Table 1. Average value per acre of Iowa farmland listed by crop reporting districts and quality of land 2007-2017

Year	State Avg	North-west	North Central	North-east	West Central	Central	East Central	South-west	South Central	South-east
					All quality					
2007	$ 3,909	$ 4,699	$ 4,356	$ 4,055	$ 4,033	$ 4,529	$ 4,272	$ 3,209	$ 2,325	$ 3,463
2008	$ 4,468	$ 5,395	$ 4,950	$ 4,590	$ 4,823	$ 5,280	$ 4,743	$ 3,626	$ 2,573	$ 3,913
2009	$ 4,371	$ 5,364	$ 4,827	$ 4,464	$ 4,652	$ 5,026	$ 4,796	$ 3,559	$ 2,537	$ 3,832
2010	$ 5,064	$ 6,356	$ 5,746	$ 5,022	$ 5,466	$ 5,901	$ 5,447	$ 4,325	$ 2,690	$ 4,296
2011	$ 6,708	$ 8,338	$ 7,356	$ 6,602	$ 7,419	$ 7,781	$ 7,110	$ 5,905	$ 3,407	$ 5,705
2012	$ 8,296	$ 11,404	$ 9,560	$ 8,523	$ 9,216	$ 9,365	$ 8,420	$ 7,015	$ 4,308	$ 6,172
2013	$ 8,716	$ 10,960	$ 9,818	$ 9,161	$ 9,449	$ 9,877	$ 9,327	$ 7,531	$ 4,791	$ 6,994
2014	$ 7,943	$ 9,615	$ 8,536	$ 8,151	$ 8,424	$ 9,087	$ 9,008	$ 6,513	$ 4,475	$ 7,215
2015	$ 7,633	$ 9,685	$ 7,962	$ 7,861	$ 8,061	$ 8,505	$ 8,506	$ 6,372	$ 4,397	$ 6,892
2016	$ 7,183	$ 9,243	$ 7,562	$ 7,313	$ 7,358	$ 7,841	$ 7,917	$ 6,060	$ 4,241	$ 6,716
2017	$ 7,326	$ 9,388	$ 7,802	$ 7,543	$ 7,377	$ 8,097	$ 8,218	$ 6,058	$ 4,172	$ 6,864
					High quality					
2007	$ 4,686	$ 5,313	$ 4,807	$ 4,859	$ 4,804	$ 5,261	$ 5,073	$ 3,989	$ 3,231	$ 4,625
2008	$ 5,381	$ 6,150	$ 5,514	$ 5,415	$ 5,752	$ 6,076	$ 5,674	$ 4,642	$ 3,586	$ 5,346
2009	$ 5,321	$ 6,129	$ 5,371	$ 5,349	$ 5,552	$ 5,939	$ 5,738	$ 4,539	$ 3,710	$ 5,306
2010	$ 6,109	$ 7,283	$ 6,397	$ 6,076	$ 6,585	$ 7,026	$ 6,152	$ 5,335	$ 3,892	$ 5,862
2011	$ 8,198	$ 9,649	$ 8,601	$ 7,994	$ 8,889	$ 9,332	$ 8,675	$ 7,418	$ 5,109	$ 7,721
2012	$ 10,181	$ 12,890	$ 10,765	$ 10,708	$ 11,128	$ 11,139	$ 10,201	$ 8,818	$ 6,437	$ 8,879
2013	$ 10,828	$ 12,824	$ 11,159	$ 11,423	$ 11,591	$ 11,803	$ 11,631	$ 9,591	$ 7,150	$ 9,785
2014	$ 9,854	$ 11,201	$ 9,630	$ 10,083	$ 10,275	$ 10,780	$ 11,034	$ 8,482	$ 6,663	$ 10,150
2015	$ 9,364	$ 11,229	$ 8,976	$ 9,575	$ 9,684	$ 10,087	$ 10,289	$ 8,031	$ 6,445	$ 9,536
2016	$ 8,758	$ 10,650	$ 8,442	$ 8,892	$ 8,874	$ 9,299	$ 9,502	$ 7,527	$ 5,980	$ 9,265
2017	$ 8,933	$ 10,829	$ 8,730	$ 9,151	$ 8,881	$ 9,568	$ 9,900	$ 7,571	$ 5,908	$ 9,471
					Medium quality					
2007	$ 3,667	$ 4,385	$ 4,026	$ 3,777	$ 3,796	$ 4,194	$ 4,005	$ 3,047	$ 2,296	$ 3,270
2008	$ 4,195	$ 5,023	$ 4,568	$ 4,339	$ 4,537	$ 4,919	$ 4,405	$ 3,425	$ 2,527	$ 3,721
2009	$ 4,076	$ 4,977	$ 4,450	$ 4,193	$ 4,371	$ 4,615	$ 4,465	$ 3,386	$ 2,443	$ 3,535
2010	$ 4,753	$ 5,883	$ 5,300	$ 4,664	$ 5,111	$ 5,386	$ 5,445	$ 4,140	$ 2,596	$ 4,053
2011	$ 6,256	$ 7,708	$ 6,713	$ 6,290	$ 6,981	$ 7,029	$ 6,510	$ 5,553	$ 3,353	$ 5,468
2012	$ 7,773	$11,011	$ 8,691	$ 7,815	$ 8,619	$ 8,466	$ 8,128	$ 6,732	$ 4,219	$ 5,685
2013	$ 8,047	$ 9,918	$ 8,824	$ 8,573	$ 8,725	$ 8,930	$ 8,567	$ 7,137	$ 4,715	$ 6,605
2014	$ 7,359	$ 8,698	$ 7,874	$ 7,591	$ 7,827	$ 8,327	$ 8,388	$ 6,108	$ 4,318	$ 6,715
2015	$ 7,127	$ 8,834	$ 7,352	$ 7,460	$ 7,581	$ 7,758	$ 7,934	$ 6,038	$ 4,282	$ 6,525
2016	$ 6,705	$ 8,468	$ 6,992	$ 6,994	$ 6,870	$ 7,186	$ 7,396	$ 5,683	$ 4,128	$ 6,283
2017	$ 6,849	$ 8,555	$ 7,218	$ 7,236	$ 6,824	$ 7,426	$ 7,674	$ 5,756	$ 4,079	$ 6,548
					Low quality					
2007	$ 2,656	$ 3,210	$ 3,125	$ 2,853	$ 2,738	$ 3,004	$ 2,928	$ 2,175	$ 1,583	$ 2,131
2008	$ 2,967	$ 3,580	$ 3,408	$ 3,296	$ 3,187	$ 3,469	$ 3,214	$ 2,298	$ 1,757	$ 2,271
2009	$ 2,884	$ 3,490	$ 3,281	$ 3,177	$ 3,134	$ 3,203	$ 3,240	$ 2,286	$ 1,685	$ 2,281
2010	$ 3,357	$ 4,161	$ 3,976	$ 3,517	$ 3,542	$ 3,724	$ 3,840	$ 2,868	$ 1,794	$ 2,620
2011	$ 4,257	$ 5,196	$ 4,900	$ 4,352	$ 4,766	$ 4,848	$ 4,671	$ 3,824	$ 1,984	$ 3,335
2012	$ 5,119	$ 7,162	$ 6,303	$ 5,288	$ 5,877	$ 5,718	$ 5,013	$ 4,484	$ 2,562	$ 3,226
2013	$ 5,298	$ 6,845	$ 6,421	$ 5,670	$ 5,926	$ 5,918	$ 5,449	$ 4,592	$ 2,843	$ 3,651
2014	$ 4,878	$ 6,091	$ 5,428	$ 5,256	$ 5,173	$ 5,582	$ 5,479	$ 3,860	$ 2,808	$ 3,891
2015	$ 4,834	$ 6,252	$ 5,372	$ 5,242	$ 5,082	$ 5,292	$ 5,366	$ 4,070	$ 2,750	$ 3,797
2016	$ 4,665	$ 6,019	$ 5,164	$ 4,847	$ 4,577	$ 5,158	$ 5,153	$ 4,189	$ 2,892	$ 3,783
2017	$ 4,689	$ 6,216	$ 5,265	$ 4,965	$ 4,684	$ 4,993	$ 5,305	$ 3,935	$ 2,824	$ 3,768

Table 2. Recent changes in Iowa farmland values 1976-2017

Year	Value per acre	Dollar change	Percent change	Year	Value per acre	Dollar change	Percent change	Year	Value per acre	Dollar change	Percent change
1976	$1,368	$273	24.9%	1990	$1,214	$75	6.6%	2004	$2,629	$354	15.6%
1977	$1,450	$82	6.0%	1991	$1,219	$5	0.4%	2005	$2,914	$285	10.8%
1978	$1,646	$196	13.5%	1992	$1,249	$30	2.5%	2006	$3,204	$290	10.0%
1979	$1,958	$312	19.0%	1993	$1,275	$26	2.1%	2007	$3,908	$705	22.0%
1980	$2,066	$108	5.5%	1994	$1,356	$81	6.4%	2008	$4,468	$559	14.3%
1981	$2,147	$81	3.9%	1995	$1,455	$99	7.3%	2009	$4,371	-$97	-2.2%
1982	$1,801	-$346	-16.1%	1996	$1,682	$227	15.6%	2010	$5,064	$693	15.9%
1983	$1,691	-$110	-6.1%	1997	$1,837	$155	9.2%	2011	$6,708	$1,644	32.5%
1984	$1,357	-$334	-19.8%	1998	$1,801	-$36	-2.0%	2012	$8,296	$1,588	23.7%
1985	$948	-$409	-30.1%	1999	$1,781	-$20	-1.1%	2013	$8,716	$420	5.1%
1986	$787	-$161	-17.0%	2000	$1,857	$76	4.3%	2014	$7,943	-$773	-8.9%
1987	$875	$88	11.2%	2001	$1,926	$69	3.7%	2015	$7,633	-$310	-3.9%
1988	$1,054	$179	20.5%	2002	$2,083	$157	8.2%	2016	$7,183	-$450	-5.9%
1989	$1,139	$85	8.1%	2003	$2,275	$192	9.2%	2017	$7,326	$143	2.0%

This report was prepared by Wendong Zhang, Assistant Professor of Economics, and by the Center for Agricultural and Rural Development, Iowa State University, Ames, Iowa.

Figures and Tables presented in this brochure are based on the 2017 Iowa Land Value Survey.

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2017 ISU Land Value Survey*

The 2017 Iowa State University Land Value Survey showed an increase in land values for the first time since 2013. The estimated $7,326 per acre statewide average for all qualities of land represents a 2.0 percent increase from November 2016. This increase is largely driven by limited land supply, favorable interest rates, and strong crop yields.

A web-portal, www.card.iastate.edu/farmland, has been developed to pool various sources of Iowa farmland values and offers visualization tools like charts over time and interactive county maps. Users can examine land value trends over time and across space at the county, district, and state level.

The 2017 ISU survey found existing farmers are the primary purchasers of farmland, accounting for 71 percent of sales. The percent of sales to investors rose slightly from 22 percent in 2016 to 23 percent in 2017. Sales to new farmers also grew slightly to 4 percent.

Seven of nine crop reporting districts reported an increase in values, ranging from 0.3 percent in the West Central district to 3.8 percent increase in the East Central district. The Southwest district reported no change in values, and the South Central district reported a loss of 1.6 percent. Additionally, 43 percent of respondents reported lower sales in 2017 relative to 2016. Favorable interest rates and limited land availability were the most commonly noted positive factor influencing the land market.

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The Iowa Land Value Survey is based on reports by agricultural professionals knowledgeable of land market conditions such as appraisers, farm managers, agricultural lenders, and sales. It is intended to provide information on general land value trends, geographical land price relationships, and factors influencing the Iowa land market.

Analysis by county

The 2017 state average for all qualities of land, estimated at $7,326 per acre, is an increase of $143 per acre (2.0 percent) from 2016. Only four of 99 counties in Iowa reported a drop in land value. Scott County again reported the highest value at $10,497 per acre. The largest percentage increase, 4.7 percent, was reported in both Allamakee and Clayton Counties.

The lowest value per acre in the state was again reported by Decatur County, $3,480 per acre. The largest dollar decrease was reported Mills County, $25 per acre. The highest percentage decrease (0.3 percent) was reported in Fremont, Mills, Montgomery, and Page Counties.

Analysis by quality of land

Low-quality land in the state averaged $4,689 per acre, a 0.5 percent ($25) increase compared to 2016 values. Medium-quality land averaged $6,849 per acre, a 2.2 percent ($144) increase. High-quality land averaged $8,933 per acre, an increase of 2.0 percent ($175) per acre when compared to 2016 values.

Analysis by crop reporting district

Seven of nine crop reporting districts reported an increase in land values: the largest percentage increase was in East Central Iowa, 3.8 percent, only the South Central district reported a loss, 1.6 percent lower than 2016. The Southwest district reported no notable changes in value.

Land buyers and sellers

The majority of farmland sales, 71 percent, were to existing farmers, with existing local farmers making up 70 percent of sales. Investors and new farmers represented 23 and 4 percent of sales, respectively; the remaining 2 percent was sold to uncategorized buyers.

Estate sales accounted for 54 percent of farmland sales, and retired farmers accounted for 23 percent of sales.

Forty-three percent of survey respondents reported lower sales in 2017 relative to 2016, compared to 20 percent reporting more sales, and 37 percent reporting similar/no change in sales.

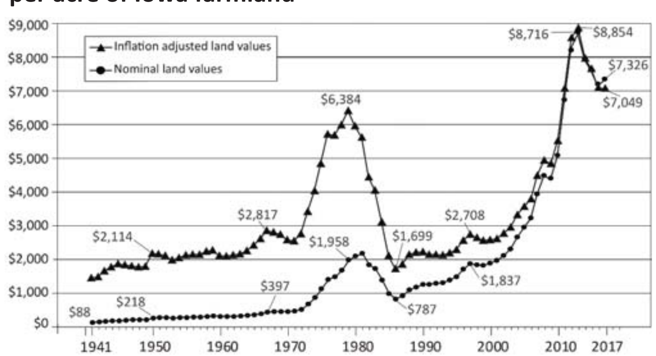
Future land values

The 2.0 percent increase in Iowa land values was largely driven by a limited land supply; and this recent increase boosted confidence in the strength of the farmland market despite growing farm financial stress. Fifty-eight percent of survey respondents forecasted an increase in their local land market next year, and 83 percent expect a higher land value than current levels five years from now. This is consistent with their expectation of gradual increase in cash corn and soybean prices in the future.

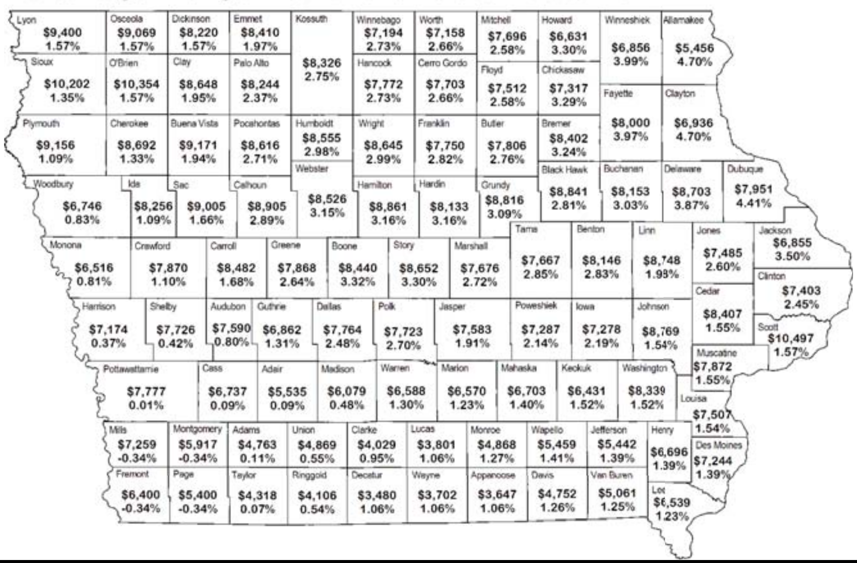
Farm income and commodity prices are both still stagnant, and with rising interest rates the Iowa farmland market appears to be seeing a small reprieve in 2017 instead of an actual turn of the land market. A continued downward adjustment trajectory in the coming years is still likely.

For additional information on the survey and on surveys from prior years, visit the Iowa Farmland Value Portal at www.card.iastate.edu/farmland.

Nominal and inflation-adjusted average value per acre of Iowa farmland



Percentage Change in Iowa Land Values 2016 to 2017



State Average Values
Nov 2017: $7,326
Nov 2016: $7,183

County estimates of average dollar value per acre for Iowa farmland based on U.S. Census of Agriculture estimates and the Nov. 1, 2017 Iowa Land Value Survey conducted by the Center for Agricultural and Rural Development, Iowa State University and Iowa State University Extension and Outreach. The top figure is the estimated Nov. 1, 2017 value; the bottom figure is the percentage of change from the estimnated Nov.,1, 2016 value.

2017 land values by crop reporting district (in 2017 US dollars)

State average
$8,933 $6,849 $4,689
$7,326
up 2.0%

Estimates of average dollar value per acre for high, medium, and low grade farmland on Nov. 1, 2017 by Iowa Crop Reporting District, and the Crop Reporting District average and the average percentage change from Nov. 1, 2016. The estimates are based on a survey conducted by Iowa State University, Center for Agricultural and Rural Development and Iowa State University Extension and Outreach.