

Fall Annual Meeting

REALTORS® Land Institute – Iowa Chapter

Land Trends & Values Press Release

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September 23, 2020



**Farm Credit Services
of America**

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**QUALIFIED
INTERMEDIARY
SERVICES**

REALTORS® Land Institute – Iowa Chapter

September 2020 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 2020 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, 2020.
 - ▶ Estimates are for bare, unimproved land with a sale price on a cash basis.



REALTORS® Land Institute- Iowa Chapter
September 1, 2020



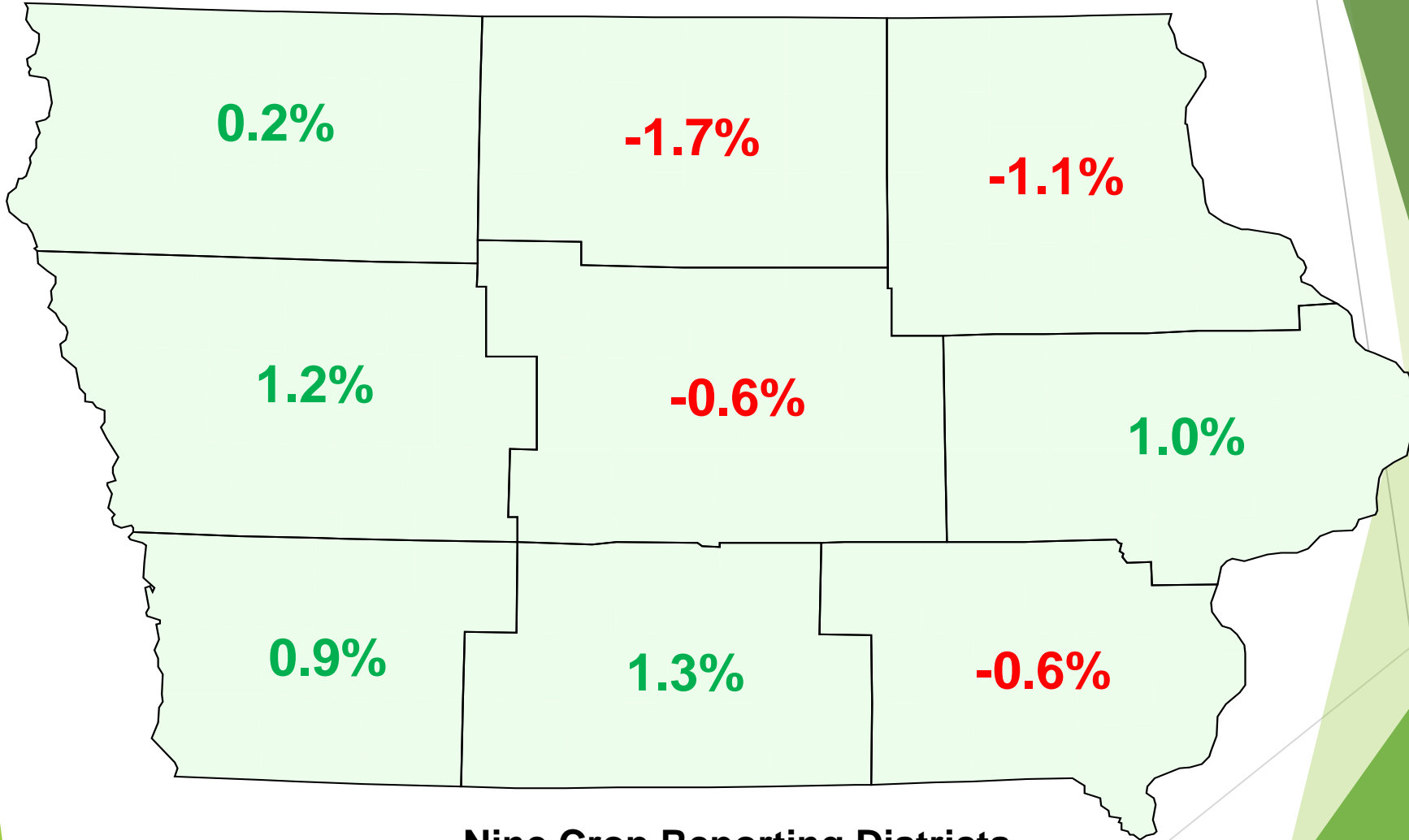
0.0%

The image features a map of the state of Iowa, outlined in black and filled with a light green color. The map is overlaid with a grid of thin, light green lines representing county boundaries. In the center of the map, the text '0.0%' is displayed in a bold, green font. Below this, the text 'March 2020 – September 2020' is written in a bold, black font. The background of the slide is white, with a decorative green geometric pattern on the right side consisting of overlapping triangles and polygons in various shades of green.

March 2020 – September 2020

REALTORS® Land Institute- Iowa Chapter September 1, 2020

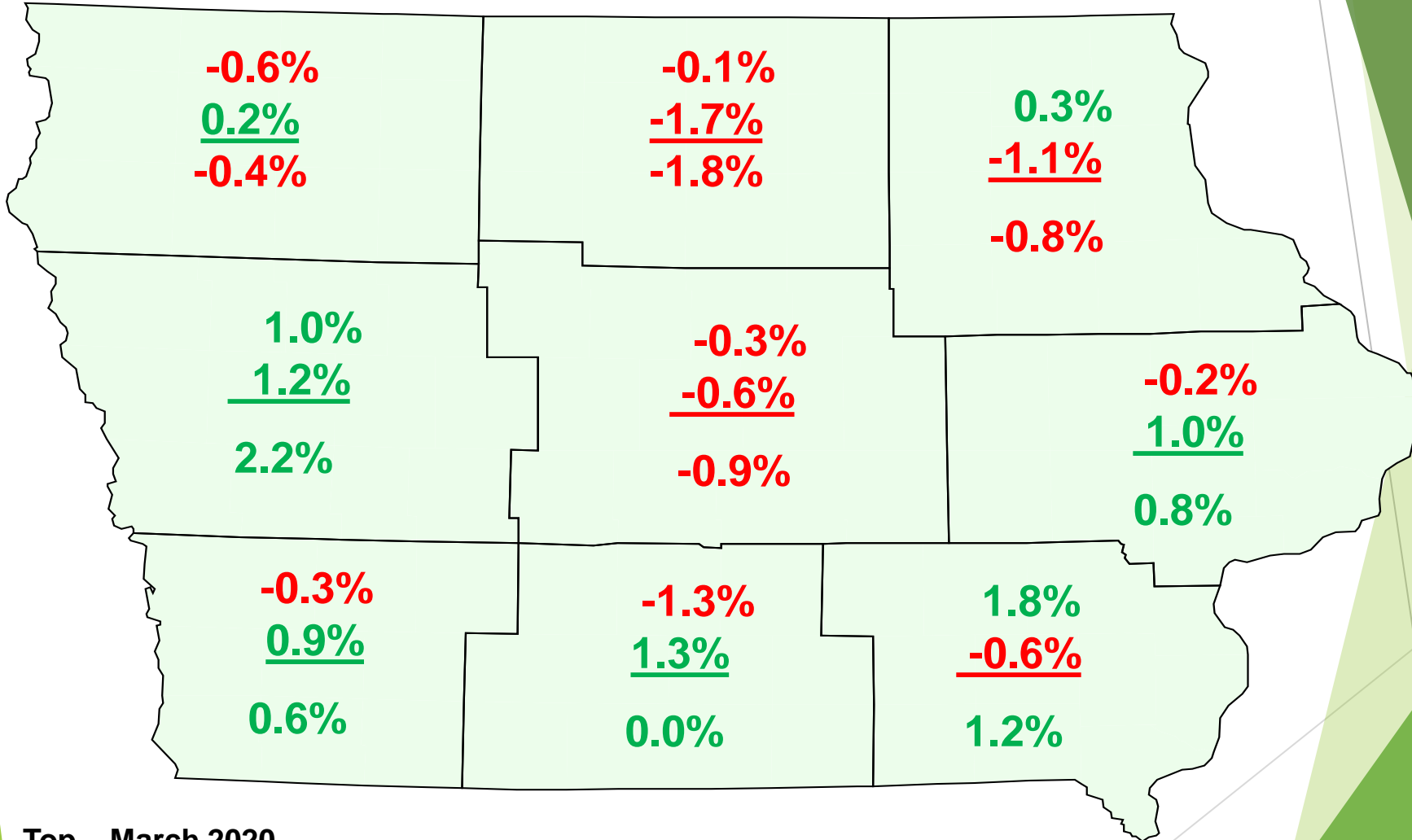
March 2020 – September 2020



Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter September 1, 2020

September 2019– September 2020

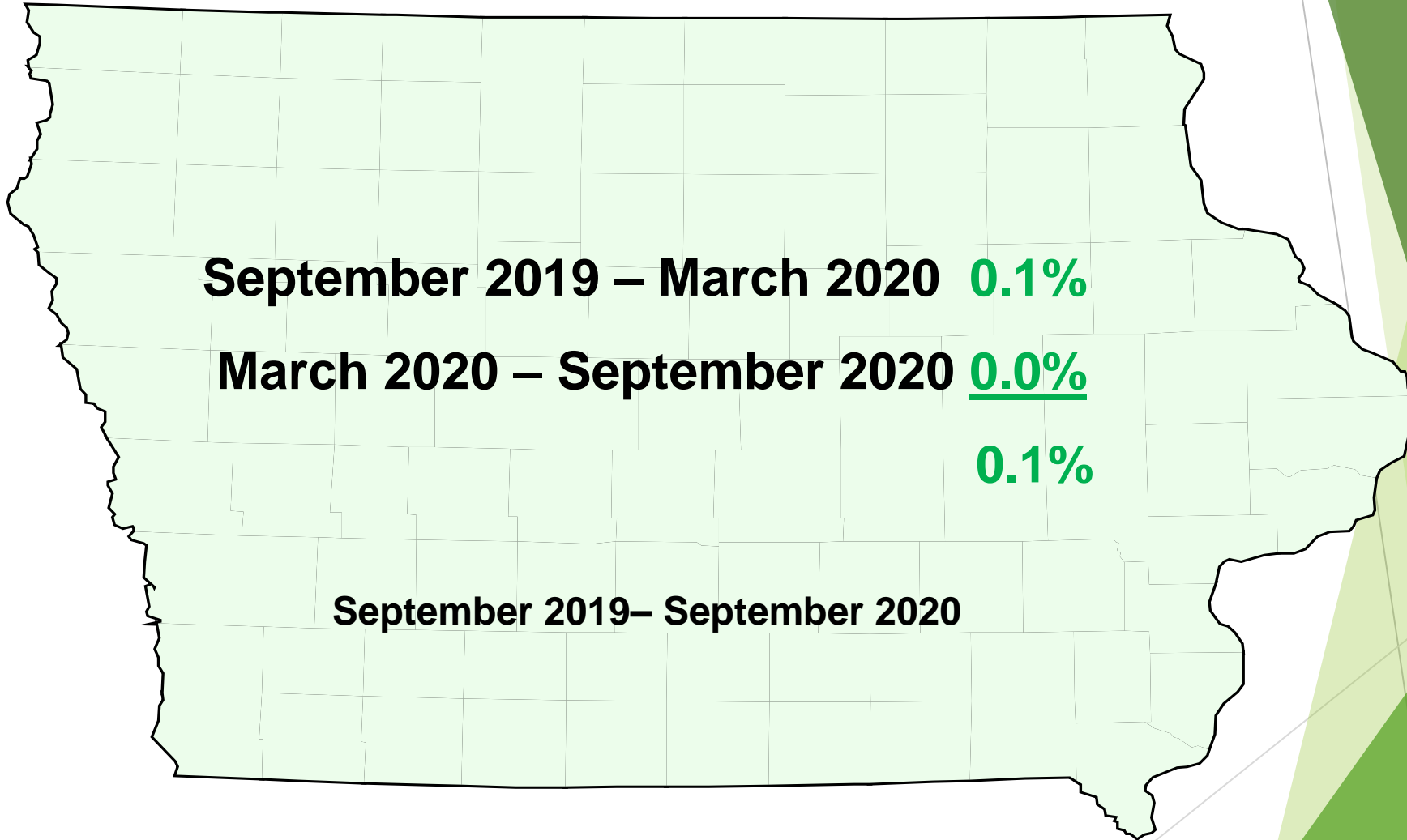


Top – March 2020

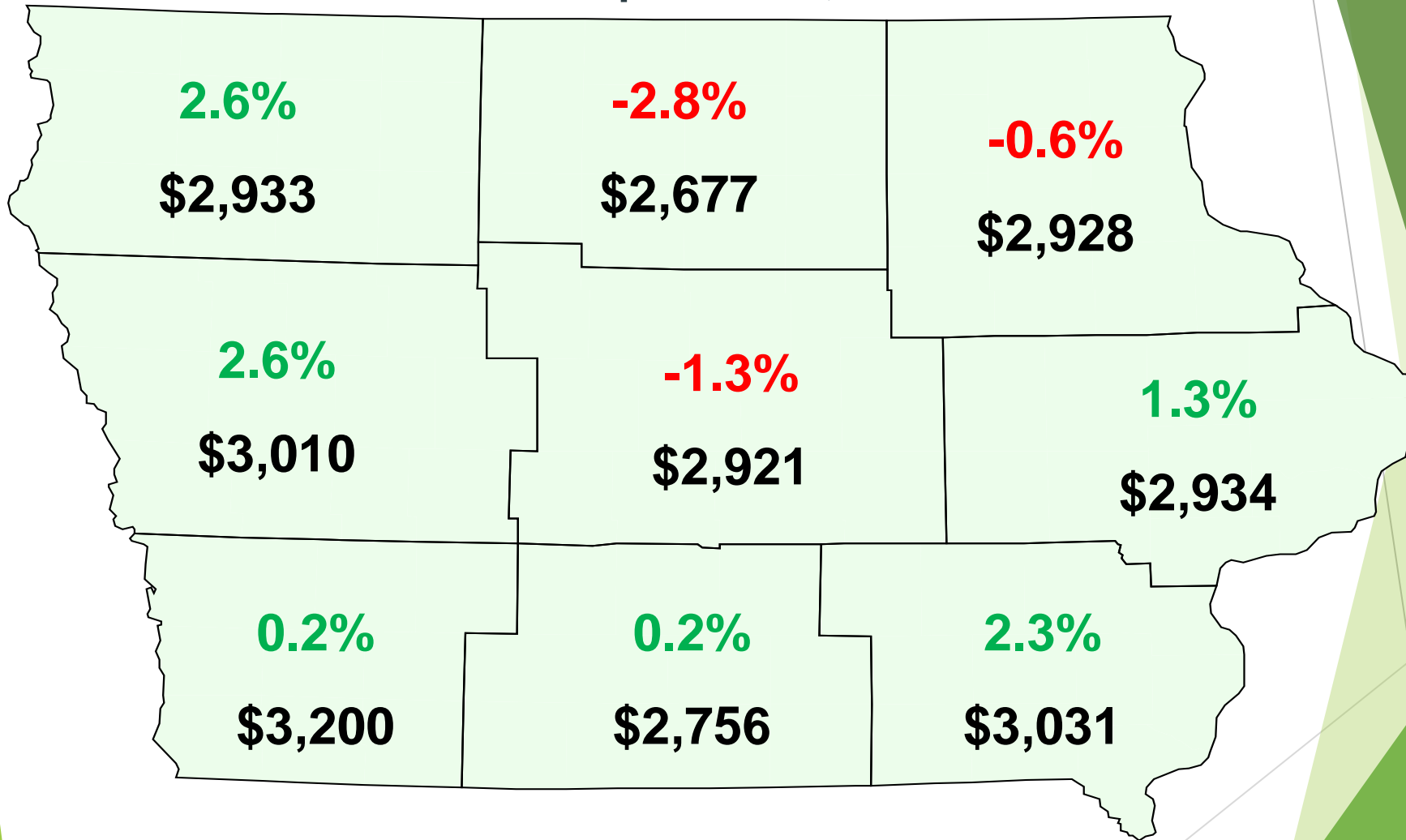
Bottom – September 2020

Nine Crop Reporting Districts

REALTORS® Land Institute- Iowa Chapter
September 1, 2020



REALTORS® Land Institute- Iowa Chapter
Pasture Acres
September 1, 2020



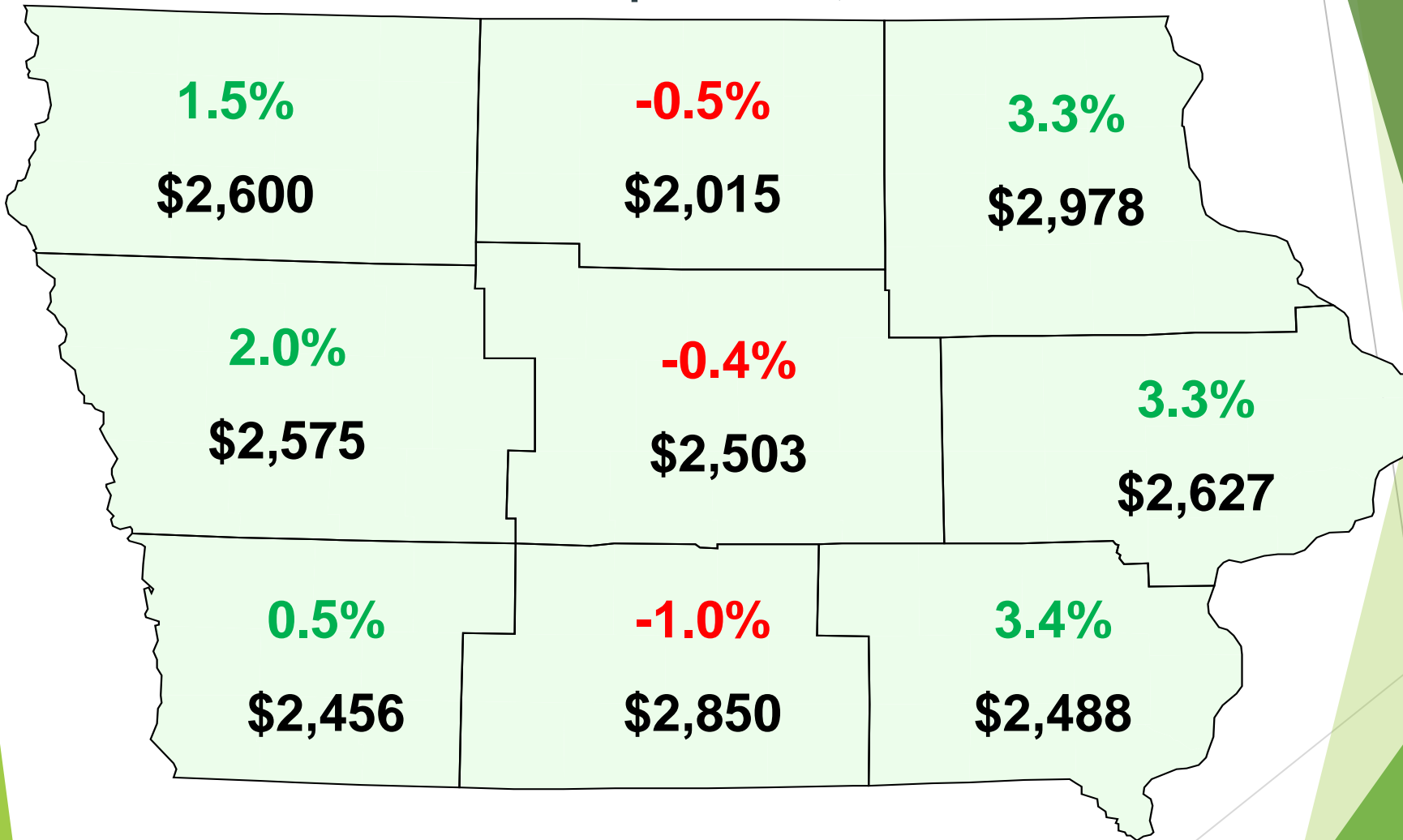
Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2020– September 2020

REALTORS® Land Institute- Iowa Chapter
Non-Tillable / Timber Acres
September 1, 2020



Top – Percent change

Bottom – Price per Ac

Nine Crop Reporting Districts

March 2020 – September 2020

REALTORS® Land Institute – Iowa Chapter Land Value Survey September 1, 2020

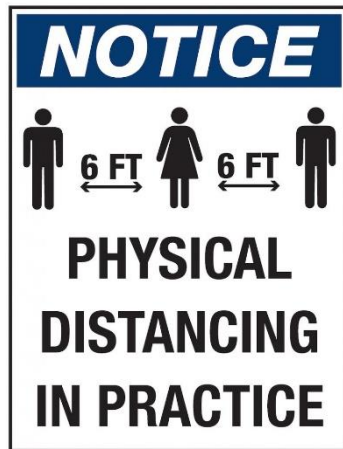
- ▶ Federal Reserve
 - ▶ *April 1, 2020 – July 1, 2020* -1.0%

- ▶ Federal Reserve
 - ▶ *July 1, 2019 – July 1, 2020* 0.0%

- ▶ USDA - Cropland - *August 1, 2019 – July 31, 2020*
 - ▶ US 0.0%
 - ▶ Iowa -1.2%

COVID-19 Impact?

- ▶ 60-day “pause”
- ▶ Uncertainty amongst sellers
 - ▶ Lower volume of farms for sale
- ▶ “Surprisingly” little to no impact on values
- ▶ More “online” Public Auctions vs In-Person



Conclusion

- ▶ Land Values are Steady
 - ▶ Quality is “King”
 - ▶ Localized Volatility
- ▶ Positives for Land Market
 - ▶ Still Limited Amount of Land for Sale
 - ▶ 1031 Exchanges
 - ▶ Extremely Favorable Interest Rates
- ▶ Negatives for Land Market
 - ▶ Volatile Commodity Prices
 - ▶ Trade Uncertainty
 - ▶ Derecho
 - ▶ Drought
- ▶ Continued Increase in Investor Buyers
- ▶ Stability Ahead... or More Uncertainty?
 - ▶ Presidential Election, Trade Tariffs, Lower Carry Out

Questions?

