

Fall Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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Land Trends and Values Committee Chairman

September 11, 2018



**Farm Credit Services
of America**

AGRICULTURE WORKS HERE..



**QUALIFIED
INTERMEDIARY
SERVICES**

REALTORS® Land Institute – Iowa Chapter

September 2018 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 2018 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, 2018.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.



REALTORS® Land Institute- Iowa Chapter
September 1, 2018



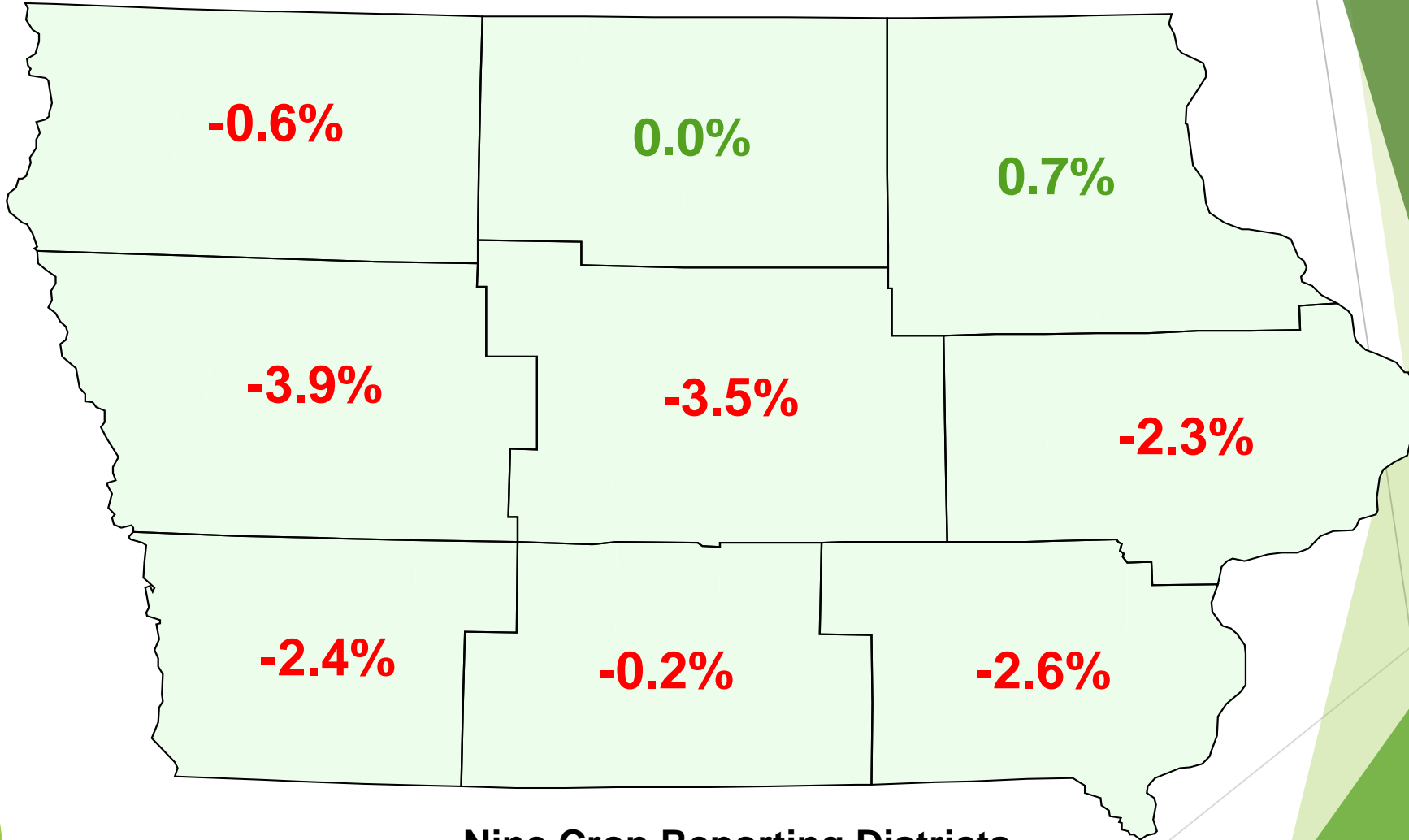
-1.7%

The image features a map of the state of Iowa, filled with a light green color and overlaid with a grid of county boundaries. The map is centered on the page. To the right of the map, there is a decorative graphic consisting of several overlapping, semi-transparent green shapes in various shades, creating a modern, abstract background element.

March 2018 – September 2018

REALTORS® Land Institute- Iowa Chapter September 1, 2018

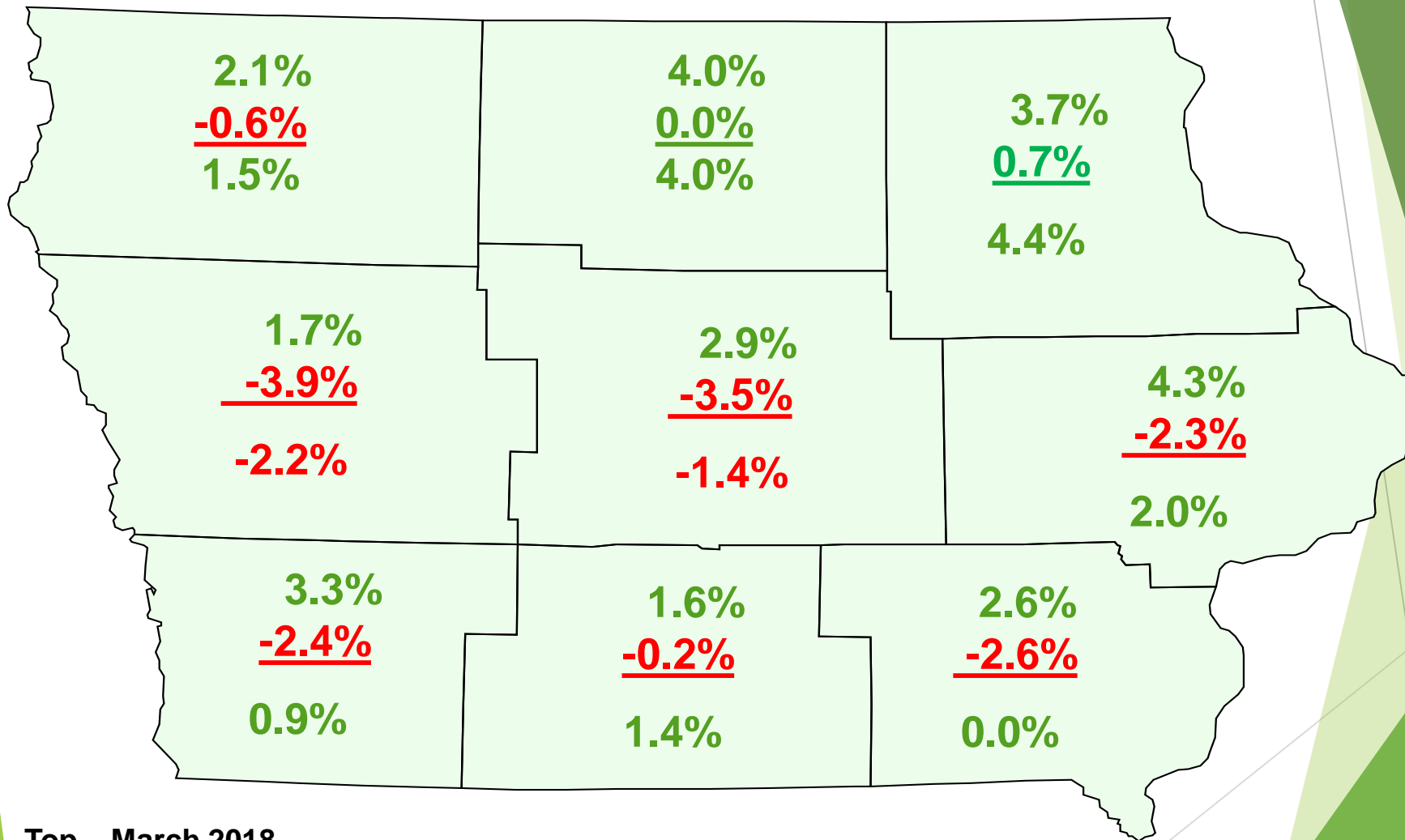
March 2018 – September 2018



Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter September 1, 2017

September 2017– September 2017

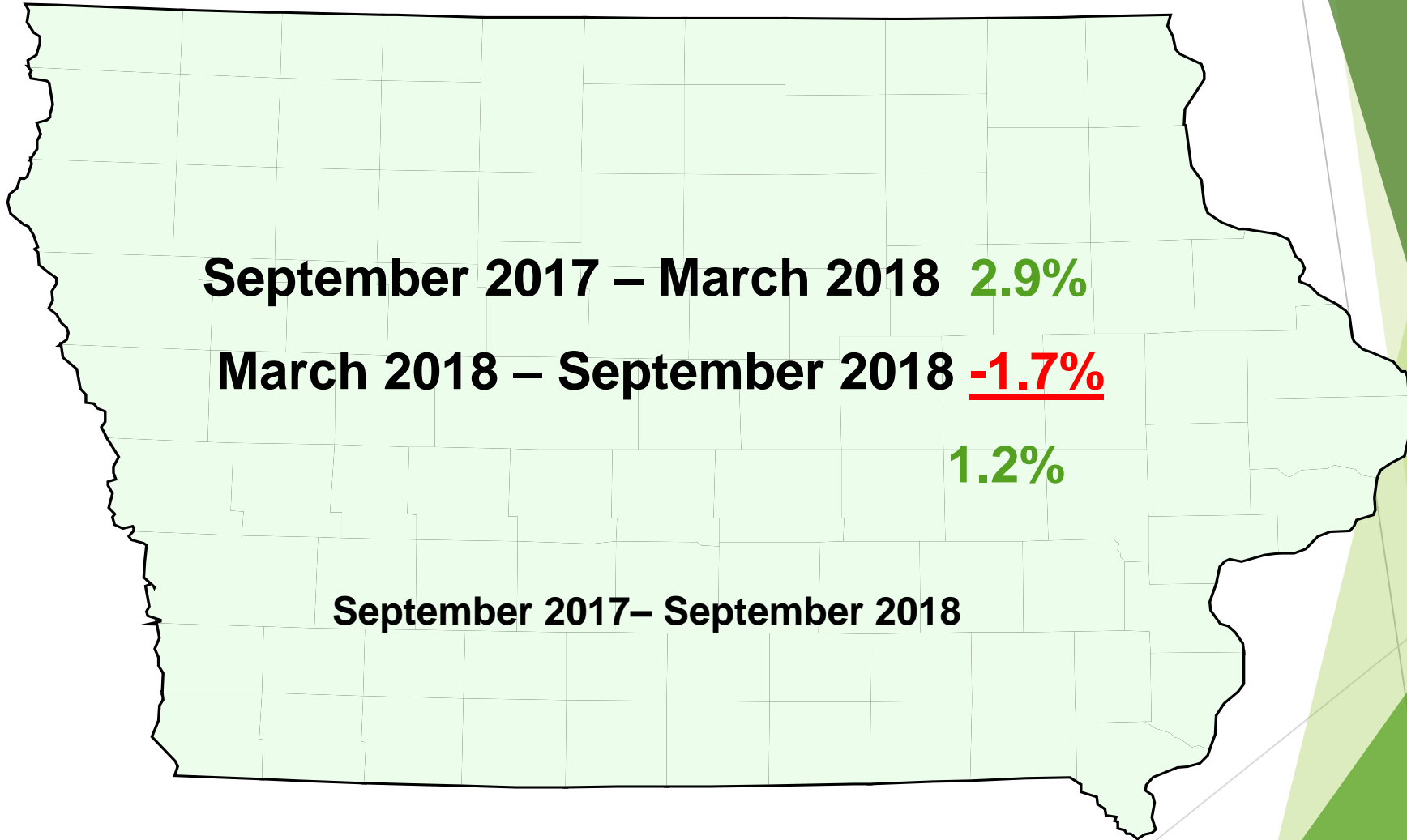


Top – March 2018

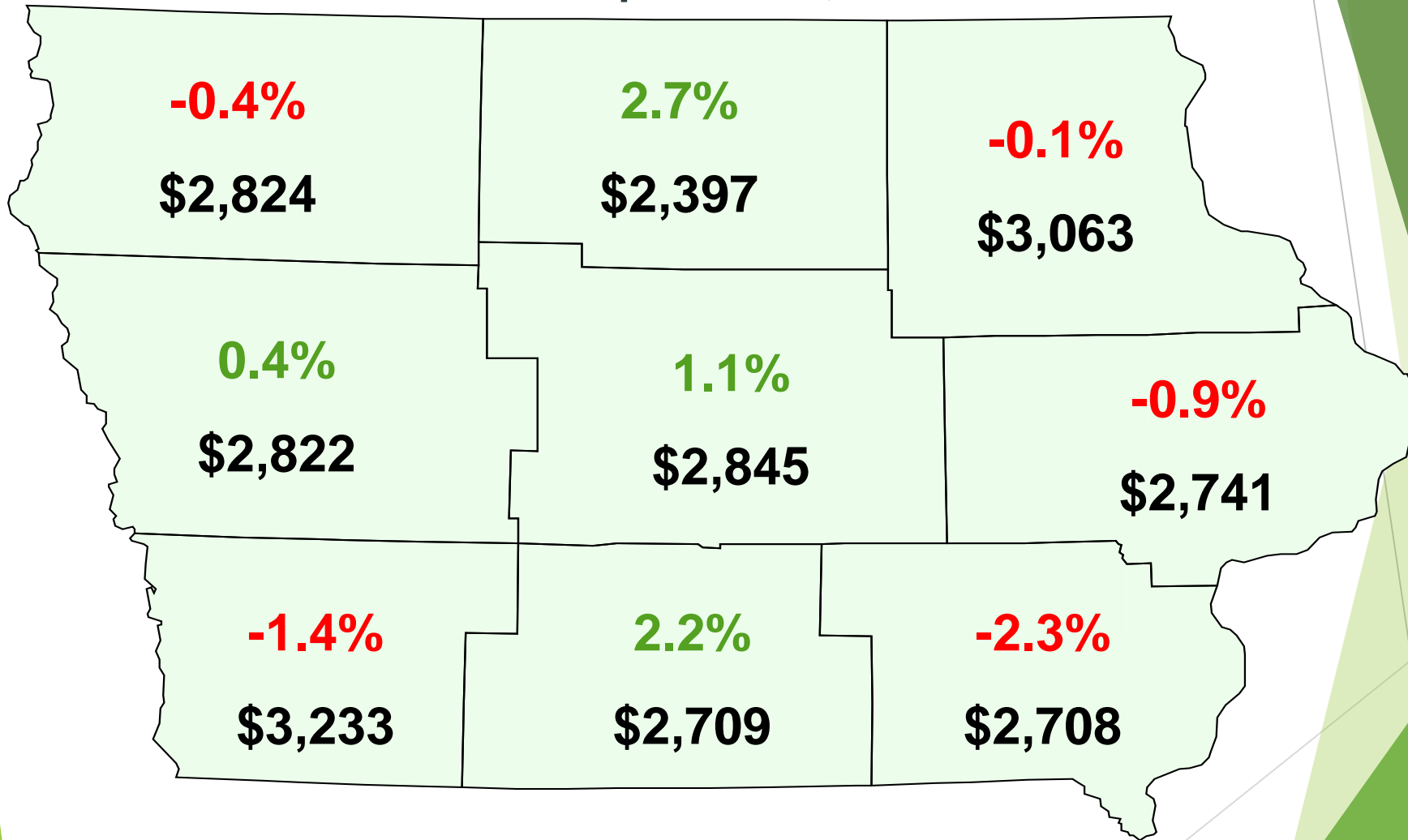
Bottom – September 2018

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
September 1, 2018



REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 1, 2018



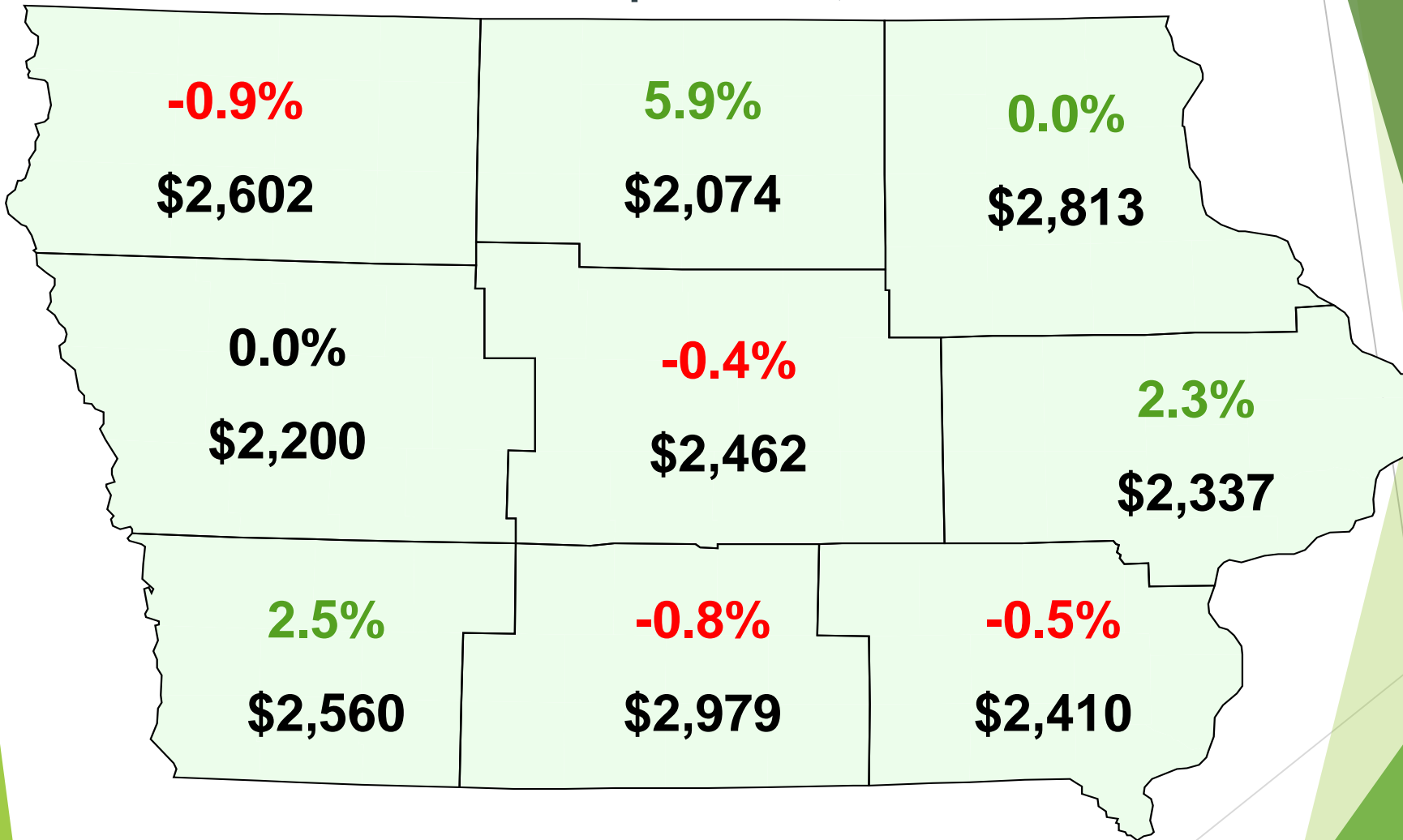
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2018– September 2018

REALTORS® Land Institute- Iowa Chapter
Non-Tillable / Timber Acres
September 1, 2018



Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2018 – September 2018

REALTORS® Land Institute – Iowa Chapter Land Value Survey September 1, 2018

- ▶ Federal Reserve
 - ▶ *April 1, 2018 – July 1, 2018* 1.0%

- ▶ Federal Reserve
 - ▶ *July 1, 2017 – July 1, 2018* 1.0%

- ▶ USDA - Cropland
 - ▶ *August 1, 2017 – July 31, 2018* US 1.0%
 - ▶ Iowa Unchanged

Conclusion

- ▶ Land values stabilizing/softening - looking for direction
 - ▶ Sales have been volatile
- ▶ **Negatives for Land Market**
 - ▶ Continued Lower Commodity Prices
 - ▶ Tariffs - World trade agreements
 - ▶ Potential Long term interest rates increasing - still favorable
- ▶ **Positives for Land Market**
 - ▶ Still limited amount of land for sale
 - ▶ Volume starting to increase
 - ▶ 1031 Exchanges
- ▶ **Farmers are primary buyers**
 - ▶ Investors are buying but, also have alternative investment options
 - ▶ Recreational buyers are active
- ▶ **Future is uncertain**
 - ▶ Will depend on commodity prices and yield
 - ▶ Volume of land on the Market

Questions?

