Fall Annual Meeting
REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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September 14, 2016
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
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

September 2016 – September 2017

Top – March 2017
Bottom – September 2017

Nine Crop Reporting Districts
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?