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JANUARY 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! Welcome 2019. What is different now than the same time last year? The amount of land for sale! Acres auctioned are down over 20% from January 2018, and about even with January 2017. Currently, non-operating landowners are the dominant sellers. There has been a general expectation that additional land sales would occur due to financial stress and more acres would be coming up for sale. This is just not happening. The tight supply of land for sale will help stabilize prices. Profit margins continue to be very thin and lower quality farms are showing some softening. With stable cash rents, I think there will be some buying opportunities for marginal farms with the ability to get good cash rent. There is still plenty of buyer demand from both farmers and investors. When profit margins are tight, quality is king and good quality land continues to command very strong prices. Investors continue to be very competitive at auction. As long as investors are active buyers, I am optimistic about land prices.

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
01/05/19	Adams	Tillable-Pasture	192.65	\$4,600	60.4	171
01/08/19	Lyon	Tillable	80.07	\$12,200	88.5	77.99
01/06/19	Shelby	Tillable	76.18	\$11,300	81.1	68.4
01/06/19	Shelby	Tillable	116.7	\$7,700	67.5	110.79
01/09/19	Union	Tillable	75.7	\$2,800	60.1	51.1
01/09/19	Union	Pasture-Tillable-CRP	138.3	No Sale	63.8	39.5
01/09/19	Adair	Tillable	126	\$5,100	73.7	105
01//12/19	Cerro Gordo	Tillable	77	\$6,800	79	61
01//12/19	Cerro Gordo	Tillable	93	\$7,500	72.8	54.8
01//12/19	Cerro Gordo	Tillable	150	\$8,200	78	146.7
01/12/19	Marshall	Tillable	196	\$7,071	84.6	183
01/15/19	Story	Tillable	82.55	\$9,300	88.1	83.39
01/15/19	Montgomery	CRP-Pasture-Tillable	256.54	\$2,800	56.7	188.84
01/15/19	Butler	Tillable	77	\$7,800	88	74
01/15/19	Butler	Tillable	60	\$7,800	88.9	60
01/16/19	Sioux	Tillable	80	\$11,750	91.2	79.01
01/16/19	Sioux	Tillable	80.01	\$11,650	86.2	76.02
01/17/19	Winnebago	CRP-Wind turbine	131	\$5,600	76.6	128.01
01/17/19	Winnebago	Tillable-CRP	75	\$5,600	56	64.9

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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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SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
01/17/19	Winnebago	Tillable-CRP	117	\$6,250	77.2	112.9
01/17/19	Lyon	Tillable	80	\$8,200	56.6	77
01/17/19	Lyon	Pasture	80	\$5,300	n/a	0
01/18/19	Wright	Tillable	40	\$7,600	79.6	39.5
01/18/19	Wright	Tillable	78	\$6,900	78.3	74
01/18/19	Wapello	CRP-Recreation	140	\$2,550	58.3	66.31
01/19/19	Adair	Tillable	78	undisclosed	66.2	72.15
01/19/19	Crawford	Tillable	97.76	\$10,900	84.3	94.42
01/19/19	Crawford	Tillable	155.93	\$11,000	87.1	153.85
01/23/19	Pocahontas	Tillable	270.62	undisclosed	72.6	248.08
01/23/19	Dallas	Recreation	31.3	\$4,125	46.5	9.05
01/23/19	Dallas	Recreation	16.7	\$3,000	30.3	7.65
01/23/19	Dallas	Tillable	40	No Sale	55.8	39.93
01/24/19	Fayette	Tillable	80	\$8,700	87.6	79.5
01/24/19	Fayette	Tillable	100.52	\$7,700	85.7	99.83
01/24/19	Fayette	Tillable	153.64	\$6,400	74.3	143.44
01/24/19	Fayette	Tillable	96.12	No Sale	86.2	89.19
01/24/19	Fayette	Tillable	38.81	No Sale	82.4	37.41
01/25/19	Henry	Tillable	77	\$5,000	72.8	51.61
01/25/19	Sioux	Tillable	149	\$11,500	86.6	145.69
01/26/19	Jefferson	Homestead-Recreation	20.32	\$150,000 lump sum	n/a	0
01/26/19	Jefferson	Recreation-Tillable-CRP	161.51	\$2,375	52.1	40.81
01/26/19	Jefferson	Recreation-CRP	72.77	\$2,825	80.1	33.73
01/28/19	Clinton	Tillable	116.2	\$10,600	84.6	116.2
01/29/19	Calhoun	Tillable	120	\$8,600	82.8	116.12
01/29/19	Calhoun	Tillable	80	\$9,500	83	77.49
01/30/19	Wright	Tillable	118.19	\$9,500	84.5	112.91
01/30/19	Hamilton	Development-Tillable	3.82	\$12,105	87.9	3.82
01/31/19	Calhoun	Tillable	73.35	\$8,050	78.4	73.35
Total			4,851			4,039

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