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FEBRUARY 2019 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! February is in the record books. Auction activity picked up tremendously this month. As a matter of fact, 11,567 acres were taken to auction, a 22% increase from 2018 and 118% increase from 2017. Year to date, 16,418 acres were auctioned, up 5% from 2018 and up 61% from 2017. I was very surprised by these numbers. There were several fairly large auctions this month which contributed greatly to the amount of acres auctioned. With that said, the market absorbed the additional acres very well. I would call the current market "stable" with neighborhoods having strong sales, as well as some with softer sales. The strong sale neighborhoods have well capitalized buyers who are willing to pay up for farmland. The softer sales show up in neighborhoods where buyers are not as well capitalized. There are still plenty of buyers and demand is strong. Investors remain very competitive but farmers continue to buy most of the farms at auction. There is very little land coming to the market for financial reasons. According to the realtors I visit with, there is an uptick in the number of farmers wanting to do "sale lease backs." This is an excellent option for a farmer who is needing to restructure debt and still have control over those acres. Farmers doing "sale lease backs" are being proactive with their financial situation and are privately negotiating the sale price. These farms do not get exposure to the market. There is a lot of concern about the current financial condition of farmers. Rent payments are due March 1, and how many payments are made will be a good indication of how farmers are doing financially.

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
02/01/19	Cherokee	Tillable	141	\$7,500	77.9	130
02/05/19	Henry	Tillable	79.46	\$8,900	86.1	75.97
02/05/19	Henry	Tillable	80.31	\$7,400	74.25	74.7
02/05/19	Lyon	Tillable	50	\$13,900	66.9	49.36
02/05/19	Lyon	Tillable	40.3	\$10,500	64.9	38.78
02/06/19	Hamilton	Tillable	40	\$9,000	72.2	38.79
02/06/19	Hamilton	Tillable	155.17	\$9,150	78.4	153.41
02/06/19	Emmet	Tillable	40.09	\$7,875	74	38.98
02/06/19	Davis	Tillable	151.7	\$4,100	49.5	142.72
02/06/19	Davis	Tillable	160	\$4,300	57.7	148.11
02/06/19	Davis	Tillable	184	\$7,450	56.7	172.75
02/06/19	Davis	Tillable	69.8	\$5,350	57.2	64.75
02/06/19	Davis	Tillable	92.5	\$4,300	55.7	81.21
02/06/19	Davis	CRP	74.8	\$2,600	35.6	51.05
02/06/19	Davis	Tillable	187	\$5,250	50.1	177.29
02/06/19	Davis	CRP	80	\$2,850	45.6	56.5
02/06/19	Davis	Pasture	215.4	\$2,750	39.2	0
02/06/19	Davis	Tillable	140	\$4,200	50.3	128.44
02/06/19	Davis	Pasture	135	\$2,350	43.4	0

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Continued on next page

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

- Business Valuation
- Litigation Support
- Merger & Acquisition Advisory



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Page 2

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02/06/19	Davis	Homestead	8.6	\$245,000 lump sum	n/a	1.2
02/06/19	Sac	Tillable	83	\$5,500	68	66.62
02/06/19	Sac	Tillable-Pasture	80	\$5,250	65.8	62.69
02/06/19	Sac	CRP-Grass-Tillable	128.35	\$3,650	45.6	70.13
02/07/19	Pocahontas	Tillable	100.2	\$8,350	80.7	94
02/07/19	Pocahontas	Tillable	61.2	\$8,400	82.5	56.8
02/07/19	Pocahontas	Tillable	80	\$8,550	87	74.84
02/07/19	Pocahontas	Tillable	40	\$5,100	70.9	37.29
02/07/19	Wapello	Tillable	39.85	\$7,750	79.9	37.5
02/07/19	Wapello	Tillable-Pasture	33.78	\$4,800	62.4	27.47
02/07/19	Wapello	Tillable	58.03	\$4,950	64	51.9
02/07/19	Wapello	Tillable-Pasture	79.07	\$3,200	60.6	31.17
02/07/19	Wapello	Pasture-Tillable	79.78	\$2,300	53	15.21
02/07/19	Union	Tillable	62.6	No Sale	52.5	60
02/07/19	Franklin	Tillable	500	undisclosed	91	479.93
02/08/19	Marshall	Tillable	178	\$5,550	62.3	147
02/08/19	Marshall	Tillable	115	\$4,450	72.4	90
02/08/19	Marshall	Tillable	40	\$5,650	69.4	32
02/08/19	Marshall	Recreation-Pasture	50	\$3,100	52.3	0
02/08/19	Keokuk	Tillable	80	\$12,700	86.6	79.3
02/08/19	Sioux	Tillable	80	\$13,900	74.4	78.66
02/08/19	Monroe	Tillable	39.93	\$3,400	47.8	34.54
02/08/19	Monroe	Pasture	36.63	\$2,900	49.2	0
02/08/19	Monroe	Pasture	40.13	\$2,050	n/a	0
02/08/19	Monroe	Recreation-Pasture	80.5	\$4,000	n/a	0
02/08/19	Marshall	Tillable	107	\$6,500	68.8	106
02/08/19	Marshall	Tillable-Recreation	80	\$4,300	56.4	51
02/09/19	Jasper	Recreation-Tillable	38	No Sale	52.6	29
02/11/19	Lyon	Tillable	133.4	\$11,600	98.6	126.92
02/11/19	Lyon	Tillable	79.29	\$10,900	95.1	76.52
02/11/19	Lyon	Tillable	61.04	\$9,400	95.4	60.17
02/11/19	Lyon	Pasture	25.92	\$4,750	n/a	0
02/11/19	Lyon	Tillable	193.62	\$5,800	55.3	173.24
02/11/19	Lyon	Tillable-Pasture	99.44	\$5,750	53.3	75.61
02/12/19	Pocahontas	Tillable	120	\$6,700	84.6	108.2
02/12/19	Lee	CRP-Recreation	56.43	\$2,125	52.6	41.36
02/12/19	Mitchell	Tillable	73.13	\$7,200	77	68.56
02/12/19	Mitchell	Tillable	35.09	\$5,100	54	30.12
02/13/19	Delaware	Tillable-CRP	400	No Sale	77.9	384.5
02/13/19	Tama	Tillable	80	\$8,200	87.7	79.6
02/14/19	Crawford	Tillable	189.13	No Sale	58.6	168.86

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Continued on next page



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Page 3

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02/14/19	Dubuque	Tillable	100.97	\$7,400	46.2	52.38
02/14/19	Louisa	Recreation-Tillable	97.5	\$3,200	76.1	48
02/15/19	Hamilton	Tillable	93.25	\$6,900	79	87.95
02/15/19	Hamilton	Tillable	18.16	\$8,400	81.9	18.16
02/15/19	Buena Vista	Tillable	175	\$5,150	58.3	160.7
02/16/19	Guthrie	Tillable-CRP	83.24	\$5,800	87.9	74.9
02/16/19	Guthrie	Tillable-CRP	83.63	\$6,000	80.23	80.23
02/16/19	Guthrie	Tillable-Pasture	66.48	\$4,600	68.4	46.04
02/18/19	Wapello	Tillable	113.64	\$3,550	57	98.51
02/18/19	Wapello	Tillable	121.67	\$4,050	52.1	118.49
02/18/19	Wapello	Tillable	140.83	\$4,000	53.3	137.97
02/18/19	Wapello	Tillable-CRP	72.38	\$4,200	57.9	71.87
02/18/19	Wapello	Recreation-Tillable-CRP	115.24	\$1,850	49.1	13.11
02/18/19	Wapello	Recreation-Tillable-CRP	118.42	\$2,000	61.4	28.59
02/18/19	Wapello	Recreation-Tillable-CRP	135.09	\$2,300	59.5	74.21
02/18/19	Wapello	Recreation-Tillable-CRP	171.37	\$2,000	38.3	76.89
02/21/19	Black Hawk	Tillable-CRP	65.82	\$5,100	69.9	65.61
02/21/19	Winneshiek	Tillable	80	\$8,450	79.7	75.57
02/21/19	Lyon	Tillable	160	No Sale	92.8	155.5
02/21/19	Monona	Tillable	80	\$3,000	78.2	74.73
02/21/19	Fremont	Tillable	154.35	\$6,700	75.9	129.2
02/21/19	Chickasaw	Tillable	186	\$6,969	83.3	164.1
02/21/19	Shelby	Tillable	92.52	\$8,550	76.2	93
02/22/19	Keokuk	Tillable	71	\$6,700	59.4	61
02/22/19	Keokuk	Tillable	119	\$4,500	57.6	96.13
02/22/19	Jasper	Tillable	401	No Sale	67.1	360
02/22/19	Taylor	Tillable	36.83	\$3,800	51.1	32.46
02/22/19	Taylor	Pasture-Tillable	67.73	\$3,700	51.9	29
02/23/19	Carroll	Tillable	131.12	\$10,500	85.6	121.76
02/23/19	Dallas	Tillable-CRP	126.5	\$5,700	76.3	95.6
02/23/19	Lyon	Tillable	40.48	\$15,500	68.2	34.65
02/23/19	Lyon	Tillable	42.7	\$13,500	71.1	40.09
02/25/19	Lyon	Tillable	80.74	\$11,400	94.8	79.73
02/25/19	Lyon	Tillable	80.71	\$11,000	82.5	77.49
02/25/19	Lyon	Tillable	105.36	\$10,000	87	103.36
02/26/19	Wayne	CRP-Recreation	51.21	\$3,400	28.5	24.5
02/26/19	Wayne	CRP-Recreation	37.57	\$3,600	24.3	21.8
02/26/19	Wayne	Pasture	31.81	\$4,000	n/a	0

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Continued on next page



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Page 4

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02/26/19	Keokuk	Tillable	154.72	\$12,500	78.9	151.43
02/26/19	Winneshiek	Farmstead-Dairy	16	\$65,000	n/a	4
				lump sum		
02/26/19	Winneshiek	Tillable	104	\$7,692	72.4	104
02/26/19	Winneshiek	Pasture-Tillable	79	\$3,671	52.4	46
02/26/19	Winneshiek	Tillable-Pasture	56	\$4,464	38.4	29
02/26/19	Winneshiek	Recreation-Rock Quarry	17	\$4,412	37.9	6
02/27/19	Emmet	Tillable	195	\$8,000	83.1	188.14
02/27/19	Palo Alto	Tillable	78.48	\$6,750	75.8	78.48
02/27/19	Fayette	Tillable	80	\$7,900	88	75.43
02/27/19	Fayette	Tillable	40	\$8,500	87.9	39.51
02/27/19	Tama	Tillable	160	\$12,700	91.6	157.42
02/28/19	Mahaska	Pasture-Tillable	119	\$4,450	65.2	65.11
02/28/19	Poweshiek	Tillable	232.99	\$8,900	77.5	214.21
02/28/19	Poweshiek	Tillable	80	\$11,300	82.2	80
02/28/19	Grundy	Tillable	142.98	\$10,300	92	142.98
Total			11,567			9,336

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