

# Fall Press Release

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee Chairman

September 11th, 2025



**Farm Credit Services  
of America**

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INTERMEDIARY  
SERVICES

# REALTORS® Land Institute – Iowa Chapter

## September 2025 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 2025 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, 2025.
  - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.



**REALTORS® Land Institute- Iowa Chapter**  
**September 1, 2025**



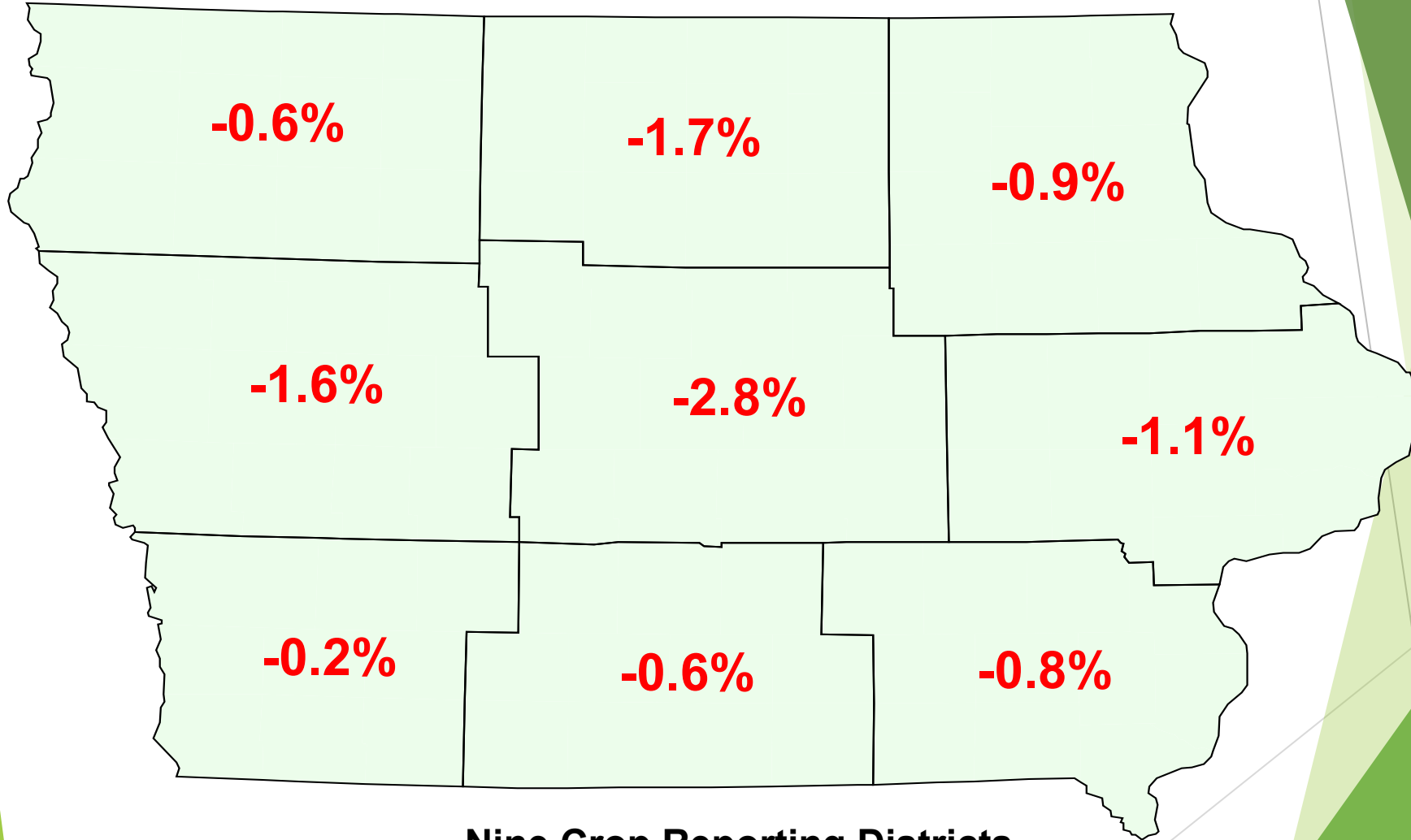
**-1.2%**

**March 2025 – September 2025**

# REALTORS® Land Institute- Iowa Chapter

## September 1, 2025

March 2025 – September 2025

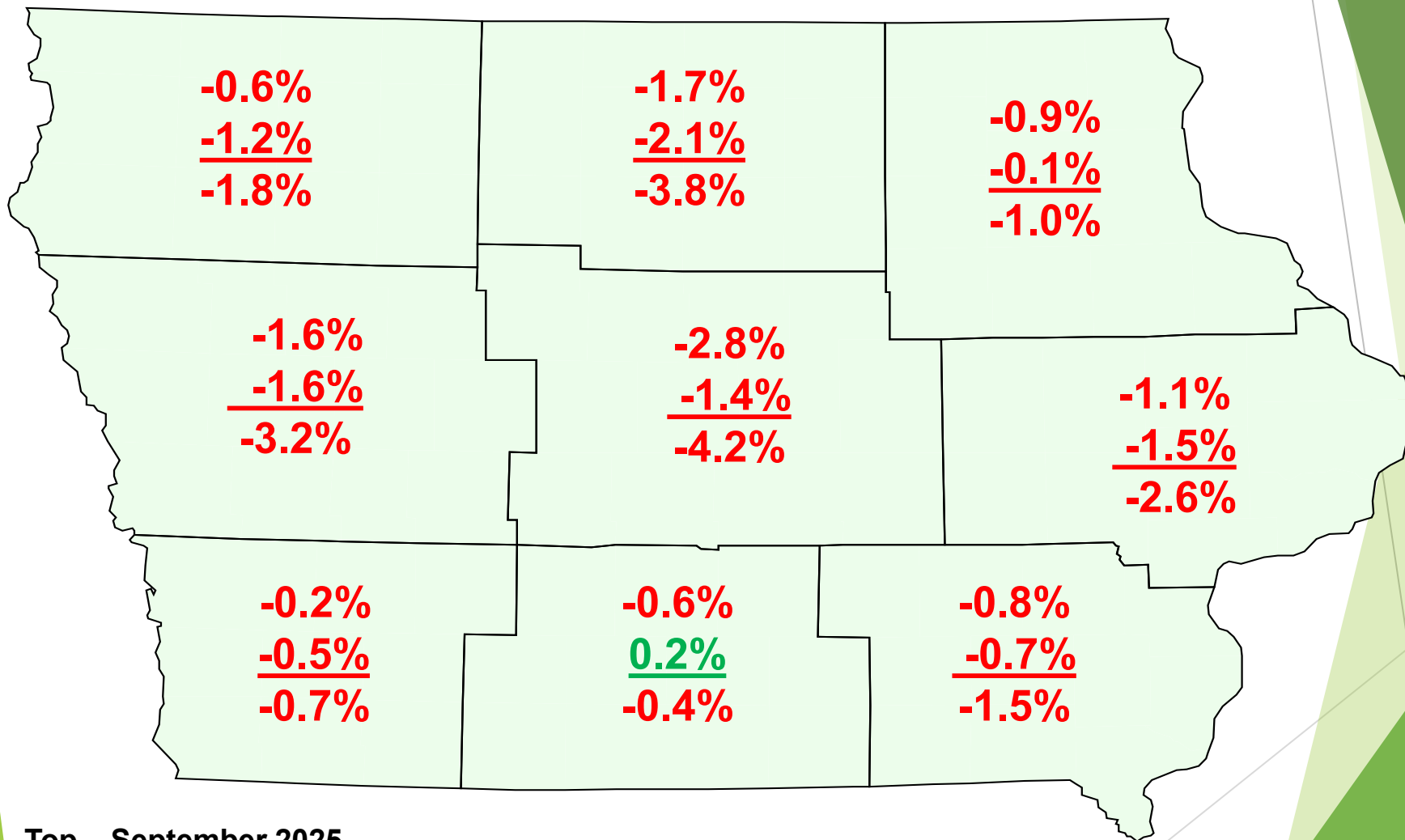


**Nine Crop Reporting Districts**

# REALTORS® Land Institute- Iowa Chapter

## September 1, 2025

March 2025 – September 2025



Top – September 2025

Bottom – March 2025

Nine Crop Reporting Districts

**REALTORS® Land Institute- Iowa Chapter**  
**September 1, 2025**

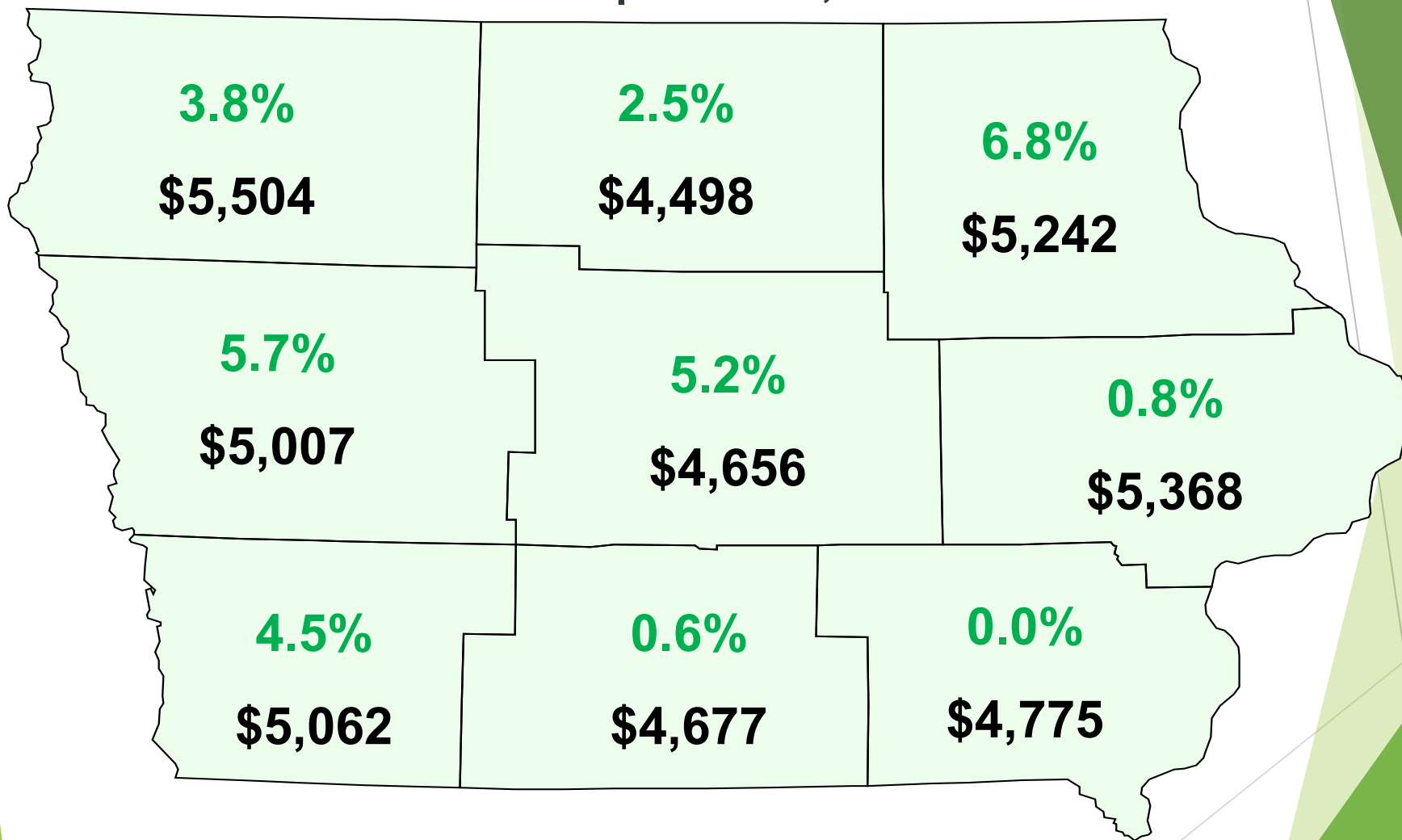
**September 2024 – March 2025 -1.0%**

**March 2025 – September 2025 -1.2%**

**-2.2%**

**September 2024– September 2025**

**REALTORS® Land Institute- Iowa Chapter**  
**Pasture Acres**  
**September 1, 2025**



Top – Percent change

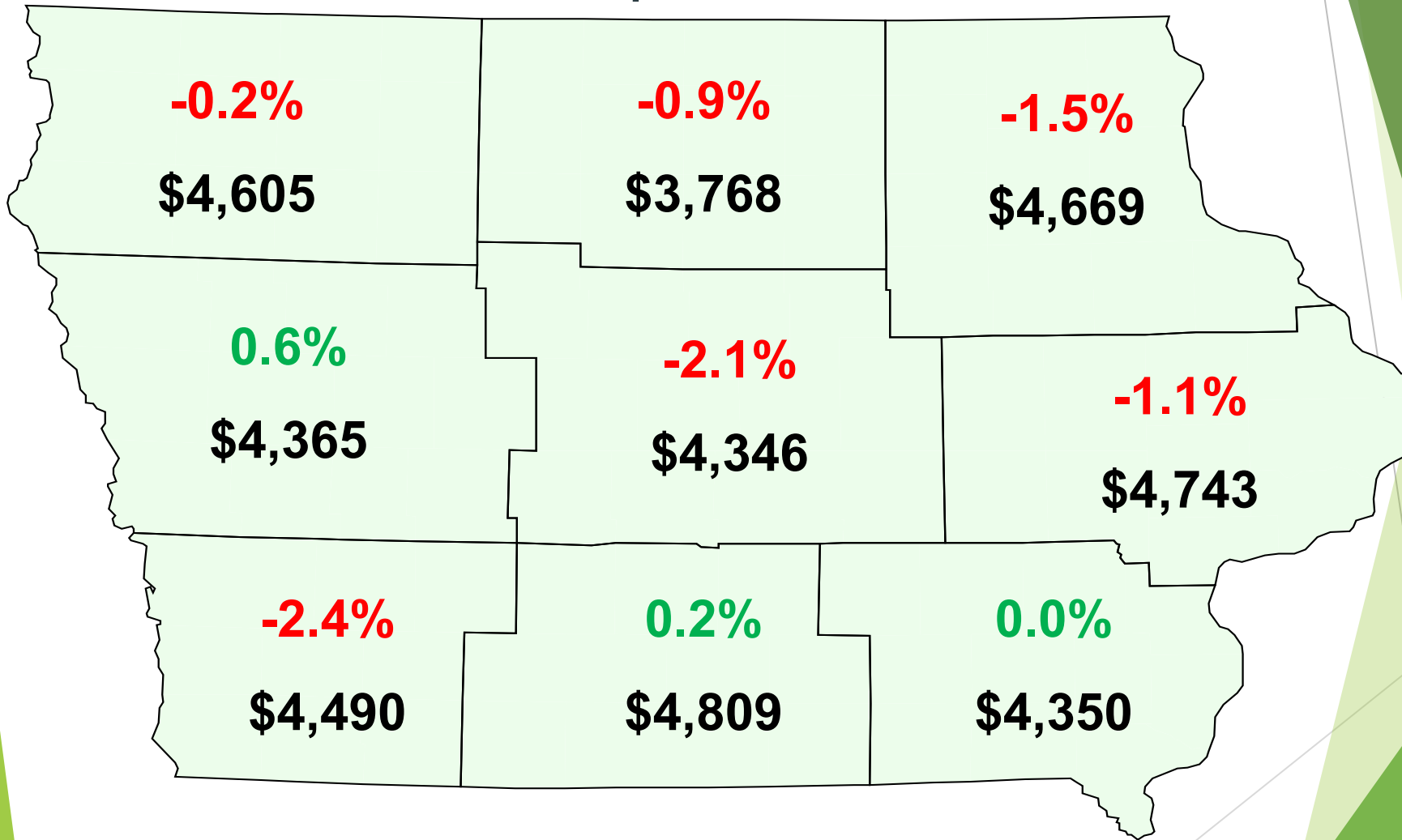
Bottom – Price per Ac

**Nine Crop Reporting Districts**

March 2025 – September 2025



**REALTORS® Land Institute- Iowa Chapter**  
**Non-Tillable / Timber Acres**  
**September 1, 2025**



Top – Percent change  
Bottom – Price per Ac

**Nine Crop Reporting Districts**

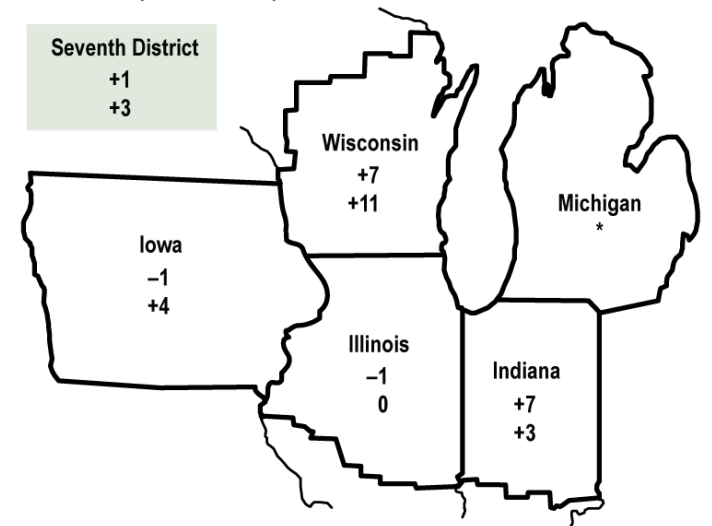
March 2025 – September 2025

# Chicago Federal Reserve Study

## Percent Change in Dollar Value of “Good” Farmland

	April 1, 2025 to July 1, 2015	July 1, 2024 to July 1, 2025
Illinois	-1	+0
Indiana	+7	+3
<b>Iowa</b>	<b>-1</b>	<b>+4</b>
Wisconsin	+7	+11
Seventh District	+1	+3

Top: April 1, 2025 to July 1, 2025  
Bottom: July 1, 2024 to July 1, 2025



# Market Comments

Land market is somewhat untested as sales have declined through the summer.

The market seems to have remained relatively stable the past 6 months, but with limited sales. As sales increase this fall, a more accurate trend may develop.

Wide range of sales. Excellent looking crop, but very poor prices. Cattle prices have been very strong.

Strong yields will support markets.

Net farm income is horrible. Seeing more sale leasebacks because of that. Interest rates are showing some effect on the market. 1031 exchanges have slowed up a bit, but still seem to be helping prop the market up some.

steady, good crop in the field should help hold land values steady

The market seems stable even with lower commodity prices.

Good Land continues to hold its value while marginal and cut up properties are slipping down just a little. Still seems to be interest in farms but not as strong as what I have seen in the past. Overall, the market is still healthy

Tight supply of land for sale.

Lower grain prices are likely to negatively impact farmland values further. The volume of farms for sale is low, so the impact of lower grain prices seems slower to develop than we might otherwise expect.

Supply is still limited. Fewer buyers, but still interest in quality.

Market has mostly been balanced over the past 6 months, with slight weakening depending on the area.

Questions?

