Fall Annual Meeting
REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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September 19, 2019
REALTORS® Land Institute – Iowa Chapter

September 2019 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 2019 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, 2019.
  - Estimates are for bare, unimproved land with a sale price on a cash basis.
March 2019 – September 2019

0.8%
REALTORS® Land Institute - Iowa Chapter
September 1, 2019

March 2019 – September 2019

Nine Crop Reporting Districts

-1.2%
1.8%
0.8%
1.0%
0.6%
1.8%
1.5%
-0.9%
1.4%
REALTORS® Land Institute- Iowa Chapter
September 1, 2019

September 2018– September 2019

Nine Crop Reporting Districts

Top – March 2019
Bottom – September 2019
September 2018 – March 2019  -1.0%
March 2019 – September 2019  0.8%
-0.2%
September 2018–September 2019
REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 1, 2019

Nine Crop Reporting Districts
March 2019– September 2019

Top – Percent change
Bottom – Price per Ac
REALTORS® Land Institute – Iowa Chapter
Land Value Survey
September 1, 2019

- Federal Reserve
  - April 1, 2019 – July 1, 2019  1.0%

- Federal Reserve
  - July 1, 2018 – July 1, 2019  -2.0%

- USDA - Cropland
  - August 1, 2018 – July 31, 2019  US  1.2%
  - Iowa  -0.4%
Conclusion

- Land values are steady
  - Sales indicate localized volatility based on quality

- Negatives for Land Market
  - Continued Lower Commodity Prices
  - Tariffs - World trade agreements

- Positives for Land Market
  - Still limited amount of land for sale
    - Volume starting to increase but no apparent saturation
  - 1031 Exchanges
  - Favorable interest rates

- 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?