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DECEMBER 2017 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! I wish all my readers a Happy New Year! 2017 is now in the record books. As I look back on 2017 the biggest difference between 2016 & 2017 is the amount of land offered for sale. 2017 had fewer acres offered than 2016. This created, in my opinion, a “sellers’ market.” Demand to buy is strong. Farmers are still buying most farmland but are getting aggressive competition at auction with investor buyers. With so few acres offered for sale and a harvest in which yields exceeded expectations, there was a post-harvest bump in land prices in spite of the underlying economics. Yes, there is downward pressure on land prices. It is just not showing up in the market. Not yet. 2018 will be very interesting as there are several issues on the horizon that could cause land prices to go south. Increasing interest rates and financially driven sales of land could send land prices south. I cannot predict the future but, in my opinion, as long as there is pent up demand to buy, a limited supply for sale and interest rates are stable, I expect the 2018 land market to be very stable if not stronger than 2017. I am cautiously optimistic about 2018.

Talk to you in a month!
Jim “the Land Talker”

SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
12/01/17	Dallas	Tillable	88.71	\$9,000	87.6	87.62
12/01/17	Dallas	Tillable	63.84	\$7,950	87.1	63.84
12/01/17	Clarke	Tillable	30	\$4,600	67.1	26.5
12/01/17	Plymouth	Tillable	132.91	\$12,200	86.9	135.51
12/02/17	Monona	Pasture	96	\$2,425	0	0
12/03/17	Crawford	Tillable	143.22	\$8,600	75.4	141.33
12/03/17	Crawford	Tillable	75.39	\$9,000	69.5	72.13
12/04/17	Emmet	Tillable	39.36	\$7,931	85.5	39.36
12/04/17	Calhoun	Tillable	120.5	\$7,600	81.1	112.21
12/04/17	Calhoun	Tillable	69.5	\$7,500	78.7	67.27
12/04/17	Calhoun	Tillable	40	\$10,000	88.2	38.34
12/04/17	Calhoun	Tillable	10	\$5,900	80.1	9.11
12/04/17	Woodbury	Tillable	221.25	\$7,100	72.7	192.09
12/04/17	Buena Vista	Tillable-Farmstead	160	\$9,125	87	151.7
12/04/17	Boone	Tillable	60	\$8,400	87	60
12/05/17	Montgomery	Tillable	128.94	\$7,500	77.2	115.69
12/05/17	Madison	Tillable	80	\$11,600	87.6	73.4
12/05/17	Madison	Tillable	146.12	\$6,194	80.3	90.2
12/05/17	Sioux	Tillable	75.47	\$15,000	99.9	72.76
12/05/17	Linn	Tillable	221	\$9,100	82.5	208.9
12/05/17	Franklin	Tillable	80	\$7,000	85	72.3
12/05/17	Franklin	Tillable	160	\$8,500	84.4	146.4
12/05/17	Franklin	Tillable	79.1	\$9,200	87.4	76.2
12/05/17	Franklin	Tillable	74.5	\$9,400	87.6	74.3
12/05/17	Monroe	Recreation-Tillable-CRP	660	no sale	51.7	247
12/05/17	Osceola	Tillable	160	\$12,400	97.3	157.31

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- Agricultural Real Estate Appraisal
- Commercial Real Estate Appraisal
- Real Estate Appraisal Review

- Business Valuation
- Litigation Support
- Merger & Acquisition Advisory





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12/06/17	Cedar	Tillable	145	\$10,200	91.4	139.3
12/06/17	Wayne	Tillable	104	\$4,500	48.2	102.14
12/06/17	Buena Vista	Tillable	164.3	\$9,250	86.8	160.33
12/06/17	Dallas	Tillable	160	\$8,400	84.5	135.34
12/06/17	Ida	Tillable	152.34	\$7,000	74.4	148
12/06/17	Osceola	Tillable	104.05	\$9,550	88.2	97.44
12/06/17	Osceola	Tillable-Pasture-CRP	81.96	\$6,975	83.6	63.92
12/07/17	Delaware	Tillable-CRP-Pasture	364.23	\$6,250	51.5	286.18
12/07/17	Delaware	Tillable-CRP	136	\$7,000	45	99.78
12/07/17	Ringgold	Tillable	160	no sale	66.5	124.31
12/07/17	Ringgold	Pasture	80	no sale	n/a	0
12/07/17	Ringgold	Tillable	80	no sale	44.5	58.46
12/07/17	Black Hawk	Tillable	178	no sale	65.0	170
12/08/17	Winneshiek	Tillable-CRP	190	\$7,500	77.8	158
12/08/17	Adair	CRP-Pasture	160	\$3,200	48.8	70.97
12/08/17	Pottawattamie	Tillable	109.35	\$6,150	61.4	99.43
12/08/17	Cerro Gordo	Tillable	154	\$9,500	79.8	148.6
12/08/17	Cerro Gordo	Tillable	70	\$7,850	82.1	67.6
12/08/17	Cerro Gordo	Tillable	200	\$7,850	79.9	199.1
12/09/17	Shelby	Tillable-Pasture	115.51	\$5,300	62	72.9
12/09/17	Shelby	Tillable	40	\$4,600	65.3	39.33
12/09/17	Harrison	Tillable	156.55	\$6,150	44	151.17
12/11/17	Shelby	Tillable	75.46	\$8,678	71.8	65.72
12/11/17	Plymouth	Tillable	155	\$11,900	88	153.47
12/11/17	Adams	Tillable	112.72	\$8,744	85.1	103.6
12/12/17	Tama	Tillable	115.16	no sale	87.9	114.28
12/12/17	Dallas	Tillable	22	\$8,600	82.5	19.14
12/12/17	Dallas	Tillable-Building site	18	\$6,000	85	9.07
12/12/17	Benton	Tillable	146.51	\$7,700	77.34	144.01
12/12/17	Mitchell	Tillable	160	undisclosed	90.8	159.03
12/12/17	Mitchell	Tillable	94	undisclosed	88.9	89.98
12/12/17	Polk	Tillable-Development	60	\$12,000	79.4	55.6
12/12/17	Polk	Tillable-Development	57	\$8,800	72.3	27.8
12/12/17	Polk	Tillable-Development	21	\$7,950	72.5	12.7
12/12/17	Calhoun	Tillable	146.75	no sale	80.2	142.29
12/13/17	Sioux	Tillable	480	no sale	66	438.17
12/14/17	Audubon	Tillable	180	\$7,800	73.2	161.4
12/14/17	Audubon	Tillable	160	\$6,900	71.5	149.4
12/14/17	Fremont	Tillable	119.88	\$4,525	54.9	114.54
12/14/17	Butler	Tillable	80	\$9,500	84.2	77.4
12/14/17	Butler	Tillable-CRP	162	\$3,150	86.1	130.99
12/14/17	Butler	Tillable	118.9	\$3,650	75.5	55.1
12/14/17	Butler	Tillable-CRP	79.5	\$4,650	63.7	38.5
12/14/17	Butler	Tillable	280	no sale	69.3	176.19
12/14/17	Worth	Tillable	76	\$8,925	90.8	73.2
12/14/17	Butler	Tillable	79	\$8,500	87.7	77.2
12/14/17	Butler	Tillable	84.6	\$7,300	85.21	73.44
12/14/17	Buena Vista	Tillable-CRP	160	\$7,350	78	153.2

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12/14/17	Buena Vista	Tillable-Pasture	40	\$3,800	72.6	21.8
12/15/17	Black Hawk	Tillable	67.97	\$11,300	92.17	62.6
12/15/17	Hamilton	Tillable-CRP	100	\$7,200	86.5	85
12/15/17	Woodbury	Tillable	154.86	\$8,000	84.7	150
12/15/17	Woodbury	Tillable	160	\$6,325	75.8	155.7
12/15/17	Adams	Tillable	110.9	undisclosed	64.1	103.77
12/16/17	Keokuk	Pasture-Rec	43	\$4,600	n/a	0
12/19/17	Jasper	Tillable	32.8	\$9,600	77.5	29.9
12/19/17	Clay	Tillable	145	\$9,200	88.2	146.86
12/20/17	Hardin	Tillable	80	\$8,050	81.6	75.28
12/20/17	Boone	Tillable	160	\$5,700	64.6	144.7
12/20/17	Boone	Tillable	80	\$7,100	80.1	75.32
12/20/17	Boone	Tillable	22	\$10,100	87.8	21.23
12/20/17	Grundy	Tillable	154	\$9,600	89.4	150.42
12/20/17	Muscatine	CRP	84.49	\$5,300	66.3	84
12/20/17	Muscatine	CRP-Recreation	32.54	\$5,550	79.9	9.7
12/20/01	Wright	Tillable	160	\$8,800	83.6	158.98
12/20/01	Wright	Tillable	160	\$9,100	84.2	159
12/20/01	Wright	Tillable	160	\$9,250	84.8	154.2
12/20/01	Wright	Tillable	160	\$4,850	69	118.8
12/21/17	Greene	Tillable	73.09	\$8,100	84.5	70.23
12/21/17	Greene	Tillable	79.97	\$9,200	84	77.16
12/22/17	Franklin	Tillable	160	\$6,200	77.7	134.8
12/28/17	O'Brien	Tillable	72.57	\$12,800	97.3	69.12
Total			12,058			10,198

