

# **REALTORS Land Institute Iowa Chapter**

May 2022 Newsletter



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# PRESIDENT'S MESSAGE

Andrew Zellmer

It has been an active six months for the executive team and the members of RLI Iowa Chapter. The land market continues to be red hot keeping all of us very busy. I want to share some of the highlights of the past six months and also look ahead to what opportunities we have for members moving forward.

The RLI Iowa Chapter's Annual Spring Seminar was held jointly with ASFMRA Iowa Chapter on March 30, 2022 in Ankeny. We had a great turnout with 112 people in attendance either in person or virtually. I want to give a huge shoutout to David Whitaker and Traci Schermerhorn for handling the audio and video and making the day run smoothly. We had a great variety of speakers and a large in-person turnout. It was good to see so many faces in person again. Over lunch we released our March 2022 RLI survey results. These results showed a 14.1% increase on a statewide average from September 2021 to March 2022. Thank you to Matt Vegter and Elliott Siefert for their hard work on the Land Trends and Values Survey. Following the Spring Seminar, we hosted our annual dinner and cowboy auction. It was a great night of delicious food, drinks and networking. The Cowboy auction raised \$2,285 for the chapter.

The National Land Conference was held in San Antonio March 23-25. The Iowa Chapter had a great showing, with 17 members attending. It was a great event of learning and networking with land professionals from across the United States. We also had a great showing at the RLI Awards Dinner with 35 Apex award winners, including three in the top 20 in the nation. I would recommend putting it on your calendar and attending this event in the future. Next year's conference will be in Denver, CO, March 5-8, 2023. I hope to see another great turnout from our chapter.



We have great educational and networking opportunities coming up over the next six months. We will be hosting a **Real Estate Mapping Technologies & Techniques** class in Iowa City on August 3-4. This continuing education course counts as an elective for those of you working toward your ALC and will have great networking opportunities with other agents across the state and country.

We will also host a **Ethics for Land Professionals** class in September at IAR in West Des Moines.

Last, but not least, another ALC required course, Land Investment Analysis, will be held in Nevada November 30-December 2.

We strive as an organization to continue to offer relevant continuing education courses for our members.

It has been an honor to serve and help lead the RLI Iowa Chapter over the past six months. We have continued to grow membership with 92 members as of the end of April. I am lucky to have a great executive director in Traci Schermerhorn and leadership team, President Elect, David Whitaker and Vice President Rachelle Heller to help me execute on our action plan. If there is a way, we can add more value to your RLI membership don't be afraid to reach out and give us your feedback and suggestions. I look forward to continuing to improve and push RLI forward over the next six months. Thank you.

2021

# 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 2022 National Land Conference in San Antonio, TX. The program celebrated its fifth year with a record 203 applicants totaling a combined \$8.4 billion in qualifying production volume.



## Steve Bruere, Peoples Company 2021 National Broker of the Year Auction Land Sales

Congratulations to Iowa Chapter member, Steve Bruere, for receiving the Auction Land Sales Broker of the Year Award for the fourth year in a row.

## APEX 2021 Top Twenty National Producer Awards

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

## APEX 2021 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    | • Troy Louwagie, ALC  | • Nicholas Smith   |
| • Rich Baugh, ALC  | • Rachelle Heller, ALC | • Jeff Moon, ALC      | • Travis Smock     |
| • Daran Becker     | • Scott Henrichsen     | • Grant Olson, ALC    | • David Thien, ALC |
| • Steve Bruere     | • Kenny Herring, ALC   | • Eric Schlutz, ALC   | • Matt Vegter      |
| • Jared Champers   | • Dave Hueneke         | • Ryan Schroeter, ALC | • Kirk Weih, ALC   |
| • Cal Dickson, ALC | • Ryan Kay, ALC        | • Jake Sickels        | • Andrew Westlake  |
| • Chase Duesenberg | • Michael Krause, ALC  | • Elliott Siefert     | • Doug Yegge       |
| • Rebecca Frantz   | • Stan Lierz, ALC      | • Riley Sieren        | • Andrew Zellmer   |
| • Kyle Hansen, ALC | • Eric Lonnevik        | • Chris Smith, ALC    |                    |

# LAND TRENDS AND VALUES

Spring 2022

The REALTORS® Land Institute - Iowa Chapter is pleased to announce the results of our March 2022 Land Trends and Values Survey. 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, 2022. 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 14.1% increase on a statewide average for the September 2021 to March 2022 time period. This is following the March 2021 to September 2021 time period that showed an 18.8% increase, giving us a 12-month increase of 32.9% for the state of Iowa. These results will come as no surprise, as record auction prices continue to be reported throughout many counties in Iowa. Pastureland (up 12.3%) and Timberland (up 11.2%) followed the same trend as Cropland acres with consistent gains across the state the last 6 months.

Survey respondents indicated that commodity prices are currently the largest factor driving farmland values higher. Current interest rate levels and low supply of land being offered to the market were secondary factors adding strength. The survey found the current buyer pool for farmland is made up of approximately 65% farmers, 19% local investors, and 16% non-local investors.

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.rliiowachapter.com/rli-land-trends-values](http://www.rliiowachapter.com/rli-land-trends-values)

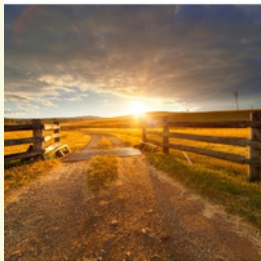
Land Classification By Potential Corn Production

	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	13,532	15,520	10,124	11,598	7,219	8,271	3,755	4,171	3,314	3,658	14.6%
East Central	14,091	15,430	11,089	12,285	7,943	8,787	3,833	4,287	3,759	4,057	10.2%
North Central	12,944	14,444	10,314	11,644	7,612	8,576	3,614	3,986	3,209	3,550	12.3%
Northeast	12,856	14,555	10,702	11,852	7,383	8,414	3,851	4,415	3,938	4,450	12.5%
Northwest	14,222	16,576	11,048	12,965	7,994	9,082	3,992	4,630	3,596	4,058	16.1%
South Central	8,369	9,596	6,262	7,208	4,610	5,138	3,585	3,965	3,454	3,908	14.0%
Southeast	12,309	13,914	8,730	9,834	5,548	6,198	3,488	3,868	2,811	3,072	12.6%
Southwest	10,142	12,141	7,980	9,487	5,507	6,575	3,598	3,990	3,162	3,528	19.4%
West Central	12,504	14,546	9,654	11,242	7,135	8,269	3,908	4,450	3,370	3,770	16.3%
State	12,330	14,080	9,545	10,902	6,772	7,701	3,736	4,196	3,401	3,784	14.1%



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# EDUCATION UPDATE

[WWW.RLIHOWACHAPTER.COM/EDUCATION](http://WWW.RLIHOWACHAPTER.COM/EDUCATION)



## REAL ESTATE MAPPING TECHNIQUES AUGUST 3-4, 2022 IOWA CITY, IA

Learn the basics of land navigation and technology, including using a compass, GPS, and the latest mapping software to help better meet client needs. Gain confidence in your abilities by understanding the relevant navigational insights and skills needed to effectively locate, traverse, list, and market land parcels.

## ETHICS FOR LAND PROFESSIONALS SEPTEMBER 28, 2022 WEST DES MOINES, IA

Satisfy your 4-hour ethics requirement with your RLI colleagues. During this course licensees will identify ethical issues and problems within their industry and design a method to deal with those issues. Students will learn to be sensitive to the origin of their own and others' value system, be sensitive to the many responses possible to ethical dilemmas, accept responsibility for their own ethical decision-making.



## LAND INVESTMENT ANALYSIS NOVEMBER 30- DECEMBER 2, 2022 NEVADA, IA

This course will provide you with land investment principles that are valuable to any agent. Gain the expertise needed to take on more clients, close more deals, and be prepared to take on even the toughest land investment transactions.

***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.***



# 2021 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 2021 at our RLI Iowa Annual Dinner in March. Congratulations to our 2021 Award Winners! See all our past RLI Iowa Chapter Award winners on our website: [www.rliiowachapter.com/home/awards/award-winners](http://www.rliiowachapter.com/home/awards/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** **Kirk Weih, ALC** **Hertz Farm Management**

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** **Elliott Siefert** **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** **Kyle Hansen, ALC and David Thien, ALC** **Hertz Farm Management and Thien Farm Management**

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  
Angie Arnold  
Bret Barner  
Rich Baugh, ALC  
Daran Becker  
Brandon Bergquist  
Steve Bruere  
Jared Chambers  
Gavin Cretsinger  
Amy Crouch  
Genelle Deist  
Cal Dickson, ALC  
Michael Downey, ALC  
Chase Duesenberg  
Jim Fleissner  
Rebecca Frantz  
Aaron Graham, ALC  
Scott Grimm  
Brent Grosse  
Betsy Haas-Reineck  
Kyle Hansen, ALC  
Lyle Hansen  
Ben Harshyne, ALC  
Brad Hayes  
Rachelle Heller, ALC  
Scott Henrichsen  
Douglas Hensley  
Kenneth Herring, ALC  
Randy Hertz, ALC  
Tom Hertz, ALC  
Jon Hjelm, ALC

Ben Hollesen  
James Horras  
David Hueneker  
Chuck Johnson  
Roger Johnson  
Vince Johnson  
Sam Kain, ALC  
Ryan Kay, ALC  
Kevin Kolbet  
Mike Krause, ALC  
Brent Larson  
Stanley Lierz, ALC  
Eric Lonnevik  
Troy Louwagie, ALC  
Austin Maas  
Dick Meade  
Jeff Moon, ALC  
Otto Nobis  
Jeffrey Obrecht  
Grant Olson, ALC  
Keith Olson, ALC  
Terry Pauling, ALC  
Austin Peterson  
Jon Peterson  
Dave Pluim  
Doran "Jeff" Post  
Jeff Potthoff  
Scott Potthoff  
Douglas Redenius  
Chad Reifschneider  
Koby Rickertsen

Jim Rothermich  
Eric Schlutz, ALC  
Gregory Schoneman, ALC  
Ryan Schroeter  
Thomas Schutter  
Charles Schwager  
Jake Sickels  
Elliott Siefert  
Riley Sieren  
Chris Smith, ALC  
Nicholas Smith  
Travis Smock  
Max Steffes  
Dennis Stolk, ALC  
John Sweeney, ALC  
David Thien, ALC  
Jeff Troendle  
Mason Troendle  
Brad VanWeelden, ALC  
Matthew Vegter, ALC  
Robert Washburn  
Kirk Weih, ALC  
Noah Wendt  
David Wessling  
Andrew Westlake  
Ann Whitaker  
David Whitaker, ALC  
Douglas Yegge  
Molly Zaver  
Andrew Zellmer



# THANK YOU TO OUR MEMBER SPONSORS FOR SUPPORTING THE IOWA CHAPTER



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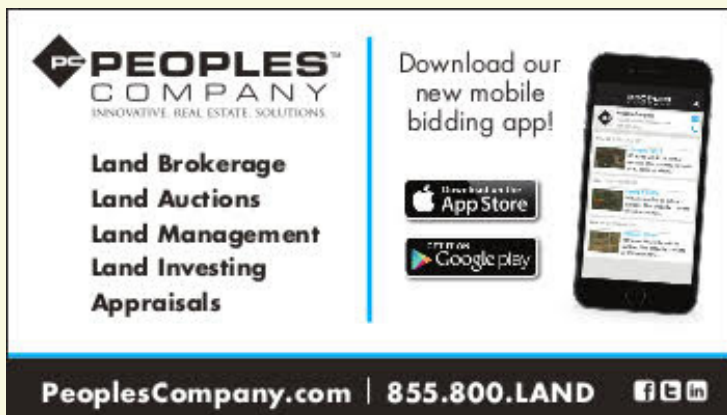
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## Not an RLI Member? Join Today!

### 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.rliiowachapter.com/join-the-rli-iowa-chapter](http://www.rliiowachapter.com/join-the-rli-iowa-chapter)

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