



**Jim Rothermich, MAI**  
 515.777.7083 (office)  
 515.493.9865 (cell)  
 theLandTalker@iowaappraisal.com  
 www.iowaappraisal.com/blog  
 @theLandTalker



**Iowa  
 Appraisal and Research  
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## SEPTEMBER 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! Harvest has begun and, according to several realtors around the state so far, yields have been surprisingly good. The land market continues to be very stable with some local volatility. The number of acres auctioned in August 2018 was 10,558, which was similar to 10,423 acres in August 2017. For 3<sup>rd</sup> quarter 2018, 22,793 acres were auctioned compared to 18,373 acres in 3<sup>rd</sup> quarter 2017 - a 24% increase. Year-to-date 2018, 60,526 acres have been auctioned compared to 45,209 YTD in 2017 - a 34% increase. Some of the softening in areas is due to an increase of land in the market over 2017. I have noticed more market volatility and an uptick in auctions that were "no sale" due reserve prices not being met. The volatility is localized and reflects the strength of buyers in the area. Investors and 1031 exchange buyers continue to be very active. Farmers are still purchasing most of the land at auction but are being met with aggressive competition from investor buyers. Concerns realtors are hearing from market participants include: uncertainty with tariffs and international trade, lower commodity prices, below-average harvest yields, and the farm bill. Auction activity will be slow during October, but I expect activity to be very active in November and December.

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
09/05/18	Jasper	Tillable	80	\$9,100	75.2	74.3
09/05/18	Marshall	Tillable	155	\$5,400	69.8	145.91
09/05/18	Ida	Tillable	220	\$10,200	82.4	217.43
09/05/18	Fayette	Tillable-Wind Turbine	173	\$8,092	88	169.5
09/05/18	Warren	Tillable	36.39	\$9,350	91.7	36.05
09/05/18	Warren	Tillable	112.33	No Sale	82.7	102.75
09/05/18	Warren	Tillable	72.85	\$6,200	64.4	68.18
09/05/18	O'Brien	Tillable	127.34	\$14,300	94.8	123.39
09/05/18	O'Brien	Tillable	80.16	\$7,600	92	72
09/05/18	Marion	Tillable-Farmstead	311.77	\$3,900	67.3	203.95
09/05/18	Marion	Tillable	107.26	\$6,700	64.9	93.83
09/06/18	Keokuk	Tillable-CRP	105.38	\$8,000	62.9	103.76
09/06/18	Calhoun	Tillable	160	\$9,150	82	155.33
09/06/18	Calhoun	Tillable	121.5	\$7,900	86.2	119.73
09/06/18	Calhoun	Tillable	66	\$7,400	83.1	64.96
09/06/18	Henry	Tillable	75.63	\$8,500	76.5	66.7
09/06/18	Henry	Tillable-Farmstead	154.54	\$7,000	67.6	132.18
09/06/18	Taylor	Tillable	79	\$3,600	59.9	54.43
09/06/18	Taylor	Tillable	242.79	\$4,450	63.8	224.1
09/06/18	Clarke	Tillable	50	\$4,778	54.9	47
09/07/18	Adair	Tillable	200	\$4,100	60.7	174.54

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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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09/07/18	Franklin	Tillable	160	\$8,200	84.5	155.94
09/07/18	Madison	Recreation-CRP	51	\$5,151	70.4	21.21
09/07/18	Poweshiek	Tillable	160	\$7,800	69.2	151.57
09/07/18	Clayton	Recreation-Tillable	56	\$6,250	45	28
09/07/18	Iowa	Tillable	73.79	\$3,950	42.3	47
09/07/18	O'Brien	Tillable	80	\$13,400	94.6	75.61
09/07/18	O'Brien	Tillable	80	\$14,000	97.4	76.4
09/07/18	O'Brien	Tillable	80	\$14,000	99.1	75.91
09/07/18	O'Brien	Tillable	75.97	\$10,200	92.6	68.33
09/08/18	Black Hawk	Tillable	80	\$9,700	82.6	75.9
09/08/18	Wapello	Recreation	40.39	\$7,551	n/a	12.2
09/08/18	Jasper	Tillable	73	\$8,500	82.2	72.71
09/08/18	Jasper	Tillable	75	\$8,000	75	73.67
09/08/18	Jasper	Tillable	77	\$7,600	67	76.99
09/08/18	Jasper	Tillable	33	\$9,100	71.4	38.87
09/11/18	Wright	Tillable	86	\$8,000	82.6	81.2
09/11/18	Hancock	Tillable	102.42	\$9,400	86.9	100.95
09/12/18	Greene	Development-Tillable	180.19	\$10,750	85.5	172.32
09/12/18	Greene	Development-Tillable	24.03	No Sale	86.2	23
09/12/18	Mahaska	Tillable	40	\$9,900	82.6	40
09/12/18	Decatur	Pasture-Feedlot	157	undisclosed	n/a	n/a
09/13/18	Kossuth	Tillable	155	\$8,100	83.3	150.13
09/13/18	Hamilton	Tillable	155.64	\$11,100	85.7	155
09/13/18	Hamilton	Tillable	67	\$8,168	86.4	61.86
09/13/18	Hamilton	Tillable	83	\$6,728	86.1	76.75
09/13/18	Hamilton	Tillable	40	\$8,000	87.8	34.78
09/14/18	Polk	Tillable-Development	53	\$16,000	88.6	52.58
09/14/18	Mills	Tillable	178	undisclosed	91.7	173
09/14/18	Iowa	Tillable	200	\$5,300	58.7	150.84
09/14/18	Iowa	Pasture	120	\$3,950	n/a	n/a
09/14/18	Des Moines	Tillable	41.3	\$8,400	84.3	34.48
09/14/18	Des Moines	Tillable	73.37	\$11,000	75.4	71.34
09/14/18	Des Moines	Tillable	73.55	\$7,400	74.6	53.27
09/18/18	Wayne	Tillable	93	\$4,600	49.9	85
09/18/18	Allamakee	Tillable	85	\$7,176	80	73.5
09/18/18	Tama	Tillable	158	\$10,766	83.2	130.86
09/19/18	Franklin	Tillable	160	\$7,100	71	158.41
09/19/18	Cerro Gordo	Tillable	111.65	No Sale	84.7	108.45
09/19/18	Emmet	Tillable	400	\$8,450	82	378.11
09/20/18	Mahaska	Tillable	119.44	\$4,325	44.3	108.59
09/20/18	Kossuth	Tillable-CRP	160	\$7,400	82.1	159.37
09/20/18	Wright	Tillable	120	\$9,000	84.4	117.53
09/21/18	Wright	Tillable	80	\$9,500	85.6	76.37
09/21/18	O'Brien	Tillable	80	\$12,100	94.4	78.1
09/22/18	Crawford	Tillable	38	\$5,200	80.6	34.11

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09/22/18	Crawford	Tillable	166	\$4,800	71.2	141.45
09/22/18	Crawford	Tillable	26	\$6,200	76.9	18.46
09/22/18	Audubon	Tillable	77	\$12,500	78.7	76.76
09/22/18	Audubon	Tillable	141.64	\$12,600	73.3	138.61
09/25/18	Ida	Tillable	160	\$7,300	76.6	148.51
09/26/18	Hardin	Tillable	39	\$9,100	86.8	39
09/26/18	Hardin	Tillable	78	\$5,500	69.1	78
09/26/18	Polk	Development-Tillable	155	\$17,100	87.6	152.97
09/26/18	Pottawattamie	Tillable	190.72	No Sale	76.4	187.01
09/26/18	Hardin	Tillable	83.4	\$8,500	85.1	79.9
09/26/18	Butler	Tillable	100	\$7,750	82.5	97.4
09/26/18	Butler	Tillable-CRP	19	No Sale	50	16.7
09/27/18	Madison	Organic- Tillable-Recreation	50	\$8,764	42.3	19.31
09/27/18	Butler	Tillable	156	\$8,494	87	141
09/27/18	Butler	Tillable	78	\$5,769	86	56
09/27/18	Cerro Gordo	Tillable	75	\$8,000	68	75
09/28/18	Union	Tillable	72	No Sale	57.8	50
09/28/18	Butler	Tillable-Pasture	180	\$6,750	78	161.35
09/28/18	Butler	Tillable	103	\$8,300	83.9	102.55
09/28/18	Calhoun	Tillable	40	\$10,500	87.2	38.9
09/28/18	Marshall	Tillable	130	\$9,100	81.7	125.85
09/28/18	Ringgold	Tillable	158	\$4,800	66.4	128.54
09/28/18	Ringgold	Tillable	398	\$4,775	74.3	306.64
09/28/18	Marshall	Tillable	176.59	\$5,750	75.7	134.53
09/28/18	Marshall	Tillable	82.8	\$4,000	70.2	56.43
09/28/18	Crawford	Tillable	79.26	\$7,000	60.5	74.43
09/28/18	Crawford	Tillable	127.9	\$6,200	60.5	122.43
09/28/18	Crawford	Tillable	62.36	\$5,925	68.1	58.26
Total			10,834			9266

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