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## APRIL 2018 IOWA LAND AUCTION RESULTS

*This list includes auctions conducted by various auction firms throughout the State of Iowa not affiliated with Iowa Appraisal and Research Corporation. CSR-2 soil rating is calculated on tillable acres of each tract of land.*

Contact Jim Rothermich if you would like additional information on these transactions.

### The Land Talker says:

Greetings! Winter is finally over. Corn planting has begun with soybeans soon to follow if not already started. The Iowa land market continues to be very stable, if not stronger, in certain areas. Comparing the number of acres sold from last year, April 2017 had 4,180 acres offered at auction whereas April 2018 had a similar amount of 3,974 acres. The year-to-date auction totals were 2017: 20,818 acres, and 2018: 29,160 acres - a 40% increase in the number of acres being sold at auction in 2018 compared to 2017. This is due to some financial stress. The extra acres on the market has had no effect on prices. The demand to buy is so strong that it has not affected land prices negatively. I am expecting a fairly active fall for auction activity. Several realtors have told me they are "getting a lot of phone calls" from potential sellers. We will see if these farms actually do come to the market. I am still of the opinion that if you're thinking of selling in the near term (in the next two to three years), now is a good time to bring the farm to the market. We are still in a "sellers' market."

Talk to you in a month!  
Jim "the Land Talker"

SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
04/02/18	Woodbury	Tillable-Gravel	76.44	\$7,200	69	54
04/02/18	Woodbury	Tillable	10.8	\$3,800	45	9.39
04/02/18	Woodbury	Tillable-Recreation	105.3	\$3,700	50.8	60
04/03/18	Wright	Tillable	151	\$9,450	82.9	147.01
04/03/18	Winnebago	Tillable	40	\$9,300	83.8	36.66
04/03/18	Clay	Tillable	73	\$6,100	55.8	73.7
04/03/18	Clay	Site	7	\$4,571	n/a	0
04/05/18	Decatur	Pasture-Farmstead	160	\$3,200	n/a	0
04/05/18	Marion	Tillable	104	\$7,100	75.1	100.54
04/05/18	Cherokee	Tillable	72.4	\$11,100	96.8	69.89
04/05/18	Cherokee	Tillable	69	\$9,500	92.3	61.27
04/05/18	Cherokee	Tillable	37	\$9,800	87.6	35.53
04/06/18	Dickinson	Tillable-Pasture	129.8	\$5,300	74.2	70.14
04/06/18	Dickinson	Pasture	20.3	\$4,100	n/a	0
04/06/18	Lyon	Tillable	128.9	\$7,125	80.9	121.04
04/06/18	Jackson	Tillable-Pasture	240	\$4,950	53.4	124.36
04/06/18	Linn	Tillable	160	\$11,300	84.5	153.92
04/06/18	Linn	Tillable	99	\$12,400	89.2	96.42
04/07/18	Wapello	Pasture-Tillable	115	\$2,250	45	36
04/07/18	Van Buren	Pasture-Tillable	60	\$3,325	42.4	23
04/10/18	Hardin	Tillable	164.84	\$7,900	85.4	161.12
04/10/18	Hardin	Tillable	77	\$8,300	84.9	73.14
04/10/18	Hardin	Tillable	158.59	\$6,650	87.1	126.75
04/11/18	Emmet-Palo Alto	Tillable-Pasture	109	\$4,900	74.2	79.04
04/12/18	Cass	Tillable-wind turbine	160	\$5,550	60.3	145.65
04/12/18	Cass	Tillable	77	\$5,450	60.4	69.07
04/12/18	Cass	Tillable	71.42	\$5,100	50.6	69.11
04/19/18	Clarke	Development-Tillable	47.66	\$9,502	60.2	40
04/20/18	Wapello	Tillable	25	\$5,350	85.1	20

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- Commercial Real Estate Appraisal
- Real Estate Appraisal Review

- Business Valuation
- Litigation Support
- Merger & Acquisition Advisory



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04/23/18	Winneshiek	Tillable-Pasture	131.46	No Sale	47.8	102.71
04/23/18	Winneshiek	Recreation	12.49	\$3,000	n/a	0
04/25/18	Poweshiek	Tillable	80	\$6,950	72.8	74.28
04/25/18	Poweshiek	Pasture	40	\$3,750	52	0
04/25/18	Delaware	Development-Tillable	22.44	\$9,500	25.1	8
04/25/18	Delaware	Tillable-Recreation	92.08	\$5,400	39	55
04/26/18	Appanoose	CRP-Recreation	80	\$2,700	48.6	47.8
04/26/18	Appanoose	CRP-Recreation	80	\$2,600	40.1	43.1
04/26/18	Appanoose	CRP-Recreation	110	\$2,600	50	68.2
04/26/18	Wayne	Tillable-CRP	240	No Sale	49.1	194.2
04/28/18	Lee	Recreation	36.59	\$3,250	n/a	0
04/28/18	Lee	Recreation	35.21	\$3,000	n/a	0
04/28/18	Hamilton	Tillable	100	\$6,600	85.6	98
04/28/18	Hamilton	Recreation-CRP	164	\$3,000	85.6	27.15
<b>Total</b>			<b>3974</b>			<b>2775</b>

