Benefits of Membership Include

- Educational Opportunities
- Networking
- Legislative
- Industry Awards
- Land Trends and Values
- Land MLS

MEMBERSHIP REQUIREMENTS

All Iowa Chapter Members are required to be a member of:

- National REALTORS® Land Institute: $445 annually with a one-time application fee of $75.
- A local board of REALTORS®. These fees vary by region.

Dues to belong to the Iowa Chapter of REALTORS® Land Institute are $100 annually.

Annual Dinner Moves to Spring 2017

The board voted to move the Iowa Chapter RLI Annual Dinner from the Fall to the Spring. The Annual Dinner will be held after the joint ASFMRA/RLI Spring Seminar on March 22, 2017 in Ames. Chapter award presentations will also be moved from the Fall meeting to the Spring dinner meeting.
Congratulations RLI Award Winners

The REALTORS® Land Institute is made up of some of the highest caliber land brokers. The Iowa Chapter of RLI recognized the performance of some of our members for business conducted from January - December 2015 at its RLI Iowa Annual Dinner on September 13, 2016 at Backpocket Brewing in Coralville.

If you would like to nominate an individual for a 2016 award, please contact Molly Zaver at molly@rliafarmandland.com or call 515-771-8336. The period measured for 2016 Awards is January 1 - December 31, 2016. 2016 winners will be recognized in the Spring of 2017.

**New Leadership for Iowa RLI**

New officers were installed on September 13, 2016 during the Iowa Chapter Annual Dinner. Thanks to Chris Smith for his hard work and dedication as 2015-2016 President. Our new leadership team will continue to work hard to advance the mission of the Iowa Chapter of Realtors Land Institute.

**Why Become An ALC?**

Accredited Land Consultants (ALCs) aren’t just land sales professionals, they are the most prestigious, most experienced, and the highest performing land sales experts in their area. Achieving the ALC designation is not an easy feat—nothing worth doing ever is. It requires successful completion of a rigorous education program and a proven track record of transaction performance. It also requires a commitment to professional growth. Being an ALC allows one to take advantage of the camaraderie of other ALCs and join the elite ranks of those who have earned the designation.

Having the ALC designation gives brokers the knowledge they need to close deals and speak confidently with their clients. It also gives clients confidence in their broker as the most qualified expert to help them buy/sell their land.

When a land professional becomes an Accredited Land Consultant, that individual gains access to a unique group of real estate specialists who work together to build and share knowledge, develop trusted relationships, and expand business opportunities.

Join the 18 ALC’s in the Iowa Chapter of RLI. For more information, go to http://www.rililand.com/alc-designation
Welcome New Members

The following are new 2016 members. Please help us welcome them to our group!

Rich Baugh
Whitetail Properties
1481 255th St
Mt. Pleasant, IA 52641
rich.baugh@whitetailproperties.com
319-750-9273

Rachelle Heller
Whitetail Properties
822 Camp Cardinal Rd
Iowa City, IA 52246
rachelle.heller@whitetailproperties.com
319-800-9316

Michael Downey
Hertz Farm Management Box 50
Mount Vernon, IA 52314
mike@hertz.ag
319-895-8858

David Hueneke
PO Box 700
Maquoketa, IA 52060
daveiowafarmland@gmail.com
815-291-6550

Eric Lonnevik
Peoples Company
12119 Stratford Drive, Ste B
Clive, IA 50325
eric@peoplescompany.com
515-473-0278

David Thien
Thien Farm Management
101 East Graham Ave
Council Bluffs, IA 51503
david@tfmgt.com
712-328-3477

Jared Chambers
Peoples Company
PO Box 301
Corydon, IA 50060
jared@peoplescompany.com
641-414-0234

Land Trends and Values

By Kyle J. Hansen, ALC, Hertz Real Estate Services, Land Trends and Values Chair

The Iowa Chapter of REALTORS® Land Institute is pleased to announce the results of our September 2016 Land Trends and Values Survey. Participants in the survey are specialists in farmland, and are asked for their opinions about the current status of the Iowa farmland market.

Participants were asked to estimate the average value of farmland as of September 1, 2016. These estimates are for bare, unimproved land with a sale price on a cash basis. Pasture and timberland values were also requested as supplemental information.

The results of these surveys show a statewide average decrease of cropland values of -3.7% for the March 2016 to September 2016 period. Combining this decrease with the -5.0% decrease reported in March 2016 indicates a statewide average decrease of -8.7% from September 1, 2015 to September 1, 2016. Since our highs in 2013 we have seen a decrease in land values roughly 25-30% according to our surveys.

All nine Iowa crop reporting districts showed a decrease in the average farmland value. The districts varied from a -2.4% decrease in SC district to a -5.8% decrease in SW district since March 2016. Factors contributing to current farmland values include: lower commodity prices and limited amount of land on the market. Other factors include: lack of stable alternative investments, cash on hand, and increasing interest rates.

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September 2016
Iowa REALTORS® Land Institute (RLI) Chapter #2
Survey of Farm Land Values in Dollars Per Acre

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<th>Land Type</th>
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Contact Molly Zaver at molly@rlifarmandranch.com or 515-771-8316.

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