



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 - APRIL 2023

Greetings! I am ready for warm weather! Per the April 24 USDA Crop Progress Report, 10% of Iowa corn is planted. Last year at this time 2% was planted, with a 5-year average for 2018-2022 at 10%. Replanting crops is a dirty necessity with cool, wet weather. The seed companies have done a good job with seed treatments that help with germination. Hopefully there will be either no or little replant this year. Mother Nature is still in control.

I had the opportunity to “talk dirt” again with Paul Neiffer on his podcast, “The Farm CPA.” We discussed the rapid increase in Iowa farmland values as well as cash rent auctions in Iowa. You can listen here: <https://apple.co/440Z7wg>

Auction volume this month is typical to years 2018-2021. Market conditions continue to be very steady. One year ago, the market was finally plateauing after a year and a half of month after month explosive increases, shattering county price records by a distance on a weekly basis. At the same time the market peaked, interest rates started increasing aggressively. Higher interest rates “flattened the curve.”

Acres Auctioned in Iowa						
	2018	2019	2020	2021	2022	2023
April	3,974	3,256	4,484	3,501	9,016	3,346

Explosive increases are out of the market. Note the difference in crop prices from a year ago, shown at the bottom of this commentary. The land market has readjusted to current interest rates and crop prices and is moving horizontally rather than vertically. It is still historically high. If you are thinking of selling land within a year, educate yourself on the market. I think you will decide the sooner the better.

I continue to acquire market-derived cash rental data, as readers have requested. I appreciate those who notified me of cash rent auctions and those who provided me with data. Please keep sending! I’ll let you draw your own conclusions from the data on page 2.

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	5/1/2023	\$6.48/bushel	Poet - Menlo, IA
Cash Price Soybeans	5/1/2023	\$14.47/bushel	ADM - Des Moines, IA
Cash Price Corn	5/2/2022	\$8.12/bushel	Poet - Menlo, IA
Cash Price Soybeans	5/2/2022	\$16.55/bushel	ADM - Des Moines, IA

“That’s my story and I am sticking to it!”

Jim, “the Land Talker”



Continued on next page.





MARKET COMMENTARY - CONTINUED

MARKET-DERIVED CASH RENTAL DATA

State	Date	County	Acres	CSR2	PI	Rent/Acre	Previous Rent	\$/CSR2/PI	Gross \$	Term	*2022 Rent/Acre High Quality Third County Average
Iowa	08/01/21	Bremer	310	90	-	\$340.00	\$300.00	\$3.78	\$105,400	2 years	\$344
Iowa	01/31/22	Pocahontas	69.3	83.9	-	\$427.50	-	\$5.10	\$29,626	3 years	\$284
Iowa	03/23/22	Calhoun	165.81	84.8	-	\$438.50	-	\$5.17	\$72,708	3 years	\$278
Iowa	08/15/22	Benton	150	91	-	\$400.00	\$325.00	\$4.40	\$60,000	1 year	\$301
Iowa	08/15/22	Grundy	146	91	-	\$425.00	\$390.00	\$4.67	\$62,050	1 year	\$338
Iowa	08/15/22	O'Brien	1,300	96	-	\$475.00	\$375.00	\$4.95	\$617,500	1 year	\$324
Iowa	09/01/22	Story	505	83.3	-	\$375.00	\$350.00	\$4.50	\$189,375	1 year	\$309
Iowa	09/01/22	Hardin	160	81.8	-	\$375.00	\$350.00	\$4.58	\$60,000	1 year	\$315
Iowa	09/01/22	Cherokee	160	91.3	-	\$350.00	\$350.00	\$3.83	\$56,000	1 year	\$344
Iowa	10/01/22	O'Brien	297.43	93.8	-	\$427.50	\$325.50	\$4.56	\$127,151	1 year	\$324
Iowa	10/01/22	Franklin-Wright	2,000	80-88	-	\$405.00	\$325.00	\$4.60-\$5.06	\$810,000	1 year	\$309-\$310
Iowa	10/01/22	Buchanan	242	81.9	-	\$385.00	-	\$4.70	\$93,170	1 year	\$305
Iowa	10/01/22	Buchanan	69.76	78.7	-	\$405.00	-	\$5.15	\$28,253	3 years	\$305
Iowa	10/01/22	Jasper	799.68	70	-	\$370.00	-	\$5.29	\$295,882	1 year	\$316
Iowa	10/01/22	Butler	281	87.7	-	\$505.00	-	\$5.76	\$141,905	1 year	\$336
Iowa	11/31/22	Sioux	93.78	90.2	-	\$621.00	-	\$6.88	\$58,237	2 years	\$347
Iowa	11/31/22	Sioux	49.4	93.7	-	\$536.00	-	\$5.72	\$26,478	2 years	\$347
Iowa	11/01/22	Story	155	86.7	-	\$504.00	\$350.00	\$5.81	\$78,120	1 year	\$309
Iowa	12/14/22	Clarke	241.37	49	-	\$475.00	-	\$9.69	\$114,651	3 years	\$191
Iowa	12/15/22	Fremont	71.56	77	-	\$415.00	\$245.00	\$5.39	\$29,697	3 years	\$256
Iowa	12/21/22	Floyd	23.4	66	-	\$310.00	\$200.00	\$4.70	\$7,254	3 years	\$261
Iowa	01/18/23	Chickasaw	78.19	82.6	-	\$525.00	-	\$6.36	\$41,050	1 year	\$342
Iowa	01/18/23	Chickasaw	228.52	62.3	-	\$475.00	-	\$7.62	\$108,547	1 year	\$342
Iowa	01/18/23	Chickasaw	31.73	39	-	\$250.00	-	\$6.41	\$7,933	1 year	\$342
Iowa	01/18/23	Chickasaw	12.25	hay	-	\$150.00	-	-	\$1,838	1 year	\$342
Iowa	03/14/23	Pocahontas	73	74	-	\$470.00	-	\$6.35	\$34,310	2 years	\$284
Iowa	03/14/23	Pocahontas	74	86	-	\$480.00	-	\$5.58	\$35,520	2 years	\$284
Iowa	03/17/23	Shelby	118.87	66.6	-	\$482.50	-	\$7.24	\$57,355	1 year	\$313
Illinois	10/20/22	Fulton	59.4	-	126	\$490.00	\$300.00	\$3.89	\$29,106	3 years	-
Illinois	01/05/23	Peoria	21	-	115	\$321.00	-	\$2.79	\$6,741	1 year	-
Illinois	01/15/23	Fulton	99	-	109	\$620.00	\$280.00	\$5.69	\$61,380	3 years	-
Illinois	01/13/23	McLean	99	-	139	\$500.00	\$235.00	\$3.60	\$49,500	5 years	-
Illinois	01/16/23	Pike	38	-	106	\$245.00	\$125.00	\$2.31	\$9,310	2 years	-
Illinois	01/25/23	McLean	99	-	139	\$500.00	\$235.00	\$3.60	\$49,500	5 years	-
Illinois	01/28/23	Fulton	40	-	126	\$325.00	-	\$2.58	\$13,000	3 years	-
Illinois	01/31/23	McDonough	31	-	120	\$282.00	-	\$2.35	\$8,742	2 years	-
Illinois	02/24/23	Livingston	146	-	110	\$430.00	-	\$3.91	\$62,780	3 years	-
Illinois	03/10/23	Fulton	61	-	120	\$396.00	-	\$3.30	\$24,156	3 years	-
Illinois	03/15/23	Fulton	33	-	119	\$417.00	-	\$3.50	\$13,761	1 year	-
Illinois	03/15/23	Stark	79	-	143	\$499.00	\$308.00	\$3.49	\$39,421	3 years	-
Illinois	04/04/23	Fulton	32	-	120	\$350.00	-	\$2.92	\$11,200	3 years	-
Missouri	08/31/22	Livingston	466.3	-	-	\$295.41	-	-	\$137,750	2 years	-
Missouri	12/14/22	Atchison	105.33	-	-	\$413.00	-	-	\$43,501	1 year	-
Missouri	02/10/23	Andrew	225	-	-	\$393.00	-	-	\$88,425	3 years	-
Minnesota	09/20/22	Marshall	474	-	75	\$220.00	-	-	\$104,280	2 years	-
Minnesota	10/27/22	Stevens	156.1	-	87	\$385.00	\$265.00	-	\$60,099	2 years	-

* Source: Iowa State University Cash Rent Survey

"-" means no information or unknown

Continued on next page.





Iowa Land Auction Results - April 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
04/03/23	Carroll	Tillable	115.0	\$17,500	83.4	107.56	\$224
04/03/23	Plymouth	Tillable	126	\$18,150	76	124.63	\$241
04/03/23	Woodbury	Tillable	80.00	\$8,300	72.1	77.55	\$119
04/04/23	Butler	Tillable	50.51	Undisclosed	48.5	50.17	-
04/04/23	Butler	Recreation-Tillable	102.27	Undisclosed	48.5	48.74	-
04/04/23	Buena Vista	Tillable	80.00	\$14,300	82	77	\$181
04/05/23	Lyon	Tillable	70.02	\$17,800	68.6	67.54	\$269
04/05/23	Clinton	Tillable	119.30	\$5,381	76.8	67	-
04/05/23	Dickinson	Tillable	70.15	\$14,400	81.6	70.17	\$176
04/06/23	Dickinson	Tillable	80.11	\$13,800	84.6	76.22	\$171
04/11/23	Dubuque	Tillable	36.81	\$22,391	70.2	32.22	\$364
04/11/23	Washington	Tillable	47.00	\$13,300	76	47.00	\$175
04/11/23	Johnson	Tillable	117.00	\$16,600	85.4	112.23	\$203
04/12/23	Adair	Tillable	76.23	No Sale	51.1	64.14	-
04/12/23	Plymouth	Tillable	156.40	\$7,800	43.7	112.31	-
04/12/23	Story	Tillable	62.00	No Sale	59.9	60.5	-
04/13/23	Carroll	Tillable	50.00	\$20,000	87.5	48.60	\$235
04/13/23	Marshall	Tillable	165.06	\$12,800	87.5	156.11	\$155
04/13/23	Mahaska	CRP-Tillable	77.00	\$5,300	54.8	62.04	\$120
04/13/23	Greene	Tillable	120.00	\$12,400	79.9	106.00	\$176
04/13/23	Howard	Tillable	80.00	\$15,750	86.3	77.70	\$188
04/13/23	Howard	Tillable	120.00	\$12,000	85.3	115.70	\$146
04/13/23	Howard	Tillable	114.00	\$12,000	84	107.90	\$151
04/14/23	Guthrie	Tillable	80.00	\$13,250	57.7	68.46	\$268
04/14/23	Boone	Tillable	39.50	\$14,100	84.8	35.08	\$187
04/15/23	Wapello	Pasture	42.00	\$4,900	-	-	-
04/17/23	Marshall	Tillable	142.00	\$8,800	67.7	136.56	\$135
04/17/23	Marshall	Tillable-Pasture-Gravel Pit	121.70	Cancelled	62.7	55.13	-
04/20/23	Howard	Tillable	80.00	\$12,200	70.4	78.30	\$177

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Iowa
Appraisal

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Iowa Land Auction Results - Continued

SALE DATE	COUNTY	LAND TYPE	SOLD ACRES	\$ PER ACRE	TILLABLE CSR2	TILLABLE ACRES	\$/TILLABLE CSR2
04/21/23	Plymouth	Expiring CRP	77.00	\$11,700	64.8	77	\$181
04/21/23	Plymouth	Expiring CRP	151.26	\$10,000	45.7	135.3	\$245
04/26/23	Wayne	Tillable	49.00	\$4,000	53.3	33	-
04/26/23	Guthrie	Tillable-Farmstead	160.00	\$8,000	67.6	108	-
04/27/23	Henry	Recreation-CRP-Cabin	31.36	\$9,760	52.6	8.64	-
04/27/23	Linn	Recreation-Lodge	97.17	\$10,291	-	-	-
04/28/23	Madison	Tillable-Recreation	40.00	No Sale	77	21.04	-
04/28/23	Madison	Tillable-Pasture	40.00	No Sale	77	20.06	-
04/28/23	Madison	Recreation	80.00	No Sale	-	9.39	-
TOTAL			3,346			2,655	

Farmland Appraisal Services

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

Jim Rothermich, MAI, ARA, ALC - 515.777.7083



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