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DECEMBER 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! I wish all my readers a Happy New Year! 2018 is now in the record books. As I look back, the biggest difference between 2018 and 2017 was the number of acres being auctioned. For the year, there were 14.8% more acres auctioned in 2018 compared to 2017, all coming to market in the first nine months. The market absorbed the additional acres quite well. The number of acres auctioned went down noticeably after the third quarter, with the fourth quarter down 9.4% compared to 2017. Most of this decline happened in December as the acres auctioned were down 30% compared to December 2017. What is causing the decline in number of acres coming to auction? I think there are two reasons. The additional acres in the first three quarters of the year were from landowners needing to liquidate for financial reasons, and it appears those type of auctions are now out of the market. Also, some realtors would rather list marginal farmland than auction it risking a "no sale." Looking forward the next 30 days, it appears the number of acres being auctioned will be down from the same time last year. Fewer acres will help stabilize the market. The land market has held up very well in spite of all the negative farm press. Currently, investor buyers are being very aggressive at land auctions. The volatility of the stock market will bring more buyers to the market, adding stability. With investor buyers being such active market participants, I have to be bullish for 2019. Investors are disciplined buyers who have done their research, and would not be buying land if they thought it was a bad investment. This makes me cautiously optimistic for the new year.

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



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SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
12/03/18	Monroe	Tillable	76	\$ 6,800	84.3	72.61
12/04/18	Hamilton	Tillable	52	\$ 8,000	88.9	51.11
12/04/18	Audubon	Tillable	70.55	\$ 6,250	64.2	66.08
12/04/18	Mills	Tillable	116	\$ 6,250	72.4	102.72
12/04/18	Cherokee	Tillable	153.77	\$ 9,000	93.3	145.67
12/04/18	Pottawattamie	Tillable	119.01	\$ 4,075	60	103
12/05/18	Pottawattamie	Tillable	146.17	No Sale	77.2	123.3
12/05/18	Polk	Tillable-Development	65.28	No Sale	72.1	57.84
12/05/18	Dallas	Tillable	80	\$ 12,800	85.5	79
12/05/18	Story	Development-Tillable	40	\$ 10,500	79.3	36.05
12/05/18	Union	Tillable	213	\$ 6,500	75.7	198
12/05/18	Ringgold	Tillable	156	\$ 4,800	61.4	148
12/05/18	Cerro Gordo	Tillable	153.5	\$ 9,870	89.1	151.4
12/05/18	Grundy	Tillable	98	\$ 11,100	94.4	95.4
12/05/18	Butler	Tillable	160	\$ 9,750	79.8	156.1
12/05/18	Butler	Tillable	148	\$ 8,525	78.3	138.4
12/05/18	Butler	Tillable	80	\$ 8,750	91	75.8
12/05/18	Butler	Tillable	80	\$ 8,375	82.8	78.4

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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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12/05/18	Ida	Tillable	111.53	\$ 7,100	66.4	95.53
12/05/18	Ida	Tillable	118.74	\$ 7,200	62.3	115.15
12/06/18	Keokuk	Tillable	74.77	\$ 6,550	72	71.5
12/06/18	Harrison	Tillable	78.04	\$ 7,600	68.1	77.7
12/06/18	Shelby	Tillable	59.46	\$ 6,000	62.5	54.41
12/06/18	Shelby	Tillable	79	\$ 7,300	64.7	73.68
12/06/18	Harrison	Tillable	78.2	\$ 6,000	68.6	65.36
12/06/18	Poweshiek	Tillable	160	\$ 9,350	82.3	155.46
12/06/18	Chickasaw	Tillable	106.31	\$ 4,800	70.5	103.05
12/06/18	Chickasaw	Recreation-CRP	69.34	\$ 1,450	30.5	10
12/06/18	Sac	Tillable	52	\$ 6,800	76.4	49.29
12/06/18	Worth	Tillable	80	\$ 7,750	82.3	75.1
12/06/18	Worth	Tillable	100	\$ 8,775	90.8	98.2
12/06/18	Worth	Tillable	80	\$ 8,500	91.7	76.2
12/06/18	Worth	Tillable	80	\$ 8,100	87.7	74.9
12/06/18	Worth	Tillable	40	\$ 8,525	87.8	38.8
12/07/18	Wright	Tillable	80	\$ 10,250	79.2	77.91
12/07/18	Plymouth	Tillable	237	No Sale	61	202.31
12/07/18	Chickasaw	Tillable	37.5	\$ 8,650	75.5	36.28
12/07/18	Chickasaw	Tillable	91.42	\$ 3,850	59.1	90
12/07/18	Chickasaw	Recreation	52.17	\$ 1,650	n/a	0
12/07/18	Johnson	Tillable	80	\$ 8,500	76	78
12/07/18	Johnson	Tillable	132	\$ 7,900	82.9	107.45
12/07/18	Johnson	Tillable	119	\$ 7,900	59.9	112.23
12/10/18	Palo Alto	Tillable	106	\$ 8,125	84.5	100
12/10/18	Wapello	Tillable	75.58	\$ 7,300	78.1	71.26
12/10/18	Wapello	Tillable	22	\$ 6,200	62.9	22
12/11/18	Warren	Tillable	36.44	\$ 8,000	80.2	31.52
12/11/18	Warren	Tillable-Recreation	31.34	\$ 7,750	57.9	14.52
12/11/18	Butler	Tillable	75.54	\$ 9,100	89.8	73.86
12/11/18	Butler	Tillable	93.34	\$ 8,250	89.3	89.22
12/12/18	Pocahontas	Tillable	70	\$ 8,675	84.2	65.8
12/12/18	Winnebago	Tillable	157	\$ 8,100	82.6	155.75
12/13/18	Des Moines	Tillable	103.23	\$ 11,950	82.9	103.75
12/14/18	Sioux	Tillable	157.12	\$ 15,400	90.1	154.24
12/14/18	Benton	Tillable	172	\$ 10,000	81.7	167.78
12/14/18	Lucas	CRP-Tillable	275	No Sale	42.5	160.67
12/14/18	Lucas	Tillable-CRP	172	\$ 3,100	33.6	100.17
12/14/18	Lucas	CRP-Recreation	160	No Sale	30.2	69.34
12/14/18	Lucas	Tillable-Recreation	55	\$ 2,500	34.1	43
12/15/18	Guthrie	Pasture-CRP	155	\$ 4,500	50.8	67
12/15/18	Monroe	Tillable	294	Undisclosed	36.2	225.37
12/15/18	Polk	Development-Tillable	113.5	No sale	78.2	107.99
12/17/18	Wayne	Recreation	98	\$ 2,668	n/a	0

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12/17/18	Woodbury	Tillable	146.9	No Sale	51.7	108.85
12/17/18	Woodbury	Tillable	79.1	\$ 6,000	62.1	62.69
12/17/18	Woodbury	Tillable	77.32	\$ 6,000	69.6	80.13
12/19/18	Linn	Tillable	160	\$ 7,600	68.4	156.48
12/19/18	Linn	Tillable	54	\$ 6,900	56.2	52.29
12/19/18	Cherokee	Tillable	67.4	\$ 7,100	94.5	55.86
12/19/18	Sac	Tillable	119.35	\$ 9,050	86	119.75
12/19/18	Webster	Tillable	74	\$ 9,600	83.8	72.93
12/19/18	Webster	Tillable	147	\$ 6,400	70.4	138.54
12/20/18	Plymouth	Feedlot-Tillable	200	Lump Sum-\$3,100,000	77.5	84.52
12/20/18	Plymouth	Tillable	40	\$ 8,100	77.9	38
12/20/18	Plymouth	Tillable	80	\$ 8,100	79.5	74
12/20/18	Carroll	Tillable	80	\$ 9,950	88	79.5
12/20/18	Carroll	Tillable	50	\$ 8,000	83	47.23
12/20/18	Carroll	Tillable	132	\$ 5,000	61	127.09
12/27/18	Crawford	Tillable	78	\$ 9,250	75.6	69.82
12/27/18	Crawford	Tillable	112.16	\$ 9,250	85.1	99.45
12/28/18	Boone	Tillable	40	\$ 8,700	75.7	38.24
12/28/18	Boone	Tillable	40	\$ 8,950	82.4	38.32
12/28/18	Wright	Tillable	160	\$ 7,650	81.3	157.77
Total			8,563			7,342

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