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.

President’s Comments

By Chris Smith, ALC, Hertz Farm Management, 2016 RLI Iowa Chapter #2 President

The National Land Conference in Dallas brought together a diverse group of RLI members from across the country as well as a large contingent of vendors. We were represented well with 11 members from Iowa, plus the 2015 Chapter Administrator of the Year award went to our very own Molly Suarez.

National Staff chose Molly for the special recognition based on the following performance indicators that build a strong institute:

- Adhering to and aligning with the bylaws of the Chapter and National Institute
- Adhering to policies and procedures
- Thinking “beyond the box” to help enrich member experiences
- Applying to accrediting bodies for continuing education units of LANDU sessions
- Advocating membership development
- Adhering to a high code of conduct and ethical standards

Molly is very valuable to our Chapter. Please take time to congratulate her when you get the opportunity.

Statewide, we held our annual joint meeting with the American Society of Farm Managers and Rural Appraisers in March. We had 42 RLI Iowa Chapter members attend the daylong meeting in Ames. I would like to thank Kirk Weih, Matt Adams and Molly Suarez for helping plan the meeting with the ASFMRA. The variety of topics and speakers was a nice mix.

Our Chapter is only as strong as our members. I encourage each of you to reach out to other land professionals who are not yet a member of RLI and encourage them to join. For those of you who do not yet have the ALC designation, I encourage you to begin working toward that designation. The information you will learn in the classroom and the contacts you will make through networking will be valuable to you in your career. For those of you who have been thinking about getting more involved in the Iowa Chapter, I encourage you to make that happen.

We are blessed to live in a very rich agriculture state and to work in this industry. I am proud to serve as your 2016 President and I welcome your thoughts or suggestions.

Chris Smith

The REALTORS® Land Institute serves the extraordinary real estate professionals who are committed to our most precious resource: the land.
National RLI Lands New EVP

2016 REALTORS® Land Institute (RLI) National President announced Aubrie Kobernus as the Institute’s new Executive Vice President (EVP), during the 2016 National Land Conference in Dallas. The change comes as the Institute pushes to bring members added value to their membership in an effort to further enrich their careers as land professionals.

Current RLI President Bob Turner, ALC, expressed “Aubrie has the talent and skills to lead the REALTORS® Land Institute into the future. She is a member-driven leader that has tremendous organizational knowledge and skills from her experience with the Memphis Area Association of REALTORS®, for which she has served as Vice President, President, and Past President.”

Kobernus brings 14 years of experience in multiple facets of the real estate industry including association/non-profit management, governmental affairs, public policy, affordable housing, and community development. She has experience in program development and management, culled from working at the Memphis Area Association of REALTORS®, where she managed three divisions: Governmental Affairs and RPAC, the Commercial Council, and the MAAR Benevolent Fund Corporation.

“I am thrilled to be chosen as RLI’s next EVP. I am excited to work in partnership with RLI leadership and our exceptional staff to return RLI to being a member-driven organization with the tools and resources to make our members the best in the land business anywhere in the world,” Kobernus stated.

Land Education Foundation

By Terry Pauling, ALC, EXIT Realty Northstar, RLI Iowa Chapter Board Member and Past President

The 2016 RLI Conference included an auction of donated items on March 12th that raised money in support of LEF. Hunting bows, vacation trips and hunting trips were just a few of the items auctioned.

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Three examples include scholarships to ALC candidates, fund our Military Transition Program and fund the development of RLI Education courses.

- The RLI Military Transition Program (MTP) seeks to honor men and women who served in the United States Armed Forces. The Military Transition Program is an Institute category of membership designed specifically for those who served in the U.S. military starting in 2000 and who desire to build or enhance a career in the land business. Qualifying applicants receive the following for the first year of membership: 1) Free One Year Membership in the Institute; 2) Free LAND 101 Course; and 3) One Free Elective LANDU Course of Member Choice. If interested in the MTP, please contact an Institute Staff Member at 800-441-5263.

- ALC candidates may apply for scholarships while working towards the designation. If interested in the MTP, please contact an Institute Staff Member at 800-441-5263.

To learn how you can support LEF, visit http://landeducationfoundation.com/make-a-contribution/
New Mentor Program To Help Members Get The Most From Their Membership

Iowa Chapter #2 Realtors Land Institute continually looks for ways to improve and better serve our members. One way of doing so is by launching a Mentor Chapter Program. The new program will match new members of the Iowa Chapter with longtime members. Mentors will help new members feel welcome in our chapter and will check in with them periodically, introduce them to other members at Chapter events and classes, and help new members learn about ways to get involved.

If you are a new member and would like to be a mentor, or if you are a longtime member and would like to be a mentor, please contact Molly Suarez at molly@rlifarmandranch.com or 515-771-8316.

2016 Iowa Chapter #2, Realtors Land Institute Members

Thank you for your membership with the Iowa Chapter of Realtors Land Institute. If your name is not listed below, the Iowa Chapter has not received your 2016 dues. You may send your $100 membership dues and/or $350 MLS dues to RLI Iowa, 709 NE Barstow Circle, Ankeny, IA 50021. If you have any questions, please contact molly@rlifarmandranch.com.

If you are a previous member of the Iowa Chapter and would like to rejoin, you can do so online at www.rlfarmandranch.com/membership.aspx.

PRIME FARM LAND LEVEL MEMBERS

Includes Iowa RLI dues, one RLI Iowa Fall Annual Dinner Meeting registration, one RLI/ASFMRA Spring Seminar Registration, one year RLI Farm & Ranch MLS access, business card size ad in Spring and Fall RLI Iowa Chapter Newsletter.

Steve Bruere
Randall Hertz, ALC
Dave Plum
Noah Wendt
Samuel Kain, ALC

PROCATIVE FARM LEVEL MEMBERS

Includes Iowa RLI dues, one RLI Iowa Fall Annual Dinner Meeting registration, one RLI/ASFMRA Spring Seminar Registration, business card size ad in Spring and Fall RLI Iowa Chapter Newsletter.

Wiltse Cretsinger, ALC
Terry Pauling, ALC
Eric Schultz, ALC A
Larry Stewart

RECREATIONAL LEVEL MEMBERS

Includes Iowa RLI dues, one RLI Iowa Fall Annual Dinner Meeting registration, business card size ad in Spring or Fall RLI Iowa Chapter Newsletter.

A.J. Brown
David Hueneke
Chris Sim 1th, ALC
Doran Becker

CHAPTER MEMBERS

Austin Masa
Tom Marcus
Dick Meade
Chris Mottinger
Dany Nelsen
Otto Nobis
Jeffrey Odreicht
Keri Papier
Jim Pederson
Jon Peterson
Scott Pothoff
Jeff Pothoff
Dennis Rahe
Betty Rodyk
Greg Schoneman, ALC, CGM
Charles Schwager
Jason Smith
Travis Smoaks
Max Steffes
Dennis Stolk, ALC
Raid Thompson
Jeffrey Toendeil
Rich Vander Werrf
Brad Van Weelden, ALC
Robert Washburn
Kirk Welh, ALC
Andrew Westlake
Mark Williams
Douglas Yegge
Andrew Zeitner
Land Trends and Values

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

The Iowa Chapter of REALTORS® Land Institute is pleased to announce the results of our March 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 March 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 result of this survey shows a statewide decrease of 5.0% for tillable cropland values from September 2015 to March 2016 period. Combining this decrease with the 3.7% decrease reported in September 2015 indicates a statewide average decrease of 8.7% for the year from March 1, 2015 to March 1, 2016.

The nine Iowa crop reporting districts all showed a decrease in value. The districts varied from a 2.4% decrease in EC district to a 6.2% decrease in NW and SC districts since September 2015. Factors contributing to current farmland values include: lower commodity prices, limited amount of land on market, and high input costs. Other factors include: lack of stable alternative investments, cash on hand, and increasing interest rates.

<table>
<thead>
<tr>
<th>District</th>
<th>September</th>
<th>March</th>
<th>September</th>
<th>March</th>
<th>September</th>
<th>March</th>
<th>September</th>
<th>March</th>
<th>September</th>
<th>March</th>
<th>September</th>
<th>March</th>
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<tbody>
<tr>
<td>Central</td>
<td>9,886</td>
<td>9,507</td>
<td>7,259</td>
<td>6,837</td>
<td>4,802</td>
<td>4,317</td>
<td>2,881</td>
<td>2,783</td>
<td>2,402</td>
<td>2,400</td>
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<tr>
<td>East Central</td>
<td>10,072</td>
<td>9,992</td>
<td>7,406</td>
<td>7,157</td>
<td>4,668</td>
<td>4,468</td>
<td>2,796</td>
<td>2,739</td>
<td>2,119</td>
<td>2,124</td>
<td>-2.4%</td>
<td></td>
</tr>
<tr>
<td>North Central</td>
<td>9,417</td>
<td>9,074</td>
<td>7,314</td>
<td>6,905</td>
<td>4,978</td>
<td>4,714</td>
<td>2,408</td>
<td>2,424</td>
<td>1,929</td>
<td>2,125</td>
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<tr>
<td>Northeast</td>
<td>9,415</td>
<td>9,089</td>
<td>7,131</td>
<td>6,992</td>
<td>4,742</td>
<td>4,574</td>
<td>2,698</td>
<td>2,746</td>
<td>2,351</td>
<td>2,375</td>
<td>-4.3%</td>
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<tr>
<td>Northwest</td>
<td>11,350</td>
<td>10,939</td>
<td>8,392</td>
<td>8,078</td>
<td>5,771</td>
<td>4,918</td>
<td>3,002</td>
<td>2,934</td>
<td>2,551</td>
<td>2,375</td>
<td>-5.6%</td>
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<tr>
<td>South Central</td>
<td>7,205</td>
<td>6,905</td>
<td>5,148</td>
<td>4,686</td>
<td>3,225</td>
<td>2,873</td>
<td>1,908</td>
<td>1,894</td>
<td>1,500</td>
<td>1,567</td>
<td>-6.2%</td>
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<tr>
<td>Southeast</td>
<td>8,835</td>
<td>8,135</td>
<td>6,594</td>
<td>6,238</td>
<td>4,682</td>
<td>4,397</td>
<td>2,699</td>
<td>2,688</td>
<td>2,093</td>
<td>2,187</td>
<td>-5.9%</td>
<td></td>
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<tr>
<td>West Central</td>
<td>9,821</td>
<td>9,318</td>
<td>6,530</td>
<td>6,238</td>
<td>4,002</td>
<td>3,697</td>
<td>2,419</td>
<td>2,404</td>
<td>2,017</td>
<td>1,982</td>
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<tr>
<td>State</td>
<td>9,516</td>
<td>9,146</td>
<td>7,043</td>
<td>6,688</td>
<td>4,695</td>
<td>4,361</td>
<td>2,796</td>
<td>2,743</td>
<td>2,301</td>
<td>2,225</td>
<td>-5.0%</td>
<td></td>
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</tbody>
</table>

The survey was conducted by the Iowa Chapter of REALTORS® Land Institute and was sponsored by Hertz Real Estate Services. The survey results are available at www.rlifarmandranch.com/news_trends.aspx.

Sponsored By: Iowa REALTORS® Land Institute (RLI) Chapter #2

Survey of Farm Land Values In Dollars Per Acre

Land Classification By Potential Corn Production

<table>
<thead>
<tr>
<th>Land Classification</th>
<th>Central</th>
<th>East Central</th>
<th>North Central</th>
<th>Northeast</th>
<th>Northwest</th>
<th>South Central</th>
<th>Southeast</th>
<th>West Central</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>High Quality</td>
<td>9,886</td>
<td>10,072</td>
<td>9,417</td>
<td>9,415</td>
<td>11,350</td>
<td>7,205</td>
<td>8,835</td>
<td>9,821</td>
<td>9,516</td>
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<tr>
<td>Medium Quality</td>
<td>9,507</td>
<td>9,992</td>
<td>9,074</td>
<td>9,089</td>
<td>10,939</td>
<td>6,905</td>
<td>8,135</td>
<td>9,318</td>
<td>9,146</td>
</tr>
<tr>
<td>Low Quality</td>
<td>7,259</td>
<td>7,406</td>
<td>7,314</td>
<td>7,131</td>
<td>8,392</td>
<td>5,148</td>
<td>6,594</td>
<td>6,530</td>
<td>7,043</td>
</tr>
<tr>
<td>Non-Tillable</td>
<td>6,837</td>
<td>7,157</td>
<td>6,905</td>
<td>6,992</td>
<td>8,078</td>
<td>4,686</td>
<td>6,238</td>
<td>6,238</td>
<td>6,688</td>
</tr>
<tr>
<td>Pasture Per Acre</td>
<td>4,802</td>
<td>4,668</td>
<td>4,978</td>
<td>4,742</td>
<td>5,771</td>
<td>3,225</td>
<td>4,682</td>
<td>4,002</td>
<td>4,695</td>
</tr>
<tr>
<td>Timber Per Acre</td>
<td>4,317</td>
<td>4,468</td>
<td>4,714</td>
<td>4,574</td>
<td>4,918</td>
<td>2,873</td>
<td>4,397</td>
<td>3,697</td>
<td>4,361</td>
</tr>
</tbody>
</table>

The results of this survey are also available on the Iowa REALTORS® Land Institute’s website at www.rlifarmandranch.com.

Interested in Being a Sponsor of the Iowa Chapter?

Contact Molly Suarez at molly@rlifarmandranch.com or 515-771-8316.