



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

*More information, including a complete list of award winners, can be found on the RLI website:*

[www.riland.com/apex](http://www.riland.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.riland.com/iowa/Resources/Land-Trends-and-Values](http://www.riland.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%

# THANK YOU TO OUR SPONSORS

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# EDUCATION UPDATE

[WWW.RLILAND.COM/IOWA/EVENTS/CHAPTER-MEETINGS](http://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.*

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# 2022 RLI IOWA CHAPTER AWARDS

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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.

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# MEET OUR MEMBERS

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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 Hueneke  
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  
Treyvor, IA

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

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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](http://www.rliland.com/iowa)

RLILAND.COM/IOWA

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