



Farmland Appraisal Services

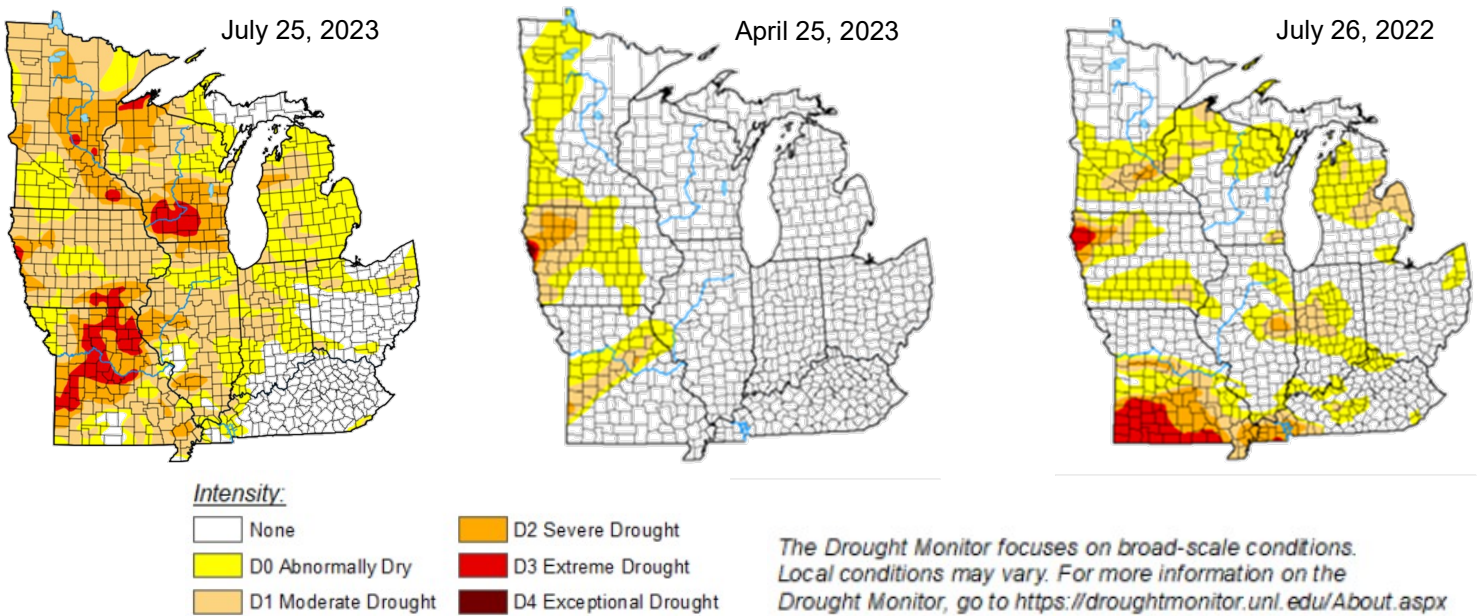
Provided by **Jim Rothermich, MAI, ARA, ALC** - Vice President

Known as “*the Land Talker*,” Jim has nearly three decades of experience in the fields of agricultural economics, farm production, and land appraisals.

MARKET COMMENTARY - JULY 2023

Greetings. Keep praying for rain! The drought continues to grip the Midwest. What little rain fell in July did not help much. As you can see, the red areas have become larger in the latest drought map. I am hearing corn is being chopped for silage in southern Iowa and Missouri. Soybeans still have a chance for good yields. I have always heard for every inch of rain in August, add three bushels of yield. I sure hope this dry weather pattern and heat breaks in August.

[U.S. Drought Monitor – Midwest 07.25.23](#)



Let’s take a look at auction volume. The table below shows 2023 auction volume is down compared to 2022, but up from previous years. I asked my farm realtor friends if they are booking a lot of auctions this fall; many have said they will be busy. We are in the last half of the year when auction activity ramps up. I do not think 2023 will beat 2022 in volume, but I do think 2023 will be in second place from the time I started tracking auction data. If you are thinking of selling in the next year, educate yourself on market conditions. You may decide selling sooner is better than later.

Acres Auctioned in Iowa						
	2018	2019	2020	2021	2022	2023
January	6,133	4,851	5,851	5,558	7,976	7,245
February	9,471	11,567	8,493	7,226	8,731	8,639
March	9,582	7,740	8,610	5,975	8,376	14,098
April	3,974	3,256	4,484	3,501	9,016	3,346
May	3,212	802	509	2,418	5,589	4,847
June	5,361	3,668	3,065	8,961	19,735	10,165
July	2,880	2,194	2,425	6,474	11,114	5,741
Year to date	40,613	34,078	33,437	40,113	70,537	54,081
Year total	133,553	128,923	116,425	182,869	220,103	???????

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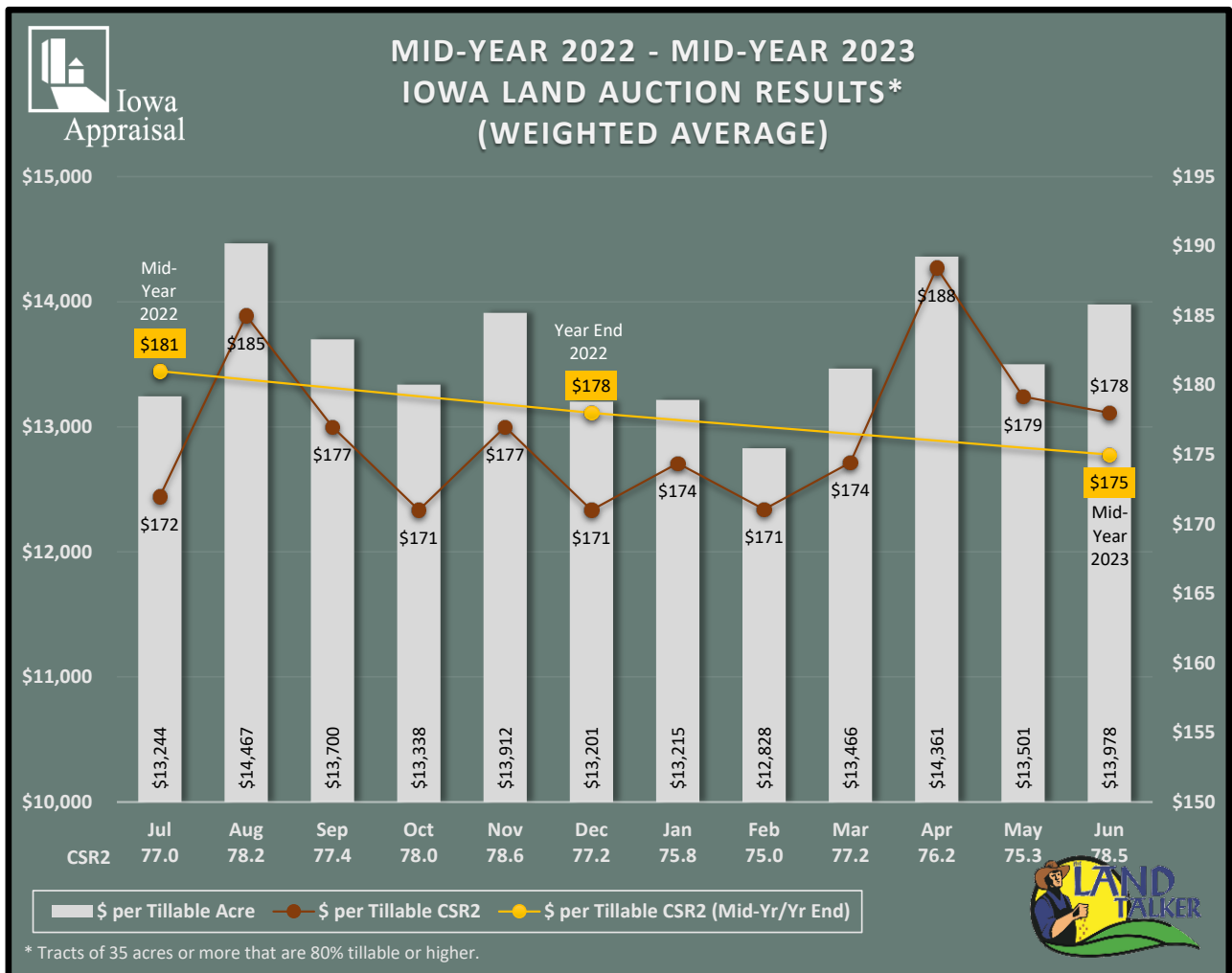
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MARKET COMMENTARY - CONTINUED

I prepared my mid-year 2023 auction data analysis. Mid-year 2023 dollars per tillable CSR2 point came in at \$175/point, down slightly from \$178/point at the end of 2022. This equates to a 1.7% decline. Mid-year 2022 dollars per tillable CSR2 point was \$181/point, which equates to a 3.3% year-over-year decline in market conditions. I think this indicates a remarkably stable market which surprised me with so much volatility in current economic conditions. Will the market remain stable this fall? Stay tuned as auction volume will start ramping up. The land market seems almost bullet proof.



Below are cash prices of corn and soybeans, which are highly correlated to land prices, current and one year ago.

	<u>Date</u>	<u>Price</u>	<u>Source</u>
Cash Price Corn	7/03/2023	\$6.27/bushel	Poet - Menlo, IA
Cash Price Soybeans	7/03/2023	\$13.59/bushel	ADM - Des Moines, IA
Cash Price Corn	7/01/2022	\$7.28/bushel	Poet - Menlo, IA
Cash Price Soybeans	7/01/2022	\$15.68/bushel	ADM - Des Moines, IA

"That's my story and I am sticking to it!"

Jim, "the Land Talker"



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Iowa Land Auction Results - July 2023

This list includes auctions conducted by various auction firms throughout the State of Iowa not affiliated with Iowa Appraisal. 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.

DEFINITIONS

UNDISCLOSED: *The land sold for an undisclosed amount. This could be a sealed bid auction, or a live auction that did not meet the reserve at auction but was successfully negotiated after the auction.*

UNDETERMINED: *Auction results could not be retrieved. The land may or may not have sold.*

\$/TILLABLE CSR2: *This is reported when tillable acres are greater than or equal to 80%; "-" will show for anything below 80%.*

SALE DATE	COUNTY	LAND TYPE	SOLD ACRES	\$ PER ACRE	TILLABLE CSR2	TILLABLE ACRES	\$/TILLABLE CSR2
07/05/23	Hancock	Tillable	80.59	\$13,325	84.8	80.59	\$157
07/05/23	Cerro Gordo	Tillable	85.68	\$13,060	77	85.68	\$170
07/05/23	Cerro Gordo	Tillable	71.03	\$13,075	86.8	71.03	\$151
07/05/23	Cerro Gordo	Tillable	43.29	\$14,000	81.5	43.29	\$172
07/06/23	Osceola	Tillable	121.82	\$19,200	97.1	120	\$201
07/06/23	Osceola	Tillable	40.08	\$15,200	94.7	35.61	\$181
07/06/23	Osceola	Tillable	40.64	\$14,900	84.4	36.58	\$196
07/06/23	Boone	Tillable	152.15	\$8,400	67	131.07	\$146
07/07/23	Hardin	Tillable-CRP	114	No Sale	80.8	110.36	-
07/07/23	Hardin	Tillable	109.00	No Sale	84.4	102.69	-
07/07/23	Hardin	Tillable	105.00	\$13,200	79.7	103.38	\$168
07/07/23	Hardin	Tillable	69.00	\$13,400	83.5	67.41	\$164
07/07/23	Calhoun	Tillable	102.52	\$16,000	86.9	101.05	\$187
07/07/23	Calhoun	Tillable	68.00	\$14,100	84.5	68	\$167
07/10/23	Lee	CRP-Recreation	169.00	\$4,125	43	123.69	-
07/10/23	Lee	CRP-Recreation	96.00	\$4,000	42	54.01	-
07/10/23	Lee	CRP	36.00	\$5,300	69.6	34.33	\$80
07/10/23	Lee	CRP	14.00	\$6,200	51.6	12.02	\$140
07/11/23	Keokuk	Tillable-CRP	172.11	Undisclosed	65.4	145.61	-
07/12/23	Shelby	Tillable-Tower	156.11	\$12,500	52.4	156.14	\$239
07/12/23	Shelby	Tillable	11.60	\$14,000	59.4	11.57	\$236
07/13/23	Kossuth	CRP	160.00	\$9,500	78.1	146.31	\$133
07/13/23	Black Hawk	Tillable	76.70	\$19,400	92.4	76.7	\$210
07/13/23	Winneshiek	Tillable	78.00	\$11,514	61	77.35	\$190
07/14/23	Butler	Tillable	153.46	\$15,476	89.3	152.26	\$175
07/15/23	Dallas	Tillable	143.16	\$13,500	87.3	138.04	\$160
07/19/23	Osceola	Tillable	27.62	\$13,500	72.8	22.03	\$232
07/19/23	Tama	Tillable	84.9	\$8,663	86.3	62.32	-
07/20/23	Buchanan	Tillable	136.00	\$11,750	83.1	127.96	\$150

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Iowa Land Auction Results - Continued

SALE DATE	COUNTY	LAND TYPE	SOLD ACRES	\$ PER ACRE	TILLABLE CSR2	TILLABLE ACRES	\$/TILLABLE CSR2
07/20/23	Buchanan	Tillable	116.25	\$11,750	77.7	113.27	\$155
07/20/23	Story	Tillable	80.00	\$17,100	88.5	75.68	\$204
07/20/23	Jefferson	Tillable	78.83	\$9,000	75.6	66.5	\$141
07/20/23	Jefferson	Development-Tillable	50.57	\$10,900	62.8	40.12	-
07/20/23	Kossuth	Tillable	60.00	\$14,700	85.5	58.11	\$178
07/20/23	Dallas	Organic Tillable	134.09	\$12,650	87.7	130.4	\$148
07/20/23	Dallas	Organic Tillable	137.92	\$12,300	86	92.8	-
07/20/23	Dallas	Organic Tillable-CRP	103	\$11,000	85.6	92.8	\$143
07/20/23	Dallas	Organic Tillable-CRP	188	\$10,500	81.1	162.56	\$150
07/21/23	Monona	Tillable-CRP	73.3	\$10,500	72.8	73.3	\$144
07/24/23	Harrison	Tillable	147.9	\$8,100	61.3	115.91	-
07/25/23	Pocahontas	Tillable	293.75	\$11,500	84.2	287.4	\$140
07/26/23	Story	Tillable	96.5	\$13,000	82.6	93.87	\$162
07/26/23	Scott	Site	11	\$27,326	63.3	4.79	-
07/26/23	Scott	Site	16	\$23,205	66.1	10.4	-
07/27/23	Marshall	Tillable	64.85	\$17,425	93.5	61.91	\$195
01/07/00	Marshall	Tillable	320	\$15,078	90.1	312.14	\$172
07/27/23	Marshall	Tillable	40	\$15,000	81.3	38.16	\$193
07/27/23	Marshall	Tillable	318.8	\$14,602	91	302.73	\$169
07/27/23	Marshall	Tillable	80	\$10,000	78.4	69.93	\$146
07/27/23	Marshall	Tillable	76.98	\$13,705	85.8	73.96	\$166
07/27/23	Wright	Tillable	96	No Sale	60.4	93.22	-
07/27/23	Wright	Tillable	58	No Sale	82.2	55.00	-
07/31/23	Crawford	Tillable	67.5	\$13,600	73.9	67.50	\$184
07/31/23	Crawford	Tillable-Pasture	158.5	\$13,300	71.7	125.84	\$234
07/31/23	Crawford	Tillable	156	\$13,000	68.1	144.90	\$206
TOTAL			5,741			4,922	

Farmland Appraisal Services

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For Farmland Appraisal Services, *call the Land Talker!*

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