

Fall Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee

September 24th, 2026



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE..



QUALIFIED
INTERMEDIARY
SERVICES

REALTORS® Land Institute – Iowa Chapter

September 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



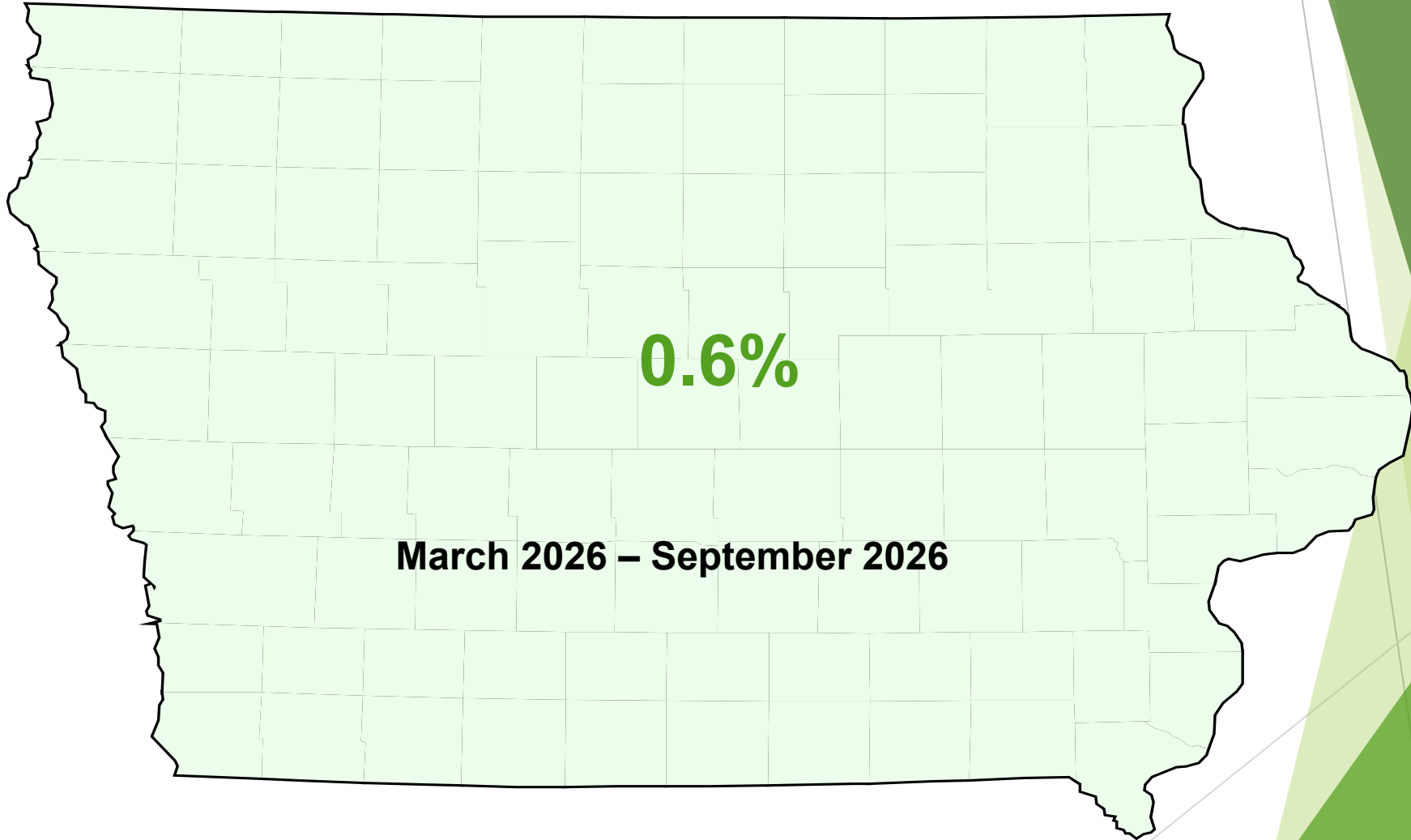
REALTORS® Land Institute – Iowa Chapter

September 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 September 1, 2026.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.

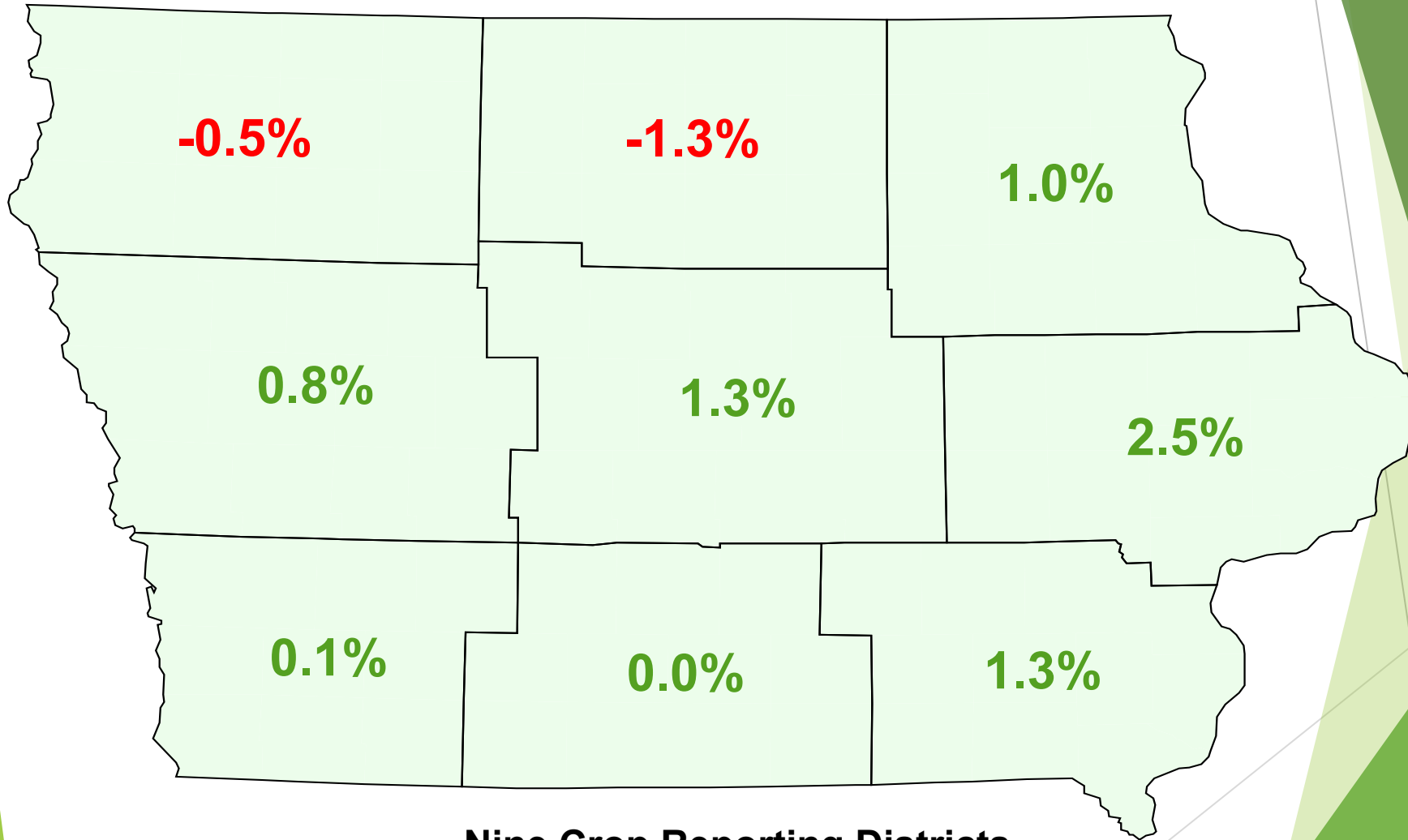


REALTORS® Land Institute- Iowa Chapter
September 2026



REALTORS® Land Institute- Iowa Chapter September 2026

March 2026 to September 2026

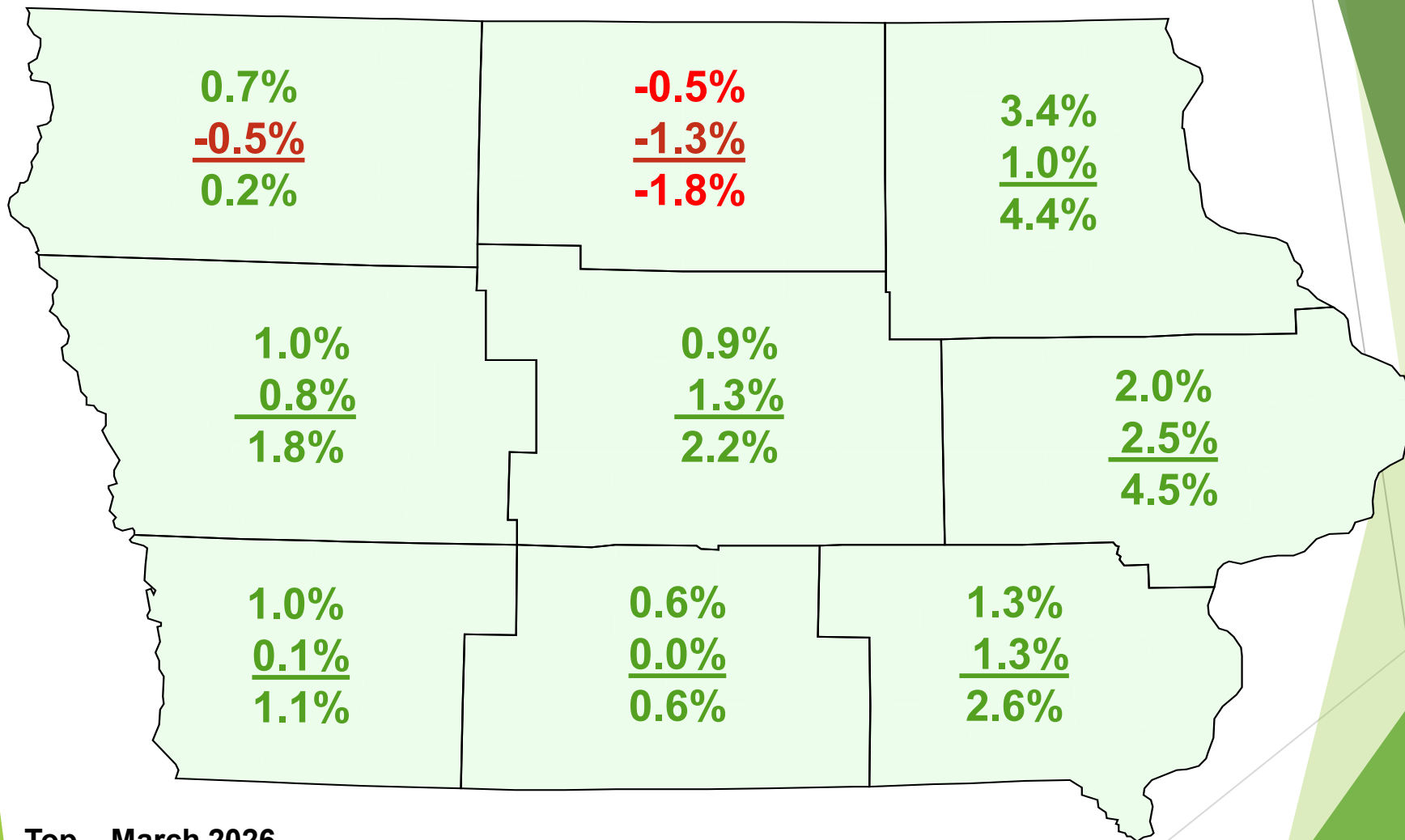


Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter

September 2026

March 2026 - September 2026



Top – March 2026

Bottom – September 2026

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
September 2026

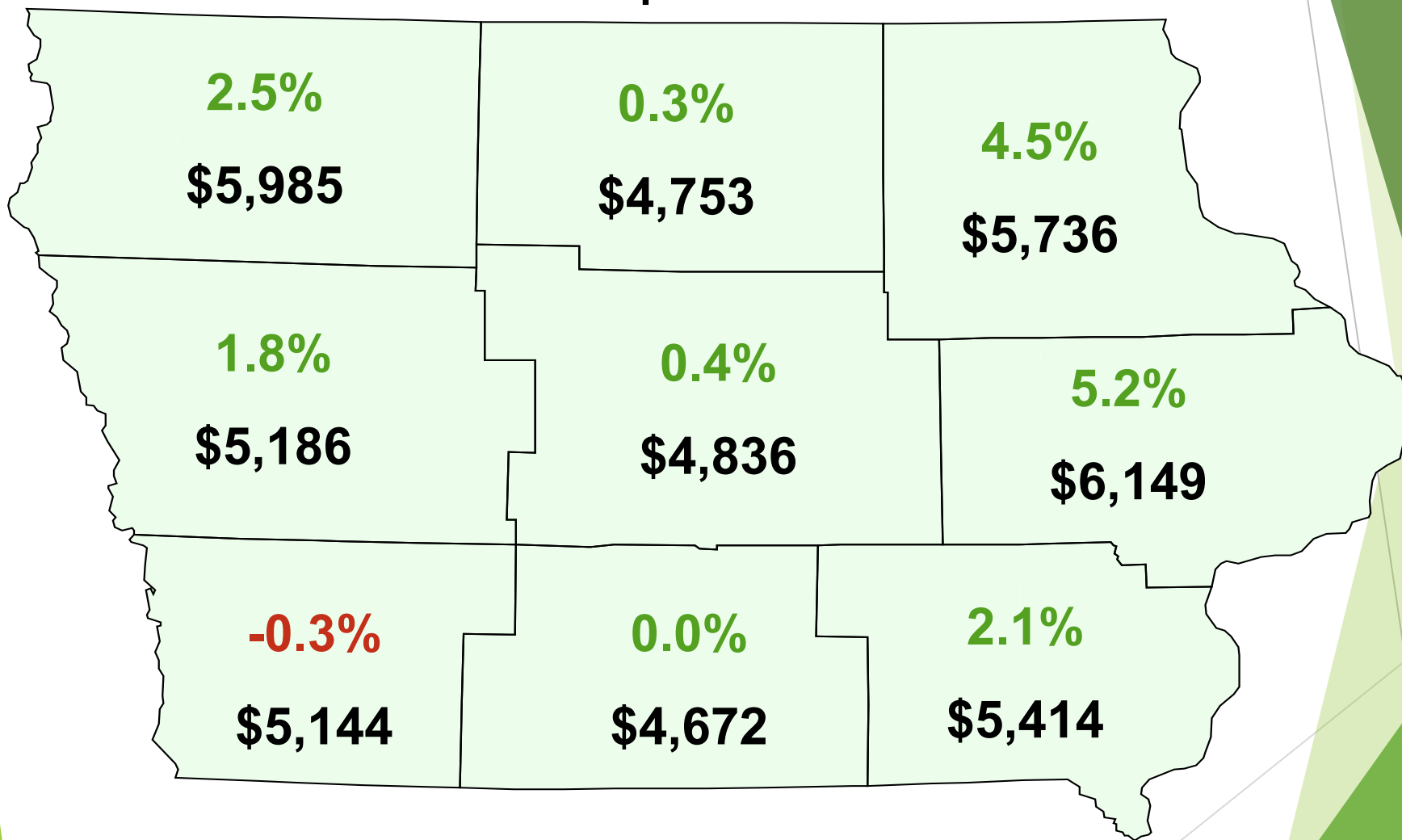
September 2025 – March 2026 **1.3%**

March 2026 – September 2026 **0.6%**

1.9%

September 2025– September 2026

REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 2026



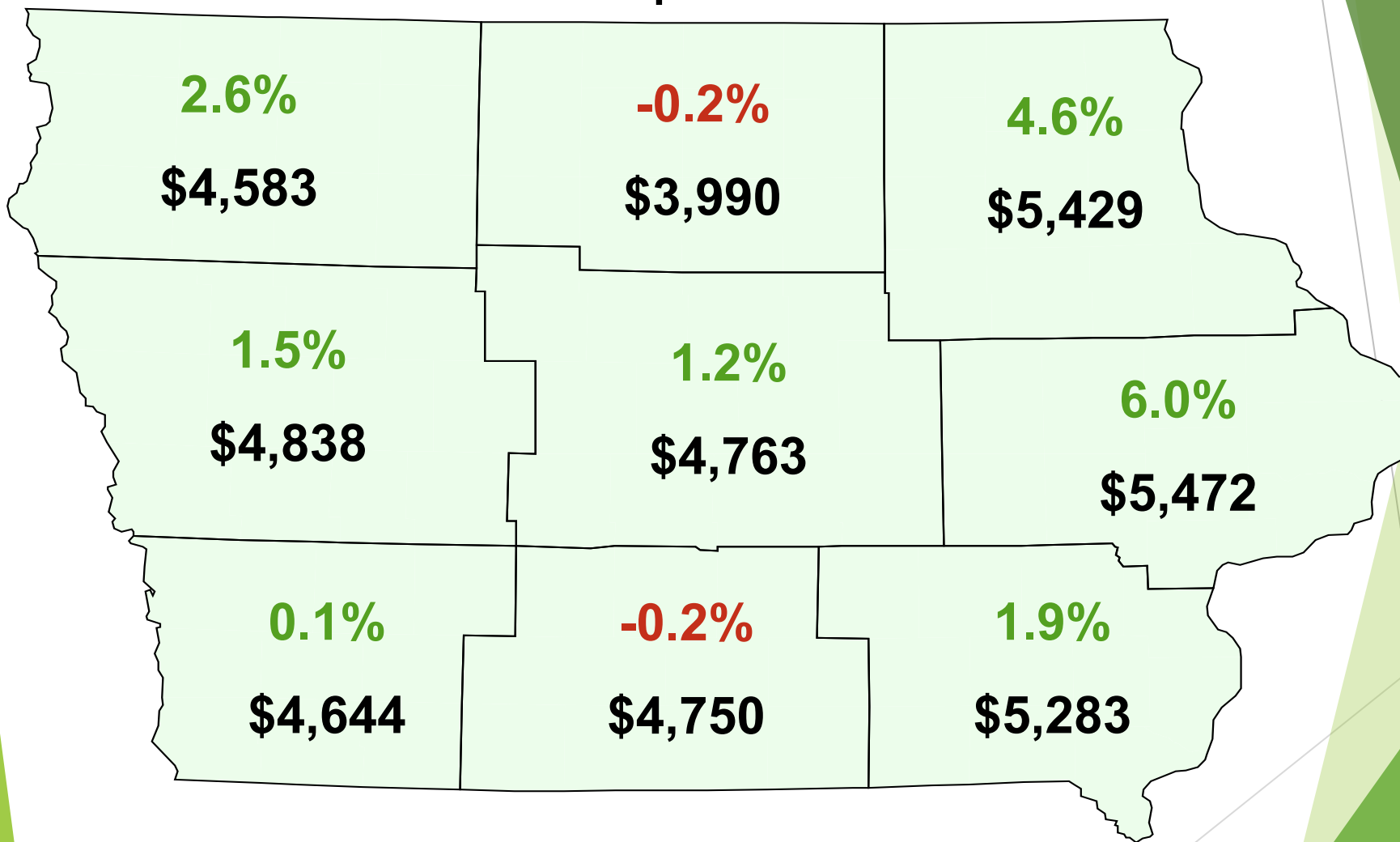
Top – Percent Change

Bottom – Price per Acre

Nine Crop Reporting Districts

March 2026 – September 2026

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Non-Tillable / Timber Acres
September 2026



Top – Percent Change

Bottom – Price per Acre

Nine Crop Reporting Districts

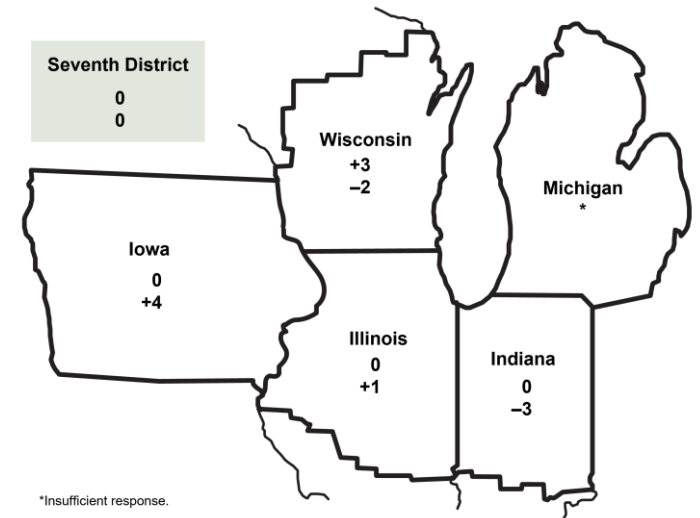
March 2026 – September 2026

Chicago Federal Reserve Study

Percent Change in Dollar Value of “Good” Farmland

	April 1, 2026 to July 1, 2026	July 1, 2025 to July 1, 2026
Illinois	0	+1
Indiana	0	-3
Iowa	0	+4
Wisconsin	+3	-2
Seventh District	0	0

Top: April 1, 2026 to July 1, 2026
Bottom: July 1, 2025 to July 1, 2026



Survey Results Since 2020

▶ September 1 2026 (0.6)
▶ March 1 2026 (1.3%)

1.9%

▶ 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%)

-10.5%

▶ 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%)

+44.3%

Conclusion

- ▶ Market appears to be gaining optimism
- ▶ Buyers are very selective - want quality.
- ▶ High quality selling well, medium and low quality struggling in areas.
- ▶ Higher fertilizer prices / diesel prices / interest rates vs higher commodity prices
- ▶ Increased supply coming this fall

Questions?

