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SEPTEMBER 2017 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! September was very active with land auctions. A total of 10,383 acres were offered. This is the most active month we have had this year. The market appears to be holding up very well. There were a couple of no sales and there were a couple of sales that did not meet the realtor's expectations. For the most part, the market is holding its own and in areas is very strong. I have heard several comments questioning how land prices can continue to be so high with where crop prices are, and with 2017 being a dry year in parts of the state. Land is a different asset class. Buyers look to own land for generations and there is a very limited supply to buy. With that said, lower farm income may or may not translate into lower land prices. I think this is happening. We have buyers who have strong equity positions, looking to own long term. A very limited supply to buy has created, in my opinion, a sellers' market. If you are thinking of selling, I highly recommend bringing the farm to the market sooner rather than later.

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

SALE DATE	COUNTY	LAND TYPE	GROSS ACRES	\$ PER ACRE	CSR2	TILLABLE ACRES
09/01/17	Hardin	Tillable	95	\$8,000	88	82.24
09/01/17	Audubon	Tillable	100	undisclosed	72.6	89.68
09/01/17	Audubon	Tillable	80	undisclosed	68.1	76.05
09/02/17	Dickinson	Tillable	40	\$12,100	84.8	37.6
09/05/17	Sioux	Tillable	79.38	\$15,600	91	75.57
09/06/17	Buchanan	Tillable	120	no sale	89	114.22
09/06/17	Osceola	Tillable	156.41	\$12,900	95	151.4
09/07/17	Jasper	Tillable	277	\$8,700	85.1	265.9
09/07/17	Jasper	Tillable-Pasture	235	\$4,302	61.4	182.15
09/07/17	Madison	Recreation	20	\$4,750	0	0
09/07/17	Madison	Tillable	185	no sale	61.4	122.5
09/08/17	Story	Tillable	119	no sale	83.7	117.1
09/08/17	Marion	tillable	105.8	\$7,600	82.2	92
09/08//17	Jefferson	Tillable	139.14	\$5,400	71.1	124.3
09/08//17	Jefferson	Tillable	119.87	\$6,200	73.9	108.7
09/08//17	Jefferson	Tillable-CRP	59.44	\$4,600	64.6	47.1
09/08//17	Jefferson	CRP	20.01	\$3,350	62.8	15.27
09/08//17	Jefferson	CRP	79.49	\$4,150	58.3	63.72
09/08/17	Sioux	Tillable	69.88	\$13,200	93.5	72.12
09/08/17	Sioux	Tillable	64.93	\$13,150	93.5	59.98
09/08/17	Winneshiek	Tillable	173	\$7,168	71.8	148
09/08/17	Clay	Tillable	158.5	\$4,100	78.3	69.16
09/09/17	Pottawattamie	CRP	129	\$5,200	70.2	120.73
09/09/17	Pottawattamie	Tillable-Pasture	43	\$6,100	61.1	23.85
09/09/17	Jefferson	Tillable	31	\$3,600	60.6	25
09/11/17	Floyd	Tillable	80	\$9,400	92	77.8
09/12/17	Sac	Tillable	69.7	\$8,300	87.4	68.57
09/12/17	Sac	Tillable	147.3	\$6,250	86.7	131.9
09/12/17	O'Brien	Tillable	80	\$11,100	97	77
09/12/17	O'Brien	Tillable	78	\$11,100	97	77

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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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09/12/17	O'Brien	Tillable	79	\$12,000	97	78
09/13/17	Butler	Tillable	160	\$8,750	84	153.4
09/13/17	Butler	Tillable	15	\$4,000	N/A	0
09/13/17	Lee	Tillable	80.43	\$9,700	61.1	70.79
09/13/17	Lee	Tillable	51.94	\$7,700	60.3	53.19
09/14/17	Webster & Calhoun	Tillable	88.34	\$8,700	84.1	89.21
09/14/17	Webster & Calhoun	Tillable	26.06	\$8,500	81.8	25.6
09/14/17	Webster & Calhoun	Tillable	35	\$6,300	76.7	32.65
09/14/17	Poweshiek	Tillable-Pasture	160	\$4,450	69.5	143.87
09/14/17	Madison	Tillable	34.97	\$4,100	79	20.37
09/14/17	Madison	Tillable-Pasture	80	\$3,400	46.9	53.29
09/14/17	Cedar	Tillable	207	\$7,400	73.1	151
09/14/17	Greene	Tillable	146.84	\$10,000	86.5	142.94
09/14/17	Greene	Tillable	39.55	\$10,750	86.7	39.21
09/14/17	Greene	Tillable	40	\$10,600	85	37.64
09/14/17	Greene	Tillable	40	\$12,100	87.8	37.86
09/15/17	Clayton	Tillable	107	\$9,346	60.7	104
09/15/17	Calhoun	Tillable	80	\$8,300	87.5	79
09/15/17	Calhoun	Tillable	80	\$9,050	87.5	79
09/15/17	Henry	Development-Tillable	38.49	\$15,000	69.8	38.28
09/16/17	Chickasaw	Tillable	97.28	\$8,772	83.9	90.7
09/16/17	Mahaska	CRP	92	\$2,150	46.7	39.64
09/16/17	Wapello	Pasture-Recreation	56.26	no information	0	0
09/16/17	Wapello	Tillable	29.18	no information	37	24.17
09/19/17	Pocahontas	Tillable	171.8	\$8,800	84.3	167
09/19/17	Polk	Development-Pasture	22.6	\$8,500	0	0
09/19/17	Polk	Tillable	74.4	\$5,000	46.2	46.2
09/19/17	Greene	Tillable	80	\$10,700	85.7	78.53
09/19/17	Cedar	Tillable	38	\$11,100	92.9	38
09/19/17	Cedar	Tillable	70	\$11,000	90.4	68.7
09/19/17	Winnebago	Tillable	154.87	\$7,350	81	150.9
09/20/17	Palo Alto	Tillable	158	\$6,450	74.6	147.89
09/20/17	Cerro Gordo	Tillable	80	\$7,250	78.1	72.1
09/21/17	Washington	Tillable	159	\$8,750	75.7	152.85
09/21/17	Greene	Tillable	166.79	\$4,500	45.9	84.3
09/21/17	Greene	Tillable	234	undisclosed	85	212.79
09/21/17	Union	Pasture	75	\$2,350	58.9	0
09/21/17	Louisa	Tillable	59	\$9,100	96.6	58.5
09/21/17	Louisa	Tillable	53	\$7,600	90.3	51
09/21/17	Buchanan	Tillable	160	\$9,350	82.3	155.83
09/21/17	Allamakee	Recreation	28	\$5,150	0	0
09/21/17	Allamakee	Tillable	43	\$6,100	60	41.8
09/21/17	Allamakee	Tillable	61.5	\$4,400	60	46.53
09/21/17	Allamakee	Recreation	100	\$3,400	0	0
09/21/17	Allamakee	Recreation	7.6	\$3,947	60	7.2

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09/21/17	Taylor	Tillable	232	\$3,775	54	201.91
09/21/17	Page	No Sale	174.25	\$3,000	63.7	23.24
09/21/17	Page	Recreation	29.73	\$3,700	n/a	3.92
09/21/17	Guthrie	Recreation	73	undisclosed	n/a	20
09/22/17	Sioux	Tillable	155	\$10,500	89.3	148.06
09/22/17	Buchanan	Tillable	136	\$9,100	79.6	127.5
09/22/17	Buchanan	Tillable	80	\$12,000	88.5	75.9
09/22/17	Guthrie	Tillable	208.47	\$14,100	86.8	208.47
09/25/17	Guthrie	Tillable	38	\$6,630	70.4	24.87
09/25/17	Guthrie	Tillable-CRP	130.63	\$4,896	56.4	111.36
09/26/17	Osceola	Tillable	137	\$6,750	84.4	123.52
09/27/17	Buena Vista	Tillable	36.37	\$10,000	87.7	34.8
09/27/17	Buena Vista	Tillable	151.03	\$9,150	81.9	147.9
09/27/17	Buena Vista	Tillable	296.82	\$8,600	83.4	291.4
09/27/17	Buena Vista	Tillable	120	\$7,100	76.9	117
09/27/17	Buena Vista	Tillable-CRP	193.32	\$7,600	84.5	191.2
09/27/17	Buena Vista	Tillable	73.03	\$9,375	87.3	69.9
09/27/17	Polk	Tillable	158	\$4,557	62.9	99.9
09/28/17	Cedar	Tillable	295.03	\$8,700	81.6	271
09/29/17	Fremont	Tillable	157	\$6,000	75.8	138.33
09/29/17	Fremont	Tillable	110.1	\$6,150	72.8	96.36
09/30/17	Appanoose	Tillable-Pasture	144	\$12,600	68.8	100
09/30/17	Crawford	Tillable	238	\$5,000	55.6	236.23
Total			10,383			8,743