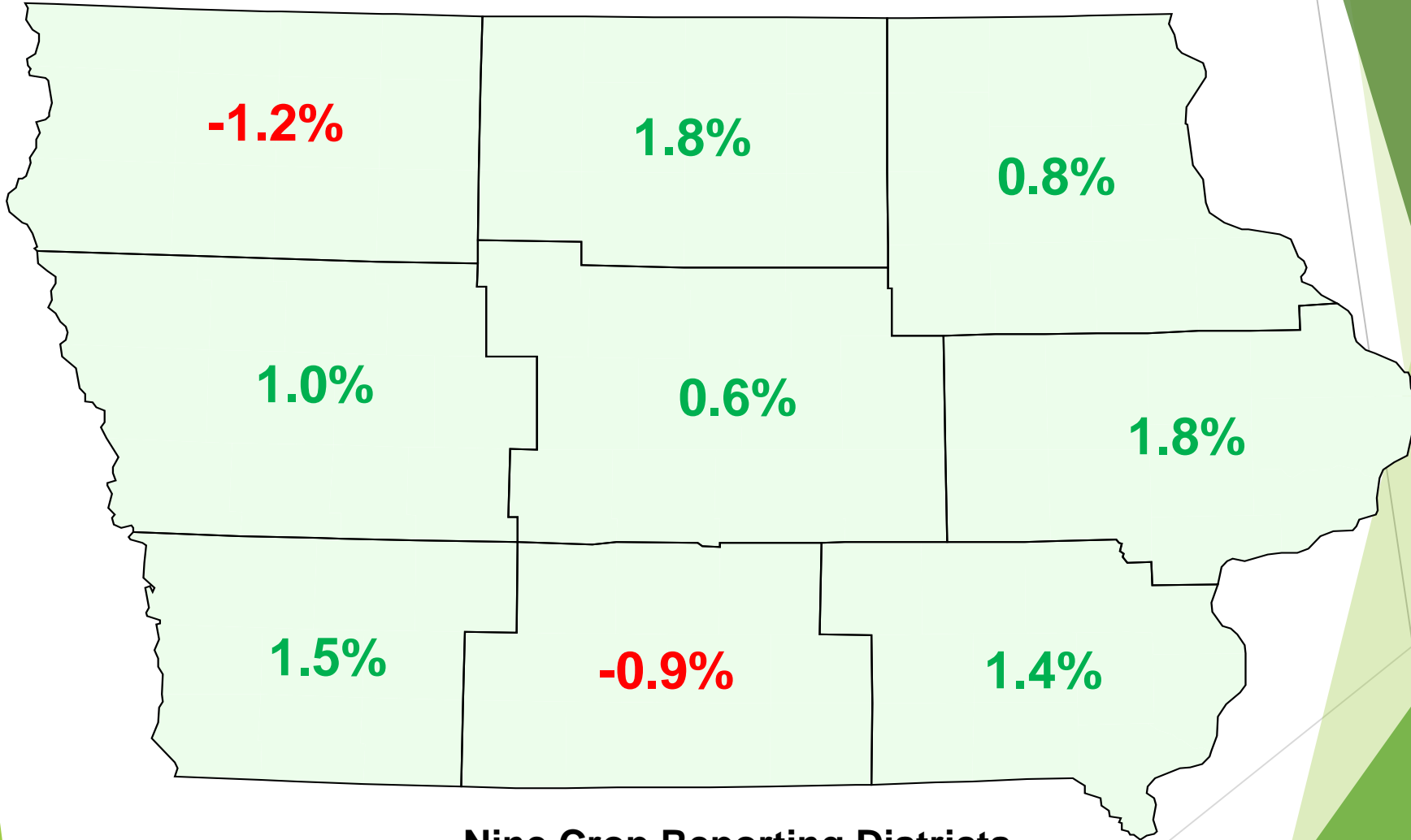


REALTORS® Land Institute- Iowa Chapter
September 1, 2019



REALTORS® Land Institute- Iowa Chapter September 1, 2019

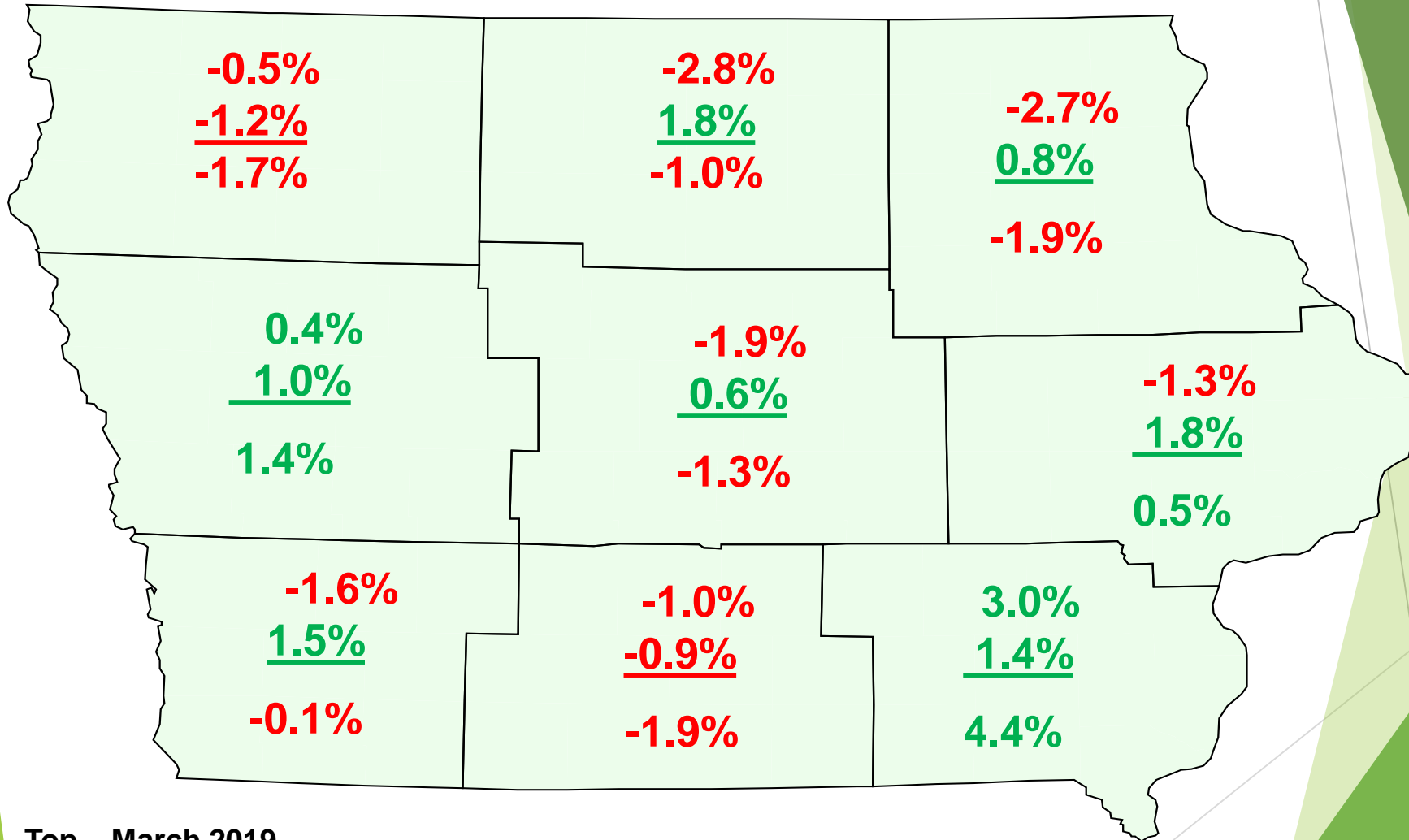
March 2019 – September 2019



Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter September 1, 2019

September 2018– September 2019

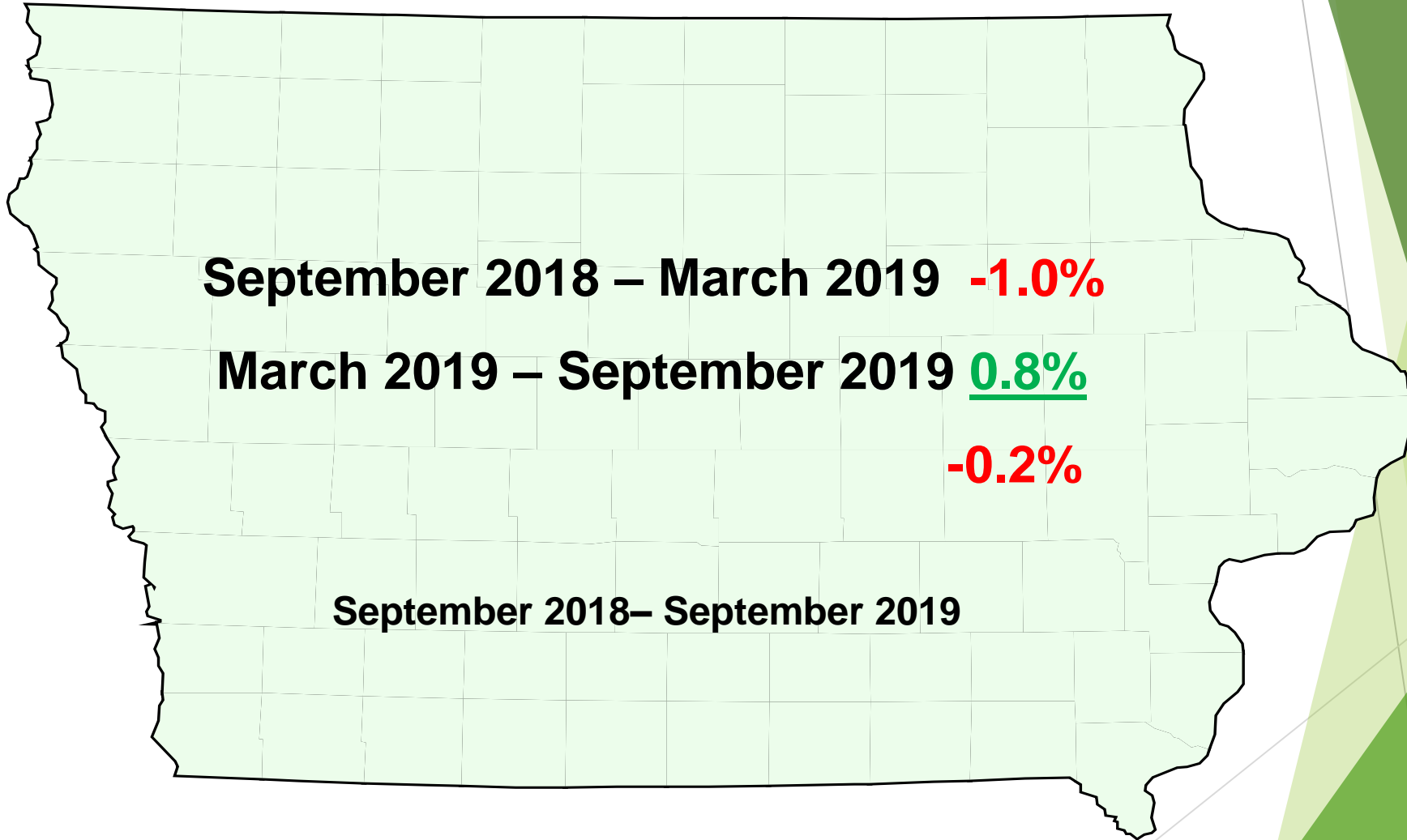


Top – March 2019

Bottom – September 2019

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
September 1, 2019



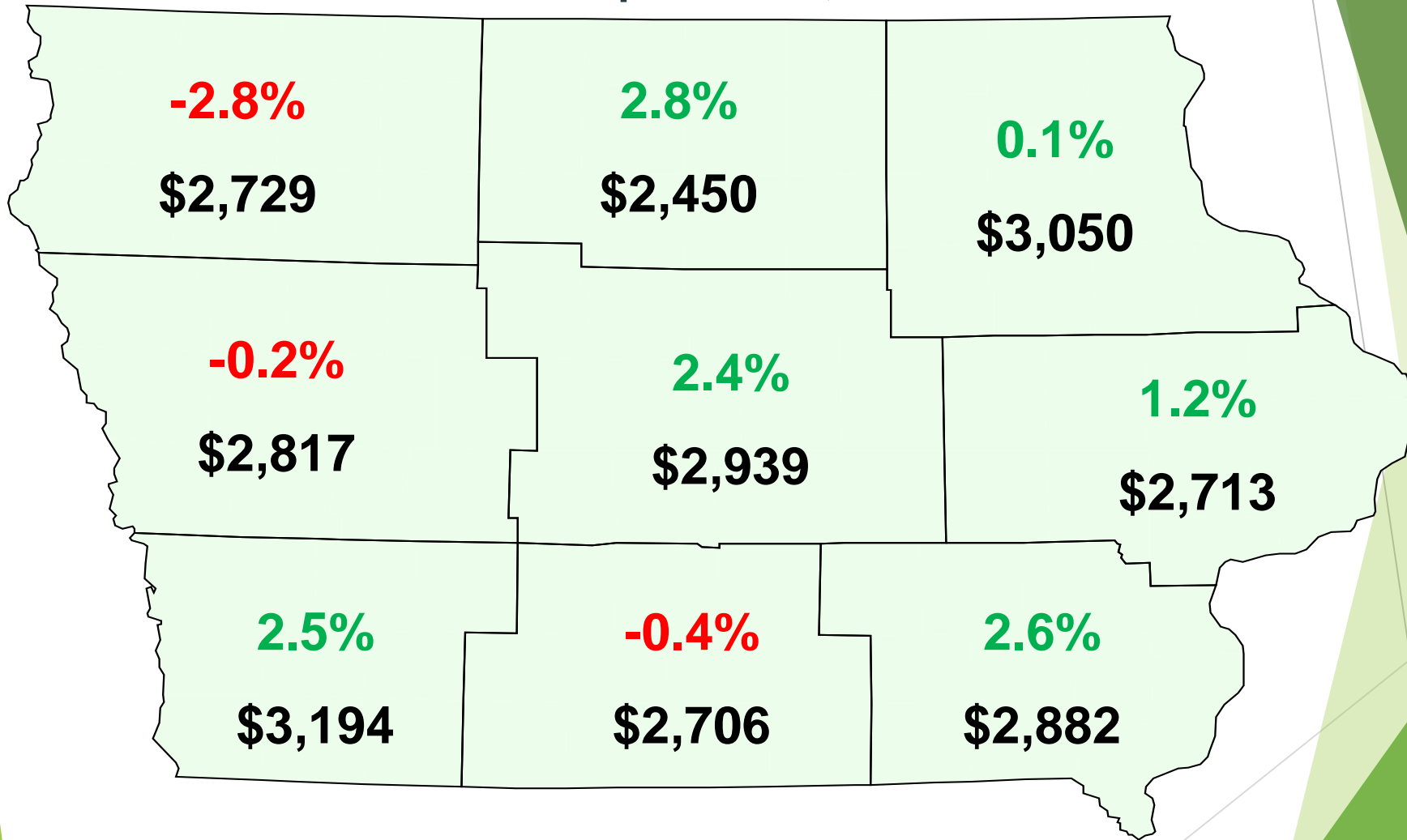
September 2018 – March 2019 -1.0%

March 2019 – September 2019 0.8%

-0.2%

September 2018– September 2019

REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 1, 2019



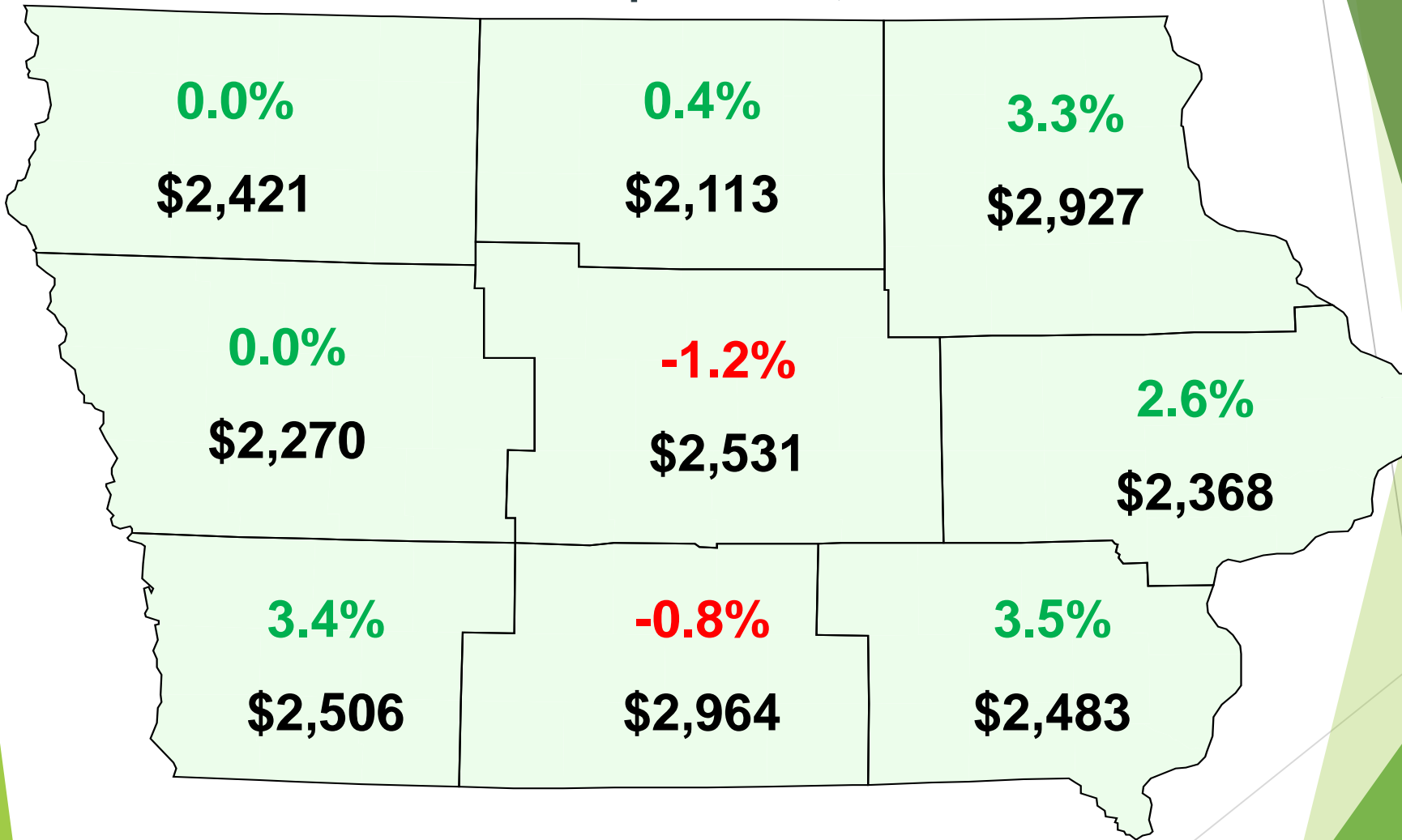
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2019– September 2019

REALTORS® Land Institute- Iowa Chapter
Non-Tillable / Timber Acres
September 1, 2019



Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2019 – September 2019

REALTORS® Land Institute – Iowa Chapter Land Value Survey September 1, 2019

- ▶ Federal Reserve
 - ▶ *April 1, 2019 – July 1, 2019* 1.0%

- ▶ Federal Reserve
 - ▶ *July 1, 2018 – July 1, 2019* -2.0%

- ▶ USDA - Cropland
 - ▶ *August 1, 2018 – July 31, 2019* US 1.2%
 - ▶ Iowa -0.4%

Conclusion

- ▶ Land values are steady
 - ▶ Sales indicate localized volatility based on quality
- ▶ Negatives for Land Market
 - ▶ Continued Lower Commodity Prices
 - ▶ Tariffs - World trade agreements
- ▶ Positives for Land Market
 - ▶ Still limited amount of land for sale
 - ▶ Volume starting to increase but no apparent saturation
 - ▶ 1031 Exchanges
 - ▶ Favorable interest rates
- ▶ Farmers are primary buyers
 - ▶ Investors are buying but, also have alternative investment options
 - ▶ Recreational buyers are active
- ▶ Future is uncertain
 - ▶ Will depend on commodity prices and yield
 - ▶ Volume of land on the Market

Questions?

