Table 1. Average value per acre of Iowa farmland listed by crop reporting districts and quality of land 2008-2018

Year	State Avg	Northwest	North Central	Northeast	West Central	Central	East Central	Southwest	South Central	Southeast
					All quality					
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
2018	$7,264	$9,311	$7,789	$7,543	$7,413	$7,899	$8,004	$6,060	$4,329	$6,619
					High quality					
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
2018	$8,863	$10,767	$8,699	$9,198	$8,834	$9,313	$9,768	$7,738	$6,055	$9,063

Year	State Avg	Northwest	North Central	Northeast	West Central	Central	East Central	Southwest	South Central	Southeast
					Medium quality					
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	$4,758	$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
2018	$6,805	$8,548	$7,214	$7,116	$6,935	$7,341	$7,452	$5,671	$4,244	$6,353
					Low quality					
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
2018	$4,609	$6,018	$5,161	$5,056	$4,720	$4,932	$4,911	$3,790	$2,953	$3,656

Table 2. Recent changes in Iowa farmland values 1977-2018

Year	Value per acre	Dollar change	Percent change	Year	Value per acre	Dollar change	Percent change	Year	Value per acre	Dollar change	Percent change
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	$142	2.0%
1990	$1,214	$75	6.6%	2004	$2,629	$354	15.6%	2018	$7,264	-$62	-0.8%

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 2018 Iowa Land Value Survey.

www.card.iastate.edu

www.card.iastate.edu/farmland/

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2018 Iowa Land Value Survey*

The 2018 Iowa State University Land Value Survey showed a modest decrease in farmland values. The estimated $7,264 per acre statewide average for all qualities of land represents a 0.8% decrease from November 2017. This decrease is largely driven by lower commodity prices, higher interest rates, and to some extent, trade disruptions.

A web-portal, *http://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 2018 ISU survey found existing farmers are the primary purchasers of farmland, accounting for 72% of sales. The percent of sales to investors fell slightly from 23% in 2017 to 21% in 2018. Sales to new farmers also grew slightly to 5%.

Five of nine crop reporting districts reported an increase in values, with the South Central district reporting a 3.8% increase. The Central and Southeast districts reported a 2.4% and 3.6% loss, respectively. Additionally, 34% of respondents reported lower sales in 2018 relative to 2017. Limited land supply was the most commonly noted positive factor influencing the land market and lower commodity prices was the most commonly noted negative factor.

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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 2018 statewide average for all qualities of land, estimated at $7,264 per acre, is a decrease of $62 per acre (0.8%) from 2017. Seventy of 99 counties in Iowa reported a drop in land value. Scott County again reported the highest value at $10,537 per acre. The largest percentage increase, 3.1%, was reported in both Floyd and Mitchell Counties.

The lowest value per acre in the state was again reported by Decatur County, $3,488 per acre. The largest dollar decrease was reported in Hamilton County, $285 per acre. The largest percentage decrease, 3.3% was reported in Humboldt and Wright Counties.

Analysis by quality of land

Low-quality land in the state averaged $4,609 per acre, a 1.7% ($61) decrease compared to 2017 values. Medium-quality land averaged $6,805 per acre, a 0.7% percent ($45) decrease. High-quality land averaged $8,863 per acre, a decrease of 0.8% ($70) per acre when compared to 2017 values.

Respondents were asked to provide estimated average CSR2 for high-, medium-, and low-quality land in their county, which were reported as 82, 69, and 54 points, respectively, for statewide averages.

Analysis by crop reporting district

Five of nine crop reporting districts reported an increase in land values: the largest percentage increase was in South Central Iowa, 3.8%. The Central and Southeast districts reported losses of 2.4% and 3.6%, respectively, while the Northeast and Southwest district reported no notable changes in value.

Land buyers and sellers

The majority of farmland sales, 72%, were to existing farmers, with existing local farmers making up 69% of sales. Investors and new farmers represented 21% and 5% percent of sales, respectively; the remaining 2% was sold to uncategorized buyers.

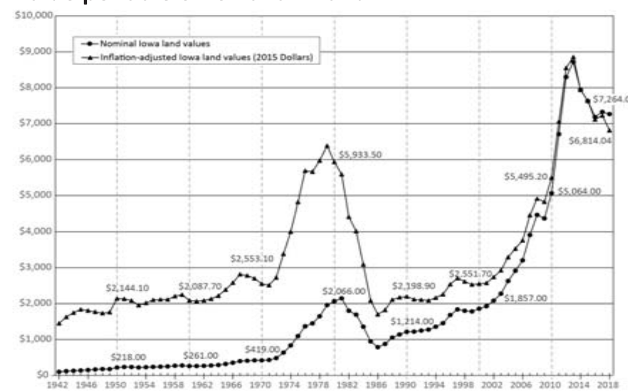
Estate sales accounted for 52% of farmland sales, and retired farmers accounted for 23% of sales.

Thirty-four percent of survey respondents reported lower sales in 2018 relative to 2017, 28% percent reported more sales, and 38% reported similar/no change in sales.

Future land values

The 0.8% decrease in Iowa land values was largely driven by lower commodity prices, higher interest rates, and trade disruptions.

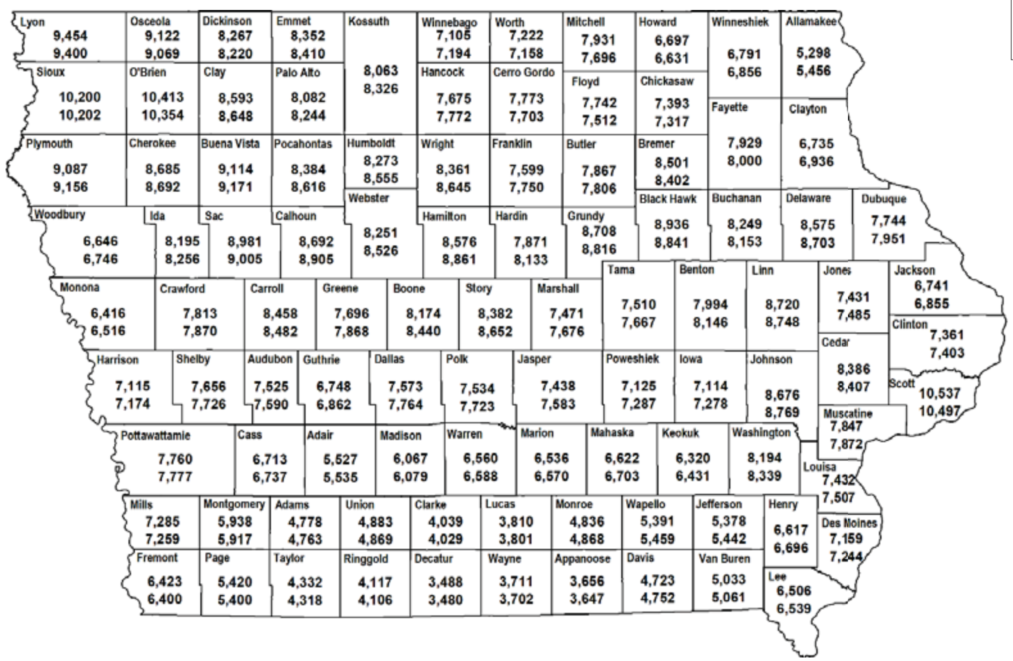
Figure 1. Nominal and inflation-adjusted average value per acre of Iowa farmland



Despite modest losses, the likelihood of seeing a replay of the 1980s farm crisis or a sudden collapse of the US farm sector is small. Significant farm income accumulation during 2003–2013, historically low interest rates, and more prudent agricultural lending practices should fuel a gradual downturn as opposed to sudden collapse.

Across the Midwest, there are signs of deteriorating agricultural credit conditions and a continued, prolonged downturn in the agricultural economy, although with a much slower pace. Given the rising interest rates and still-high uncertainty regarding US agricultural trade, the land market in Iowa might see another modest decline next year despite an overall stabilizing trend.

Figure 2. 2018 and 2017 Iowa average land values, by county (in 2018 US dollars)



State average
Nov. 2018: $7,264
Nov. 2017: $7,326

County estimates of average dollar value per acre for Iowa farmland based on U.S. Census of Agriculture estimates and the Nov. 1, 2018 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, 2018 value; the bottom figure is the estimated Nov. 1, 2017 value.

Figure 3. 2018 land values by crop reporting district (in 2018 US dollars)

State average
$8,863 $6,805 $4,609
$7,264
Down -0.8%

Estimates of average dollar value per acre for high, medium, and low grade farmland on Nov. 1, 2018 by Iowa Crop Reporting District, and the Crop Reporting District average and the average percentage change from Nov. 1, 2017.