President’s Comments

Welcome to the REALTORS® Land Institute Iowa Chapter Spring Newsletter. Our Chapter members continue to be active on both the State and National levels. The Leadership Team will continue to focus on providing member benefits that include:

Education
- Tax Update course taught by Gary Peters during the Iowa Association of Realtors Annual Meeting at Lake Okoboji June 7.
- Land 101: “Fundamentals of Land Brokerage” taught by Sam Kain, ALC June 27-28 at the Des Moines Marriott, downtown, a required course for the ALC designation.
- 1031 Exchanges taught by Jim Miller with IPEX 1031 in Chandler, AZ, a required course for the ALC designation, in Nevada, IA October 3-4.
- A 2-day course titled, “Transitional Land Real Estate Transactions,” a new required course for the ALC designation will be held early 2019.

Government Affairs: Effort is led on the National level by Russel Riggs, who successfully led the effort to retain the language for 1031 Exchanges on Real Estate in the new Tax Reform Act that was signed in December 2017. Russel continues to lead our efforts regarding WOTUS and Estate Tax Reform. These issues are all key for our clients.

Professionalism: We continue to support our members as they pursue their Accredited Land Consultant Accreditation. We are hosting required Education courses during the next year in Iowa to assist you in obtaining your ALC.

The RLI Iowa Chapter Land Value Survey: was released March 21 in Ames indicating land values were up 2.9% from September to March and 4.9% for the past 12 months. This Land Value Survey continues to be widely quoted in the media throughout Iowa. It was presented at National Land Conference to Chapter Leaders as a tool to enhance Chapter recognition throughout the country.

The Leadership Team welcomes your comments and suggestions for improvement. We are here to serve our members’ needs.

Respectfully Submitted,

Kirk D. Weih, Accredited Land Consultant
Hertz Farm Management, Inc.
2017-2018 RLI Iowa Chapter President
RLI National Land Conference 2018

The Iowa Chapter had 14 members attend the RLI National Land Conference in Nashville, Tennessee March 12-14. The Iowa Chapter was awarded the 2017 Outstanding Chapter of the Year Award. It takes a committed effort by all of our members for the many activities and programs that we offer in order to be recognized with this prestigious award.

RLI initiated a new program to recognize top producers across the company. We had 12 members recognized in the 2017 APEX Producers Club, three members were recognized in the APEX Top 20 Producers Club including Steve Breuere, Kyle Hansen, ALC and Troy Louwagie, ALC. Troy Louwagie, ALC also received five awards from the RLI Apex Program including National Broker of the Year for Ag Land Sales for Crops, National Broker of the Year for Auction Land Sales, the 2017 Wrangler Award for the largest number of the transactions closed in that year, and the 2017 Highest Land Sales Volume Award.

Kyle Hansen, ALC is representing the Iowa Chapter as 2018 National RLI Vice President, he will serve as National President in 2020. Many of our members continue to serve in their local communities on school boards, civic organizations and in leadership rolls.
The REALTORS® Land Institute - Iowa Chapter is pleased to announce the results of our March 2018 Land Trends and Values Survey. REALTORS® Land Institute is an affiliate of the National Association of REALTORS® and is organized for REALTORS® who specialize in farm and land sales, management, development and appraisal. 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, 2018. 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 increase of cropland values of 2.9% for the September 2017 to March 2018 period. Combining this increase with the 2.0% increase reported in September 2017 indicates a statewide average increase of 4.9% from March 1, 2017 to March 1, 2018. All Iowa crop reporting districts showed an increase in the average farmland value. The districts varied from 1.6% increase in SC district to a 4.3% increase in East Central district since September 2017.

Major factors contributing to current farmland values continue to include: slightly higher commodity prices, limited amount of land on the market, and higher than expected yields. Other factors include: tight operating capital, lack of stable alternative investments, cash on hand, and increasing interest rates. REALTORS® Land Institute Iowa Chapter’s farmland value survey has been conducted in March and September since 1978. This survey plus the RLI Farm and Ranch Multiple Listing Service are activities of REALTORS® specializing in agricultural land brokerage daily.
**Iowa Association of Realtors Summer Meeting — Okoboji**

The IAR Summer Meeting will be in the Great Lakes region of Iowa this year! The meeting will be at the Bridges Bay Resort in Arnolds Park - June 6-8, 2018. It is a free event open to all members! This is an enjoyable way to get involved with the Iowa Association of REALTORS®. Find out how your state association is staying on top of important issues in the industry. Attend one of the popular meetings, like Legislative Committee, Communications Committee, Executive Committee and many more. Network with Realtors® from across the state and expand your referral network! See the full agenda on the IAR website (www.iowarealtors.com/news/events/summer-meetings2018).

In conjunction with this meeting, the RLI Iowa Chapter will host a three hour Tax Update class taught by Gary Peters. Class will be held from 1-4:00pm on Thursday, June 7. Following the class, an RLI Boat Ride Social will be held. More details are available at www.rliiowachapter.com/okoboji.

**New RLI Iowa Chapter Website**

Our new RLI Iowa Chapter website is almost ready! We are just waiting on IAR to roll our MLS service over to the new site. This new website will be more user friendly and allows us to register for classes and renew membership online.

Check out the new website at www.RLiiowachapter.com. Once the new website is officially up and running, the old www.rilifarmandranch.com will be redirected to this website. Please update your saved links. More communication will come out once the website is ready.

**New ALC Requirements**

RLI Board of Directors recently approved an update to the courses and application process required for the ALC Designation. As announced at NLC18, starting right now – March 2018 – if you are beginning coursework towards your ALC, you will need to meet the new education requirements.

Improvements have also been made to the application process. The goal in redoing the application process is to ensure that the designation remains a highly sought after, prestigious designation, not because of the complexity of our application, but because of the education and experience you have to prove in order to achieve it.

Here's what's new:
- **Updated Education Requirement:** Three tiers of courses. Applicants must complete the required number of hours specified for each tier: Required Courses - 56 hours, Specialty Courses - 32 hours and Elective Courses - 16 hours
- **Smoother Application Process:** Now a single-page application, eliminated the essay word count requirement, more intuitive volume requirement spreadsheet and simplified transaction narrative form.
- **Fast Track for CCIMs:** CCIMs will now take a specialty tier course instead of needing to take Land Investment Analysis.

If you have any questions regarding the new ALC requirements and application process, please don't hesitate to contact National RLI at 800-441-5263 or email rli@realtors.org.
Thank you to our new Iowa Chapter Sponsor Pioneer!
The REALTORS® Land Institute is made up of some of the highest caliber land brokers. The REALTORS® Land Institute, Iowa Chapter recognized the performance of some of our members for business conducted from January - December 2017 at its RLI Iowa Annual Dinner on March 20.

In addition to the awards ceremony, a Cowboy Auction was also held to raise money for the Iowa Chapter. Over $2,000 was raised from that auction! The Annual Dinner is one of the Iowa Chapter social events. We hope you will join us in September in Ames for our leadership induction.

RLI Iowa Chapter, Kirk Weih, ALC along with President-Elect, Travis Smock presented the following awards:

- **Deal of the Year**: Andrew Zellmer
- **Longtime Dedication to RLI**: Randy Hertz, ALC
- **Volume Sold**: Troy Louwagie, ALC (not pictured)
- **Acres Sold**: Steve Bruere (not pictured)
- **Rising Star**: David Thien, ALC
- **Good Neighbor**: Eric Schlutz, ALC

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**Mark Your Calendar!**

**LANDU Education Week**
Arlington, TX
June 2-10, 2018

**Tax Reform***
Okoboji, IA
June 7, 2018, 1:00-4pm

**RLI Iowa Boat Ride Chapter Social***
Okoboji, IA
June 7, 2018, 4:30pm

**Land 101***
Des Moines, IA
June 27-28, 2018, 8am-5pm

**IAR Conference/Fall Land Trends and Values**
Ames, IA
September 11, 2018

**1031 Exchanges***
Nevada, IA
October 3-4, 2018

**Transitional Land Real Estate Transactions***
Coming Early 2019

**RLI National Land Conference**
Albuquerque, NM
March 3-6, 2019

**ASFMRA/RLI Spring Seminar and RLI Annual Dinner***
Ames, IA
March 2019

**SMLV Conference**
Ames, IA
May 2019

Join us the 4th Thursday of every month for a membership training call!

Watch your weekly Monday email for call-in number and topics!

*Hosted by the RLI Iowa Chapter
Not an RLI Member? Join Today!

Benefits of Membership Include:
- Educational Opportunities
- Land Trends and Values
- Legislative Updates
- Industry Awards
- Networking Opportunities
- Land MLS

Membership Requirements:
All Iowa Chapter Members are required to be a member of:
- National REALTORS Land Institute ($445 annually)
- A local board of REALTORS: Fees vary by region
- Dues to belong to the RLI Iowa Chapter are $100 annually

2018 REALTORS® Land Institute Iowa Chapter Members

Matt Adams
John Arter
Richard Baugh
Daran Becker
Brent R Bidner
Richard Boggess
Tom Bradley
A.J. Brown
Steve Bruere
Jared Chambers
Matthew A. Clarahan
John Cotton
Robert Crane
Stevin Dahl
Cal Dickson
Debra Dodd
Michael Downey, ALC
Mark Gannon
Scott Grimm
Kyle Hansen, ALC
Lyle Hansen, Jr. CRS GRI
Jacob Hart
Brad Hayes
Rachelle Heller
Scott Henrichsen
Kenny Herring
Thomas A. Hertz, ALC
Randall V. Hertz, ALC
Jon M. Hjelm, ALC
Bennie Hollesen
James Horras, ALC, GRI, CGRPA
David W. Hueneke
Marvin Huntrods, ALC
Roger L. Johnson
Samuel Kain, ALC, ABRM, GRI
Ryan Kay, AFM
Kevin M. Kolbet
Brent Larson
Wm. David Leager
Eric S. Lonnevik
Troy Louwagle, ALC
Austin Maas
Matt Mann
Dick Meade
Jeffrey Obrecht
Kenneth Paper, ALC
Terry Pauling, ALC
Jim Pederson
Jon Peterson
Dave Plum
Jeff Potthoff
Scott Potthoff
Dennis J. Rahe
Eric Schlutz, ALC
Greg M. Schoneman, ALC, CCIM
Charles Schwager
Zack Sisk
Chris Smith, ALC
Jason Smith, NAA, CAI, PRI
Travis Smock
Max Steffes
Dennis L. Stolk, ALC
David Thien, ALC, AFM
Reid Thompson
Jeffrey Trendle
Rich Vander Werff
Brad VanWeelden, ALC
Robert Washburn
Kirk Weih, ALC
Noah Wendt
Douglas R. Yege
Molly Zaver
Andrew Zellmer

Questions? Contact:
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RLI Iowa Chapter Leadership Team

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Hertz Farm Management

PRESIDENT-ELECT:
Travis Smock
Peoples Company

VICE PRESIDENT:
David Thien, ALC
Thien Farm Management

TREASURER:
Troy Louwagle, ALC
Hertz Real Estate Services

EXECUTIVE DIRECTOR:
Traci Schermerhorn
RLI Iowa Chapter

NORTHWEST REGIONAL VP:
VACANT

NORTHEAST REGIONAL VP:
Roger Johnson
Farmers National Company

SOUTHWEST REGIONAL VP:
Scott Henrichsen
Hertz Farm Management

SOUTHEAST REGIONAL VP:
Ryan Kay, ALC
Hertz Real Estate Services

CENTRAL REGIONAL VP:
Noah Wendt
Agland Realty