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MARCH 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! First quarter 2018 is now in the record books. Let us take a look back at 2017 and compare to 2018. For the month of March 2017 there were 6,461 acres offered at auction and in March 2018, there were 9,582 acres offered - a 48% increase. First quarter 2017, there were 16,638 acres offered at auction and first quarter 2018, 25,186 acres were offered - a 51% increase. This indicates more acres are being auctioned in 2018 than in 2017. Why? There is financial stress bringing some farms to the market. However, it is not enough to satisfy the pent up demand to buy. Land prices continue to be very stable if not stronger in areas. Investor buyers, whether for 1031 exchanges, local investors, or investment funds, continue to be very active in the market. My research indicates 40% of current buyers are investors. Investors are looking for steady returns that quality farmland offers, something not found in the volatile financial markets lately. This indicates future optimism. As I visit with realtors across the state, investor buyers are really wanting to buy land. There is starting to be some concern that increasing interest rates will cool the market, but so far it is my opinion that there has been no effect on land prices. Yet. I am still of the opinion that if you're thinking of selling in the next year or two, the sooner you bring your farm to market the better.

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

SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
03/01/18	Howard	Tillable	19.04	\$9,000	86.6	19.04
03/01/18	Howard	Recreation	36.94	\$4,050	n/a	0
03/01/18	Howard	Tillable	44.48	\$8,400	84.4	43.5
03/01/18	Howard	Tillable	41.2	\$7,700	85.4	39.3
03/01/18	Allamakee	Tillable	246	\$4,692	58	153.2
03/01/18	Polk	Tillable	128	No Sale	74.7	121.51
03/01/18	Polk	Recreation	29	\$2,700	n/a	0
03/02/18	Jefferson	Tillable	80	\$9,250	77.4	79
03/03/18	Adams	Tillable	35	\$4,100	66.7	31.74
03/03/18	Winneshiek	Tillable	115.75	\$7,343	79.5	108
03/03/18	Wapello	Recreation	160	\$3,100	0	41
03/03/18	Marion	Tillable-Rec	120.95	undisclosed	74.3	83.7
03/03/18	Madison	Pasture-hay	84.58	no sale	0	0
03/03/18	Madison	Recreation	56.19	\$4,500	0	0
03/05/18	Clinton	Tillable	65	\$7,950	59.9	60.1
03/06/18	Monona	Tillable	37.4	\$6,000	66	35.8
03/06/18	Monona	Tillable-Wetland	170	\$2,941	76.6	86.4
03/06/18	Butler	Tillable-Pasture	170.27	\$3,400	60.8	91.51
03/06/18	Ida	Tillable	150	\$10,250	87.8	143.73
03/06/18	Ida	Tillable	160	\$9,900	86.1	148.98
03/06/18	Ringgold	Tillable	160	\$5,600	73.7	140
03/06/18	Union	Tillable	102	\$4,750	73.9	95.7
03/07/18	Kossuth	Tillable	154.62	canceled	79.5	148.39
03/07/18	Pottawattamie	Tillable	120	\$9,300	76	117.4
03/08/18	Monroe	Recreation	78	\$2,800	36	44.91
03/08/18	Crawford	Tillable	40	\$3,750	70.3	30.96
03/09/18	Benton	Tillable	98	\$12,192	96.6	92

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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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03/12/18	Adair	Tillable	151	undisclosed	56.5	136.92
03/13/18	Jasper	Tillable	80	\$10,700	86	76.74
03/13/18	Jasper	Tillable	72	\$10,600	87.6	68.41
03/13/18	Jasper	Tillable	49.67	\$5,700	68.6	47.71
03/14/18	Jasper	Tillable	110.1	\$6,850	81	106.94
03/14/18	Jasper	Tillable	110.4	\$7,000	75.4	106.94
03/14/18	Guthrie	Tillable-Wind turbines	224	\$7,800	64.5	202.81
03/15/18	Chickasaw	Tillable	139.49	\$4,800	59	135.74
03/15/18	Chickasaw	Recreation	35.06	\$2,550	n/a	0
03/16/18	Fayette	Tillable	39	\$7,650	71.7	37.87
03/16/18	Fayette	Pasture-Tillable	132.78	\$4,000	50.5	81.57
03/16/18	Fayette	Tillable-Pasture-Farmstead	49.92	\$5,500	58.7	25.84
03/16/18	Harrison	Recreation-Conservation Easement	112.26	\$3,600	52	41.06
03/16/18	Jefferson	Tillable	80	\$6,500	61.3	62.025
03/16/18	Jefferson	Tillable	80.97	\$8,700	73.9	77.93
03/16/18	Jefferson	Tillable	68.06	\$9,425	84.8	57
03/16/18	Jefferson	Tillable	105.6	\$5,875	66.9	92
03/16/18	Jefferson	Tillable	99.79	\$7,175	68	86.78
03/16/18	Jefferson	Tillable	64.93	\$7,275	62.6	65.04
03/16/18	Jefferson	Tillable	121.47	\$7,500	66.8	107.9
03/16/18	Jefferson	Tillable	47.92	\$7,200	66.7	46.51
03/16/18	Washington	CRP	71.32	\$5,600	55.8	66.5
03/16/18	Keokuk	Pasture-Recreation	206	\$2,875	44.2	47.01
03/19/18	Van Buren	Recreation-Pasture	60.79	\$4,600	17.92	0
03/19/18	Van Buren	Recreation	32.98	\$3,600	0	0
03/20/18	Butler	Tillable	200	No Sale	61.8	153.39
03/20/18	Page	Tillable	69	\$8,100	76	65.26
03/20/18	Plymouth	Tillable	68.46	\$11,400	85.7	61.6
03/20/18	Worth	Tillable	80	\$9,450	90.6	79
03/20/18	Worth	Tillable	80	\$10,400	93.2	77.4
03/21/18	Mahaska	Tillable	155	\$6,900	71	140.86
03/21/18	Mahaska	Tillable	141	\$7,250	72.4	127.14
03/21/18	Clay	Tillable	158.8	\$12,800	96.6	154.9
03/21/18	Clay	Tillable	79.9	\$12,600	96.7	76.97
03/22/18	Howard	Tillable	80	\$5,075	64.7	55.53
03/22/18	Buchanan	Tillable	155.64	\$10,300	86.9	150.03
03/22/18	Buchanan	Tillable	80	\$10,200	78.4	81.12
03/22/18	Keokuk	Tillable	20	\$5,700	69.3	15.9
03/22/18	Keokuk	Tillable-CRP-Recreation	160	\$4,600	66.5	112.12
03/23/18	Plymouth	Tillable	40	\$10,000	66.3	39
03/23/18	Plymouth	Tillable	17.03	\$4,000	81	17
03/24/18	Crawford	Tillable	150.75	\$8,600	69.7	150.56
03/26/18	Mitchell	Tillable	80	\$7,425	78.6	78
03/26/18	Mitchell	Tillable	106	\$5,600	64.1	101.1

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03/27/18	Greene	Tillable	148.78	\$10,000	81.7	144.78
03/27/18	Monona	Recreation-Tillable	157.82	\$2,900	53.2	36.19
03/28/18	Adair	Tillable	192.55	\$4,900	61.7	175.1
03/28/18	Warren	Tillable	70	\$9,050	69.6	69
03/28/18	Warren	Tillable	40.5	\$7,500	71.6	32
03/28/18	Page	Tillable	77	\$8,400	79.5	74.41
03/28/18	Page	Tillable	136	\$7,500	74.2	133.7
03/28/18	Page	Tillable	285	\$8,000	75.8	257.89
03/28/18	Page	Tillable	314	No Sale	72.3	258.5
03/28/18	Page	Tillable	99.5	\$8,500	62	95.6
03/28/18	Humboldt	Tillable	70	\$9,300	89	69
03/28/18	Des Moines	Tillable	50.9	\$9,400	86.8	45.9
03/28/18	Des Moines	Tillable	21.42	\$6,000	68.2	20.9
03/28/18	Lyon	Tillable	182.87	\$13,100	68	174.31
03/29/18	Guthrie	CRP-Tillable	118	\$3,600	56.8	97.61
03/29/18	Des Moines	Tillable	82.1	\$10,400	88.4	78.8
03/29/18	Mitchell	Tillable	100.7	\$8,400	90.2	98.9
03/29/18	Mitchell	Tillable	90	\$9,500	87.6	78.7
03/30/18	Plymouth	Tillable	74.50	\$5,600	57.3	64.26
03/30/18	Sioux	Tillable	65	\$13,300	88.6	63.06
03/30/18	Warren	Tillable	88.12	\$10,000	81.2	85.15
03/30/18	Warren	Tillable	148	\$9,100	75.1	130.86
Total			9582			7754

