

Fall Annual Meeting

Iowa Chapter of REALTORS® Land Institute

Land Trends & Values Press Release

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Land Trends and Values Committee Chairman

September 14, 2016



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE...



Iowa Chapter REALTORS® Land Institute

September 2016 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



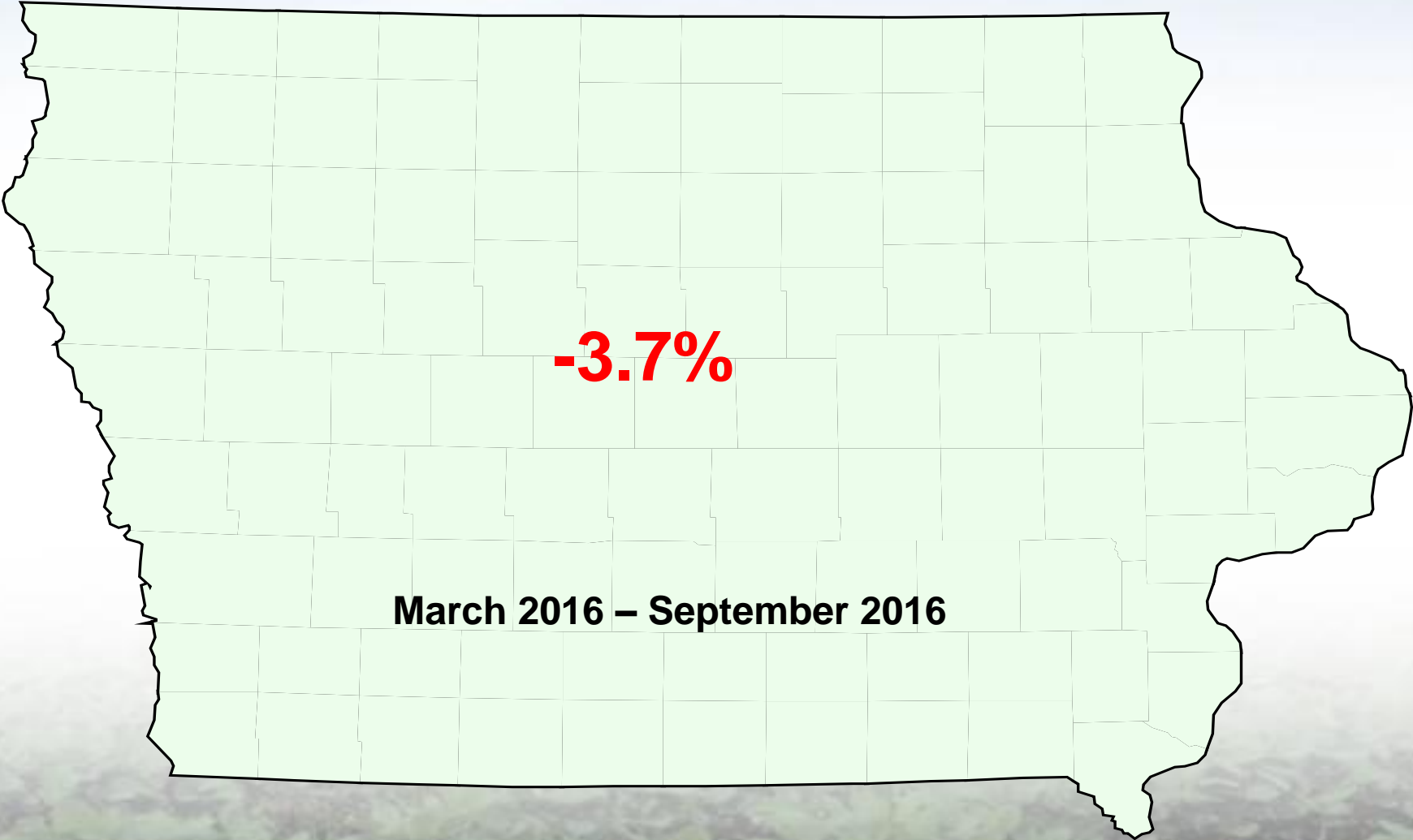
Iowa Chapter REALTORS® Land Institute

September 2016 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, 2016.
 - Estimates are for bare, unimproved land with a sale price on a cash basis.

REALTORS® Land Institute Land Value Survey

September 1, 2016



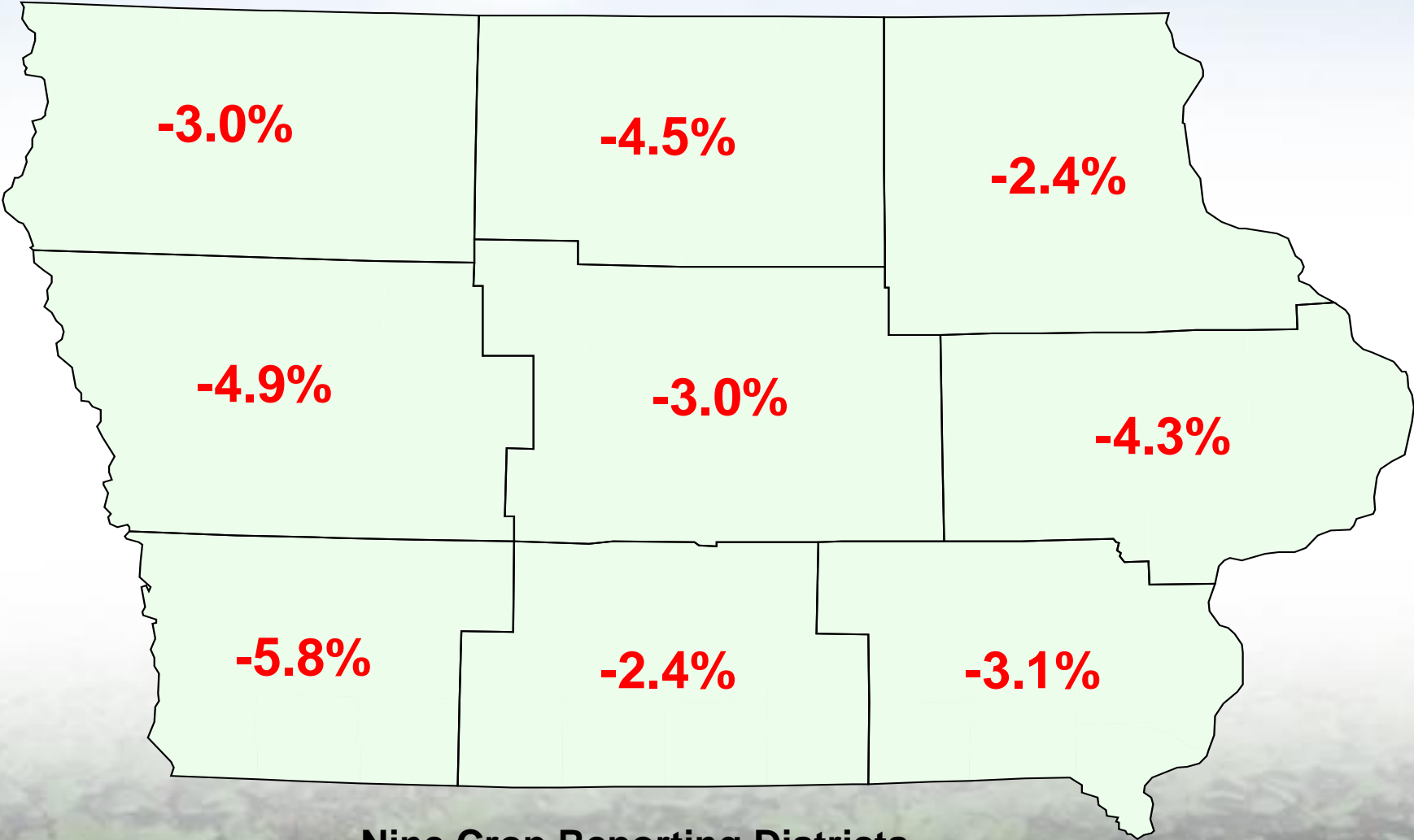
-3.7%

March 2016 – September 2016

REALTORS® Land Institute Land Value Survey

September 1, 2016

March 2016 – September 2016

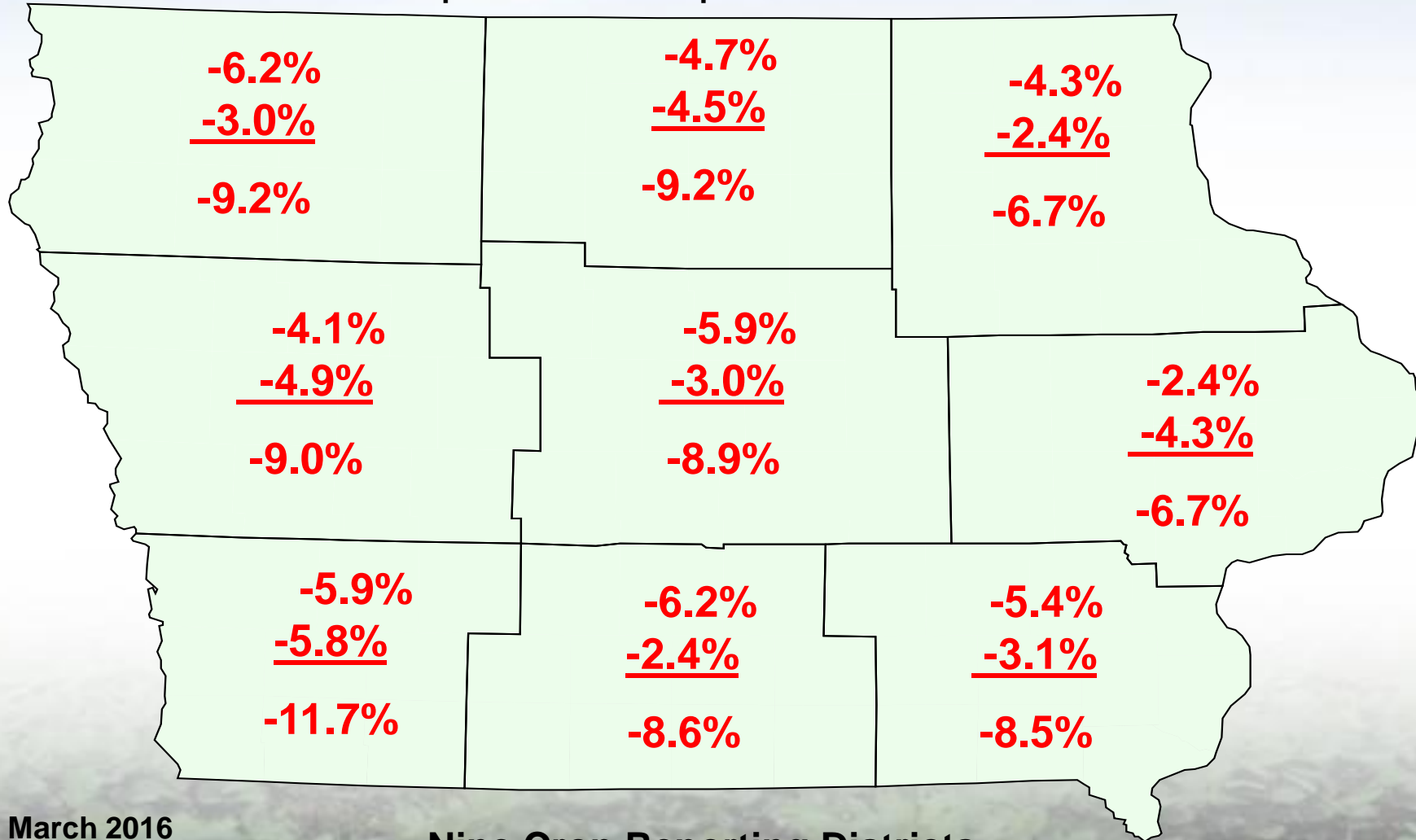


Nine Crop Reporting Districts

REALTORS® Land Institute Land Value Survey

September 1, 2016

September 2015– September 2016



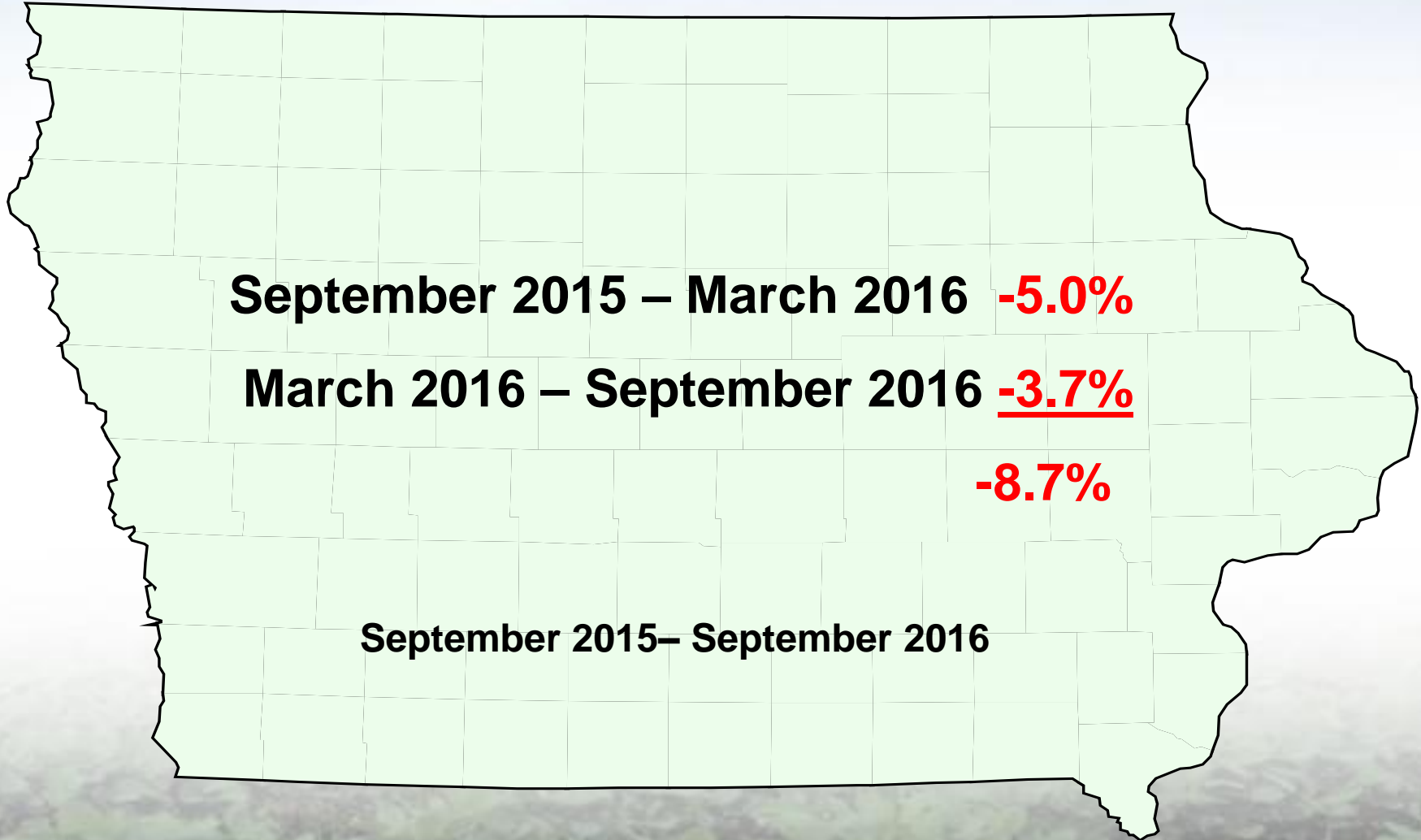
Top – March 2016

Nine Crop Reporting Districts

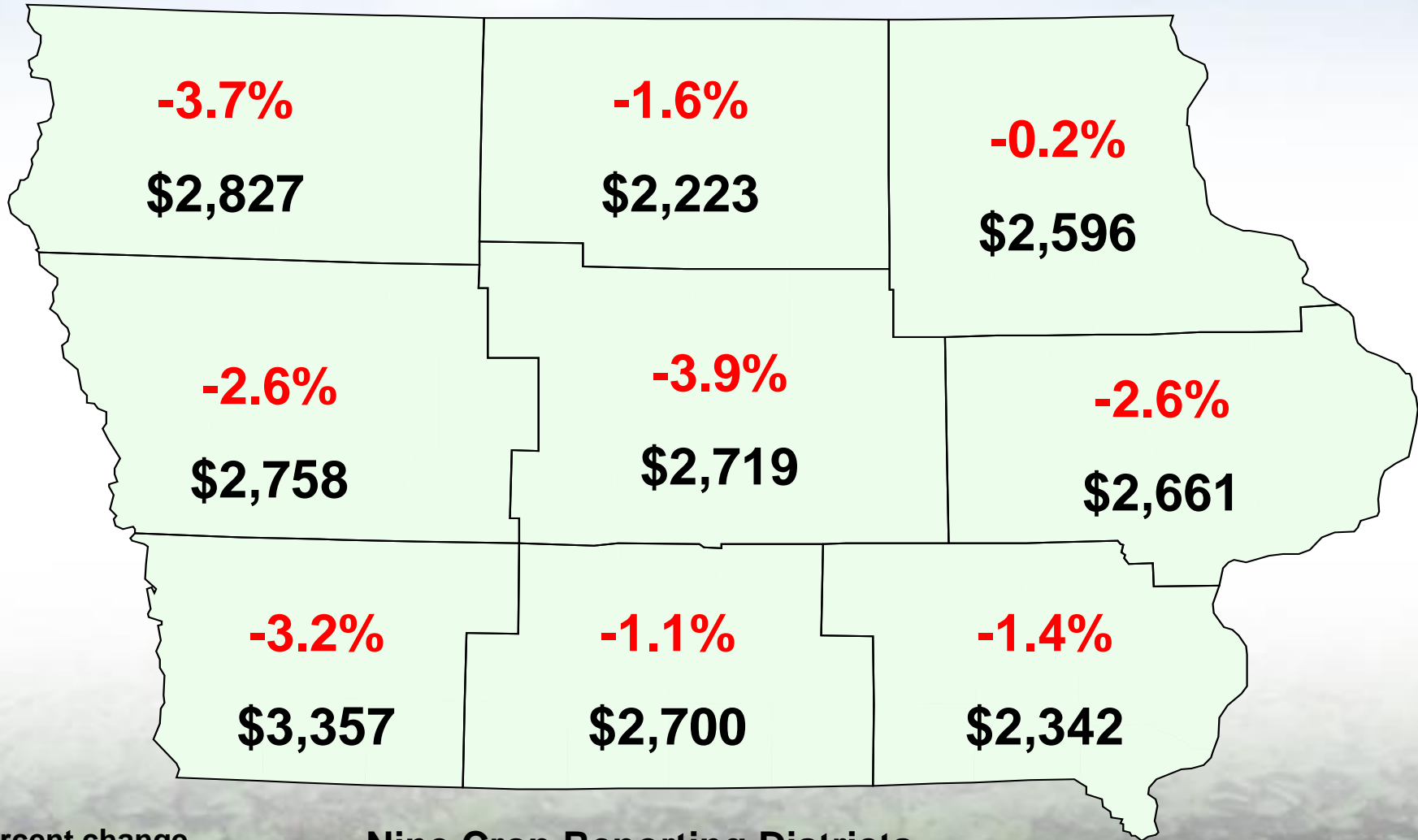
Bottom – September 2016

REALTORS® Land Institute Land Value Survey

September 1, 2016



REALTORS® Land Institute Land Value Survey
Pasture Acres
September 1, 2016



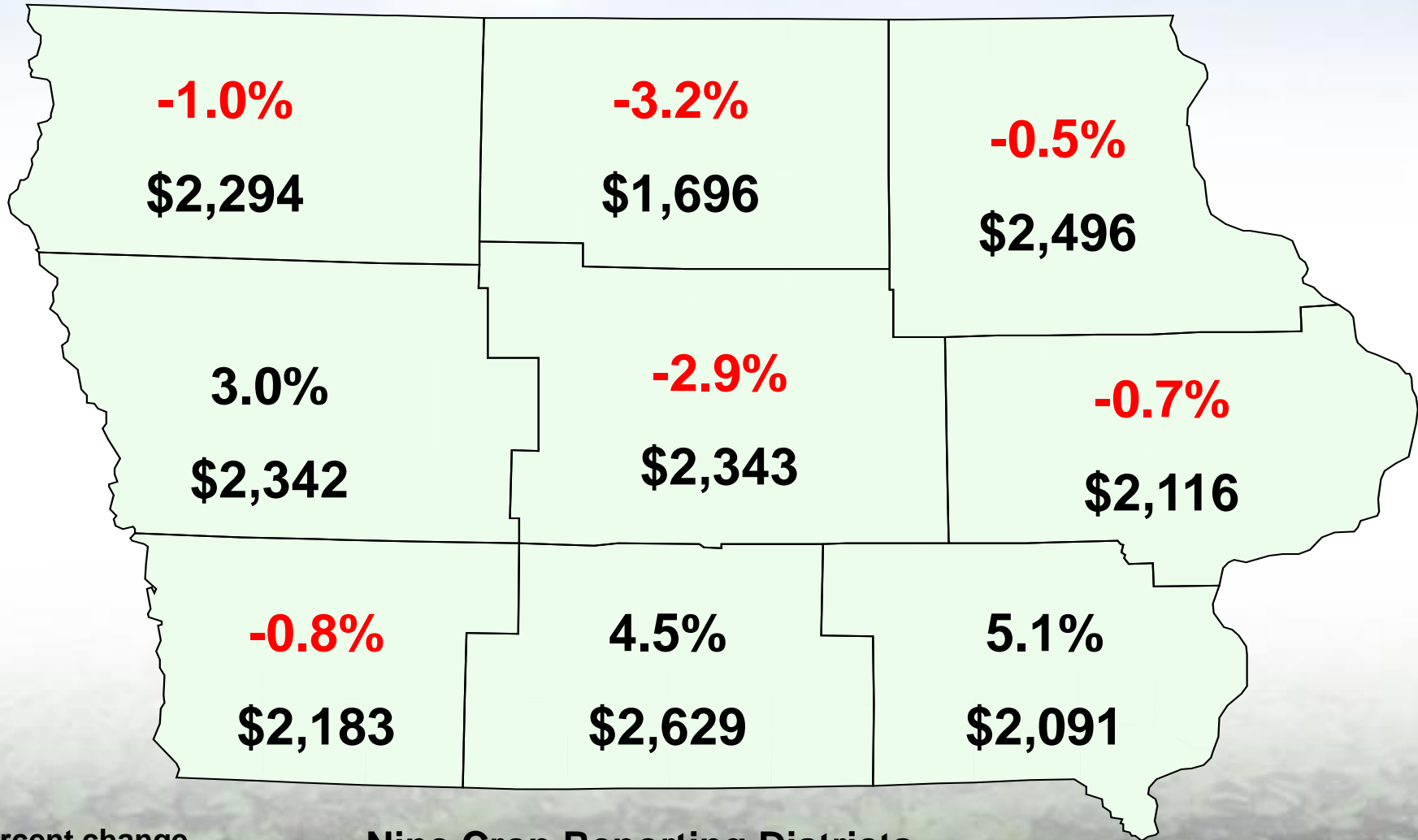
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2016– September 2016

REALTORS® Land Institute Land Value Survey
Non-Tillable / Timber Acres
September 1, 2016



Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2016 – September 2016

REALTORS® Land Institute Land Value Survey

September 1, 2016

- Federal Reserve
 - *April 1, 2015 – July 1, 2015* 0.0%
- Federal Reserve
 - *July 1, 2015 – July 1, 2016* -6.0%
- USDA - Cropland
 - *August 1, 2015 – July 31, 2016* -2.4%

Conclusion

- Land values continue to soften
 - Lower commodity prices
 - High input costs
 - Potential Long term interest rates increasing
 - Interest rates are still favorable
- Positives for Land Market
 - Farmers still have some cash on hand
 - Must be perfect farm for their operation to spend available cash
 - Still limited amount of land for sale
 - Volume starting to increase
- Farmers are primary buyers
 - Investors are buying again
- Future is uncertain
 - Will follow commodity prices

Questions?

