

Land Law Update

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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September 29, 2021



**Farm Credit
Services
of America**



QUALIFIED
INTERMEDIARY
SERVICES

REALTORS® Land Institute – Iowa Chapter

September 2021 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



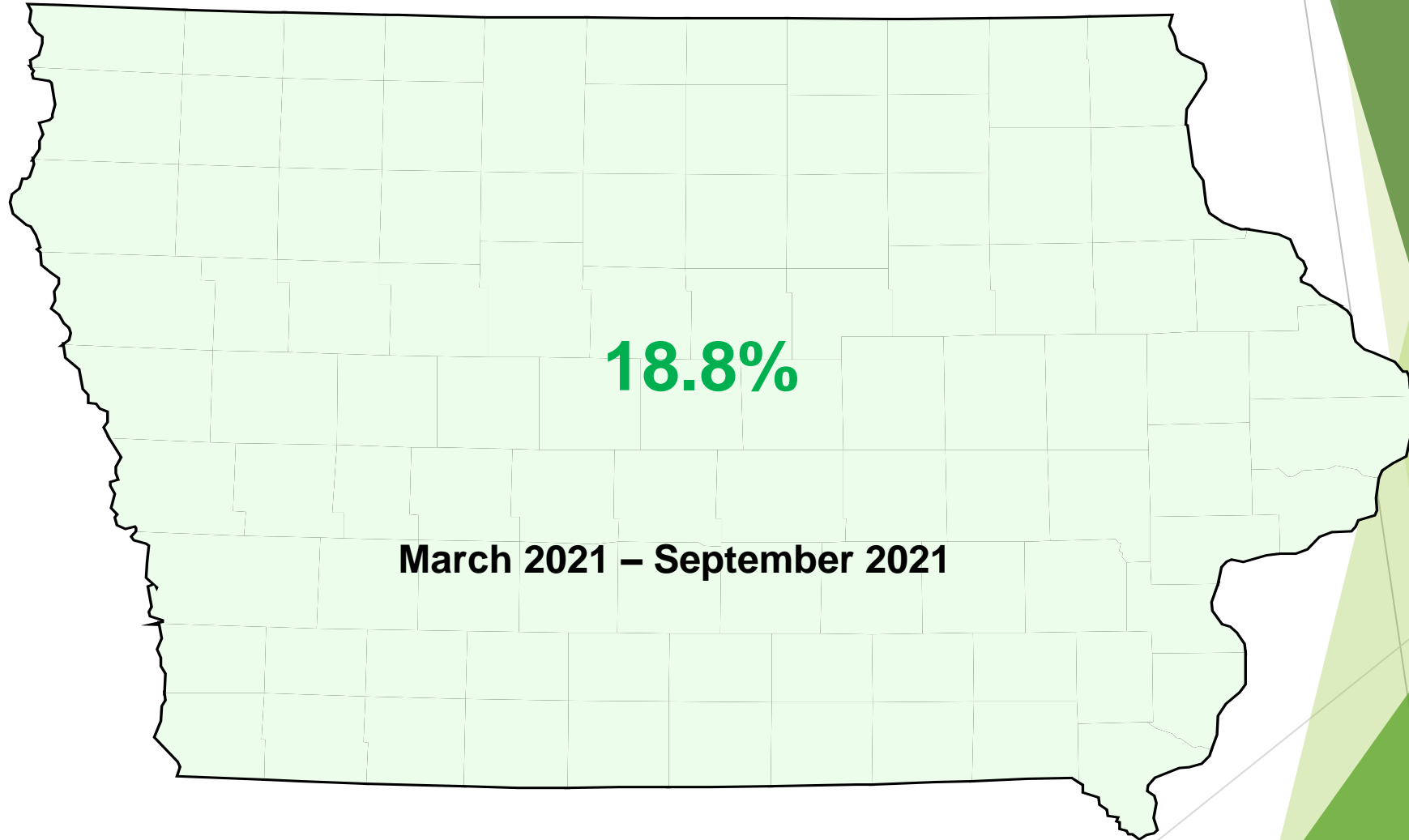
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September 2021 Land Value Survey Press Release

- ▶ 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, 2021.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.

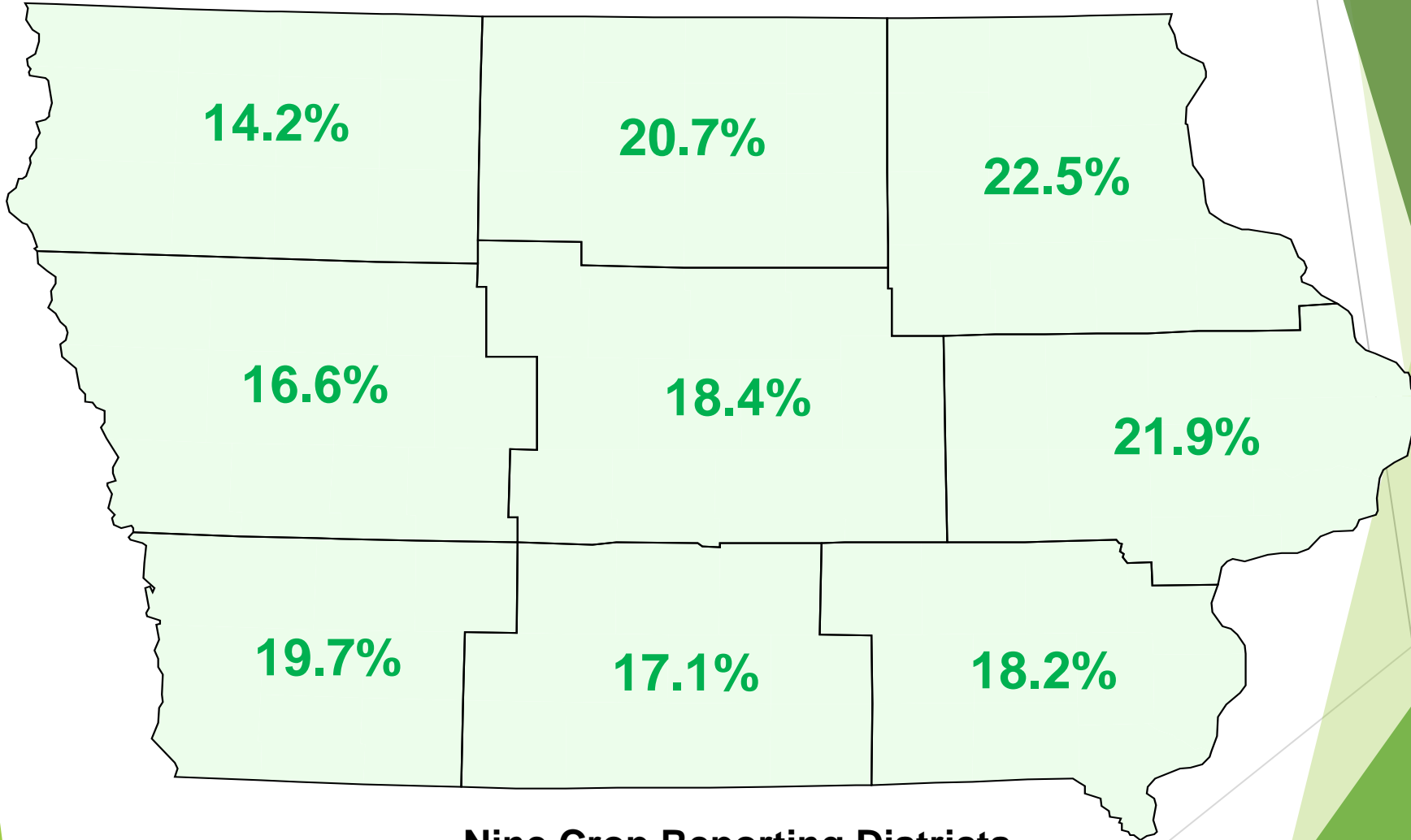


REALTORS® Land Institute- Iowa Chapter
September 1, 2021



REALTORS® Land Institute- Iowa Chapter September 1, 2021

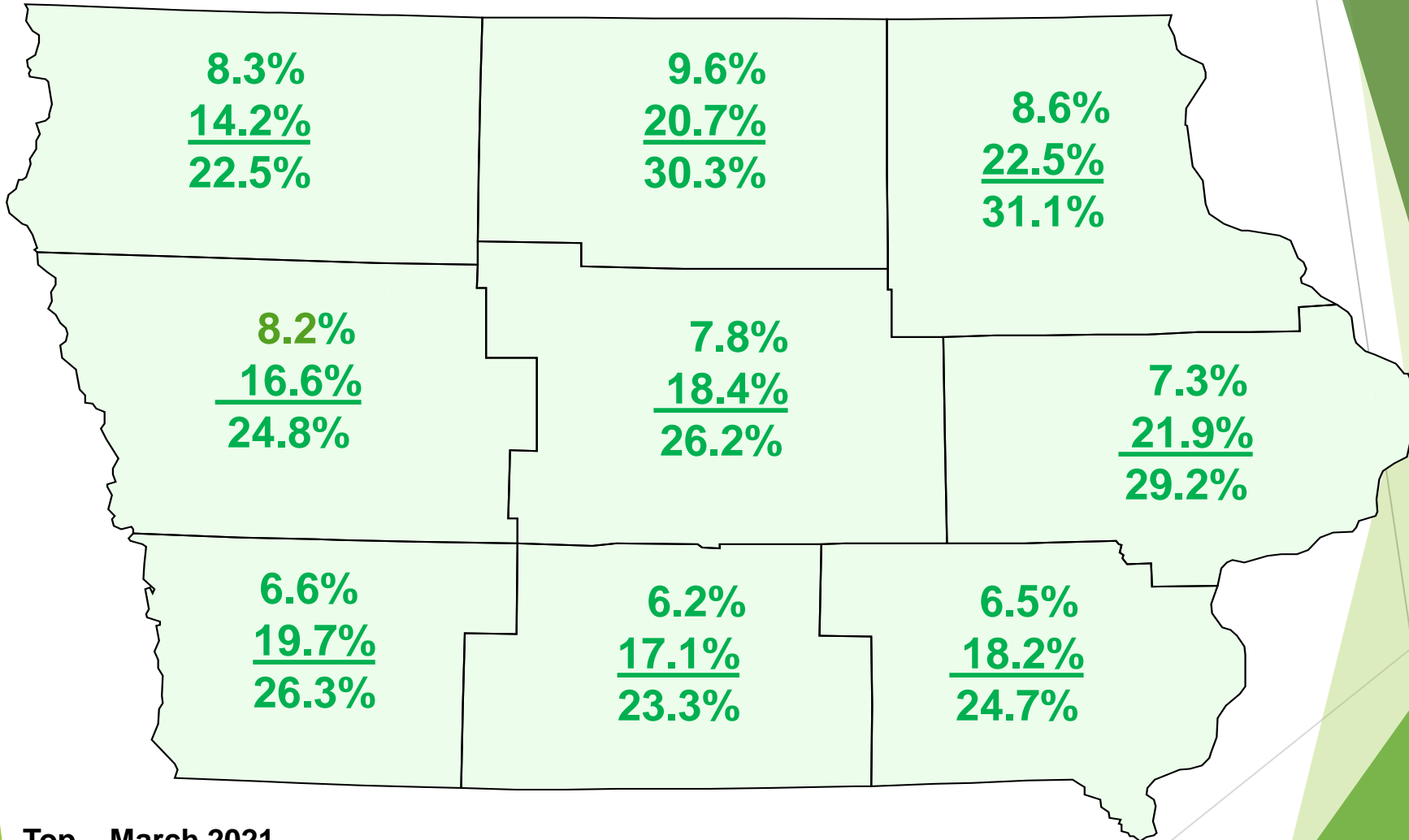
March 2021 – September 2021



Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter September 1, 2021

September 2020– September 2021

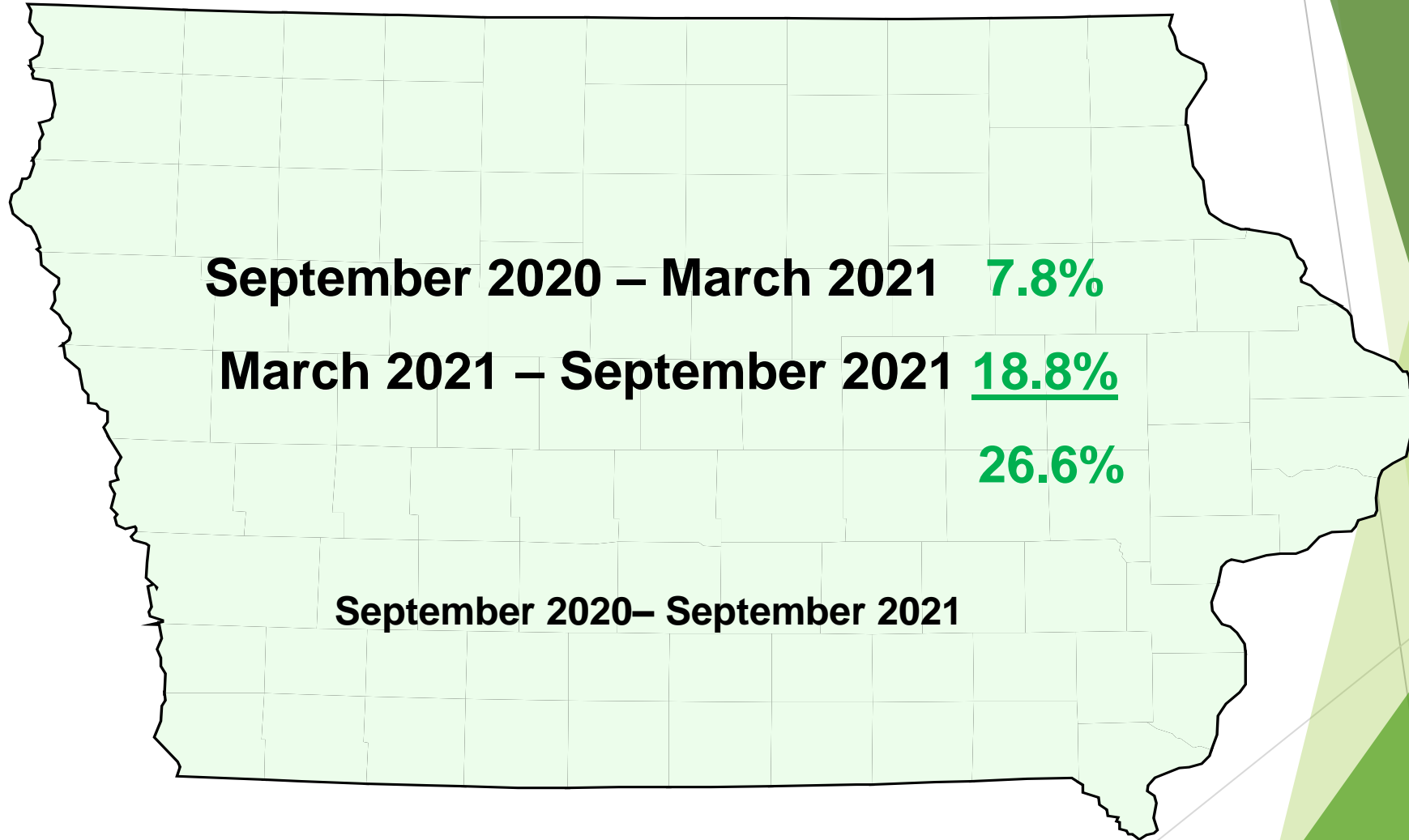


Top – March 2021

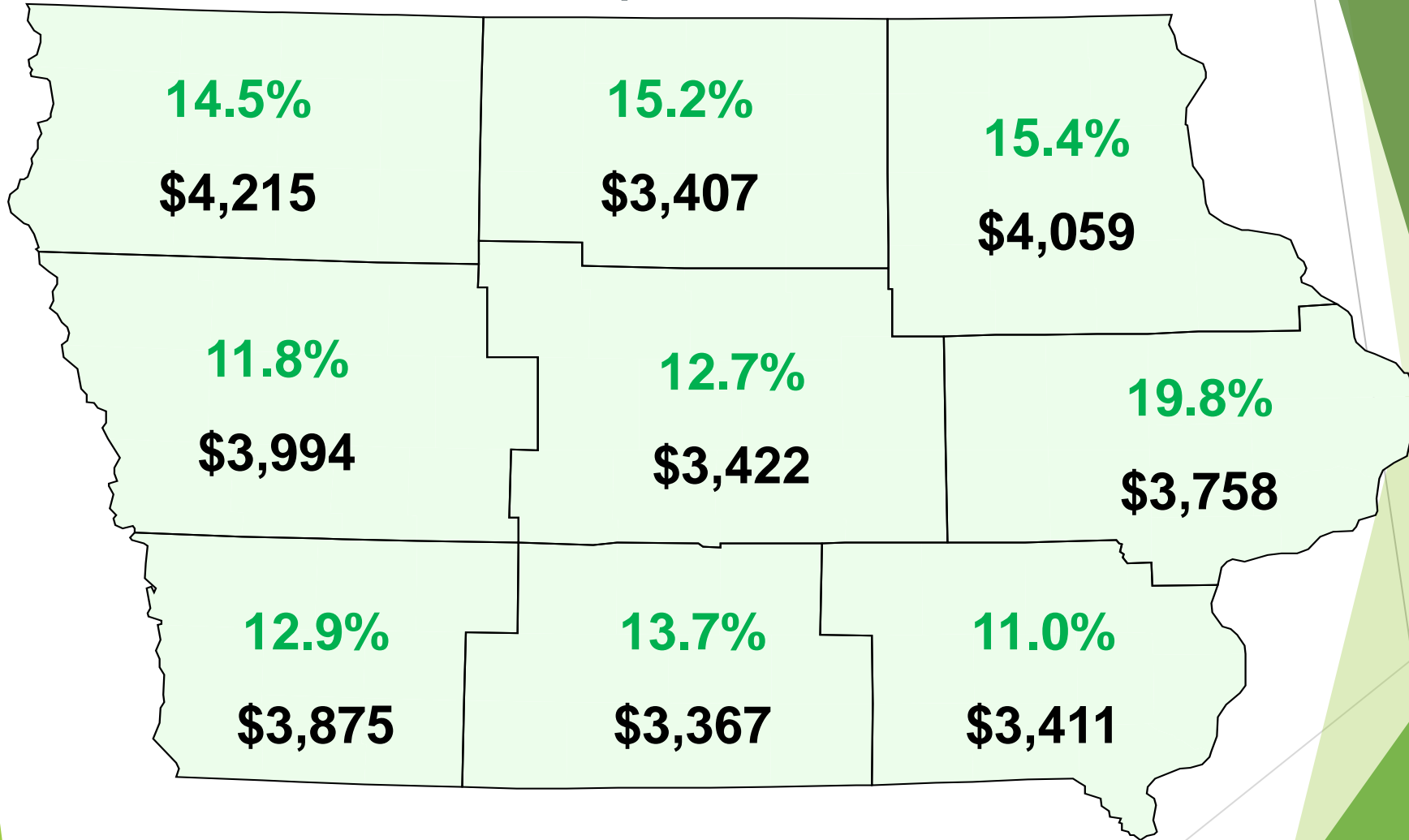
Bottom – September 2021

Nine Crop Reporting Districts

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September 1, 2021



**REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 1, 2021**



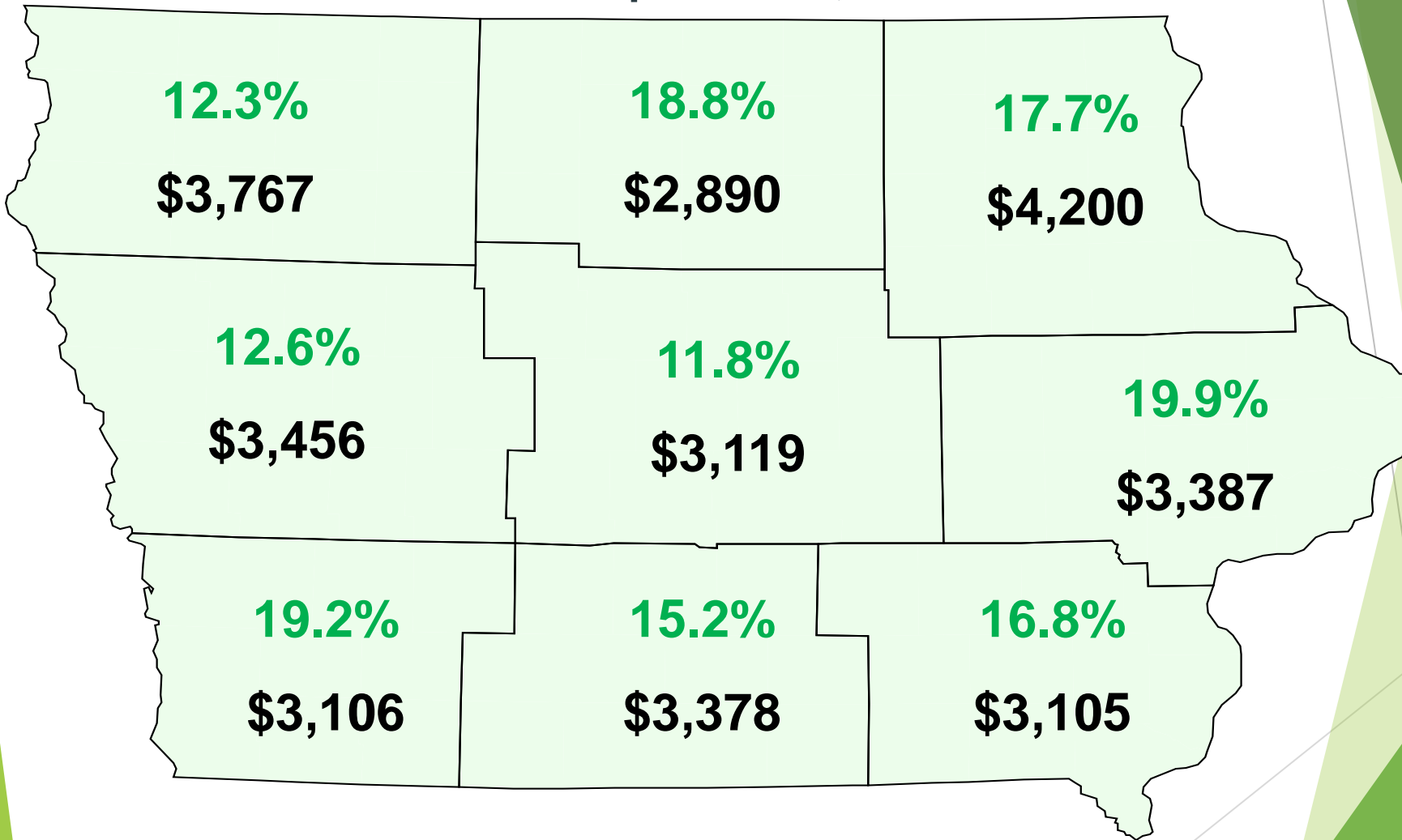
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2021– September 2021

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Non-Tillable / Timber Acres
September 1, 2021



Top – Percent change

Bottom – Price per Ac

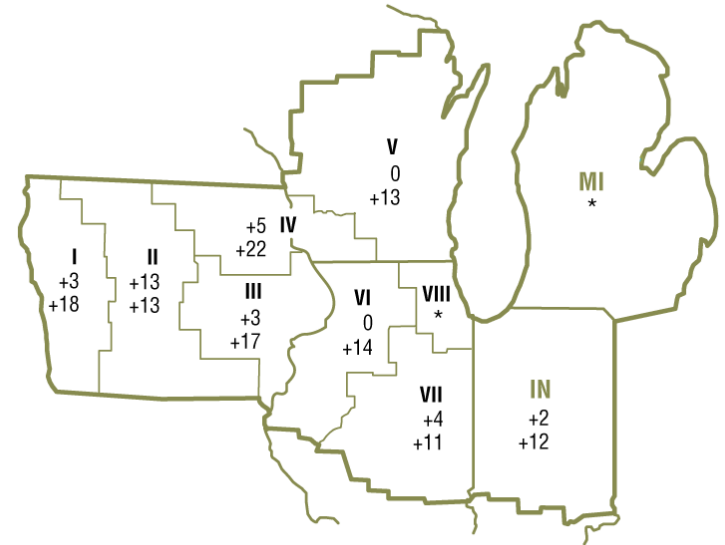
Nine Crop Reporting Districts

March 2021 – September 2021

Chicago Federal Reserve Study

Percent Change in Dollar Value of “Good” Farmland

	April 1, 2021 to July 1, 2021	July 1, 2020 to July 1, 2021
Illinois	+3	+12
Indiana	+2	+12
Iowa	+6	+18
Michigan	*	*
Wisconsin	0	+13
Seventh District	+3	+14



Top: April 1, 2021 to July 1, 2021
Bottom: July 1, 2020 to July 1, 2021

Source: Federal Reserve Bank of Chicago, AgLetter, No. 1993, August 2021

Average Change in Farm Values

The number of benchmark farms in each state is in parentheses.

	Six Month	One Year	Five Year	Ten Year
Iowa (21)	▲ 9.9%	▲ 13.9%	▲ 15.3%	▲ 37.3%
Nebraska (18)	▲ 5.6%	▲ 9.5%	▼ 1.8%	▲ 62.9%
South Dakota (22)	▲ 7%	▲ 9.5%	▼ 4.8%	▲ 71.3%
Wyoming (2)	▲ 8%	▲ 10.9%	▲ 29.6%	▲ 75.7%

DATA SOURCE: FARM CREDIT SERVICES OF AMERICA; PHOTO & GRAPHIC: LINDSEY POUND

Conclusion

- ▶ Land values are up considerably in all categories
- ▶ Positive drivers today
 - ▶ Commodity Prices
 - ▶ 2021 Crop Yields
 - ▶ Favorable interest rates
- ▶ Potential Negatives for Land Market
 - ▶ Changes in Tax Policy?
 - ▶ Increased volume of farms offered to the market
- ▶ Farmers are primary buyers, but investors are being very competitive at auctions

Questions?

