

Fall Annual Meeting

REALTORS® Land Institute – Iowa Chapter

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..



**QUALIFIED
INTERMEDIARY
SERVICES**

REALTORS® Land Institute – Iowa Chapter

September 2017 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



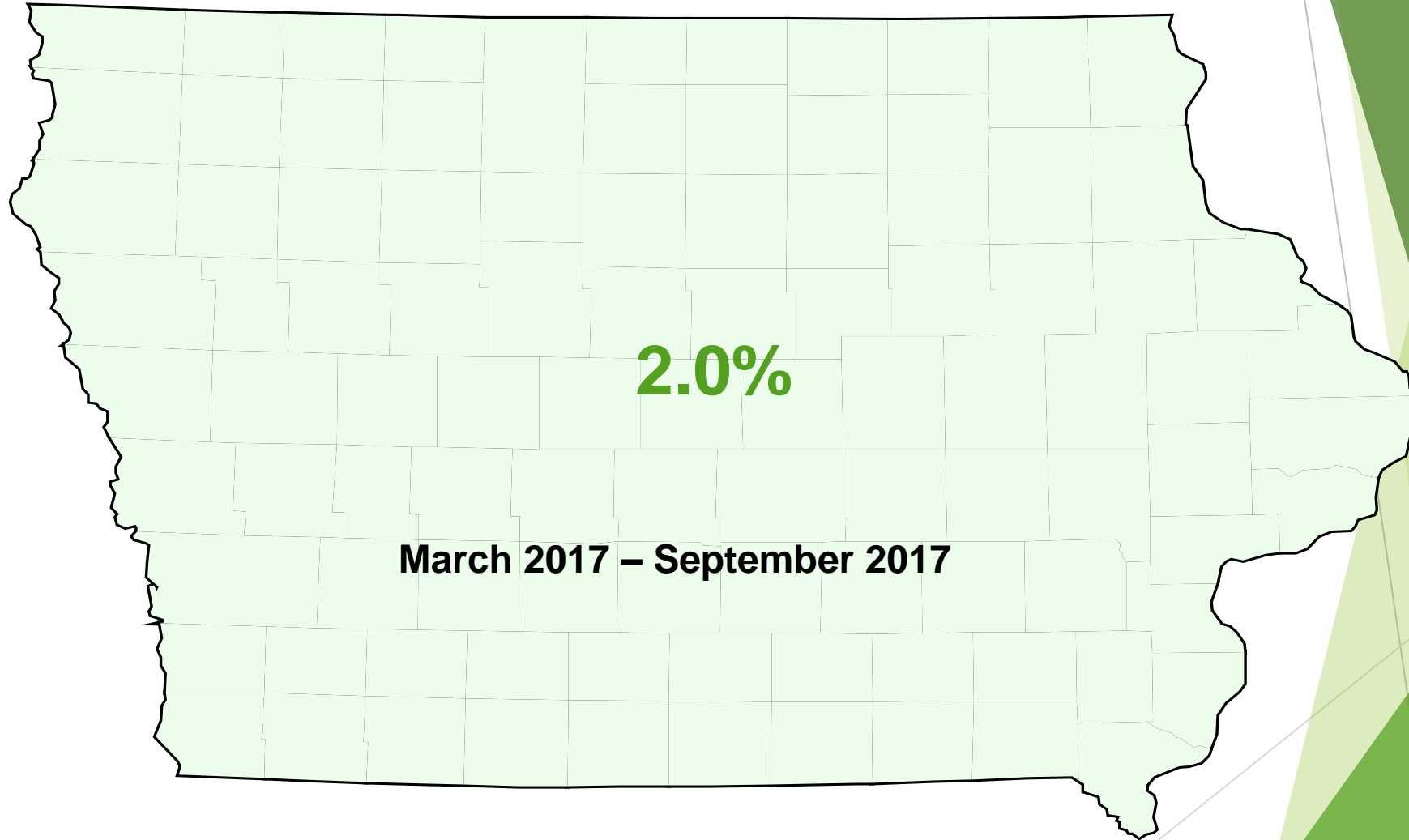
REALTORS® Land Institute – Iowa Chapter

September 2017 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, 2017.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.

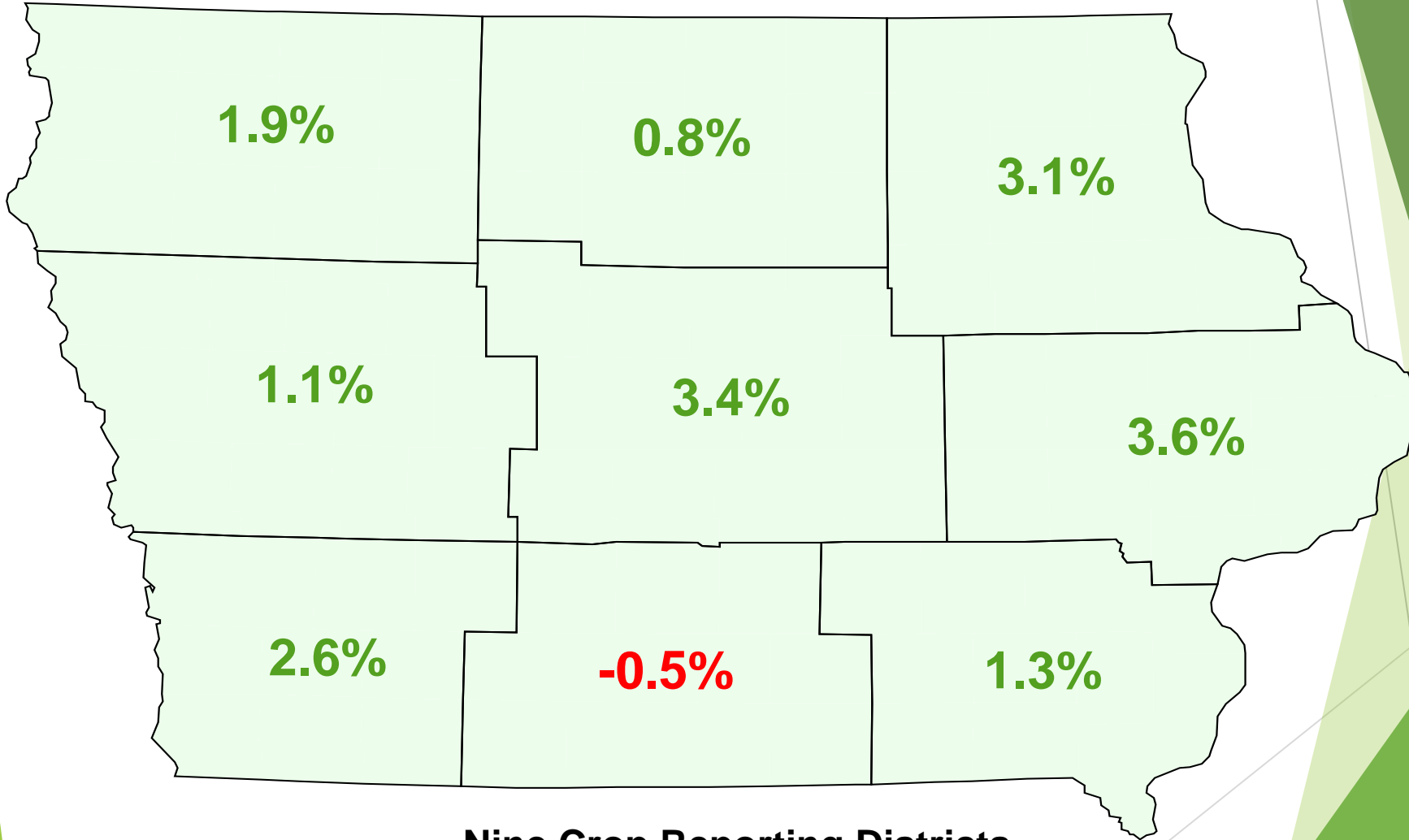


REALTORS® Land Institute- Iowa Chapter
September 1, 2017



REALTORS® Land Institute- Iowa Chapter September 1, 2017

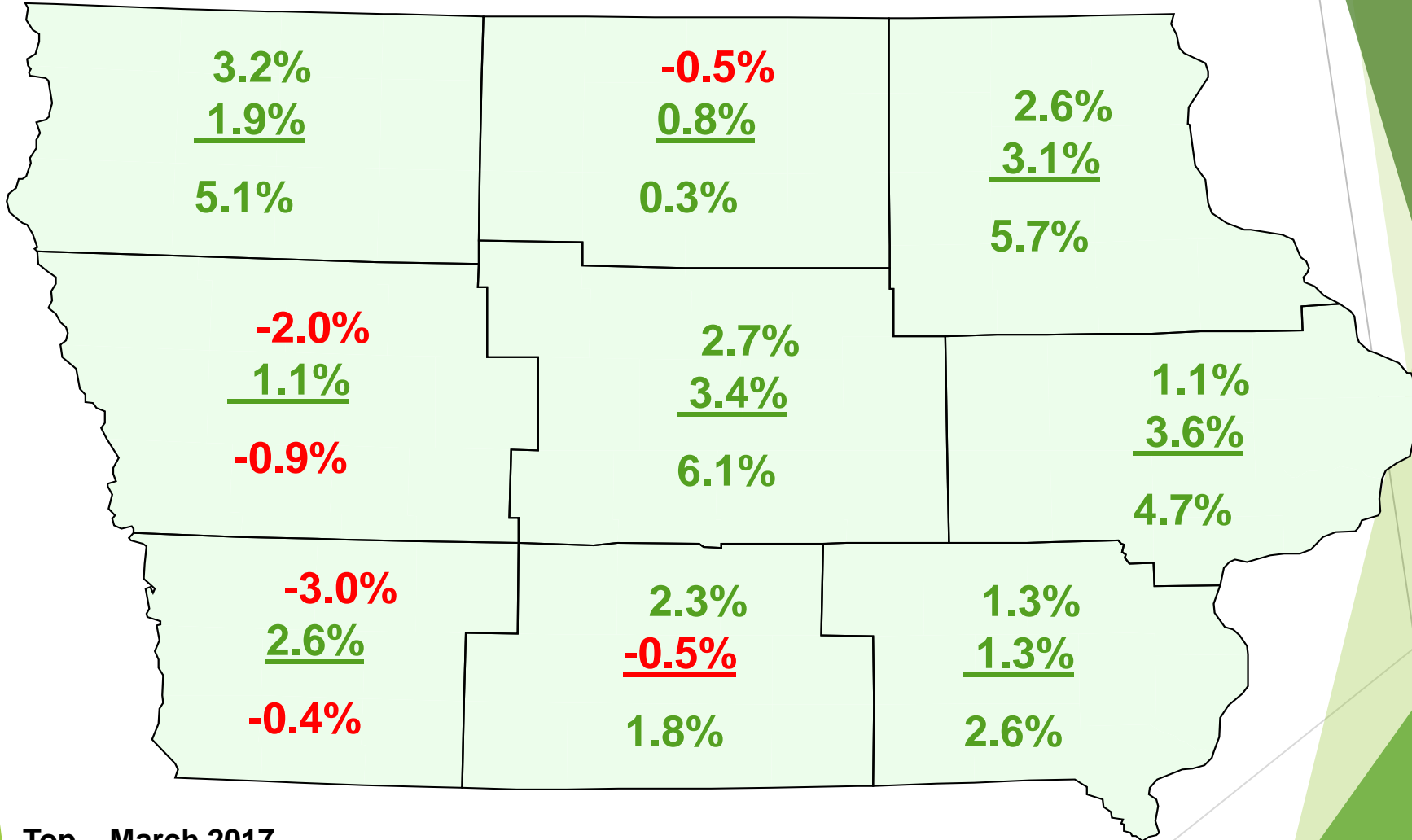
March 2017 – September 2017



Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter September 1, 2017

September 2016– September 2017

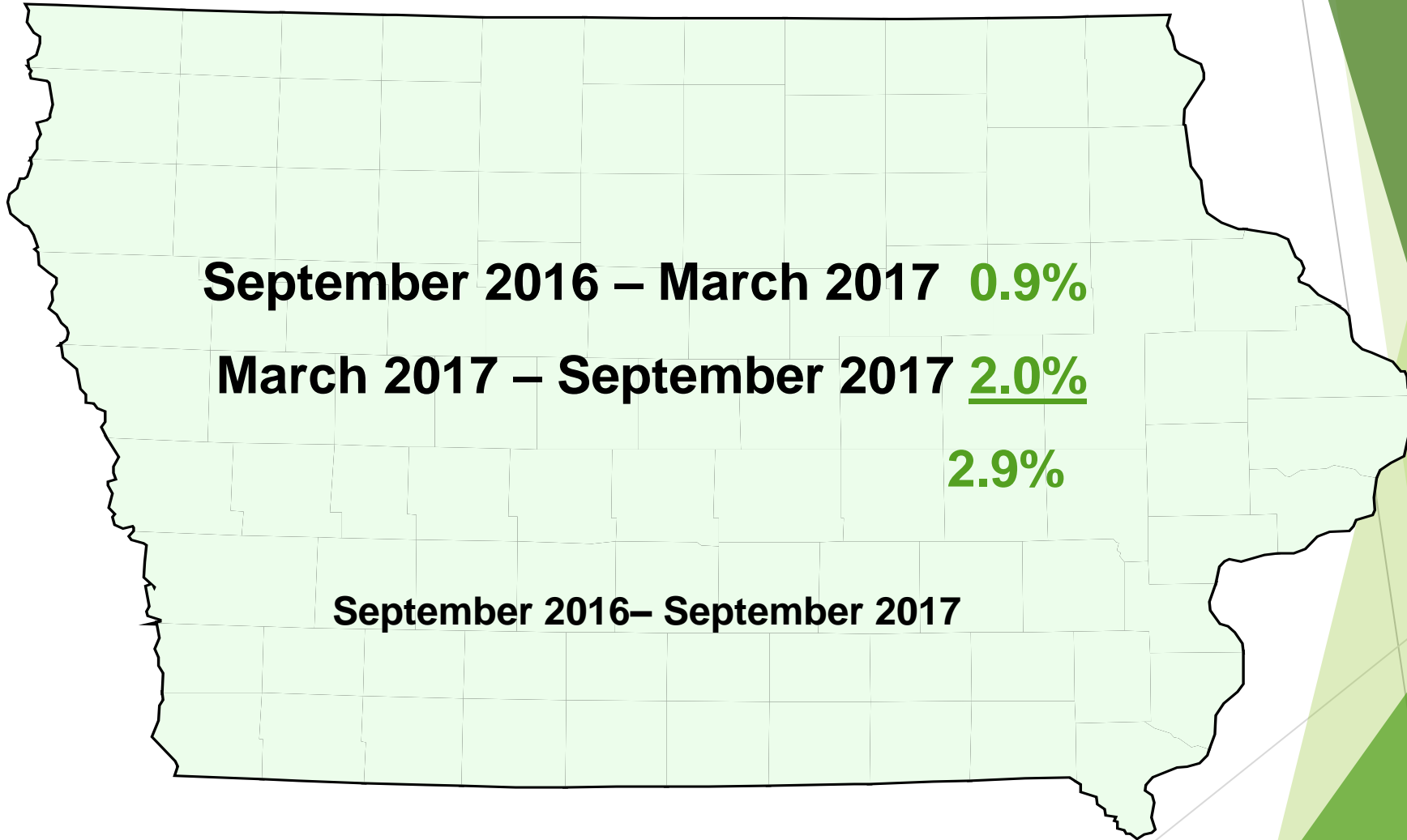


Top – March 2017

Bottom – September 2017

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
September 1, 2017



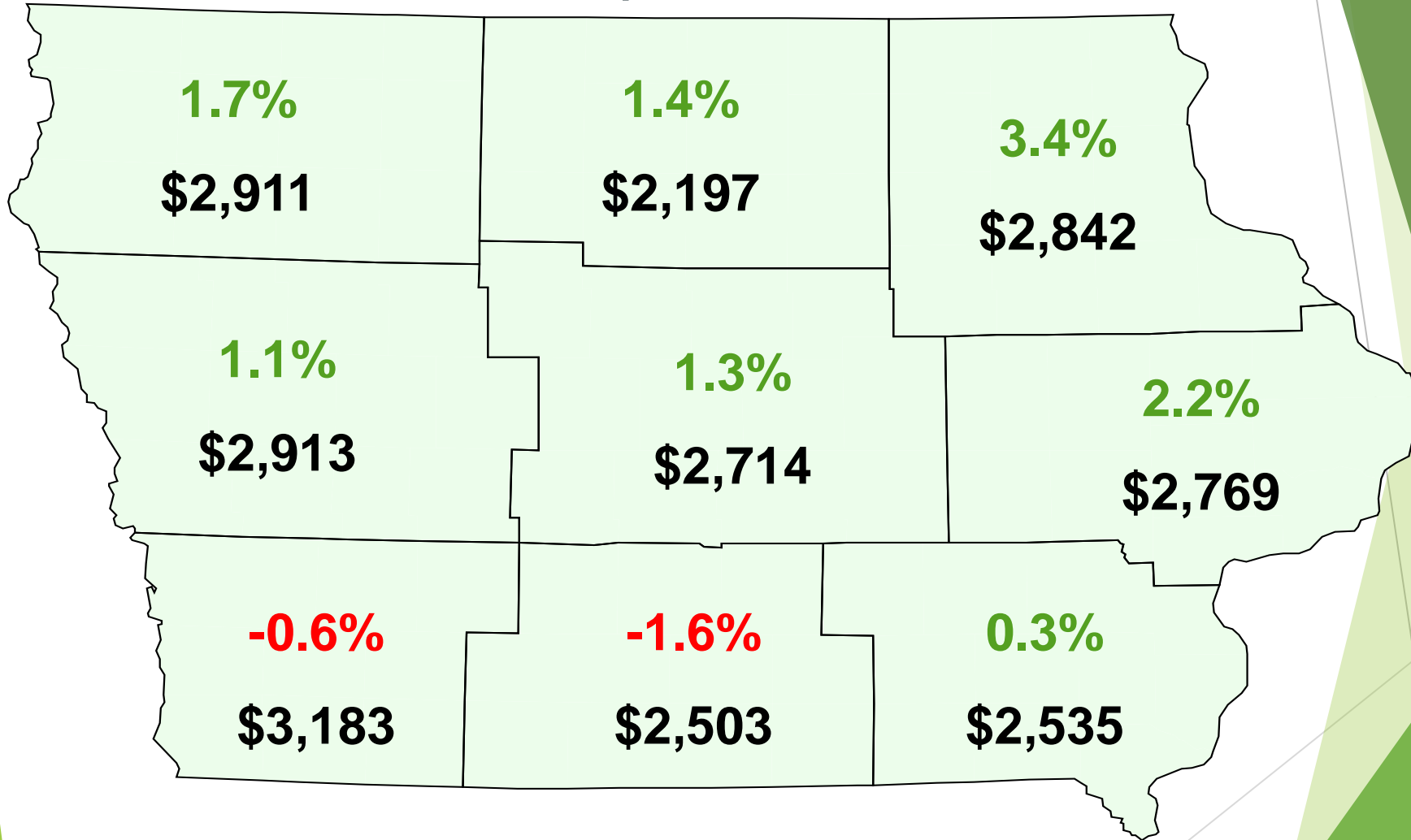
September 2016 – March 2017 0.9%

March 2017 – September 2017 2.0%

2.9%

September 2016 – September 2017

REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 1, 2017



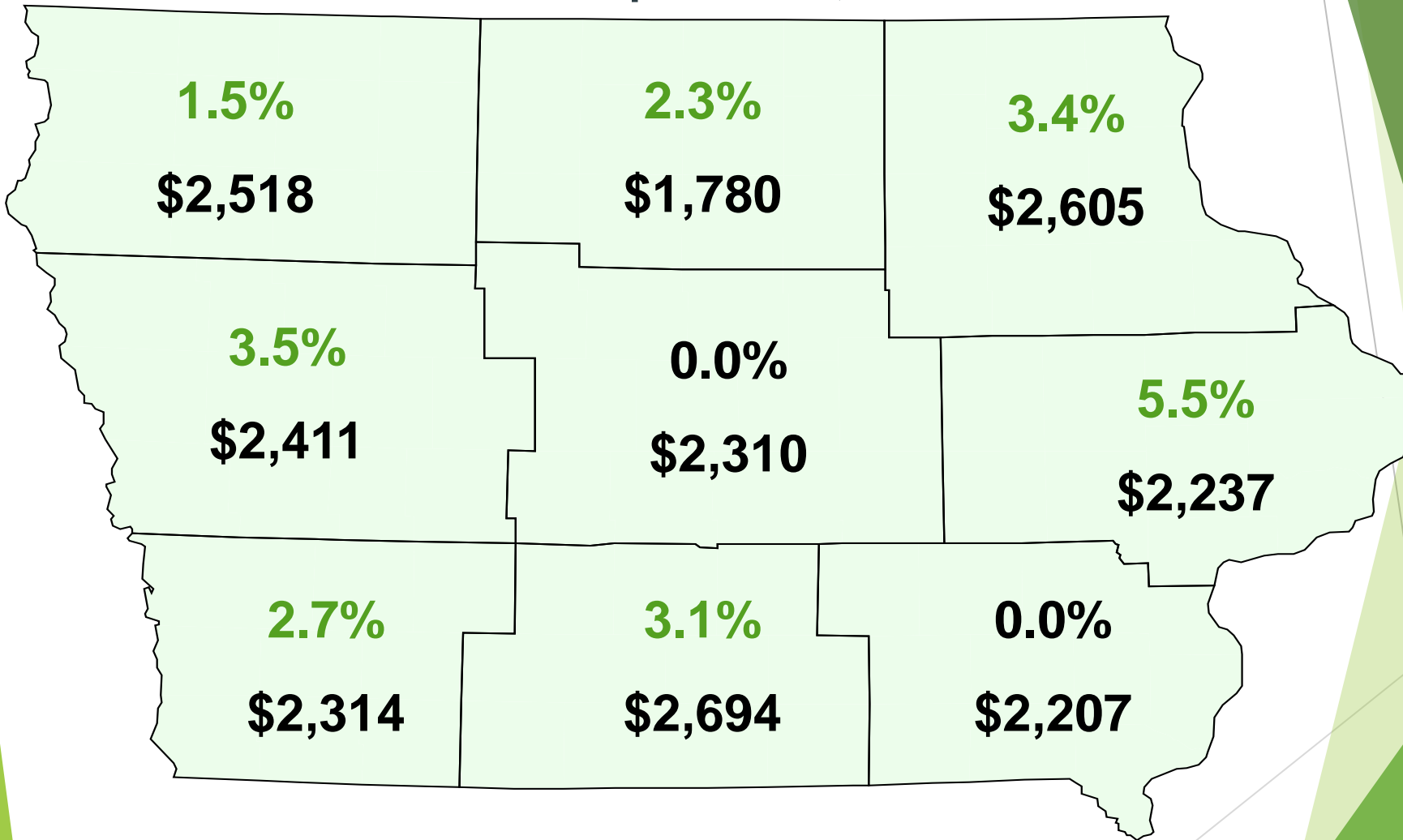
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2017– September 2017

REALTORS® Land Institute- Iowa Chapter
Non-Tillable / Timber Acres
September 1, 2017



Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2017 – September 2017

REALTORS® Land Institute – Iowa Chapter Land Value Survey September 1, 2017

- ▶ Federal Reserve
 - ▶ *April 1, 2017 – July 1, 2017* 2.0%

- ▶ Federal Reserve
 - ▶ *July 1, 2016 – July 1, 2017* 3.0%

- ▶ USDA - Cropland
 - ▶ *August 1, 2016 – July 31, 2017* 1.3%

Conclusion

- ▶ Land values starting to stabilize/increase
 - ▶ Sales have been volatile
- ▶ Negatives for Land Market
 - ▶ Continued Lower Commodity Prices
 - ▶ High input costs - even though lower than last year
 - ▶ Potential Long term interest rates increasing - still favorable
- ▶ Positives for Land Market
 - ▶ Farmers still have some cash on hand/equity
 - ▶ 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
 - ▶ Recreational buyers are active
- ▶ Future is uncertain
 - ▶ Will depend on commodity prices and yield
 - ▶ Volume of land on the Market

Questions?

