

REALTORS Land Institute Iowa Chapter

May 2023 Newsletter

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PRESIDENT'S MESSAGE

David Whitaker, ALC, CAI, AMM

Dear Fellow Land Professionals,

I hope this message finds you well. As we transition into a new season, I am thrilled to share some exciting news with all of you. Our recent March land survey results are in, and I am delighted to report that the market has shown a noteworthy 0.8% increase! These results are a testament to the resilience and strength of Iowa's land market. Despite challenges and uncertainties, our state's real estate industry continues to thrive, and our land remains a valuable and sought-after asset.

As your president, I am proud to be part of a dynamic and diverse group of professionals dedicated to promoting excellence in land real estate. Our shared passion for the land, our communities, and our clients sets us apart and makes our organization truly special.

I would also like to express my gratitude to the hardworking leadership team, committee members, and volunteers who have generously given their time and expertise to ensure our organization continues to thrive. Your dedication and contribution are invaluable, and I am truly grateful for your unwavering support.

The Iowa REALTORS Land Institute remains committed to providing our members with top-notch educational opportunities, fostering meaningful connections, and advocating for the best interests of our industry. We will continue to stay at the forefront of industry trends, equipping our members with the tools and knowledge they need to excel in this ever-changing landscape.



As we move forward, let us continue to promote the highest standards of professionalism, integrity, and ethical conduct in all our endeavors. Let us be the trusted advisors our clients and communities rely on as we navigate the real estate landscape together.

I am confident that our Iowa land market will remain robust and resilient, and our organization will continue to thrive. I am honored to serve as your president and work alongside each one of you. Let's keep up the momentum, stay united, and make a positive impact on Iowa's real estate industry. Thank you for your unwavering support and dedication to the Iowa REALTORS Land Institute. Here's to a prosperous and successful year ahead!

Sincerely,

David Whitaker, President
REALTORS Land Institute Iowa Chapter

2022

APEX AWARD PROGRAM

The RLI APEX Awards Program, sponsored by The Land Report, is an annual production awards program designed to recognize the excellence and performance of RLI Members. Winners of the APEX Awards were recognized at a special awards ceremony at the 2023 National Land Conference in Denver, CO. The program celebrated its sixth year with 217 applicants totaling a combined \$7.04 billion in qualifying production volume.



Steve Bruere
Peoples Company
2022 National Broker of the Year
Ag Land Sales Crops



Troy Louwagie, ALC,
Hertz Real Estate Services
2022 National Broker of the Year
Auction Land Sales

APEX 2022 Top Twenty National Producer Awards

- **Matt Adams**
Peoples Company
- **Steve Bruere**
Peoples Company
- **Troy Louwagie, ALC**
Hertz Real Estate Services

APEX 2022 Producers Club - Iowa Chapter Members

Applicants with at least five million dollars of qualifying dollar production volume in closed land sales are recognized as part of the RLI APEX Producers Club.

- | | | | |
|---------------------------------|-------------------------------|------------------------------|------------------------------|
| • Matt Adams | • Ben Harshyne, ALC | • Jeff Moon, ALC | • Nicholas Smith |
| • Garrett Armstrong, ALC | • Rachelle Heller, ALC | • Chad Reifschneider | • Travis Smock |
| • Rich Baugh, ALC | • Scott Henrichsen | • Eric Schlutz, ALC | • Matt Vegter |
| • Daran Becker | • Kenny Herring, ALC | • Ryan Schroeter, ALC | • Kirk Weih, ALC |
| • Steve Bruere | • Ryan Kay, ALC | • Jake Sickels | • David Whitaker, ALC |
| • Jared Champs | • Eric Lonnevik | • Elliott Siefert | • Doug Yegge |
| • Chase Duesenberg | • Troy Louwagie, ALC | • Riley Sieren | • Andrew Zellmer |
| • Jim Fleissner | • Jesse Meyer | • Chris Smith, ALC | |
| • Kyle Hansen, ALC | | | |

*More information, including a complete list of award winners, can be found on the RLI website:
www.rliland.com/apex*

LAND TRENDS AND VALUES

Spring 2023

The REALTORS® Land Institute - Iowa Chapter is pleased to announce the results of our March 2023 Land Trends and Values Survey. REALTORS® Land Institute is an affiliate of the National Association of REALTORS® and is organized for REALTORS® who specialize in farm and land sales, management, development and appraisal. Participants in the survey are specialists in farmland and are asked for their opinions about the current status of the Iowa farmland market.

Participants were asked to estimate the average value of farmland as of March 1, 2023. These estimates are for bare, unimproved land with a sale price on a cash basis. Pasture and timberland values were also requested as supplemental information.

The results of the March survey show a 0.8% increase on a statewide average for the September 2022 to March 2023 time period. This is following the March 2022 to September 2022 time period that showed an 2.8% increase, giving us a 12-month increase of 3.6% for the State of Iowa on tillable acres. After a period of rapidly increasing values, the tillable land market appears to be leveling off. Pastureland (up 1.9%) and Timberland (up 2.8%) acres were slightly stronger than cropland acres across the state in the last six months.

Survey respondents indicated that commodity prices are still the largest factor influencing the farmland market. A lower supply of land offered to the market was the biggest change in factors compared to a year ago. Farmer buyers are still the predominant buyer type in the market today, as cash supplies are ample from recent net farm incomes.

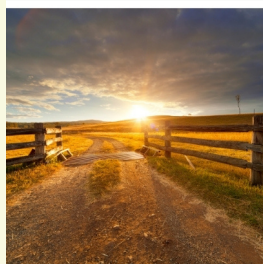
REALTORS® Land Institute – Iowa Chapter's farmland value survey has been conducted in March and September since 1978. This survey plus the RLI Farm and Ranch Multiple Listing Service are activities of REALTORS®, specializing in agricultural land brokerage daily. All of our past surveys can be found on our website www.rliland.com/iowa/Resources/Land-Trends-and-Values

Land Classification By Potential Corn Production

	High Quality Crop Land		Medium Quality Crop Land		Low Quality Crop Land		Non - Tillable Pasture Per Acre		Timber Per Acre		Percent Change in Tillable Cropland Values Past 6 Months
	September	March	September	March	September	March	September	March	September	March	%
Central	15,314	15,670	11,181	11,485	7,644	7,713	4,082	4,205	3,816	3,997	2.1%
East Central	15,870	16,061	12,478	12,588	8,825	8,922	4,250	4,388	3,840	4,023	1.1%
North Central	15,006	14,946	11,900	11,734	8,438	8,202	4,442	4,473	3,663	3,683	-1.3%
Northeast	15,598	15,827	12,441	12,510	9,100	9,129	4,139	4,175	4,343	4,432	0.9%
Northwest	17,497	17,372	14,072	14,058	9,895	9,877	4,917	4,950	4,244	4,250	-0.4%
South Central	10,427	10,708	7,920	8,099	5,618	5,912	4,220	4,285	4,275	4,460	3.1%
Southeast	14,255	14,783	9,947	10,166	6,443	6,559	3,868	4,009	3,614	3,755	2.8%
Southwest	12,194	12,509	9,465	9,350	6,722	6,711	4,278	4,400	3,406	3,539	0.7%
West Central	16,119	15,854	12,350	12,369	8,778	8,719	4,406	4,454	3,982	4,027	-0.8%
State	14,698	14,859	11,306	11,373	7,940	7,972	4,289	4,371	3,909	4,019	0.8%

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*Terms apply. See website for details.

EDUCATION UPDATE

WWW.RLILAND.COM/IOWA/EVENTS/CHAPTER-MEETINGS



2023 SPRING SEMINAR WAS A BIG SUCCESS!

Thank you to all who attended the 2023 Spring Seminar on March 29 in Ankeny. Over 110 agricultural professionals attend a great day of education and networking! We appreciated hearing from a great line-up of speakers, including Matthew Kruse, Don Tourte, Jerry Hatfield, Steve Sukup, Brianna Schroeder, and Andrew Lauver.

AG BROKERAGE AND MARKETING AUGUST 29-30, 2023 CORALVILLE, IA

Gain an understanding of the basics of the agricultural land brokerage process as well as insights on how to best market these types of properties. This valuable course will allow real estate agents to more competently assist this client segment and close more deals. Registration is open on our website.



TRANSITIONAL LAND DATE: NOV/DEC 2023 (DETAILS ARE PENDING) LOCATION: TBD

Opportunities are arising for real estate agents as more undeveloped land is being adapted for recreational and commercial uses. Real estate agents need to understand how to determine clients' needs and buy and sell property at fair market value. This is an essential course for land and commercial agents looking to better understand both sides of a transitional land transaction.

RLI Members are invited to join our monthly membership call on the 4th Thursday of every month. Topics rotate between Land Trends and Values and Hot Topics.

2022 RLI IOWA CHAPTER AWARDS

The REALTORS® Land Institute is made up of some of the highest caliber land brokers. The RLI Iowa Chapter recognized the performance of our members for business conducted from January - December 2022 at our RLI Iowa Annual Dinner in March. Congratulations to our 2022 Award Winners!



VOLUME AND ACRES SOLD **Steve Bruere** *(Accepted by Molly Zaver)* **Peoples Company**

This award is presented to the Iowa Chapter member with the highest volume and acres reported by their supervising broker.



LONGTIME DEDICATION TO RLI **Jon Hjelm, ALC** **The Acre Company**

This award is presented to an Iowa Chapter member for their longtime commitment and volunteerism within RLI, both at the Chapter and National levels.



RISING STAR **Rebecca Frantz, ALC** **Hertz Farm Management**

This award is presented to an Iowa Chapter member with less than three years of membership. RLI participation, community involvement, leadership, ALC course work and other education are considered.



MEMBER-TO-MEMBER DEAL OF THE YEAR **Ryan Kay, ALC and Austin Maas** **Hertz Farm Management and Ruhl & Ruhl REALTORS**

This award recognizes the networking that happens due to membership with RLI. Members are recognized for a deal that was the result of multiple RLI Iowa Chapter members working together.

MEET OUR MEMBERS

Matt Adams
Brad Akers
Scott Arens
Garret Armstrong, ALC
Angie Arnold
Bret Barner
Richard Baugh, ALC
Douglas Bear
Daran Becker
Brandon Bergquist
Steve Bruere
Jared Chambers
Wiltsie Cretsinger, ALC
Adam Crist
Amy Crouch
Adam Curran
Genelle Deist
Cal Dickson, ALC
Michael Downey, ALC
Chase Duesenberg
Dave Englund
Jim Fleissner, ALC
Rebecca Frantz, ALC
Mark Gannon
Aaron Graham, ALC
Scott Grimm
Brent Grosse, ALC
Kyle Hansen, ALC
Ben Harshyne, ALC
Brad Hayes
Rachelle Heller, ALC
Scott Henrichsen
Douglas Hensley
Randall Hertz, ALC

Thomas Hertz, ALC
Jon Hjelm, ALC
Ben Hollesen
James Horras, ALC
David Hueneker
Jim Jensen
Chuck Johnson
Roger Johnson
Vince Johnson
Samuel Kain, ALC
Ryan Kay, ALC
Kevin Kolbet
Michael Krause, ALC
David Krier
Brent Larson
Stanley Lierz, ALC
Kathy Loew
Eric Lonnevik
Troy Louwagie, ALC
Austin Maas
Richard Meade
Jesse Meyer
Jeff Moon, ALC
Otto Nobis
Hunter Norland
Jeffrey Obrecht
Keith Olson, ALC
Terry Pauling, ALC
Jon Peterson
David Pluim
Jeff Potthoff
Scott Potthoff
Douglas Redenius
Chad Reifschneider

Brian Reynolds
Koby Rickertsen, ALC
James Rothermich, ALC
Stefanie Running
Anderson
Henry Sandve
Eric Schlutz, ALC
Gregory Schoneman, ALC
Thomas Schutter
Charles Schwager
Jake Sickels
Elliott Siefert
Riley Sieren
Jeremy Sills
Christopher Smith, ALC
Jason Smith
Nicholas Smith
Travis Smock
Chase Steggall
Dennis L. Stolk, ALC
John Sweeney, ALC
David Thien, ALC
Jeffery Troendle
Brad Van Weelden, ALC
John Vanzee
Matt Vegter, ALC
Kirk Weih, ALC
Noah Wendt
Andrew Westlake
David Whitaker, ALC
Ann Whitaker
Douglas Yegge
Jason Zabka
Molly Zaver
Andrew Zellmer

CONGRATULATIONS TO OUR CHAPTER ALC DESIGNEES!

Jim Fleissner, ALC
National Land Realty
Treynor, IA

Rebecca Frantz, ALC
Hertz Farm Management, Inc.
Mount Vernon, IA

Koby Rickertsen, ALC
RE/MAX Home, Farm & Ranch
North Platte, NE

Not an RLI Member? Join Today!

Benefits Include:

- Educational Opportunities
- Land Trends and Values
- Legislative Updates
- Industry Awards
- Networking Opportunities
- Land MLS

Membership Details:

- All Iowa Chapter members are required to be a member of national REALTORS Land Institute \$445/annually
- Iowa Chapter dues are \$50 per year.
- Access to the Farm & Ranch MLS is optional.
- Join today at www.rliland.com/iowa

RLILAND.COM/IOWA

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traci@rlifarmandranch.com