

Spring Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee Chairman

March 29, 2023



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE..



QUALIFIED
INTERMEDIARY
SERVICES

REALTORS® Land Institute – Iowa Chapter

March 2023 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



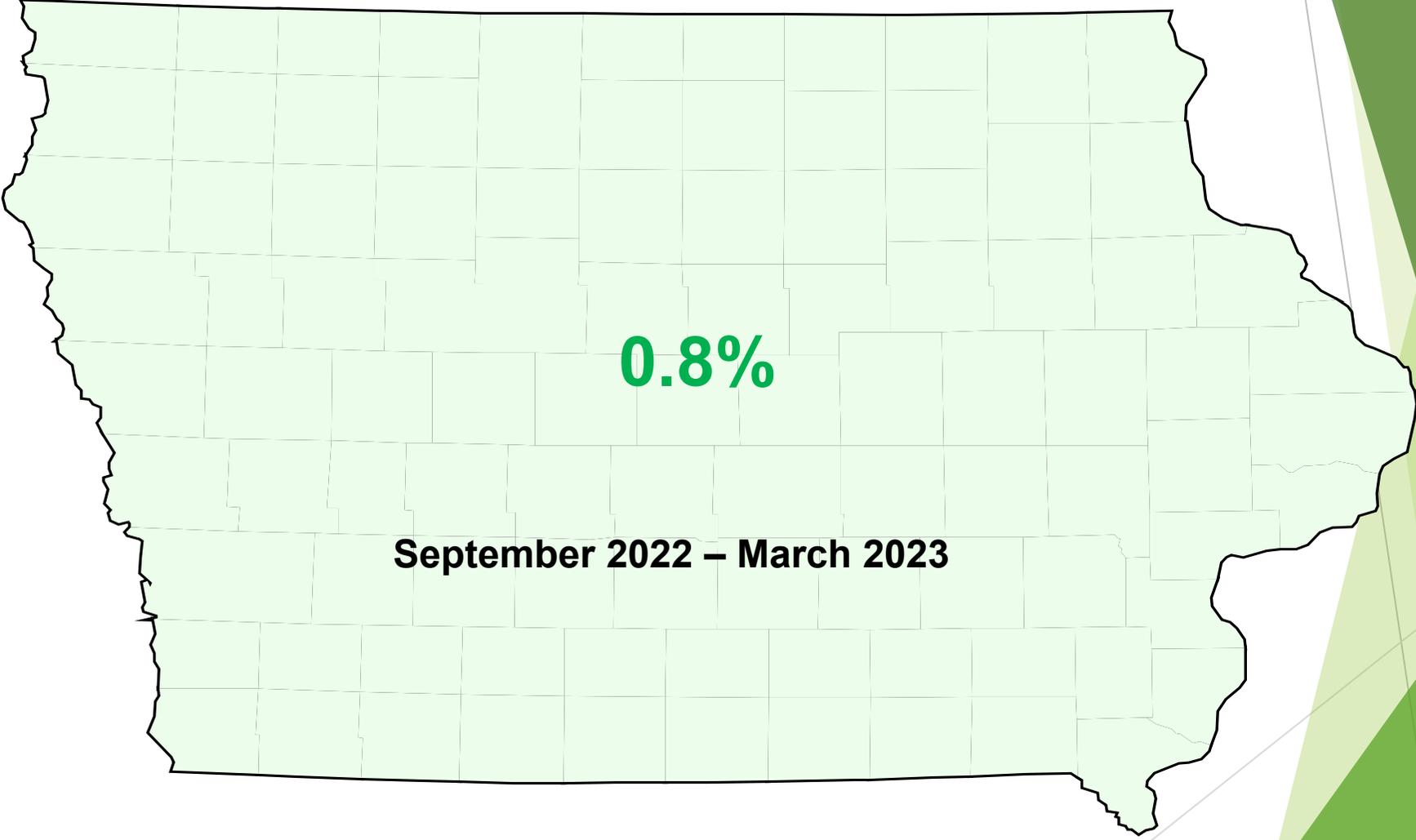
REALTORS® Land Institute – Iowa Chapter

March 2023 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, 2023



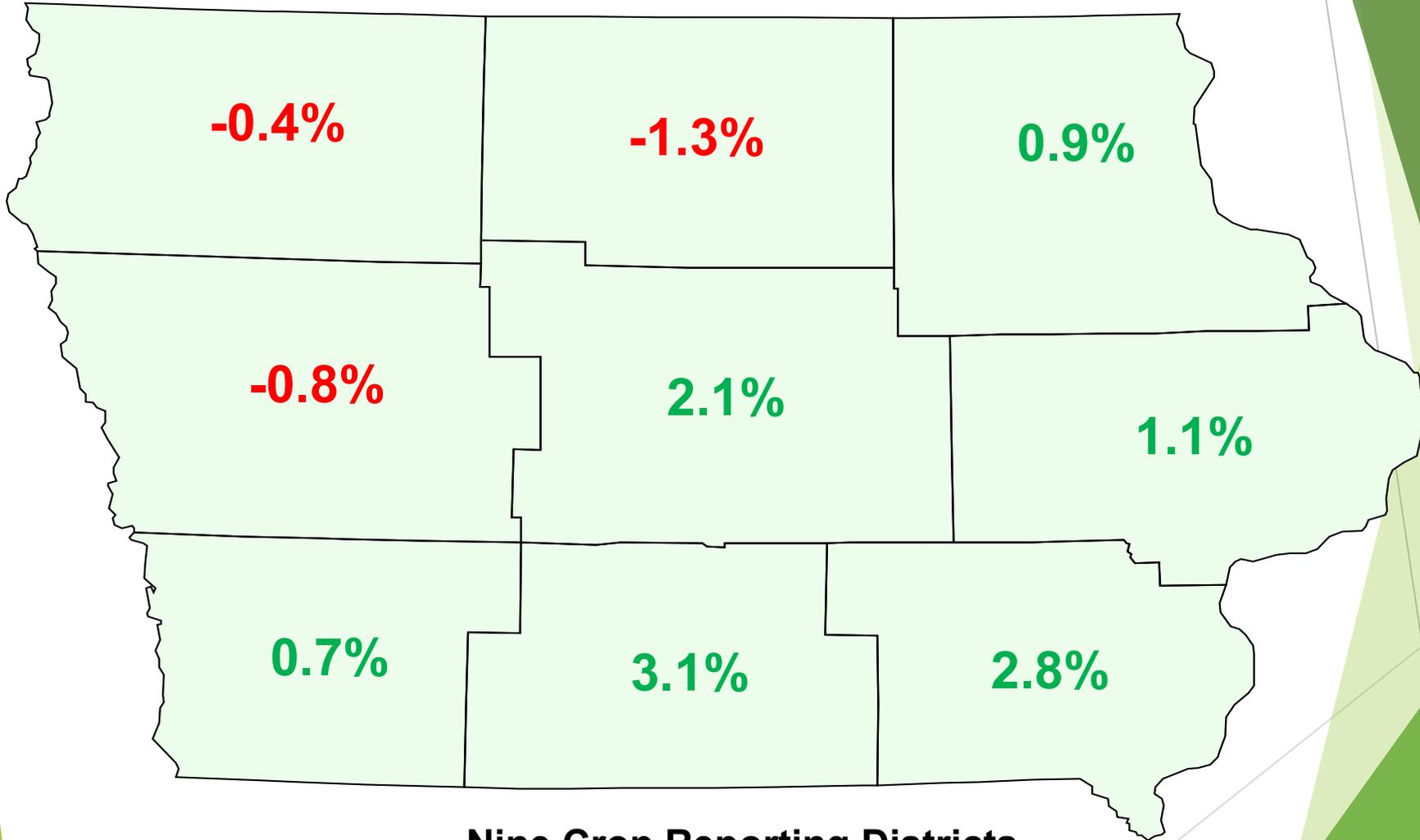
0.8%

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.

September 2022 – March 2023

REALTORS® Land Institute- Iowa Chapter March 1, 2022

September 2022 – March 2023

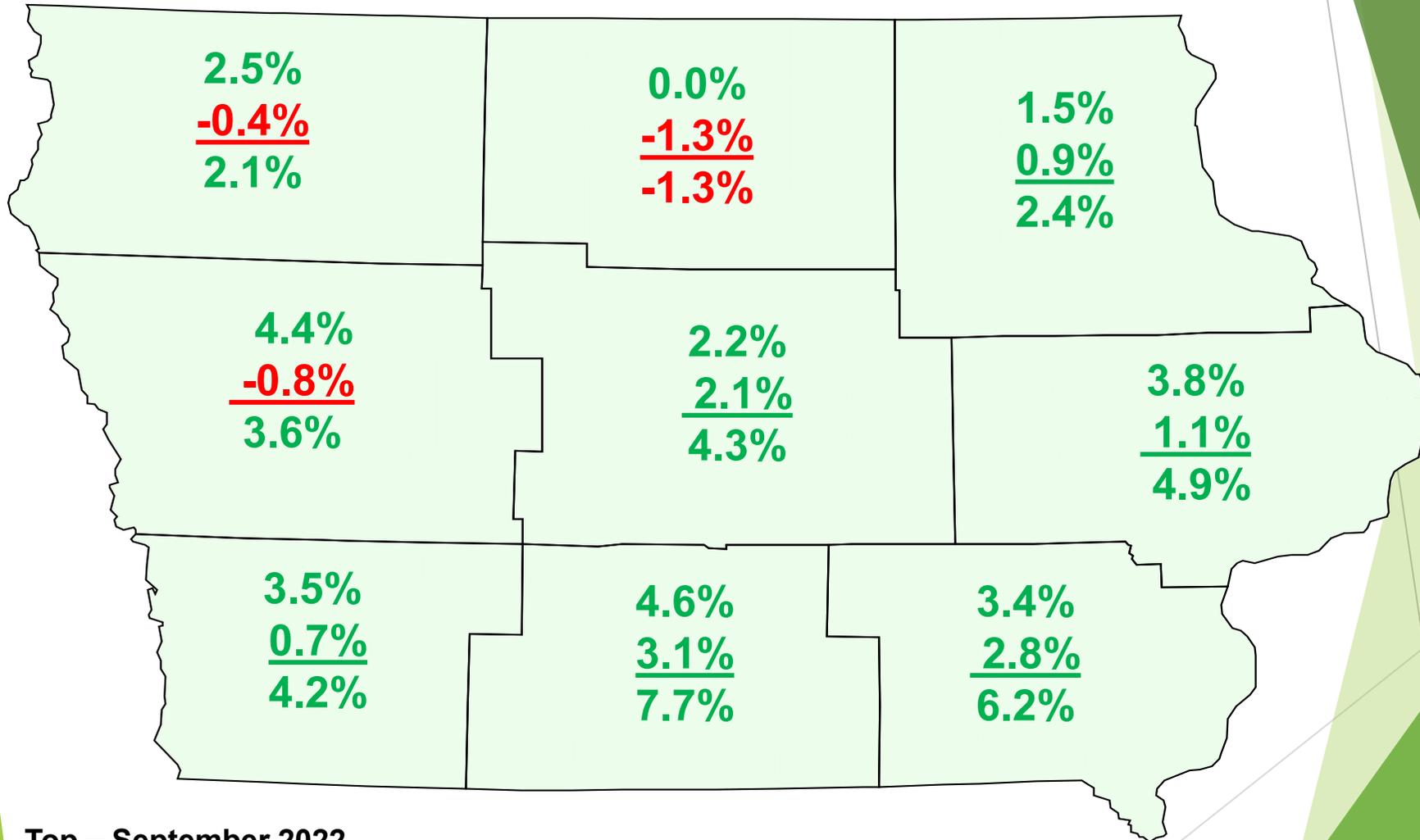


Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter

March 1, 2023

March 2022 – March 2023

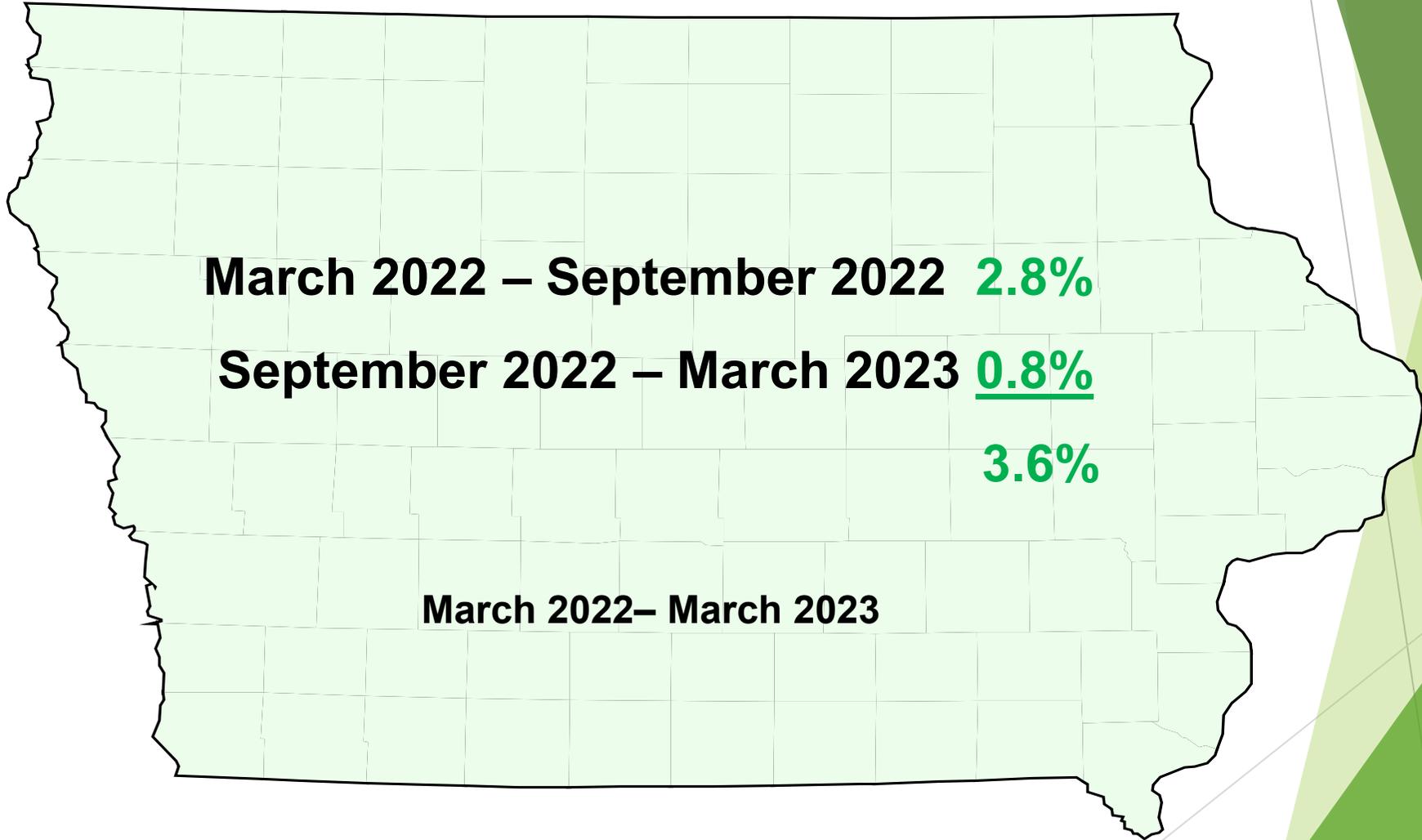


Top – September 2022

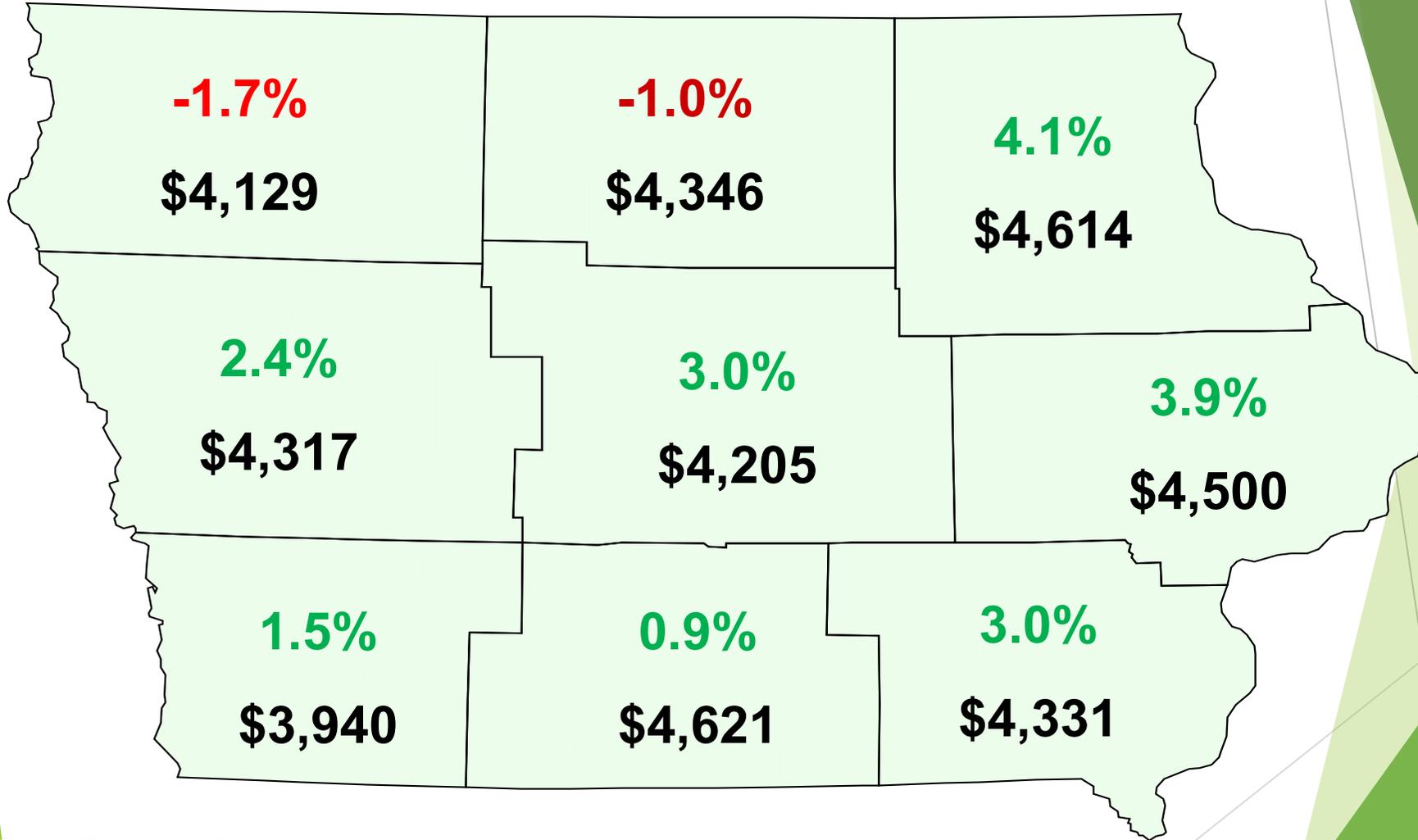
Bottom – March 2023

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
March 1, 2023



REALTORS® Land Institute- Iowa Chapter
Pasture Acres
March 1, 2023

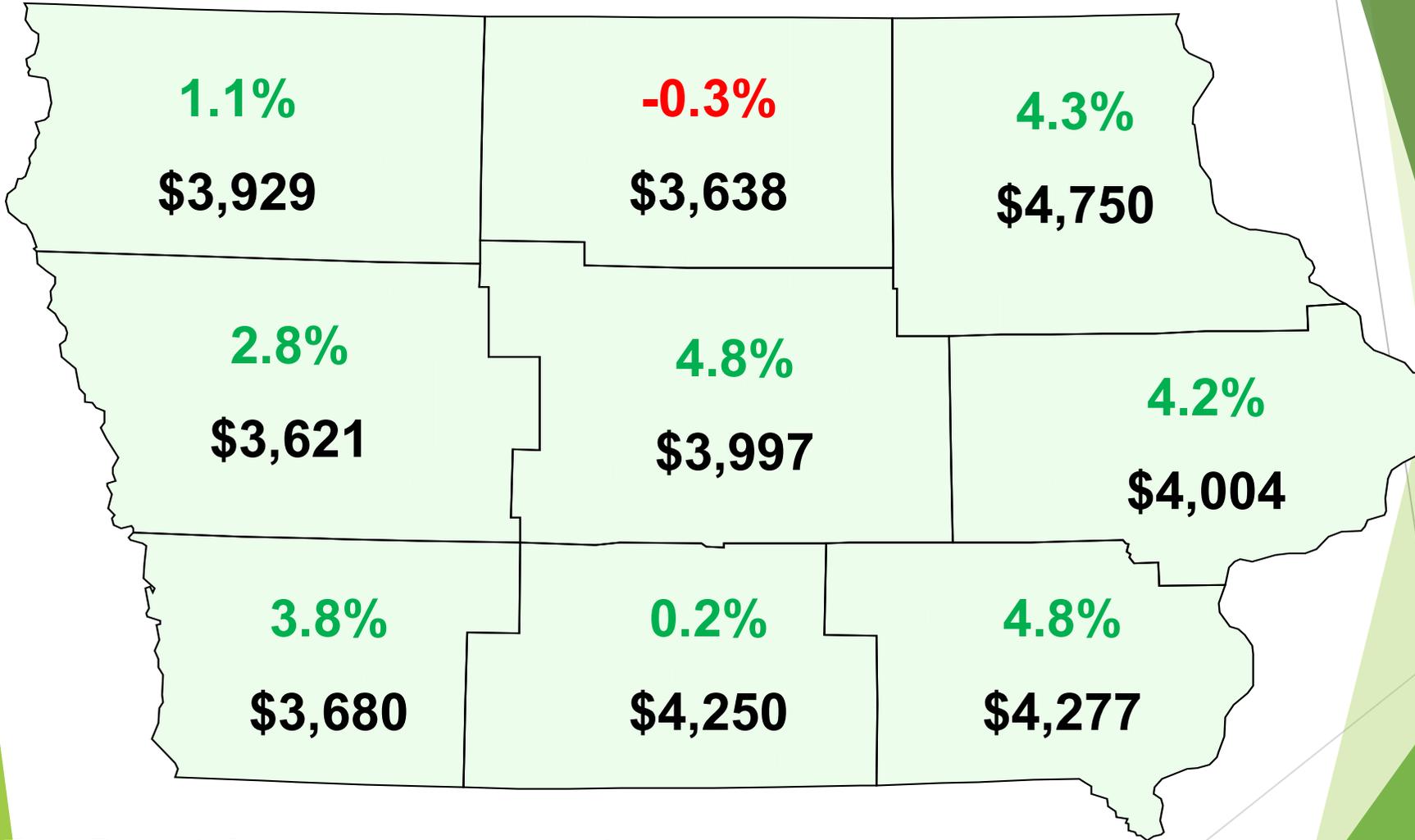


Top – Percent change
Bottom – Price per Ac

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 2022 – March 2023

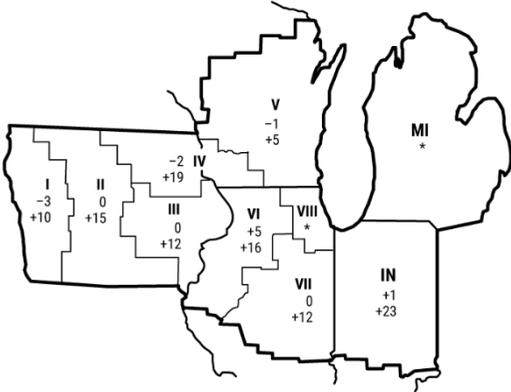
Chicago Federal Reserve Study

Percent Change in Dollar Value of “Good” Farmland

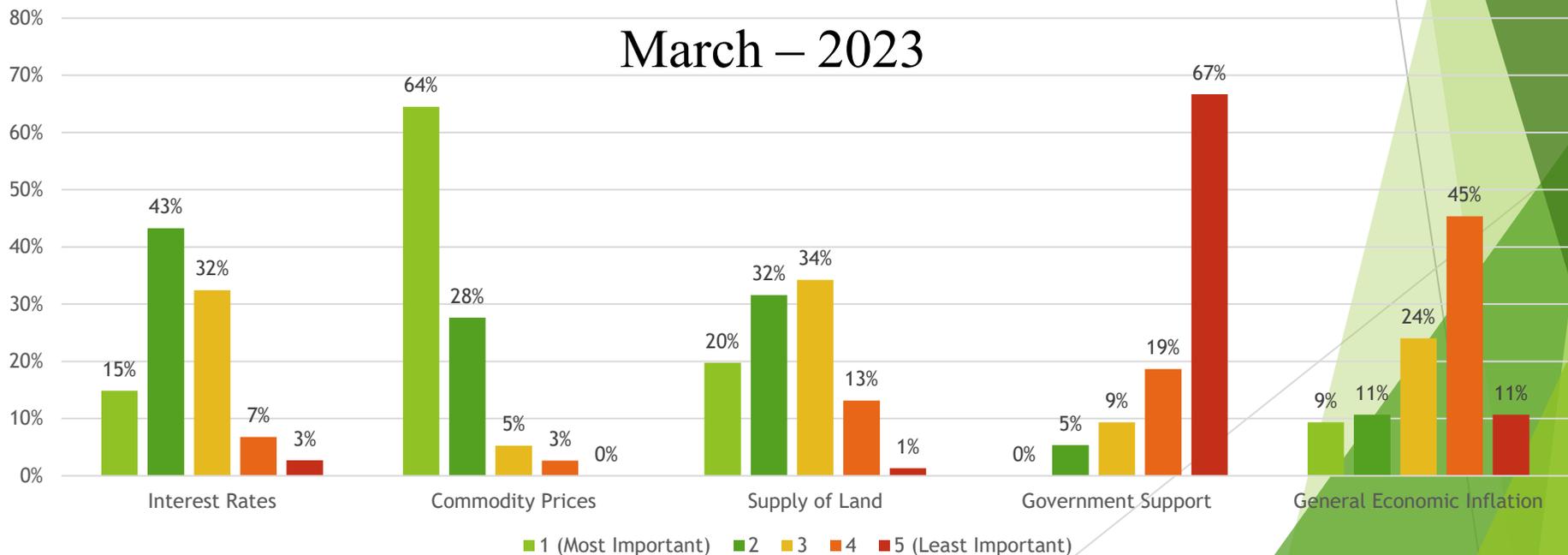
October 1, 2022
to
January 1, 2023

January 1, 2022
to
January 1, 2023

Illinois	+2	+14
Indiana	+1	+23
Iowa	-2	+11
Wisconsin	-1	+11
Seventh District	0	+12

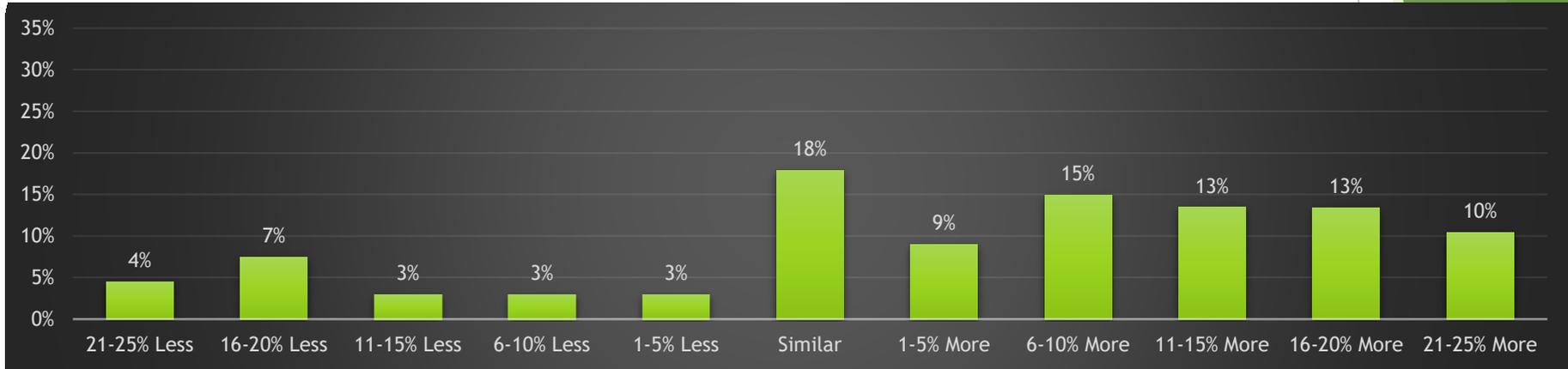


Factors Influencing the Land Market

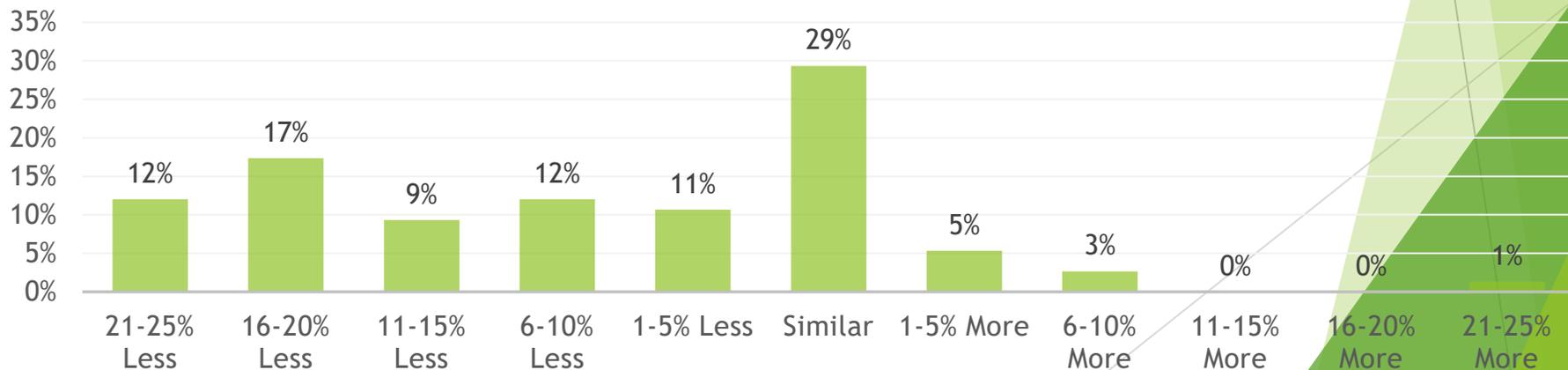


How does the number of farms for sale in your area compare to one year ago?

March - 2022

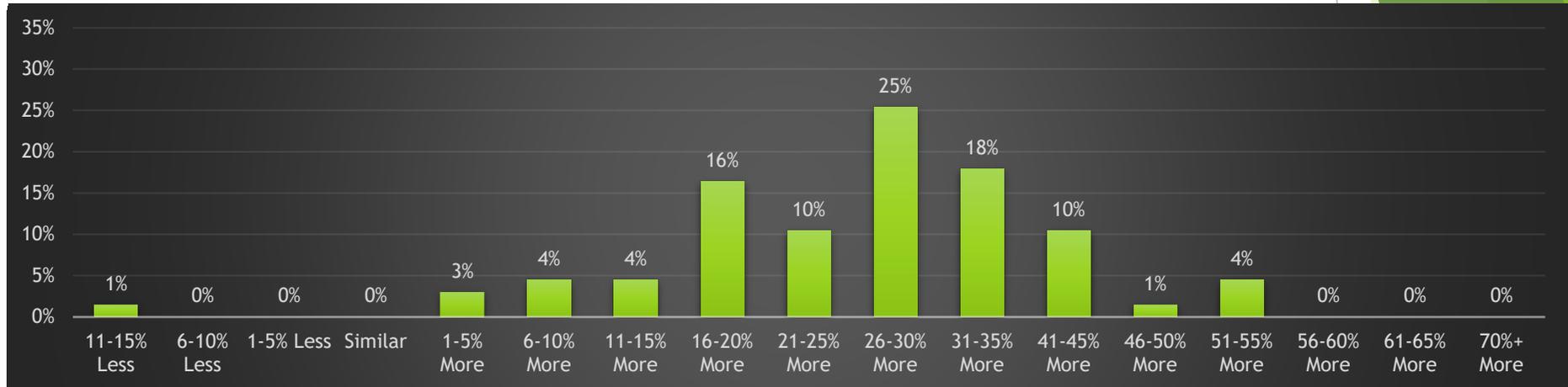


March - 2023

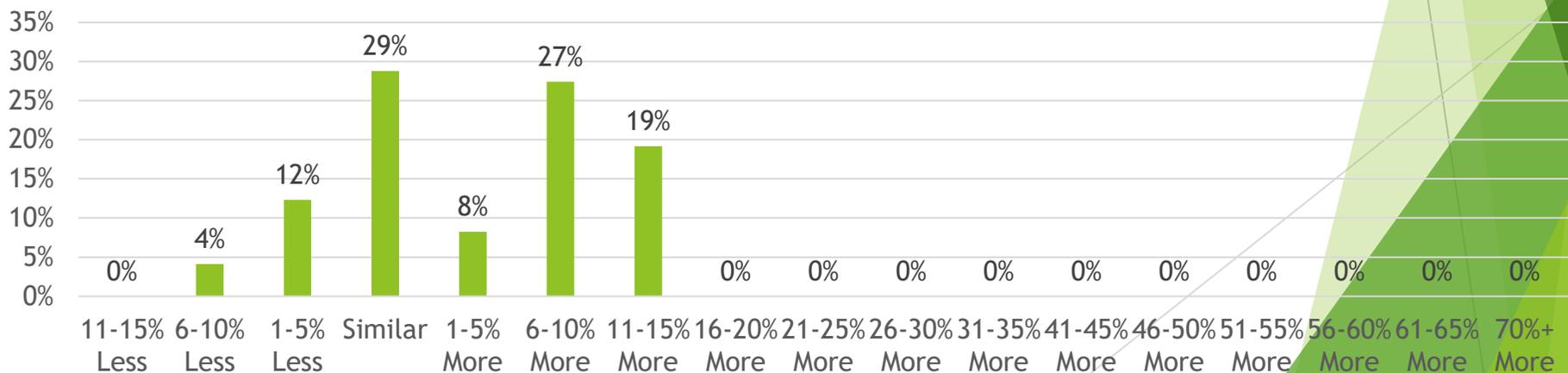


Overall, how do farmland values compare to one year ago?

March - 2022

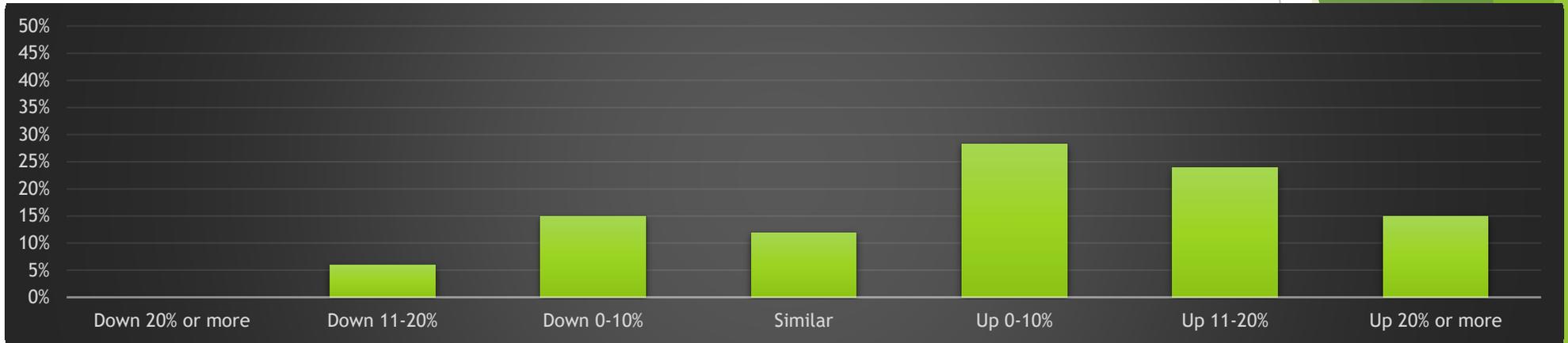


March - 2023

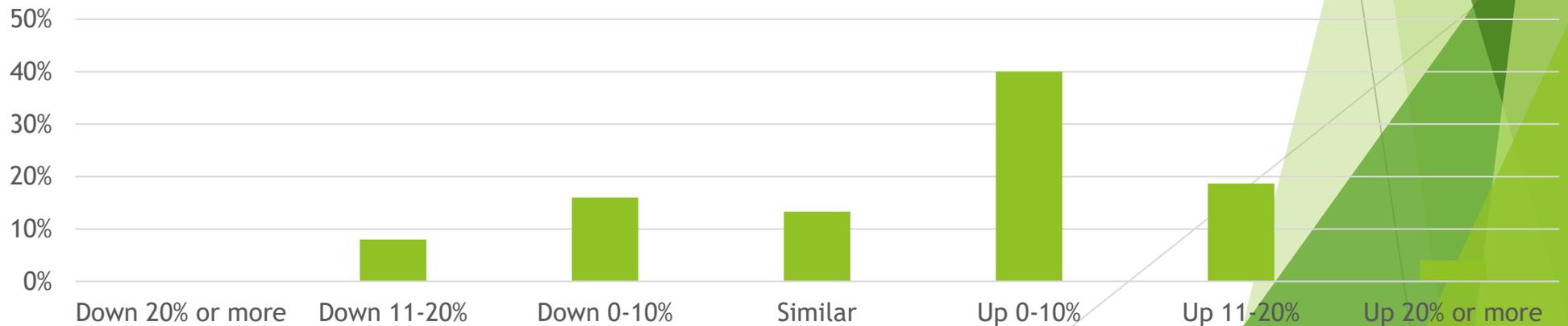


How do you expect farmland values to look five years from now?

March - 2022

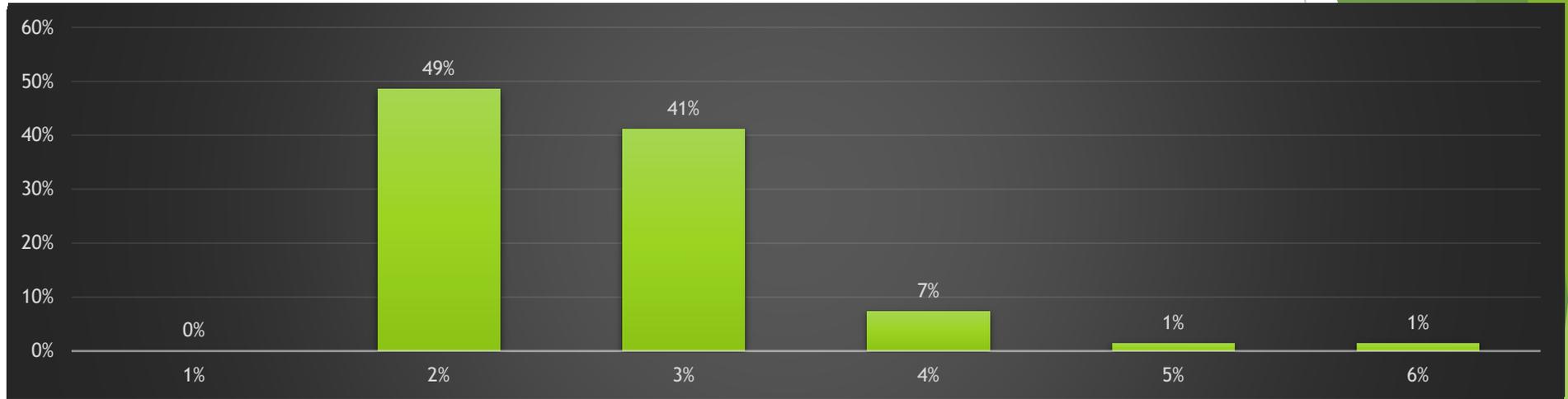


March - 2023

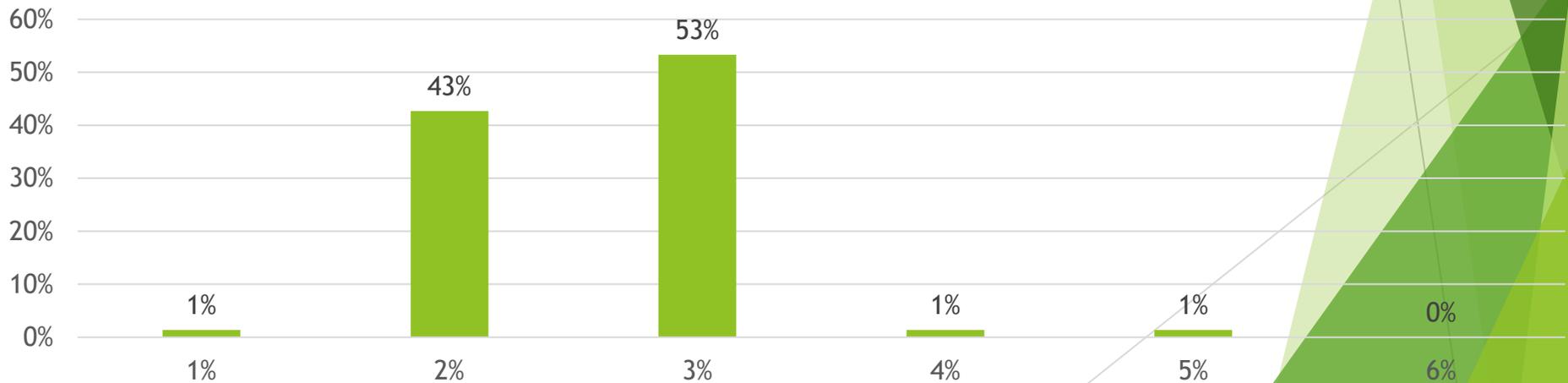


What is the expected return on cropland?

March - 2022

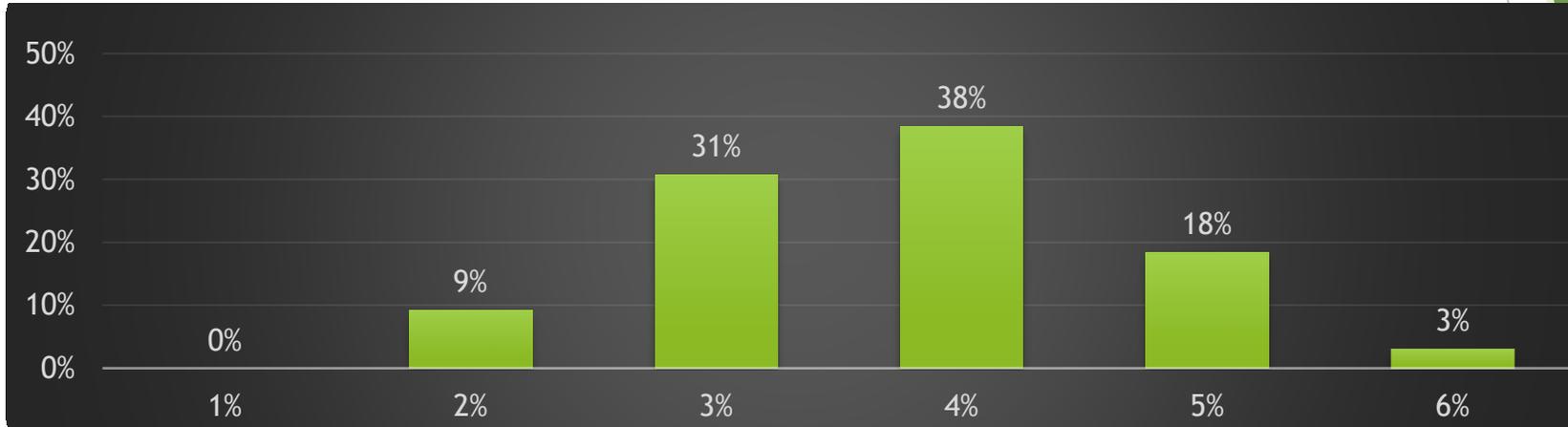


March - 2023

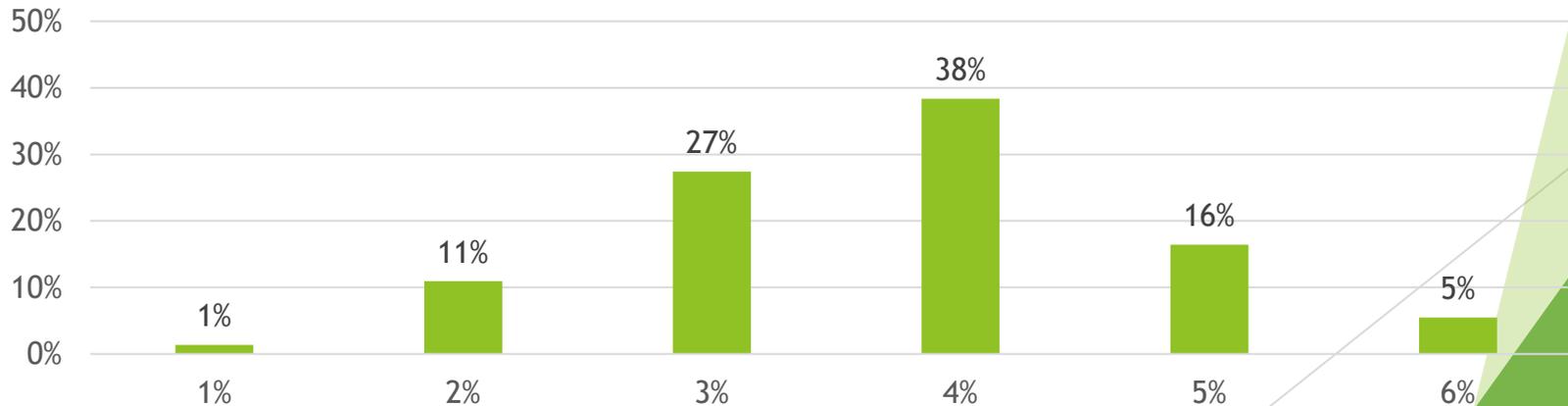


What is the expected return on CRP?

March - 2022

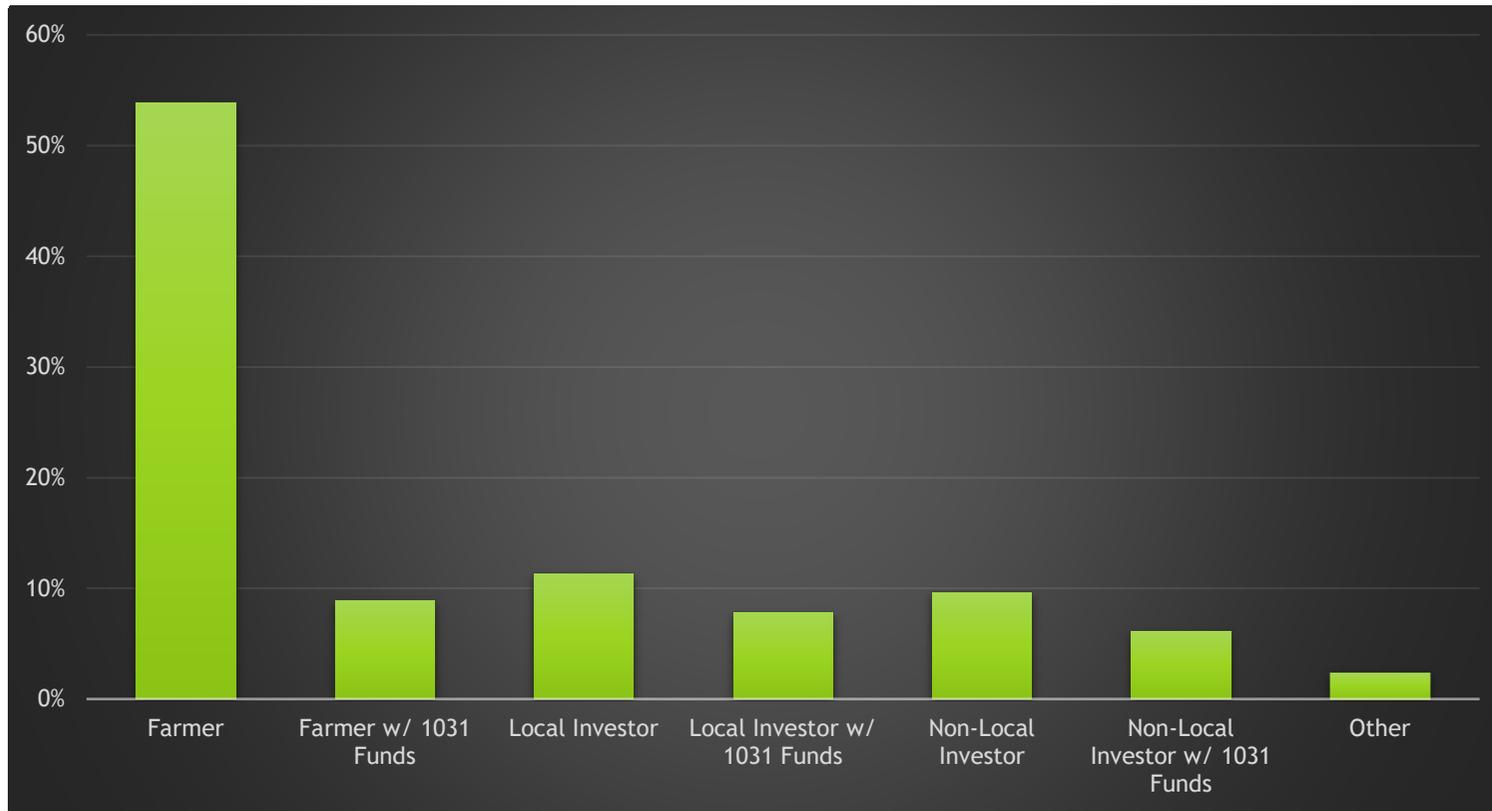


March – 2023



Who is Buying Iowa Farmland?

March – 2023



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?

