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
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
March 2016 – September 2016

Nine Crop Reporting Districts:
-3.0%
-4.5%
-2.4%
-4.9%
-3.0%
-4.3%
-5.8%
-2.4%
-3.1%
REALTORS® Land Institute Land Value Survey

September 1, 2016

September 2015 – March 2016  -5.0%
March 2016 – September 2016  -3.7%

-8.7%

September 2015– September 2016
### REALTORS® Land Institute Land Value Survey
#### Pasture Acres
**September 1, 2016**

<table>
<thead>
<tr>
<th>District</th>
<th>Percent Change</th>
<th>Price per Ac</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>-3.7%</td>
<td>$2,827</td>
</tr>
<tr>
<td>2</td>
<td>-1.6%</td>
<td>$2,223</td>
</tr>
<tr>
<td>3</td>
<td>-0.2%</td>
<td>$2,596</td>
</tr>
<tr>
<td>4</td>
<td>-2.6%</td>
<td>$2,758</td>
</tr>
<tr>
<td>5</td>
<td>-3.9%</td>
<td>$2,719</td>
</tr>
<tr>
<td>6</td>
<td>-2.6%</td>
<td>$2,661</td>
</tr>
<tr>
<td>7</td>
<td>-3.2%</td>
<td>$3,357</td>
</tr>
<tr>
<td>8</td>
<td>-1.1%</td>
<td>$2,700</td>
</tr>
<tr>
<td>9</td>
<td>-1.4%</td>
<td>$2,342</td>
</tr>
</tbody>
</table>

*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
• 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?