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## MAY 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! The Iowa land market continues to be very stable, if not stronger, in certain areas. The number of acres offered at auction continues to outpace 2017. There were 3,212 acres offered in May 2018, compared to May 2017 when there were only 1,265 acres offered - a 154% increase. Year to date 2018 is 32,372 acres, while 2017 was 26,400 acres - a 23% increase in the number of acres offered at auction from 2017 to 2018. Due to a large amount of pent up demand to buy, the extra supply of land has not negatively affected land prices. As I visit with realtors, optimism continues to be strong but there is concern about trade wars and U.S. farmers bearing the brunt of bad trade deals. While this is a legitimate concern, it has not showed up in the market. Realtors say they continue to get phone calls from potential sellers. I expect auction activity to pick up this fall. I am still of the opinion that if you're thinking of selling in the near term (in the next two to three years), now is a good time to bring the farm to the market. We are still in a "sellers' market" as the demand to buy land is outpacing the supply for sale.

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

SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
05/01/18	Des Moines	Development-Tillable	16.52	\$8,300	91.8	14.72
05/02/18	Hardin	Rodeo Site-farmstead	20	\$10,500	n/a	0
05/02/18	Hardin	Pasture-Tillable	61.34	\$5,778	77.3	27.76
05/02/18	Hardin	Tillable-Pasture	82	\$5,086	77.4	64
05/02/18	Hardin	Tillable-Recreation	66	\$5,293	75.7	47.31
05/02/18	Hardin	Tillable	25.33	\$7,045	82.6	25.33
05/02/18	Hardin	Site	9	\$8,093	n/a	0
05/03/18	Grundy	Tillable	154.5	\$6,600	88.7	124.61
05/05/18	Crawford	Tillable	116.58	\$4,675	60.3	106
05/05/18	Keokuk	Rec-Pasture-Tillable	115.5	\$2,950	50.6	42.81
05/10/18	Clay	Tillable	197	\$5,025	51.5	189
05/11/18	Clarke	CRP	123.97	\$4,080	62.2	102.83
05/11/18	Clarke	CRP	146.4	No Sale	50.2	118.93
05/11/18	Wayne	Pasture	92	\$2,550	41.4	0
05/11/18	Wayne	Tillable	281	\$3,482	52	219
05/11/18	Wayne-Lucas	Tillable	338	\$3,060	51.7	220
05/14/18	Lyon	Tillable	40	\$13,300	86.7	37
05/15/18	Franklin	Tillable	150	\$8,900	84	146.78
05/17/18	Mitchell	Tillable	157	\$6,800	75.3	137.4
05/23/18	Palo Alto	CRP	38	\$4,750	44.8	37.5
05/24/18	Guthrie	Tillable	80	\$7,950	64.3	70.16
05/25/18	Warren	Tillable-Farmstead	120	\$3,775	59.9	45.15
05/25/18	Keokuk	Tillable	73	\$8,500	83.8	69
05/25/18	Adams	Tillable	78	undisclosed	60.6	73.82
05/25/18	Adams	Tillable	89.52	undisclosed	60.8	78.92
05/25/18	Taylor	Tillable	159.9	undisclosed	60.9	136.07

*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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SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
05/30/18	Pottawattamie	Tillable	60	\$10,700	79.2	57.25
05/30/18	Pottawattamie	Tillable	97	\$12,400	81	92.4
05/31/18	Pocahontas	Tillable	108.13	\$7,800	81.7	104.11
05/31/18	Pocahontas	Tillable	116.57	undisclosed	83.7	114
Total			3,212			2,502

