

Spring Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee Chairman

March 30th, 2022



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE..



**QUALIFIED
INTERMEDIARY
SERVICES**

REALTORS® Land Institute – Iowa Chapter

March 2022 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 2022 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, 2022.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.



REALTORS® Land Institute- Iowa Chapter
March 1, 2022



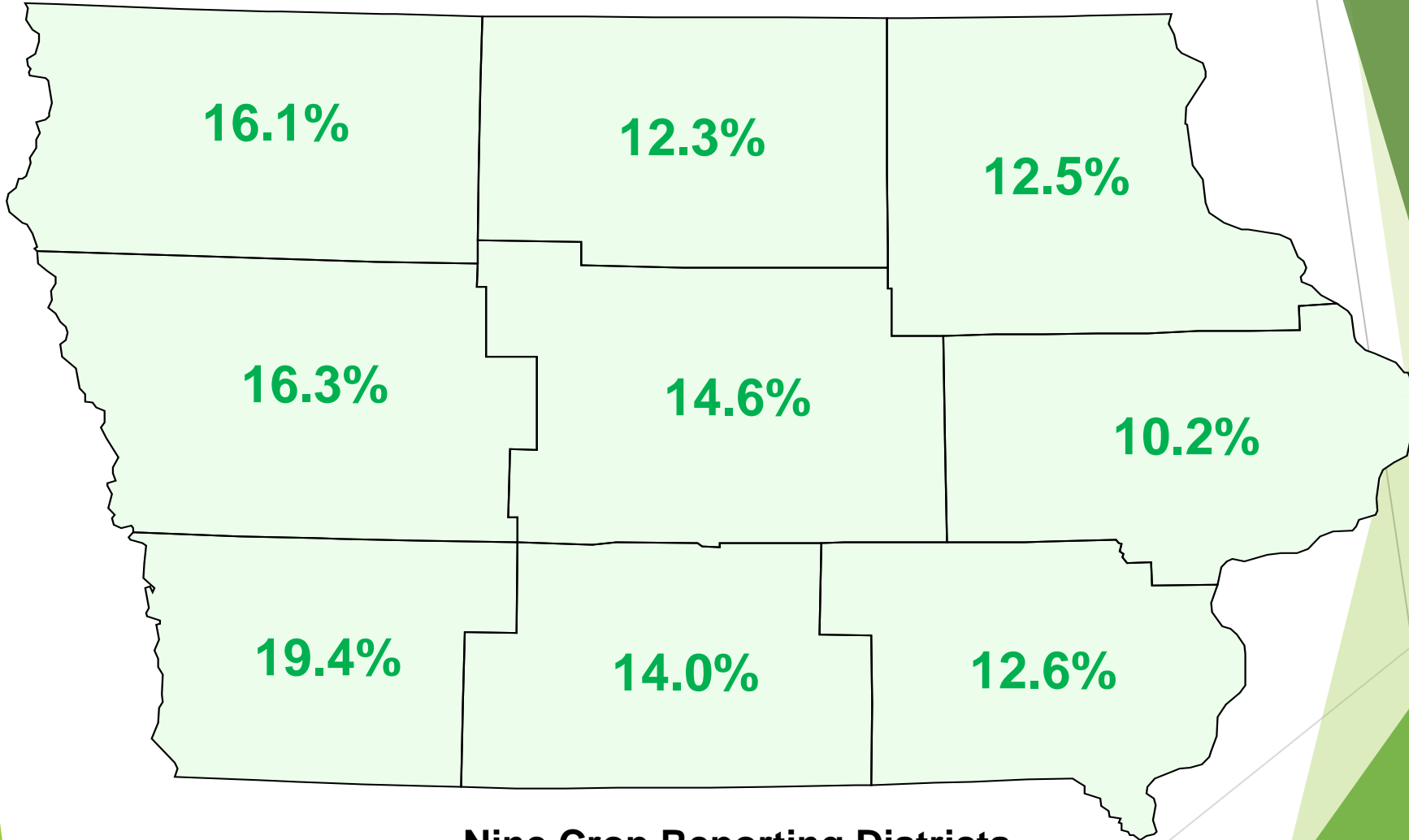
14.1%

September 2021 – March 2022

REALTORS® Land Institute- Iowa Chapter

March 1, 2022

September 2021 – March 2022

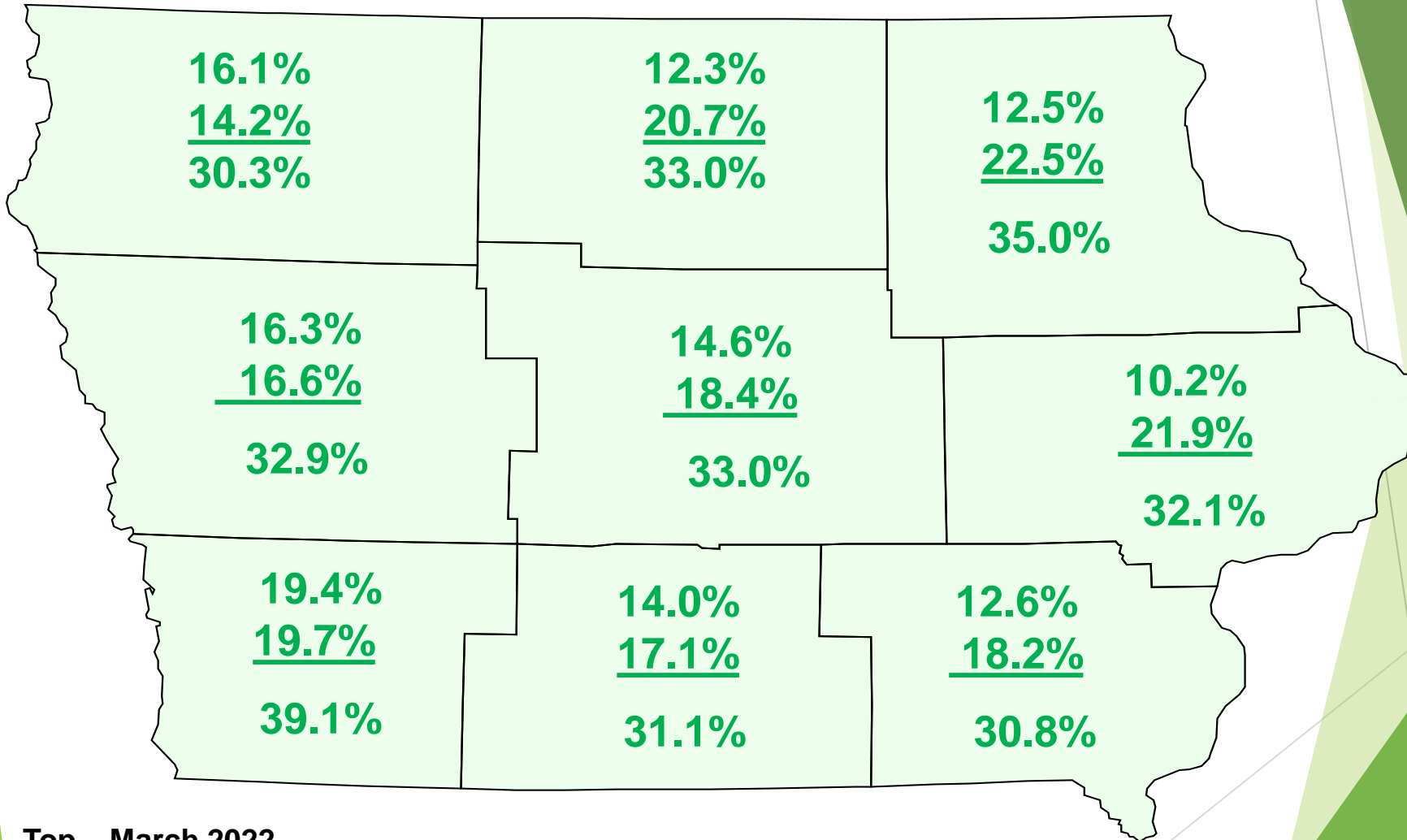


Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter

March 1, 2022

March 2021 – March 2022

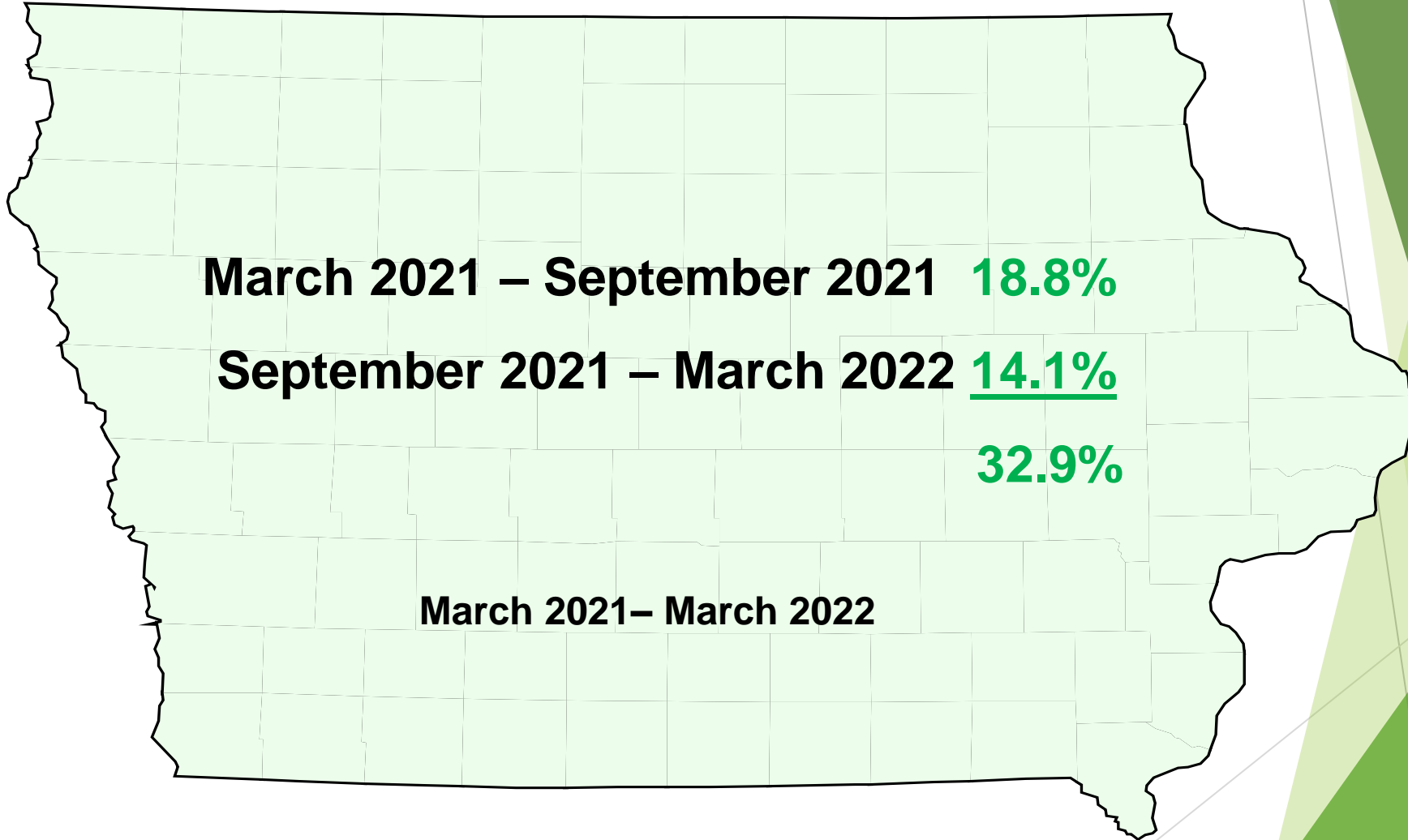


Top – March 2022

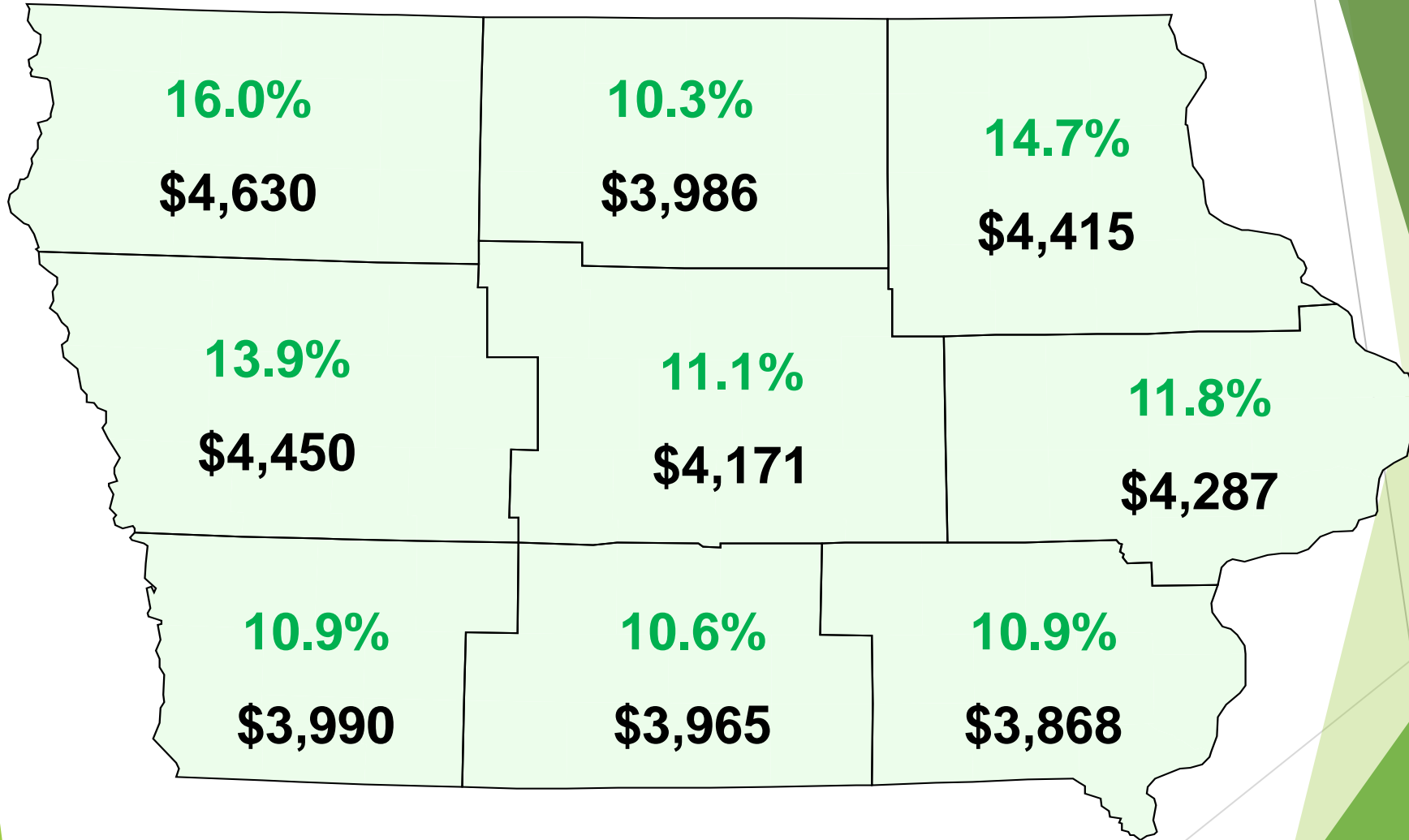
Bottom – September 2021

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
March 1, 2022



REALTORS® Land Institute- Iowa Chapter
Pasture Acres
March 1, 2022



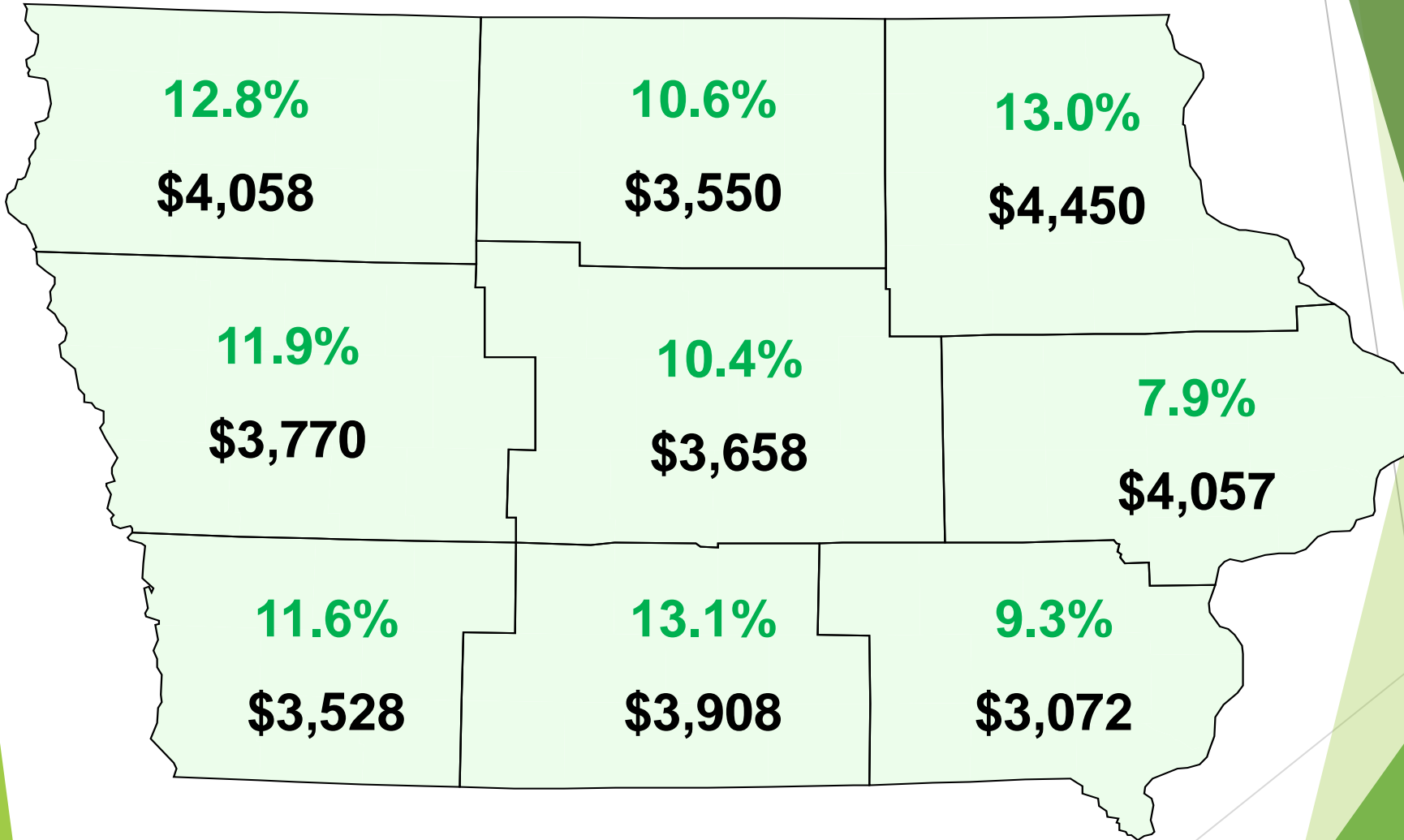
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

September 2021 – March 2022

REALTORS® Land Institute- Iowa Chapter
Non-Tillable / Timber Acres
March 1, 2022



Top – Percent change
Bottom – Price per Ac

Nine Crop Reporting Districts

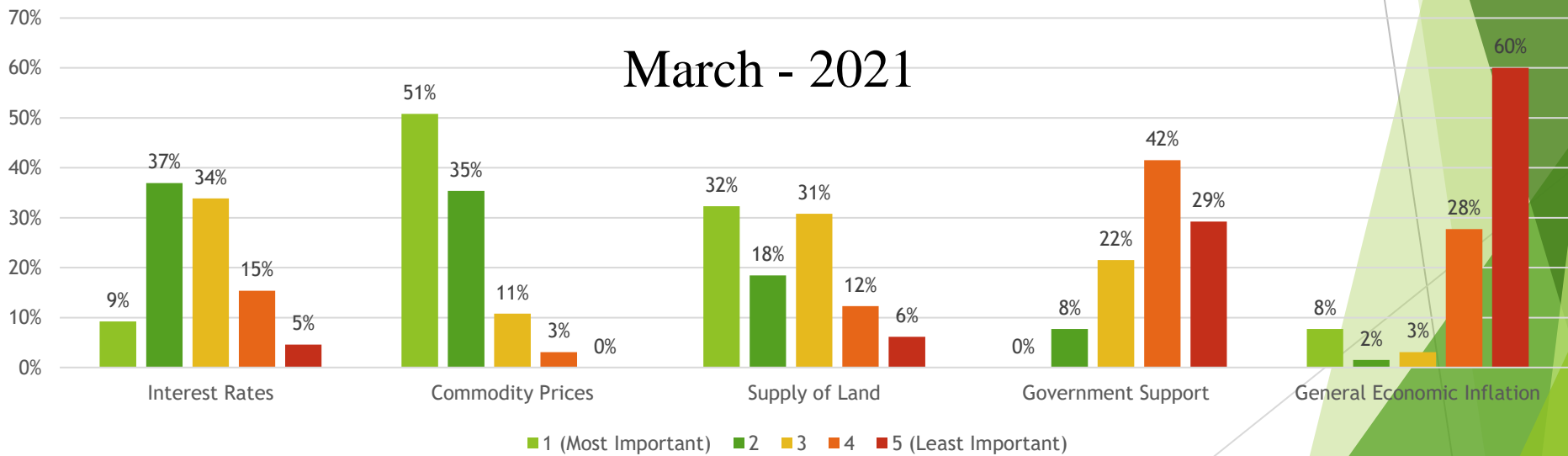
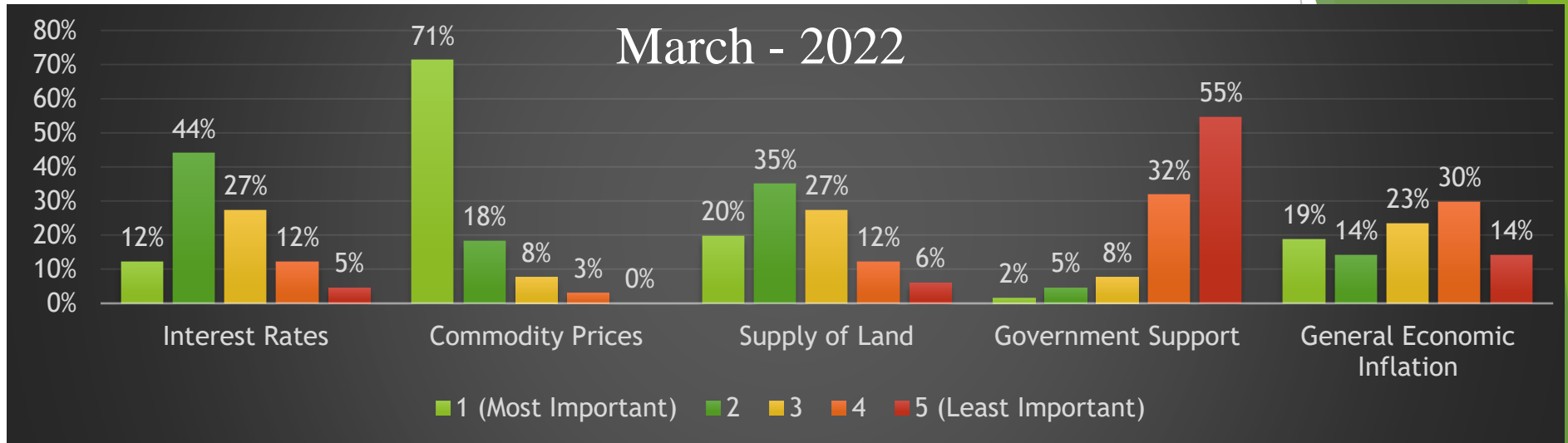
September 2021 – March 2022

Chicago Federal Reserve Study

Percent Change in Dollar Value of “Good” Farmland

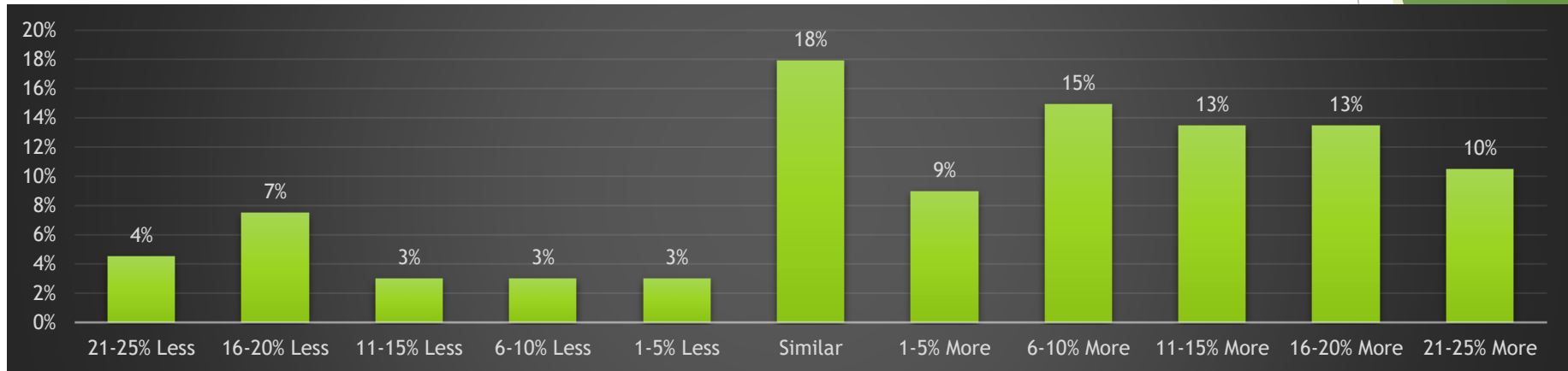
	October 1, 2021 to January 1, 2022	January 1, 2021 to January 1, 2022
Illinois	+8	+18
Indiana	+6	+22
Iowa	+10	+30
Wisconsin	+4	+12
Seventh District	+7	+22

Factors Influencing the Land Market

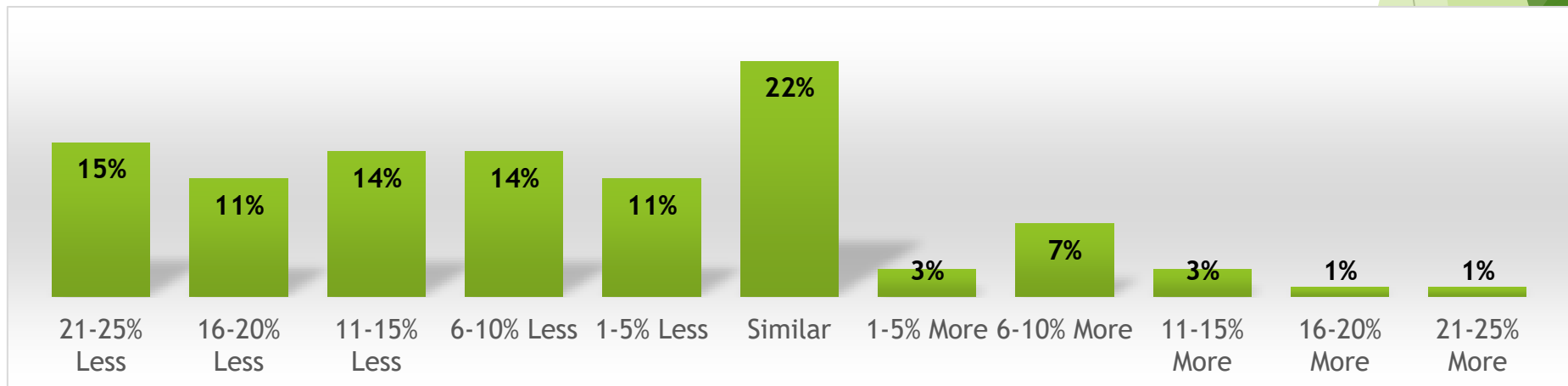


How does the number of farms for sale in your area compare to one year ago?

March - 2022

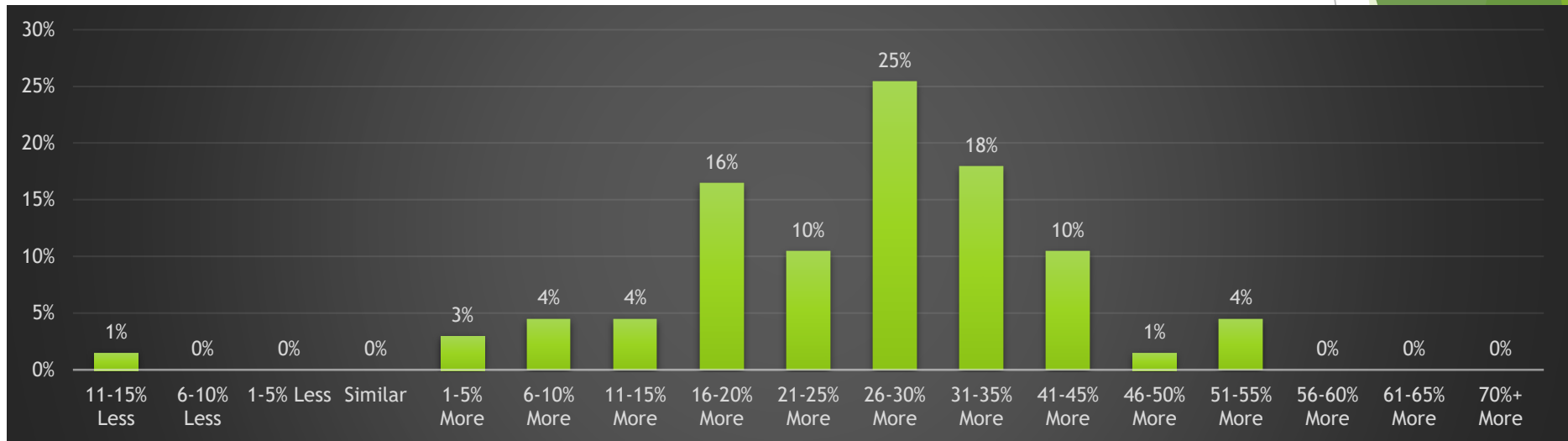


March - 2021

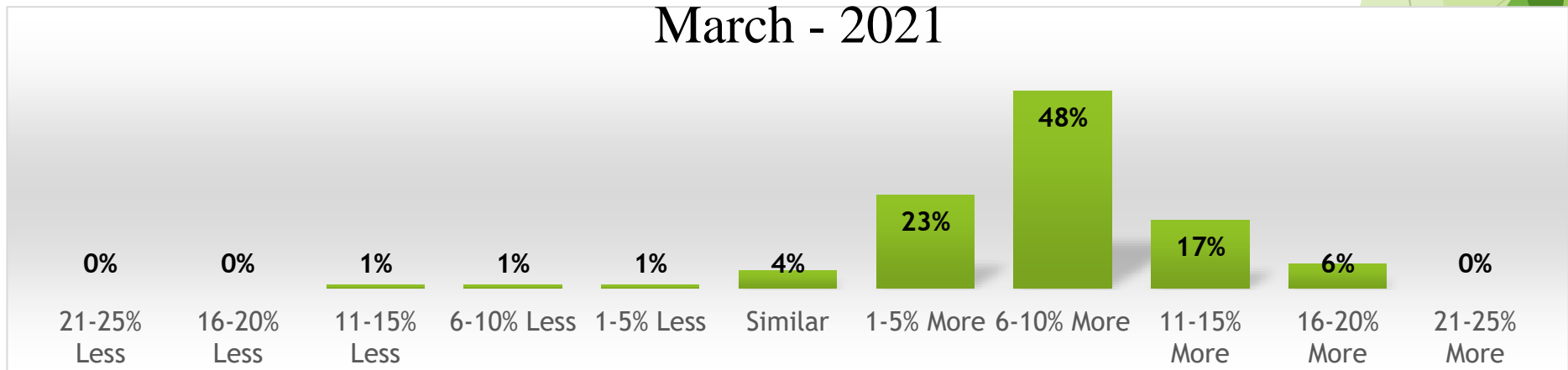


Overall, how do farmland values compare to one year ago?

March - 2022

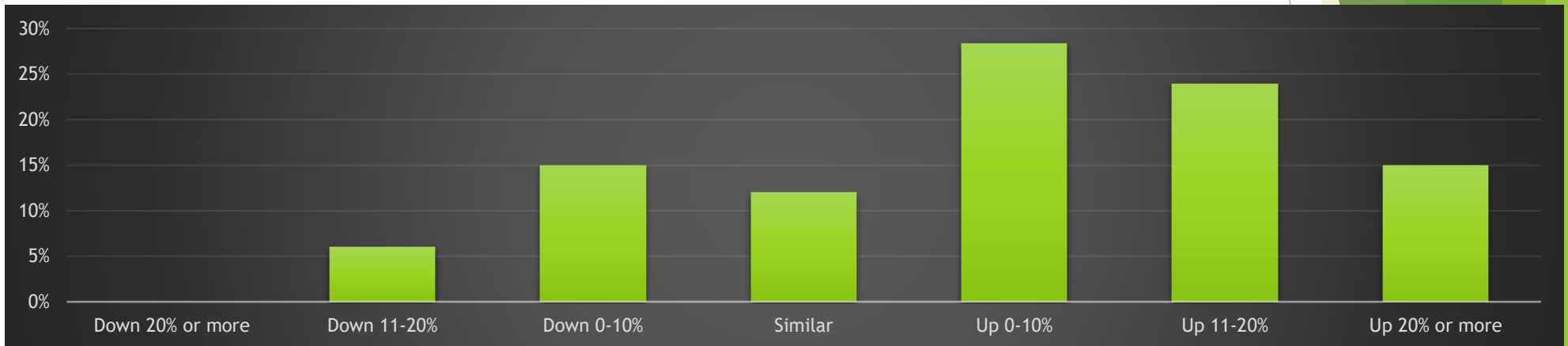


March - 2021

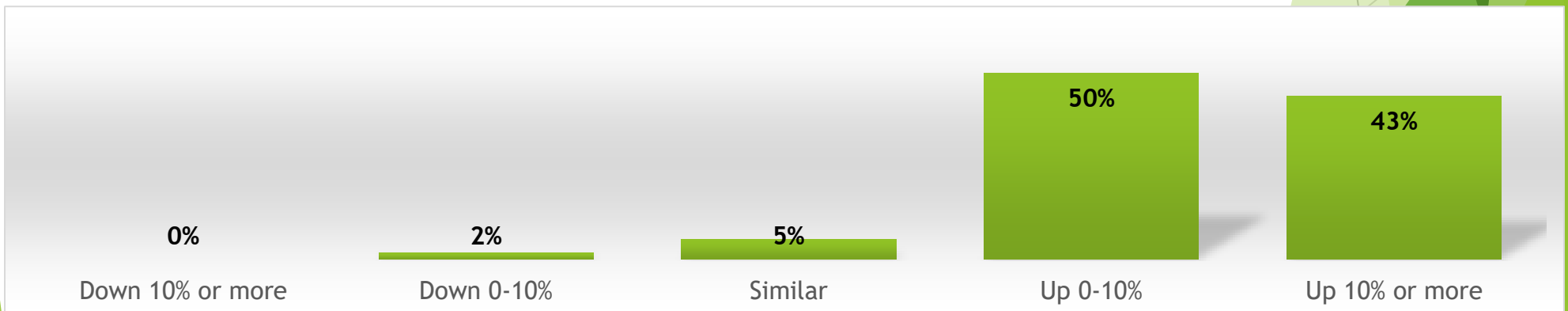


How do you expect farmland values to look five years from now?

March - 2022

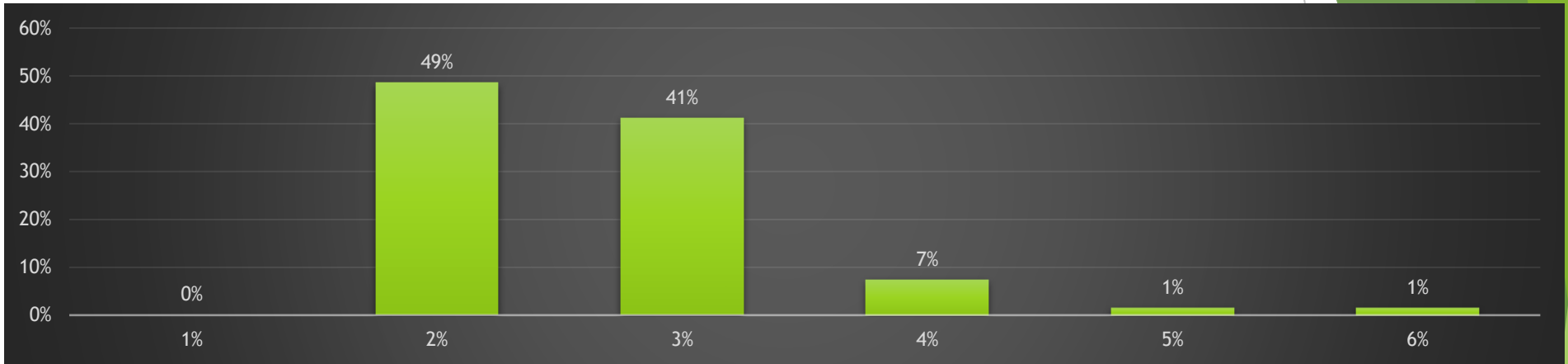


March - 2021

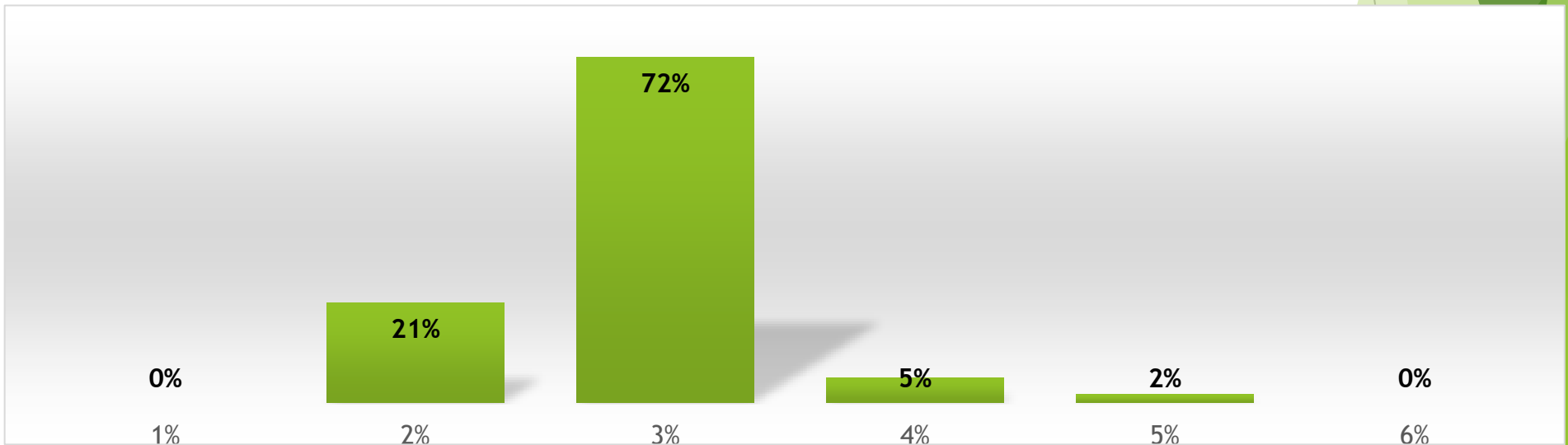


What is the expected return on cropland?

March - 2022

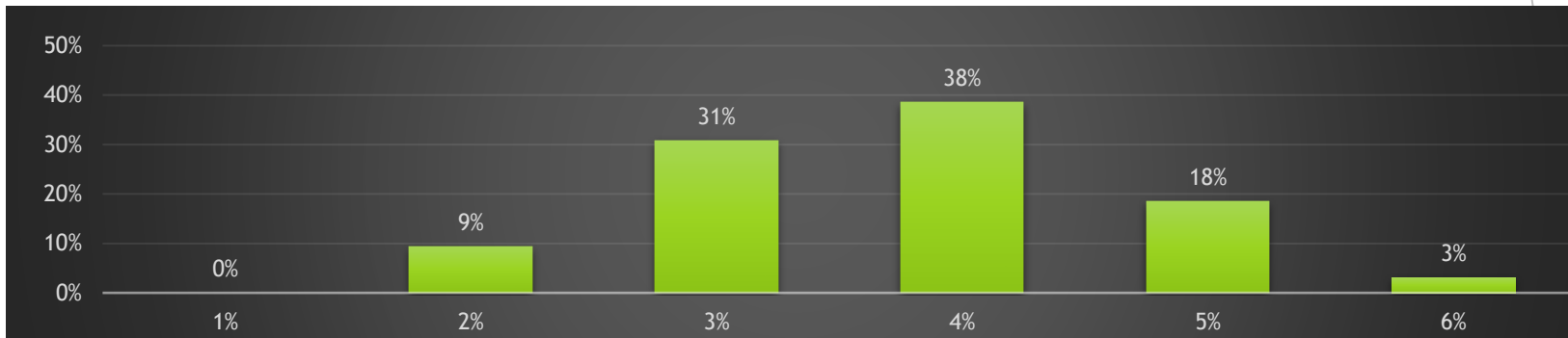


March - 2021

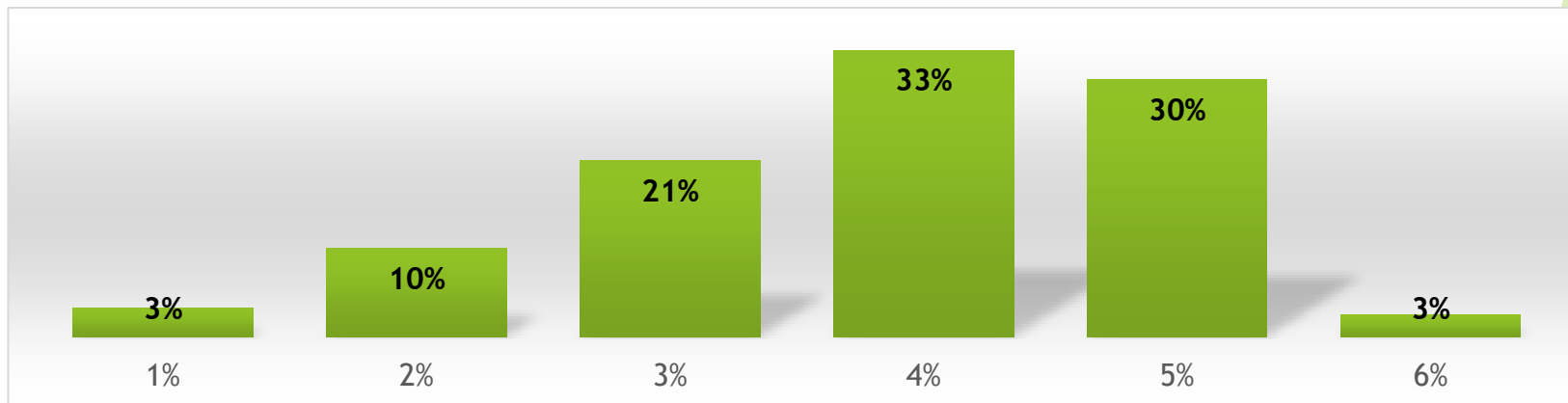


What is the expected return on CRP?

March - 2022

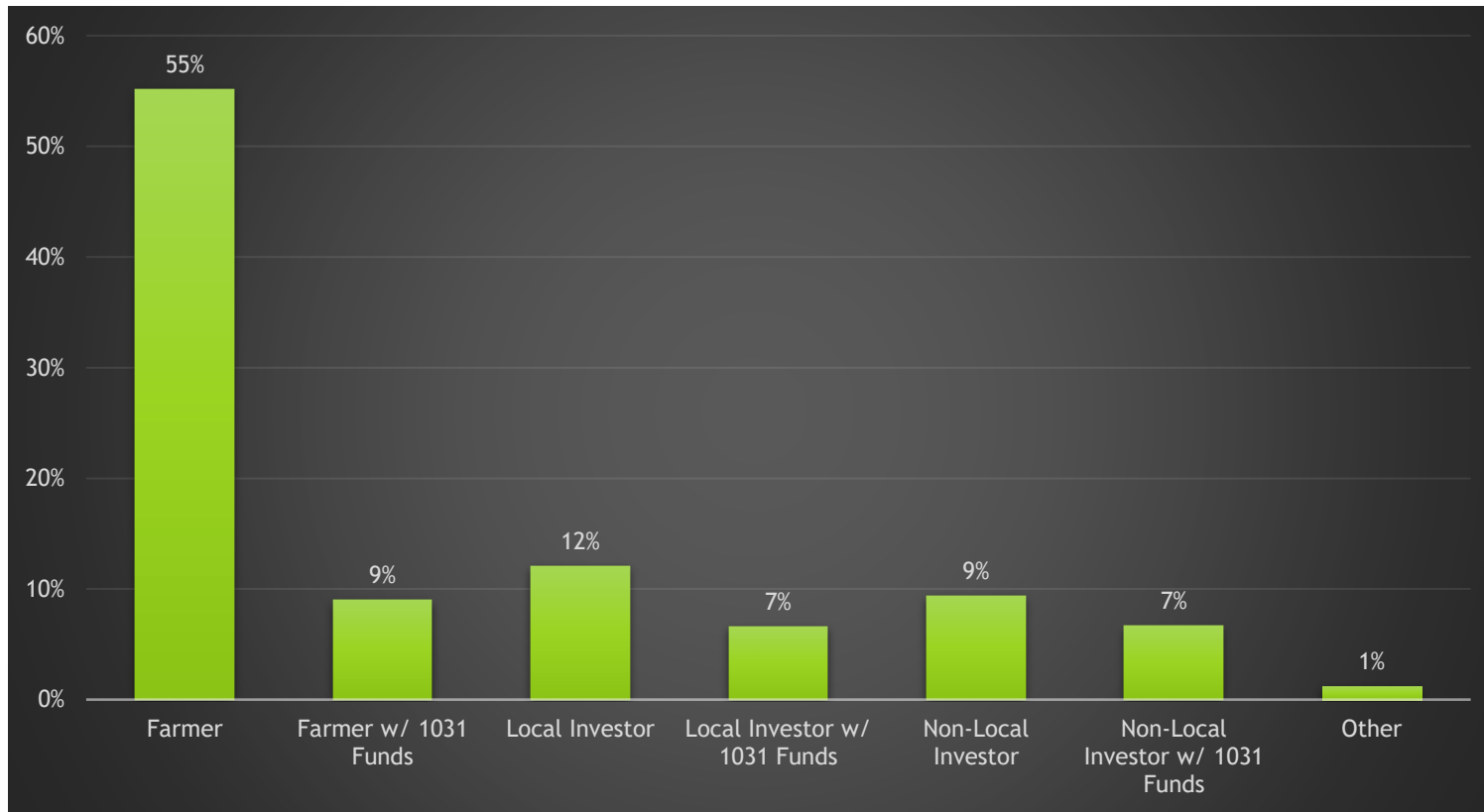


March - 2021



Who is Buying Iowa Farmland?

March - 2022



Conclusion

- ▶ Land values continue to rise for all quality and use types
- ▶ **Negatives for Land Market**
 - ▶ Interest rates are going up - but how much?
- ▶ **Positives for Land Market**
 - ▶ Still limited amount of land for sale
 - ▶ Commodity prices
- ▶ **Buyer Pool Remains Consistent**
 - ▶ 65% Farmers - 35% Investor
- ▶ **Continued Optimism in the market**
 - ▶ Watch - Commodity Prices vs Input Prices for 2022

Questions?

