2023 Iowa State University Land Value Survey: Overview

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2023 IOWA STATE UNIVERSITY LAND VALUE SURVEY: OVERVIEW

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Abstract: Fluctuations in land values can signal changes in market conditions, impact farmers' financial well-being, and influence policy decisions, making it essential to record and analyze them. Since 1950, the Iowa State University Land Value Survey has been the only data source that provides a county-level land value estimate for each of the 99 counties in Iowa. The 2023 Iowa State University Land Value Survey reported a 3.7% increase to $11,835 per acre for average Iowa farmland values from November 2022 to November 2023. This continues the increase in land values from last year, and the $11,835/acre nominal land value is the highest ever since data collection began in the 1940s. However, the pace of the increase has slowed down. The inflation-adjusted value, $9,131/acre in 2015 dollars, also the highest recorded, saw a very modest increase of 0.5%. While the overall increase is supported by limited land supply, stronger-than-expected crop yields, and ample cash reserves on the farm, the slowing pace and, in some places, the fall in land values is largely attributable to the recent hikes in interest rates, decreasing commodity prices and increasing input costs. All crop reporting districts except the Northwest district reported an increase in land values. The Southeast and South Central districts reported the largest growths of 12.8% and 9.6%, respectively, with all other increases falling below 5%. The Northwest district reported a small decrease of 0.8% in land values. High-quality land saw a 3.5% increase, while medium- and low-quality land increased 3.8% and 4.0%, respectively. In general, the 2023 Iowa State University Land Value Survey results echo other surveys, which all showed relatively stable farmland market values.

Key Words: Land Values, Iowa, Land Ownership, Interest Rate, Farm Income, Ag Credit, Real Estate, Commodity Prices, Expert Opinion Survey, Agricultural Trade, Inflation

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2023 IOWA STATE UNIVERSITY LAND VALUE SURVEY: OVERVIEW

History and Purpose of the ISU Land Value Survey

The survey was initiated in 1941 and is sponsored annually by Iowa State University. Only the state average and the district averages are based directly on Iowa State survey data. County estimates are derived using a procedure that combines Iowa State survey results with data from the US Census of Agriculture. Since 2014, the survey has been conducted by the Center for Agricultural and Rural Development in the Department of Economics at Iowa State University and Iowa State University Extension and Outreach.

The survey is intended to provide information on general land value trends, geographical land price relationships, and factors influencing the Iowa land market. The survey is not intended to provide a direct estimate for any particular piece of property.

The survey is an expert opinion survey based on reports by licensed real estate brokers, farm managers, appraisers, agricultural lenders, county assessors, and selected individuals considered to be knowledgeable of land market conditions. Respondents were asked to report for more than one county if they were knowledgeable about the land markets in multiple counties. The 2023 ISU Land Value Survey is based on 417 usable county-level land value estimates provided by 282 agricultural professionals.

Of the 282 respondents, 41% completed the survey online. Online responses allow participants to provide estimates for up to 12 counties. A web portal has been developed to facilitate the visualization and analysis of Iowa farmland values by pooling data from ISU, USDA, Federal Reserve Bank of Chicago, and the REALTORS® Land Institute Iowa Chapter, as well as by making use of charts over time and interactive county maps. The portal can be accessed at https://www.card.iastate.edu/farmland.

Participants in the survey are asked to estimate the value of high-, medium-, and low-quality land in their county. Comparative sales and other factors are taken into account by the respondents in making these value estimates. This survey is the only data source that provides an annual land value estimate at the county level for each of the 99 counties in Iowa. In addition, this survey provides estimates of high-, medium-, and low-quality land at the crop reporting district and state level.

Analysis by State

The 2023 state average for all land of all quality was estimated to be $11,835 per acre as of November 1, 2023.

The statewide average value increased $424 per acre from November 2022.

The statewide average value increased 3.7% from November 2022.

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Analysis by Crop Reporting District

The highest average land values were reported in Northwest Iowa, $14,753 per acre.

The lowest average land values were reported in South Central Iowa, $7,482 per acre.

Land values increased across all crop reporting districts except Northwest Iowa, with a decrease of 0.8%. The largest percentage increases were in the Southeast and South Central districts, at 12.8% and 9.6%, respectively. The East Central and Southwest districts, which saw the smallest percentage changes, reported increases of 0.7% and 2.6%, respectively.

Analysis by Counties

The highest value was estimated for Sioux County, $16,521 per acre.

The lowest value was in Decatur County, $6,286 per acre.

Twelve of the 99 counties reported decreases in nominal land values and 45 counties reported a decrease in inflation-adjusted values, but 87 counties still report the highest nominal land values since 1950, and, for 42 counties, the inflation-adjusted values are also record-high—topping the previous peak in 2013.

The largest percentage decrease, 3.9%, was reported in Scott County, while the largest increase, 12.9%, was reported in Appanoose, Decatur, Lucas, and Wayne counties. Sioux County reported the lowest percentage increase at less than 1%. The largest dollar decrease was reported in Scott County, $630 per acre, while Marion County saw the largest dollar increase, $1,117 per acre. The smallest dollar increase was reported in Sioux County, $5 per acre.

Analysis by Quality of Land

Low-quality land statewide averaged $7,664 per acre, a 4% or $296 per acre increase from November 2022. Low-quality land in the Southeast, South Central, and West Central saw increases of 17.6%, 16.6%, and 11.3%, respectively; and low-quality land in the Northwest, Northeast, Central and East Central districts posted decreases in land values with the largest percentage decrease in the East Central district at 4.2%.

Medium-quality land averaged $11,075 per acre, an increase of 3.8% or $401 per acre, with a minor decrease in its value reported in East Central district at 0.1%.

High-quality land averaged $14,296 per acre, an increase of 3.5% or $479 per acre. High-quality land in three of nine districts (Northeast, Central, and Southeast) saw increases over 5%, while the Northwest district reported a modest decrease of 1.1%.

Regardless of land quality, the South Central and Southeast districts saw larger increases, while the East Central, West Central, and Southwest districts reported smaller increases with only the Northwest district reporting a decrease in land values this year.

Major Factors Influencing the Farmland Market

Most survey respondents listed positive and/or negative factors influencing the land market. Of all respondents, 90% listed at least one positive factor, and 86% listed at least one negative factor. In most cases, respondents listed multiple factors.

There were three positive factors listed by over 50% of respondents who provided at least one positive factor. The most frequently mentioned factor was limited land supply, mentioned by 15.5% of respondents.

Strong yields and the combination of cash on hand and credit availability were the next most-frequently mentioned positive factors, mentioned by 12.6% and 12.1% respondents, respectively. Other frequently mentioned positive factors included higher commodity prices (11.3%) strong land demand including from investors (11.3%), a good farm economy (5.4%), and a recent history of favorable interest rates (2.8%).

There were also three negative factors listed by more than 40% of respondents who identified at least one negative factor. The most frequently mentioned negative factor affecting land values was the series of interest rate hikes over the past two years, mentioned by 23.4% of respondents, and the fall of commodity prices during 2023 was the second-most important concern with 22.7% responses identifying it. Concerns about higher input costs, weather uncertainty, and stock market volatility and economic uncertainty were the next most frequently mentioned negative factors, mentioned by 11.4%, 7.2% and 5.1% of respondents, respectively. Land availability and uncertainty in agricultural profitability were each mentioned by roughly 3.6% of respondents.

Number of Sales Compared to the Previous Year

In 2023, 39.5% of respondents reported fewer sales relative to 2022, which signals the slowing place of the land market. On the other hand, 21% reported more sales, and 39.5% reported the same level of sales in 2023 compared to 2022.

The South Central district has the lowest percentage of respondents who reported more sales, at 11%, while the East Central district has the highest percentage of respondents who reported more sales, with 28%. On the other hand, in six of the nine districts, more than 40% of respondents indicated fewer sales in 2023 than 2022.

Land Sales by Buyer Category

The survey asked respondents what percent of the land was sold to six categories of buyers: existing local farmers, existing relocating farmers, new farmers, local investors, non-local investors, or other.

The majority of farmland sales, 70%, were to existing farmers, of which existing local farmers captured 69% of land sales. Only 1% of sales were to existing relocating farmers. New farmers represented 4% of sales. Investors represented 24% of land sales, with 12% going to local investors and 12% to non-local. Other purchasers were 2% of sales.

Sales to existing local farmers by crop reporting district ranged from 58% in the South Central district to 77% in the West Central district.

Sales to investors were highest in the South Central district (34%). The West Central district reported the lowest investor activity (17%). Four districts, Northwest, West Central, Central, and East Central, reported more local investor sales than non-local investor sales.

Land Sales by Seller Category

The survey also asked respondents what percent of land was bought from six categories of sellers: active farmers, retired farmers, estate sales, local investors, non-local investors, or other.

The majority of farmland sales, 57%, were from estate sales, followed by retired farmers at 23%. Active farmers accounted for 7% of sales, while local and non-local investors accounted for 4% and 7%, respectively.

Estate sales by crop reporting district ranged from 40% in the South Central district to 70% in the West Central district.

Sales by investors were highest in the South Central district (24%), with local investors representing 10% of sales and non-locals representing 14%. The Northeast and East Central districts reported the lowest

investor sale activity (6% each), with local investors representing 2% and 3% of sales and non-locals representing 4% and 3%, respectively.

Respondents by Occupation and by Mode of Survey

The survey asked the main occupation of the respondent: farm manager, appraiser, agricultural lender, broker/realtor, government, farmer/landowner, and other, along with the respondents' number of years of experience and the number of counties in which they offer services.

In total, 282 agricultural professionals completed the survey, providing 417 county land value estimates. Of these 282, agricultural lenders represented the largest group, accounting for 41% of all respondents. Brokers/realtors and farm managers were the next largest groups, representing 14.2% and 13.1% of respondents, respectively.

Of all respondents, the percentage of agricultural lenders ranged from 25% in the Southwest district to more than 45% in the Northwest, Northeast, West Central, and Southeast districts.

Our respondents, on average, have 27 years of experience in their current profession and offer professional services to an average of six counties. While government officials typically only serve one county, appraisers, agricultural lenders, farm managers, and realtors/brokers offer services, on average, to 15, 10, 10, and 4 counties, respectively.

The survey was completed online by 41% of the 282 respondents.

Farmland Value and Cash Crop Price Predictions by Respondents

This year's survey asked respondents to predict land values and cash crop prices one and five years from now, as well as the prevailing interest rates for a 20-year farmland mortgage and a one-year operating loan.

Respondents had optimistic views regarding the strength of the farmland market five years from now, and generally expect stable or even higher land values, with the one year expectation tilting towards a fall in land values. Forty-eight percent of respondents forecasted a decrease in their local land market in one year, while 30% expected a higher land value and 22% forecasted no change. While the most popular response was for the one-year land price forecast to decrease by 5% or less, the second-most popular answer was for land values to remain the same as the current situation. Looking five years ahead, 16% of respondents forecasted a decline, much smaller than the 48% forecasting a decline 12 months from now. Meanwhile, 70% of respondents expect an increase in land values in the long term, with an increase of 10%–20% selected by most respondents.

To better gauge the respondents' views of current farmland values, the survey also asks them to rate the current farmland values in their primary county as way too low, too low, just right, too high, or way too high. Fifty-nine percent and 10% of respondents think the current land values are too high or way too high, respectively, while only 5% of respondents think the current land values are too low. Twenty-five percent of respondents think the land values are just right.

Respondents expect corn and soybean cash crop markets to remain relatively stable. In particular, the predicted state average cash corn prices for November 2024 (one year from now) and 2028 (five years from now) are $4.69/bu. and $5.33/bu., respectively. The statewide average soybean price predictions are $12.42/bu. in one year and $13.36/bu. five years from now.

Respondents reported typical interest rates for 20-year farmland mortgages and one-year operating loans are 7.59% and 8.54%, respectively. These are significantly higher than one-year-ago levels due to the multiple interest rate hikes by the Federal Reserve to combat inflation.

Land Quality and Corn Suitability Rating 2

To gauge how each respondent defined high-, medium-, and low-quality land for their county, we asked for estimated average CSR2 (Corn Suitability Rating 2) for high-, medium-, and low-quality land. We also asked for estimates of the percent of land area for each land quality class.

Approximately 90% of participants provided at least one CSR2 estimate for the corresponding land quality classes. The estimated average CSR2 values statewide for high-, medium-, and low-quality land are 83, 70, and 56 points, respectively. The estimated percent of land area for high-, medium-, and low-quality land is 35%, 40%, and 25%, respectively.

In addition, respondents ranked high-, medium-, and low-quality land based on relative conditions in their region. For example, the average CSR2 for high-quality land in the South Central district is 72, which is only slightly larger than the CSR2 for low-quality land in the Northwest district (70).

Interpretation of the 2023 Survey Results

The 2023 Iowa State University Land Value Survey reported a 3.7% increase to $11,835 per acre for average Iowa farmland values from November 2022 to November 2023. This represents a modest increase from last year, and the $11,835/acre nominal land value is the highest-ever recorded by the survey. The 2023 nominal land value is 36% higher than the 2013 peak in nominal land values, and the inflation-adjusted value, $9,131/acre in 2015 dollars, saw a 0.5% increase and is also the highest on record.

The declining rate of increase in land values, along with falling values in select regions, is revealing a possible plateauing in the land market. The downward pressures on land values are largely attributable to interest rate hikes, lower commodity prices, increasing input prices, and weather uncertainty. At the same time, limited land supply, stronger-than-expected crop yields, readily available cash and credit, higher commodity prices earlier in the year, strong demand, including from investors, and a good farm economy supported the overall growth in Iowa land values. In general, nearly half of the respondents expect modest declines in land values within the next year but are optimistic about the future of the land market, forecasting increases in five-year land values.

The 2023 Iowa State University Land Value Survey revealed a geographic pattern in land value changes across crop reporting districts, counties, and land quality classes. Land values increased in eight of the nine crop reporting districts, with the largest percentage increases in the South Central and Southeast districts, 12.8% and 9.6%, respectively. All other districts reported increases less than 5% except for the Northwest district, where land values decreased by 0.8%. Across land quality classes, low-quality land saw the greatest increase, 4%, while high- and medium-quality land experienced 3.5% and 3.8% increases, respectively. Within the districts, high quality land decreased in value by 1.1% in the Northwest district, medium-quality land value decreased in the East Central district by 0.1%, while low-quality land values fell in the Northwest, Northeast, Central, and East Central districts by 0.8%, 1%, 0.1%, and 4.2%, respectively.

Twelve of Iowa's 99 counties reported decreases in nominal land values and 45 counties reported a decrease in inflation-adjusted values, but 87 counties still report the highest nominal land values since 1950, and, for 42 counties, the inflation-adjusted values are also record-high—topping the previous peak in 2013. The largest percentage increase, 12.9%, was reported in Appanoose, Decatur, Lucas, and Wayne Counties while the largest percentage decreases were reported in Scott and Clinton Counties at 3.9% and 1.9%, respectively.

In general, the results from the 2023 Iowa State University Land Value Survey are similar to the results from other surveys, which all highlight the slowing pace of the farmland market due to higher interest rates and lower commodity prices. In November 2023, the Federal Reserve Bank of Chicago reported no change in Iowa's "good" farmland values from October 2022 to October 2023. In September, the REALTORS® Land Institute reported an overall 0.6% increase in Iowa cropland values from September 2022 to September 2023, with decreases reported in Northwest, North Central, and West Central district values. The US Department of Agriculture June Area Survey reported a 5.6% rise in Iowa's agricultural real estate values (land and building) from June 2022 to June 2023.

Nearly 40% of respondents reported less sales in 2023 relative to 2022, another 39% reported the same level of sales, while only 21% reported more sales compared to 2022. Limited land supply is reported as the most common factor selected as a positive influence on land values.

The majority of farmland sales, 70%, were to existing farmers, of which existing local farmers captured 69% of land sales. Only 1% of sales were to existing relocating farmers. New farmers represented 4% of sales. Investors represented 24% of land sales, with 12% going to local investors and 12% to non-local. Other purchasers were 2% of sales.

The farmland value estimates from the Iowa State survey are average estimates for all farmland in a county, including cropland, pasture, CRP, and timberland. Specifically, we asked respondents to estimate "farmland value for average-sized farms in your county as of November 1, 2023."

An opinion survey is just that—it represents the collective opinion of the survey respondents. Most of the respondents will use actual sales to formulate their opinions but each person can choose to weigh or

discount particular sales as they deem necessary. The Iowa State Land Value Survey is an opinion survey, as are the surveys conducted by Federal Reserve Bank, USDA, and the REALTORS® Land Institute. It is important to consider the survey respondents, the questions asked, the time period covered, and other factors relating to a particular survey. As a result, it is important to note that when comparing results across surveys for Iowa and neighboring states, it is better to compare percentage change over time as opposed to dollar amount per acre.

The Iowa State Land Value Survey is intended to provide information on general land value trends and factors influencing the Iowa land market, it is not intended to provide a direct estimate for any particular piece of property. We recommend interested buyers or sellers hire an appraiser to conduct a formal appraisal of a particular parcel, go to county assessor websites, or examine recent auction results for comparable parcels in their region.

Outlook for Land Values in 2023 and Beyond

The slowing pace of the growth in Iowa farmland values is not really a surprise for some – in November 2022, over 30% of the 2022 Iowa State survey respondents thought land values in their territory would either remain the same or modestly increase in 2023. The small increase of 3.7% falls within that expectation. On the other end of the spectrum, nearly 70% of the respondents believe that land values are higher than they should be and about 50% expect a decline in the next year. This is explained by the downward pressures by rising interest rates, lower commodity prices, and higher input costs.

The estimated $11,835 per acre statewide average for all qualities of land in Iowa represents a 3.7% increase in nominal land values from November 2022. This modest increase, following the dramatic 17% surge last year, means that Iowa farmland values, still at an all-time high since Iowa State started tracking the land value information in the 1940s, have started to cool off. After adjusting for inflation, the overall inflation-adjusted land values rose only 0.5%, and the inflation-adjusted land values fell in 45 counties. Despite the slowing pace, there is a variation in the change and inflation-adjusted land values in 42 out of 99 counties in Iowa are still at an all-time high.

Many of the factors behind the large surge in values last year continue to support this increase at the beginning of the year—interest rates were lower through the first half of the year, commodity prices were still elevated as weather and geopolitical uncertainty created crop production concerns, crop yields once again were a positive surprise despite the weather challenges throughout the growing season, cash and credit availability has remained ample and allowed farmers to stay aggressive in the land market, and investor demand grew stronger nudged by inflation concerns and lack of alternative investment options.

According to USDA Economic Research Service's December 2023 farm income forecast, US net farm income is forecast to decrease $31.8 billion (17.4%) from 2022 levels to $151.1 billion in 2023 (in inflation-adjusted terms, a 20% fall). Despite the decline, US net farm income in 2023 is higher than the 2020 net farm income by 38%, and its 20-year average (2003–2022) by 36%. The decrease is driven by falling commodity prices and cash receipts from farming, along with lower direct government payments and higher production costs. In particular, both crop receipts and animal or animal product receipts are expected to decrease by 4% and 5%, respectively. Even though the direct government payments continue to fall, the 2023 direct government payments are forecasted at $12.1 billion, reflecting the reduction in COVID-related assistance in 2023. As farm production expenses are rising, with the largest increases this year coming from interest expenses, the growth in expenses has caught up to the growth in revenues, making for tighter margins.

Put simply, land value is the net present value of all discounted future income flows. With certain assumptions imposed, one could think of land value being net income divided by the interest (discount) rate. To understand the changes in land value over time and across space, it is useful to examine how net income and interest rates will change over the next few years. Improving commodity prices, rising farm income, and lower interest rates tend to exert upward pressures on land values; while lower prices and incomes and higher interest rates tend to press downward on land values.

From this perspective, the annual 3.7% increase in farmland values is consistent with reports on stabilizing farm incomes as well as several other underlying supply and demand factors. First, commodity prices, although falling, are at par with the pre-pandemic levels—USDA forecasts the 2023 season-average corn and soybean prices at $4.85/bu. and $12.90/bu., respectively. These prices are 28% and 8% lower than year-ago levels, respectively, but are still higher than 2020. However, production costs have also risen, leading to tighter profit margins based on the 2023 Iowa Cost of Production estimates. Corn per bushel cost of production has, in fact, exceeded the season average price. The lowering profitability, which is a combination of prices and input costs, is placing downward pressure on land values. Many respondents cited low commodity prices and high input costs as a key negative factor for farmland markets.

Second, despite the weather challenges throughout the growing season, the Iowa and national corn and soybean yields are much stronger than expected, with Iowa at 200 and 58 bushels per acre, respectively, and the nation at 174.9 and 49.9 bushels per acre, respectively. These yields are very similar to last year's levels, but are still surprisingly high given the extent of drought conditions within the state and across the growing season, making this a positive influence on land values.

Third, the Federal Reserve continued their interest rate hikes throughout the year in response to the inflationary pressures that had begun to build in 2021. By the second quarter of 2022, the US Bureau of Labor Statistics reported that the US inflation rate rose to its highest level since 1982. While inflation has driven some investors to consider farmland as an alternative investment asset because farmland value tends to rise with higher inflation, that demand has also slowed down with inflation. Moreover, higher interest rates from the summer of 2022 increased the contribution of interest expenses to production costs and decreased farm profitability. Previous research shows that the realization of the interest rate hikes in the land market is often delayed. The hikes in interest rates since the second half of 2022 are now influencing land values as we move into 2024 and 2025.

Finally, despite the fall in sales activity, many respondents noted the strong demand for farmland, including from investors. As noted earlier, some investors are nudged by the higher inflation rate when looking for alternative investment options, some look for undervalued assets or a bargain, and others are also attracted to rural acreage or land with recreational potential. However, there is still limited farmland supply, which was noted to have helped buoy market prices in many areas across the state, and kept the overall Iowa land values increasing despite substantial downward pressure with lowering incomes and rising interest rates.

Eight of the nine crop reporting districts saw growth in their land values, with the Southeast and South Central districts reporting the highest percentage increases of nearly 10% or more. While these two districts have the highest percentage increases this year compared to other districts, the percentage increase in their values is almost the same as last year. The regional trends suggest that the surging land values are cooling off first in the northern and central districts, where they surged with a much higher magnitude, whereas the southern areas are following with a lag. While land values could be thought of as net income divided by interest rates, net income tends to be localized while interest rates are more universal. The strength in these districts reflected the competitiveness of the land market, more investor influence (especially for recreational land use in South Central Iowa), lower land availability (with roughly half of the regional respondents indicating fewer land sales), as well as the positive impacts of better-than-expected crop yields. While low-quality land experienced the largest percentage increase, specifically in the South Central and Southeast districts, the medium-quality land value change was only slightly smaller, with high-quality land capturing the smallest increase. Furthermore, previous research shows that experts' estimates are less informative and noisier for low-quality land, suggesting that more trust should be put in the Iowa State University Land Value Survey for high-quality land values than for low-quality land values. It is also worth noting that low-quality farmland in the Iowa State survey includes pasture, timber, and recreational tracts.

All Iowa counties except for 12 reported growth in nominal land values, although the magnitudes of increases are much smaller than in the previous two years—the largest percentage increase, 12.9%, was reported in Appanoose, Decatur, Lucas, and Wayne counties. Scott and Clinton counties reported the largest decreases at 3.9% and 1.9%, respectively. The 12 counties reporting a decrease in nominal land values are all located in Northwest and East Central districts, while the 45 counties reporting a decrease in inflation-adjusted values are distributed well in seven Iowa districts except for the South Central and Southeast districts where all counties report an increase. Moreover, in inflation-adjusted values, 68 counties have values that exceed the peaks from 2012 and 2013, and 42 of these counties have record-high inflation-adjusted land values. The 42 record-setting counties that truly posted historically high land values, include all counties from the Southeast, no counties from the Northwest and North Central districts, and a more equal distribution across other crop reporting districts.

Across the Corn Belt and Great Plains, the land market saw consistent, yet more modest, increases. Many neighboring states also experienced recent large increases in land values, especially in surveys conducted in recent months in light of commodity market rallies. The Illinois Society of Professional Farm Managers and Rural Appraisers and University of Illinois reported in March 2023 that Illinois land values for excellent quality land increased 15.3% from January 2021 to January 2022. The February 2023 Nebraska report indicated the average market value of dryland non-irrigated cropland increased by 13% compared to one year earlier. The 2023 land value survey conducted by Purdue University reported a 7.3%, 5.8%, and 0.7% increase for Indiana's statewide top-, medium-, and low-quality farmland values, respectively, from June 2021 to June 2022. The quarterly AgLetter report by the Chicago Federal Reserve Bank issued in November 2023 indicated a 6% increase in Illinois, no change in Iowa, and 9% and 16% growth for Wisconsin and

Indiana, respectively, for the period of October 1, 2022, to October 1, 2023. It also reported an overall 1% growth over the last quarter for the seventh district, a 1% increase for Illinois and Iowa land values, and no change for Indiana values. The quarterly Ag Credit survey conducted by the Kansas City Federal Reserve Bank, published in August 2023, showed that non-irrigated cropland values in their district grew by roughly 8% from the previous year.

While there has been a tempering of land value growth potential in the short run, generally, respondents expect higher land values in the future. Nearly half, 49%, of respondents forecasted a decrease in their local land market in one year, while the most selected answer (29%) was for less than a 5% fall in land values. Looking five years ahead, 16% of respondents forecast a decline, growing from the 11% that forecasted a decline 12 months ago and the 6% that forecasted a decline two years ago. However, roughly 60% of respondents still expect a further increase in land values, with an increase of 10%–20% selected by the largest number of respondents (30%). This is consistent with respondents' corn and soybean price forecasts—respondents expect stable to slightly rising corn and soybean cash crop prices. The Ag Economy Barometer led by Purdue University, a nationwide monthly agricultural producer survey, showed that the most surveyed farmers expect higher farmland prices 12 months from now, mostly due to strong investor demand which is expected to outweigh the rising costs, lowering prices, and higher interest rates.

The inflation concerns that arose last year continued to strengthen through the early part of this year. Although the inflation rate peaked in 2022, we experienced quite high inflation rates earlier this year. Since the fall of 2022, the Federal Reserve conducted a series of interest rate hikes to curb inflation. Research suggests that farmland values are very sensitive to interest rate changes. It is also worth noting that changes in the federal funds rate have long-lasting impacts on farmland values, as it takes at least a decade for the full effects of an interest rate change to be capitalized in farmland values. So, although interest rates are expected to stabilize and then ease in 2024, the land market will continue to react to the interest rate hikes in 2022 and 2023. But within the current land market environment, the interest rate increases are fighting against other factors, such as relatively strong farm incomes, which continue to support higher values.

The concerns about inflation and the credibility of land as a strong inflation hedge has nudged more investors to consider farmland as an investment option due to the strong positive correlation between farmland returns and inflation. Farmland has historically been a fairly robust investment that generates relatively stable returns, especially when compared with other investments, such as stocks. The 2023 survey reported that investors represented 24% of land sales, which is slightly lower than the 27% in 2022, coinciding with the fall in inflation. Sales to investors were highest in the South Central district (34%). Consistent with previous years, the majority of farmland sales, 70%, were still to existing farmers, of which existing local farmers captured 69% of land sales. The cash infusion from COVID-19-related assistance programs and a good agricultural economy over the last couple of years are still supporting land values enough to maintain an increase, though modest, in land values despite the recent interest rate hikes.

Moreover, respondents are also concerned about the negative impact of lower commodity prices and higher input costs on the land market. Producers already saw rising costs in many factors of their production, including fertilizers, machinery, and fuel over the past two years. For producers who rely significantly on rented acres, they have seen their cropland rents increase, with additional concerns for next year's rent as well. The current projections of crop prices and production costs show that overall producers are expected to have a profitable crop year in 2024 with much tighter margins, with corn potentially being grown at a loss, but the uncertainty about higher input costs and the decreases in commodity prices has already eroded profitability and broken the momentum of farmland value increases. However, there are several factors supporting the seemingly high land values: farm income, though lower than last year, is still higher than the pre-pandemic levels, the relative stability from at least 84% of Iowa farmland being fully paid for, and the fact that farmland is increasingly viewed as a more stable and robust investment option given greater general economy and geopolitical uncertainty. Although the land market is likely to face declines in the short run, we do not foresee a sudden collapse of the agricultural land markets in the near future.

There have been three 'golden' eras for Iowa land values over the past 100 years. The first one ended in a long, drawn-out decline in land values from 1921 to 1933, the second golden era ended with a sudden collapse from 1981 to 1986. The third golden era ended with an orderly adjustment in values from 2014 onwards as opposed to a sudden collapse. We are now at the cusp of another great period of farmland values, and if the economy bypasses a recession as planned, we should be able to end this era without a

rapid collapse in land values.

Table 1. Recent Changes in Iowa Farmland Values, 1974–2023

	Value Per Acre	Dollar Change	% Change		Value Per Acre	Dollar Change	% Change
1974	834	153	31.7	1999	1781	-20	-1.1
1975	1095	261	31.3	2000	1857	76	4.3
1976	1368	273	24.9	2001	1926	69	3.7
1977	1450	82	6.0	2002	2083	157	8.2
1978	1646	196	13.5	2003	2275	192	9.2
1979	1958	312	19.0	2004	2629	354	15.6
1980	2066	108	5.5	2005	2914	285	10.8
1981	2147	81	3.9	2006	3204	290	10.0
1982	1801	-346	-16.1	2007	3908	704	22.0
1983	1691	-110	- 6.1	2008	4468	560	14.3
1984	1357	-334	-19.8	2009	4371	-97	-2.2
1985	948	-409	-30.1	2010	5064	693	15.9
1986	787	-161	-17.0	2011	6708	1644	32.5
1987	875	88	11.2	2012	8296	1588	23.7
1988	1054	179	20.5	2013	8716	420	5.1
1989	1139	85	8.1	2014	7943	-773	-8.9
1990	1214	75	6.6	2015	7633	-310	-3.9
1991	1219	5	.4	2016	7183	-450	-5.9
1992	1249	30	2.5	2017	7326	143	2.0
1993	1275	26	2.1	2018	7264	-62	-0.8
1994	1356	81	6.4	2019	7432	168	2.3
1995	1455	99	7.3	2020	7559	127	1.7
1996	1682	227	15.6	2021	9751	2192	29.0
1997	1837	155	9.2	2022	11411	1660	17.0
1998	1801	-36	-2.0	2023	11835	424	3.7

Table 2. Iowa Farmland Values and Percentage Change by District and Land Quality as of November 2023

District	Average Value	% Change	High Quality	% Change	Medium Quality	% Change	Low Quality	% Change
Northwest	$14,753	-0.8%	$16,938	-1.1%	$13,731	0.2%	$9,497	-0.8%
North Central	$12,818	3.0%	$14,719	3.1%	$11,512	3.1%	$8,045	2.5%
Northeast	$12,060	3.7%	$14,617	5.9%	$11,364	2.2%	$7,965	-1.0%
West Central	$12,741	2.7%	$14,950	0.9%	$12,018	3.1%	$9,084	11.3%
Central	$13,014	3.4%	$15,531	5.5%	$11,807	2.4%	$7,917	-0.1%
East Central	$12,678	0.7%	$15,593	3.3%	$11,862	-0.1%	$8,087	-4.2%
Southwest	$9,505	2.6%	$11,884	4.1%	$9,102	3.8%	$6,131	0.8%
South Central	$7,482	9.6%	$9,718	2.5%	$7,498	9.1%	$5,105	16.6%
Southeast	$10,460	12.8%	$14,157	10.4%	$9,858	13.6%	$6,357	17.6%
STATE (avg)	**$11,835**	**3.7%**	**$14,296**	**3.5%**	**$11,075**	**3.8%**	**$7,664**	**4.0%**

Table 3. Iowa Farmland Values by Crop Reporting District and Quality of Land, 2009–2023 ($)

Year	State Avg	Northwest	North Central	Northeast	West Central	Central	East Central	Southwest	South Central	Southeast
					All Quality					
2009	4371	5364	4827	4464	4652	5026	4796	3559	2537	3832
2010	5064	6356	5746	5022	5466	5901	5447	4325	2690	4296
2011	6708	8338	7356	6602	7419	7781	7110	5905	3407	5705
2012	8296	11404	9560	8523	9216	9365	8420	7015	4308	6172
2013	8716	10960	9818	9161	9449	9877	9327	7531	4791	6994
2014	7943	9615	8536	8151	8424	9087	9008	6513	4475	7215
2015	7633	9685	7962	7861	8061	8505	8506	6372	4397	6892
2016	7183	9243	7562	7313	7358	7841	7917	6060	4241	6716
2017	7326	9388	7802	7543	7377	8097	8218	6058	4172	6864
2018	7264	9311	7789	7543	7413	7899	8004	6060	4329	6619
2019	7432	9352	7912	7325	7564	8336	8475	6166	4487	6868
2020	7559	9536	7927	7525	7859	8485	8524	6112	4658	6935
2021	9751	12164	10664	9958	10461	10744	11051	7582	6035	8451
2022	11411	14878	12449	11627	12411	12582	12595	9264	6824	9276
2023	11835	14753	12818	12060	12741	13014	12678	9505	7482	10460
					High Quality					
2009	5321	6129	5371	5349	5552	5939	5738	4539	3710	5306
2010	6109	7283	6397	6076	6585	7026	6152	5335	3892	5862
2011	8198	9649	8601	7994	8889	9332	8675	7418	5109	7721
2012	10181	12890	10765	10708	11128	11139	10201	8818	6437	8879
2013	10828	12824	11159	11423	11591	11803	11631	9591	7150	9785
2014	9854	11201	9630	10083	10275	10780	11034	8482	6663	10150
2015	9364	11229	8976	9575	9684	10087	10289	8031	6445	9536
2016	8758	10650	8442	8892	8874	9299	9502	7527	5980	9265
2017	8933	10829	8730	9151	8881	9568	9900	7571	5908	9471
2018	8863	10767	8699	9198	8834	9313	9768	7738	6055	9063
2019	9078	10757	8858	9050	9017	9749	10421	7768	6416	9341
2020	9068	10780	8889	9182	9159	9800	10199	7484	6408	9299
2021	11834	13997	12064	12308	12289	12512	13503	9424	8194	11628
2022	13817	17121	14271	13806	14821	14720	15097	11419	9478	12829
2023	14296	16938	14719	14617	14950	15531	15593	11884	9718	14157
					Medium Quality					
2009	4076	4977	4450	4193	4371	4615	4465	3386	2443	3535
2010	4758	5883	5300	4664	5111	5386	5445	4140	2596	4053
2011	6256	7708	6713	6290	6981	7029	6510	5553	3353	5468
2012	7773	11011	8691	7815	8619	8466	8128	6732	4219	5685
2013	8047	9918	8824	8573	8725	8930	8567	7137	4715	6605
2014	7359	8698	7874	7591	7827	8327	8388	6108	4318	6715
2015	7127	8834	7352	7460	7581	7758	7934	6038	4282	6525
2016	6705	8468	6992	6994	6870	7186	7396	5683	4128	6283
2017	6849	8555	7218	7236	6824	7426	7674	5756	4079	6548
2018	6805	8548	7214	7116	6935	7341	7452	5671	4244	6353
2019	6938	8633	7248	6833	7076	7649	7823	5841	4371	6616
2020	7119	8993	7350	6980	7433	7883	7959	5843	4563	6639
2021	9071	11042	9641	9122	9700	9980	10179	7145	6094	8169
2022	10673	13710	11171	11122	11654	11527	11876	8769	6872	8677
2023	11075	13731	11512	11364	12018	11807	11862	9102	7498	9858
					Low Quality					
2009	2884	3490	3281	3177	3134	3203	3240	2286	1685	2281
2010	3357	4161	3976	3517	3542	3724	3840	2868	1794	2620
2011	4257	5196	4900	4352	4766	4848	4671	3824	1984	3335
2012	5119	7162	6303	5288	5877	5718	5013	4484	2562	3226
2013	5298	6845	6421	5670	5926	5918	5449	4592	2843	3651
2014	4878	6091	5428	5256	5173	5582	5479	3860	2808	3891
2015	4834	6252	5372	5242	5082	5292	5366	4070	2750	3797
2016	4665	6019	5164	4847	4577	5158	5153	4189	2892	3783
2017	4689	6216	5265	4965	4684	4993	5305	3935	2824	3768
2018	4609	6018	5161	5056	4720	4932	4911	3790	2953	3656
2019	4759	6099	5325	4803	4950	5467	5279	3844	2955	3790

2020	5078	6486	5297	5213	5492	5793	5599	4055	3262	4134
2021	6397	8088	6992	6717	7044	7136	7215	5155	4058	4734
2022	7369	9569	7849	8047	8161	7927	8441	6081	4379	5406
2023	7664	9497	8045	7965	9084	7917	8087	6131	5105	6357

Table 4. Level of Sales Activity, 2023 (Percent)

	More	Less	Same
Northwest	18	30	52
North Central	33	27	39
Northeast	24	37	39
West Central	26	41	32
Central	18	44	38
East Central	28	41	31
Southwest	15	46	38
South Central	11	46	43
Southeast	16	50	34
STATE	**21**	**39**	**39**

Table 5. Iowa Land Purchases by Buyer Type, 2023 (Percent)

	Existing Local Farmers	Existing Relocating Farmers	New Farmers	Local Investors	Non-local Investors	Other
Northwest	73	1	2	12	9	3
North Central	65	1	5	13	15	1
Northeast	72	2	5	9	10	2
West Central	77	1	4	9	8	1
Central	66	1	3	15	14	1
East Central	72	1	4	13	7	3
Southwest	63	2	3	15	16	1
South Central	58	2	3	14	20	3
Southeast	67	1	6	10	13	3
STATE	**69**	**1**	**4**	**12**	**12**	**2**

Table 6. Iowa Land Purchases by Seller Type, 2023 (Percent)

	Active Farmers	Retired Farmers	Estate Sales	Local Investors	Non-local Investors	Other
Northwest	7	15	67	4	4	3
North Central	5	21	60	2	9	3
Northeast	9	34	51	2	4	0
West Central	1	17	70	4	6	2
Central	10	19	60	4	6	1
East Central	9	32	51	3	3	2
Southwest	8	24	52	6	9	1
South Central	6	25	40	10	14	5
Southeast	3	26	56	4	9	2
STATE	**7**	**23**	**57**	**4**	**7**	**2**

Table 7. Survey Respondents and Responses by Mode, 2023

(Some respondents report on more than one county)

	Paper	Online	# Responses	Paper	Online	# Respondents
	(Percent)			(Percent)		
Northwest	45	55	64	48	52	50
North Central	44	56	41	47	53	32
Northeast	59	41	46	60	40	30
West Central	38	62	47	47	53	32
Central	28	72	47	27	73	33
East Central	35	65	37	32	68	31
Southwest	23	77	48	35	65	23
South Central	29	71	41	36	64	28
Southeast	41	59	46	26	74	23
STATE	**38**	**62**	**417**	**41**	**59**	**282**

Table 8. Survey Respondents by Occupation, 2023 (Percent)

	Farm manager	Appraiser	Ag lender	Broker/ Realtor	Farmer/ Landowner	Government (Assessors and FSA Officers)	Other
Northwest	18	4	51	10	4	12	0
North Central	12	9	39	6	18	15	0
Northeast	3	3	47	27	3	10	7
West Central	12	6	53	15	12	3	0
Central	18	9	33	18	12	9	0
East Central	18	18	32	7	7	11	7
Southwest	14	19	29	24	5	10	0
South Central	10	21	31	21	10	7	0
Southeast	9	22	48	4	9	9	0
STATE	**13**	**11**	**41**	**14**	**9**	**10**	**1**

Table 9. Experience and Service Area by District and Respondent Occupation, 2023

Crop reporting district	Years of experience	Number of counties served	Occupation	Years of experience	Number of counties served
Northwest	26	6	Ag lender	25	10
North Central	32	4	Appraiser	27	15
Northeast	26	4	Broker/Realtor	24	4
West Central	28	5	Farm manager	31	10
Central	29	12	Farmer/Landowner	42	2
East Central	24	7	Government	21	1
Southwest	24	6	Other	22	2
South Central	29	6			
Southeast	25	5			
STATE	**27**	**6**	**STATE**	**27**	**6**

Table 10. Predicted Percent Change in Local Land Value One Year from Now (November 2023 to November 2024)

	Drop >20%	Drop 10-20%	Drop 5-10%	Drop <5%	the Same	Increase <5%	Increase 5-10%	Increase 10-20%	Increase 20%+
					(Percent)				
Northwest	0	0	22	24	15	17	13	9	0
North Central	0	4	18	36	18	14	4	4	4
Northeast	7	11	19	33	15	7	4	0	4
West Central	0	3	23	32	23	16	0	3	0
Central	0	3	3	25	19	28	16	3	3
East Central	0	4	8	29	33	13	8	4	0
Southwest	0	0	19	22	19	33	4	4	0
South Central	0	7	7	33	26	22	4	0	0
Southeast	0	0	19	24	38	14	5	0	0
STATE	**1**	**3**	**16**	**29**	**22**	**19**	**7**	**3**	**1**

Table 11. Predicted Percent Change in Local Land Value Five Years from Now (November 2023 to November 2028)

	Drop >20%	Drop 10-20%	Drop 5-10%	Drop <5%	the Same	Increase <5%	Increase 5-10%	Increase 10-20%	Increase 20%+
					(Percent)				
Northwest	0	2	9	2	20	2	20	27	16
North Central	0	4	4	11	15	0	22	33	11
Northeast	4	4	13	9	22	4	26	17	0
West Central	4	14	0	7	4	7	18	32	14
Central	0	6	0	3	9	9	28	28	16
East Central	0	8	4	0	13	17	13	33	13
Southwest	0	0	10	0	10	24	10	33	14
South Central	0	0	0	4	9	9	17	35	26
Southeast	5	10	10	5	14	0	14	33	10
STATE	**1**	**5**	**5**	**5**	**13**	**7**	**19**	**30**	**14**

Table 12. Views of Current Farmland Values

	View of Current Farmland Values (Percent)				
	Way too Low	Too Low	Just Right	Too High	Way Too High
	(percent of respondents)				
Northwest	4	0	26	67	2
North Central	0	4	19	70	7
Northeast	4	0	7	63	26
West Central	0	0	28	69	3
Central	0	0	38	53	9
East Central	0	0	17	71	13
Southwest	7	22	37	30	4
South Central	0	15	22	52	11
Southeast	0	5	30	45	20
STATE	**2**	**5**	**25**	**59**	**10**

Table 13. Iowa Cash Crop Price Predictions for November 2024 and 2028 ($/bu.)

	Predicted Cash Corn Prices		Predicted Cash Soybean Prices	
	November 2024	November 2028	November 2024	November 2028
Northwest	$4.75	$5.47	$12.28	$13.32
North Central	$4.72	$5.52	$12.58	$13.68
Northeast	$4.63	$5.19	$12.30	$13.14
West Central	$4.58	$4.93	$12.20	$12.72
Central	$4.70	$5.27	$12.33	$13.37
East Central	$4.60	$5.44	$12.62	$13.75
Southwest	$5.01	$5.99	$12.70	$14.09
South Central	$4.55	$5.24	$12.50	$13.68
Southeast	$4.63	$4.73	$12.50	$12.35
STATE	**$4.69**	**$5.33**	**$12.42**	**$13.36**

Table 14. Estimated Average CSR2 and Percent of Land Area by Land Quality, 2023

	Reported Average CSR2			Reported Percent of Land Area		
	High Quality	Medium Quality	Low Quality	High Quality	Medium Quality	Low Quality
Northwest	90	81	70	45	36	19
North Central	85	74	60	39	40	21
Northeast	82	67	50	35	41	24
West Central	82	70	58	39	39	22
Central	85	76	62	39	38	23
East Central	84	69	52	38	38	24
Southwest	81	66	51	25	46	29
South Central	72	57	43	21	42	37
Southeast	85	72	54	32	40	28
STATE	**83**	**70**	**56**	**35**	**40**	**25**

Table 15. Estimated Average Mortgage and Operating Loan Rate, 2023 (Percent)

	Interest Rates	
	20-Year Farmland Mortgage	1-Year Operating Loan
Northwest	7.42	8.44
North Central	7.41	8.46
Northeast	7.83	8.55
West Central	7.75	8.88
Central	7.51	8.46
East Central	7.68	8.25
Southwest	7.60	8.70
South Central	7.52	8.47
Southeast	7.58	8.66
STATE	**7.59**	**8.54**

Table 16. Comparative Iowa Land Values, 2022–2023

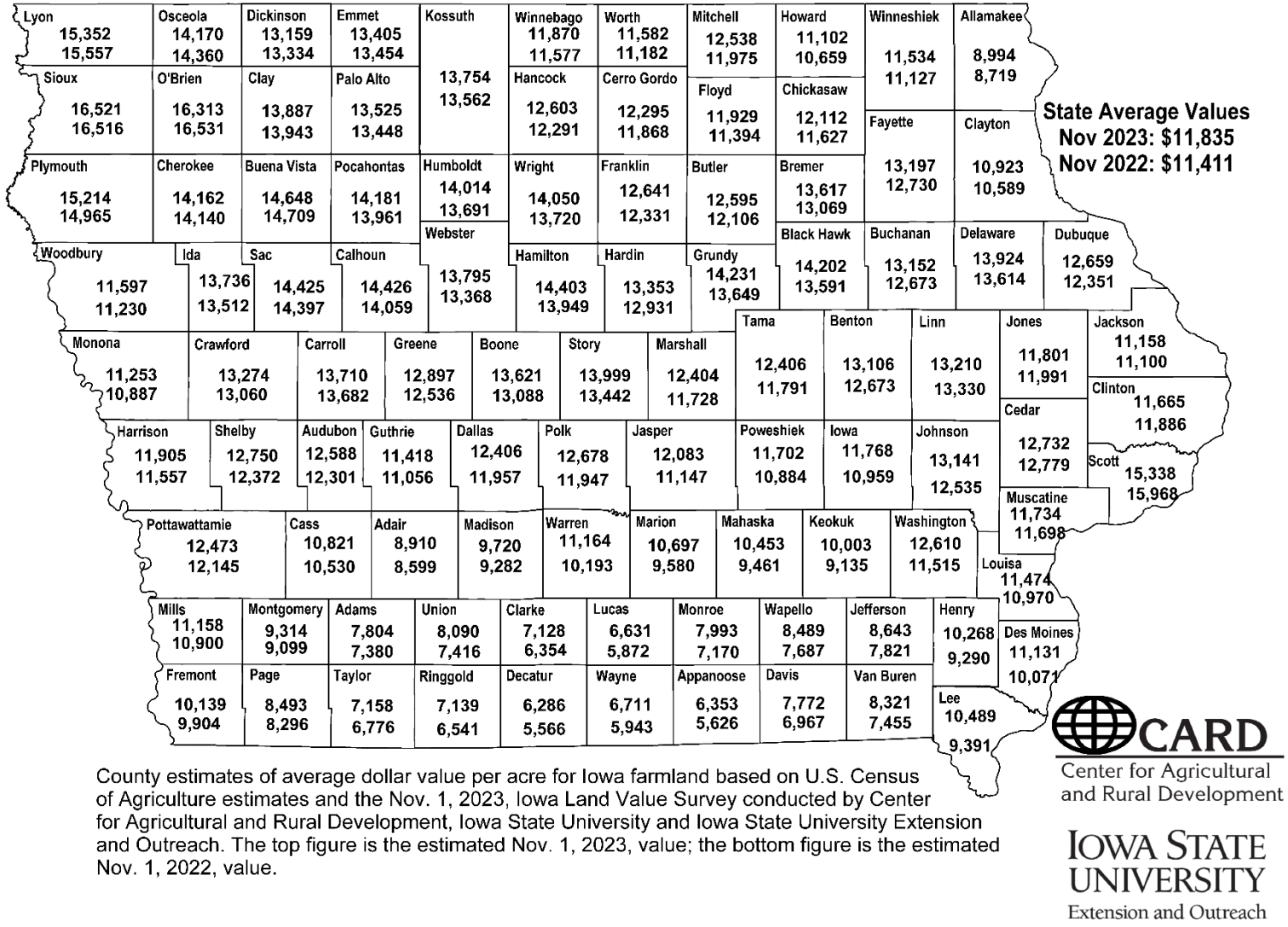
By Crop Reporting District:

District Name	2023 $/acre	2022 $/acre	2022-2023 $ change	2022-2023 % change
Northwest	$14,753	$14,878	-$125	-0.8%
North Central	$12,818	$12,449	$370	3.0%
Northeast	$12,060	$11,627	$433	3.7%
West Central	$12,741	$12,411	$330	2.7%
Central	$13,014	$12,582	$432	3.4%
East Central	$12,678	$12,595	$83	0.7%
Southwest	$9,505	$9,264	$241	2.6%
South Central	$7,482	$6,824	$657	9.6%
Southeast	$10,460	$9,276	$1,183	12.8%
State Average	**$11,835**	**$11,411**	**$424**	**3.7%**

By County:

County Name	2023 $/acre	2022 $/acre	2022-2023 $ change	2022-2023 % change
Adair	$ 8,910	$ 8,599	$310	3.6%
Adams	$ 7,804	$ 7,380	$424	5.7%
Allamakee	$ 8,994	$ 8,719	$276	3.2%
Appanoose	$ 6,353	$ 5,626	$727	12.9%
Audubon	$12,588	$12,301	$287	2.3%
Benton	$13,106	$12,673	$433	3.4%
Black Hawk	$14,202	$13,591	$611	4.5%
Boone	$13,621	$13,088	$532	4.1%
Bremer	$13,617	$13,069	$549	4.2%
Buchanan	$13,152	$12,673	$479	3.8%
Buena Vista	$14,648	$14,709	-$62	-0.4%
Butler	$12,595	$12,106	$489	4.0%
Calhoun	$14,426	$14,059	$367	2.6%
Carroll	$13,710	$13,682	$28	0.2%
Cass	$10,821	$10,530	$291	2.8%
Cedar	$12,732	$12,779	-$47	-0.4%
Cerro Gordo	$12,295	$11,868	$426	3.6%
Cherokee	$14,162	$14,140	$22	0.2%
Chickasaw	$12,112	$11,627	$485	4.2%
Clarke	$ 7,128	$ 6,354	$773	12.2%
Clay	$13,887	$13,943	-$57	-0.4%
Clayton	$10,923	$10,589	$335	3.2%
Clinton	$11,665	$11,886	-$221	-1.9%
Crawford	$13,274	$13,060	$214	1.6%
Dallas	$12,406	$11,957	$448	3.7%
Davis	$ 7,772	$ 6,967	$804	11.5%
Decatur	$ 6,286	$ 5,566	$719	12.9%
Delaware	$13,924	$13,614	$310	2.3%
Des Moines	$11,131	$10,071	$1,060	10.5%
Dickinson	$13,159	$13,334	-$176	-1.3%
Dubuque	$12,659	$12,351	$308	2.5%
Emmet	$13,405	$13,454	-$49	-0.4%
Fayette	$13,197	$12,730	$466	3.7%
Floyd	$11,929	$11,394	$536	4.7%
Franklin	$12,641	$12,331	$309	2.5%
Fremont	$10,139	$ 9,904	$234	2.4%
Greene	$12,897	$12,536	$360	2.9%
Grundy	$14,231	$13,649	$582	4.3%
Guthrie	$11,418	$11,056	$363	3.3%
Hamilton	$14,403	$13,949	$453	3.2%
Hancock	$12,603	$12,291	$312	2.5%
Hardin	$13,353	$12,931	$422	3.3%
Harrison	$ 11,905	$11,557	$348	3.0%
Henry	$ 10,268	$ 9,290	$979	10.5%
Howard	$ 11,102	$10,659	$443	4.2%
Humboldt	$ 14,014	$13,691	$323	2.4%
Ida	$ 13,736	$13,512	$224	1.7%
Iowa	$ 11,768	$10,959	$809	7.4%
Jackson	$ 11,158	$11,100	$58	0.5%
Jasper	$ 12,083	$11,147	$935	8.4%
Jefferson	$ 8,643	$ 7,821	$822	10.5%
Johnson	$ 13,141	$12,535	$607	4.8%
Jones	$ 11,801	$11,991	-$190	-1.6%
Keokuk	$ 10,003	$ 9,135	$868	9.5%
Kossuth	$ 13,754	$13,562	$192	1.4%
Lee	$ 10,489	$ 9,391	$1,098	11.7%
Linn	$ 13,210	$13,330	-$120	-0.9%
Louisa	$ 11,474	$10,970	$505	4.6%
Lucas	$ 6,631	$ 5,872	$759	12.9%
Lyon	$ 15,352	$15,557	-$205	-1.3%
Madison	$ 9,720	$ 9,282	$438	4.7%
Mahaska	$ 10,453	$ 9,461	$992	10.5%
Marion	$ 10,697	$ 9,580	$1,118	11.7%
Marshall	$ 12,404	$11,728	$676	5.8%
Mills	$ 11,158	$10,900	$258	2.4%
Mitchell	$ 12,538	$11,975	$563	4.7%
Monona	$ 11,253	$10,887	$367	3.4%
Monroe	$ 7,993	$ 7,170	$823	11.5%
Montgomery	$ 9,314	$ 9,099	$215	2.4%
Muscatine	$ 11,734	$11,698	$36	0.3%
O'Brien	$ 16,313	$16,531	-$218	-1.3%
Osceola	$ 14,170	$14,360	-$189	-1.3%
Page	$ 8,493	$ 8,296	$196	2.4%
Palo Alto	$ 13,525	$13,448	$76	0.6%
Plymouth	$ 15,214	$14,965	$249	1.7%
Pocahontas	$ 14,181	$13,961	$220	1.6%
Polk	$ 12,678	$11,947	$731	6.1%
Pottawattamie	$ 12,473	$12,145	$327	2.7%
Poweshiek	$ 11,702	$10,884	$818	7.5%
Ringgold	$ 7,139	$ 6,541	$598	9.1%
Sac	$ 14,425	$14,397	$29	0.2%
Scott	$ 15,338	$15,968	-$630	-3.9%
Shelby	$ 12,750	$12,372	$378	3.1%
Sioux	$ 16,521	$16,516	$5	0.0%
Story	$ 13,999	$13,442	$557	4.1%
Tama	$ 12,406	$11,791	$615	5.2%
Taylor	$ 7,158	$ 6,776	$382	5.6%
Union	$ 8,090	$ 7,416	$674	9.1%
Van Buren	$ 8,321	$ 7,455	$866	11.6%
Wapello	$ 8,489	$ 7,687	$802	10.4%
Warren	$ 11,164	$10,193	$971	9.5%
Washington	$ 12,610	$11,515	$1,095	9.5%
Wayne	$ 6,711	$ 5,943	$768	12.9%
Webster	$ 13,795	$13,368	$428	3.2%
Winnebago	$ 11,870	$11,577	$294	2.5%
Winneshiek	$ 11,534	$11,127	$407	3.7%
Woodbury	$ 11,597	$11,230	$367	3.3%
Worth	$ 11,582	$11,182	$400	3.6%
Wright	$ 14,050	$13,720	$330	2.4%

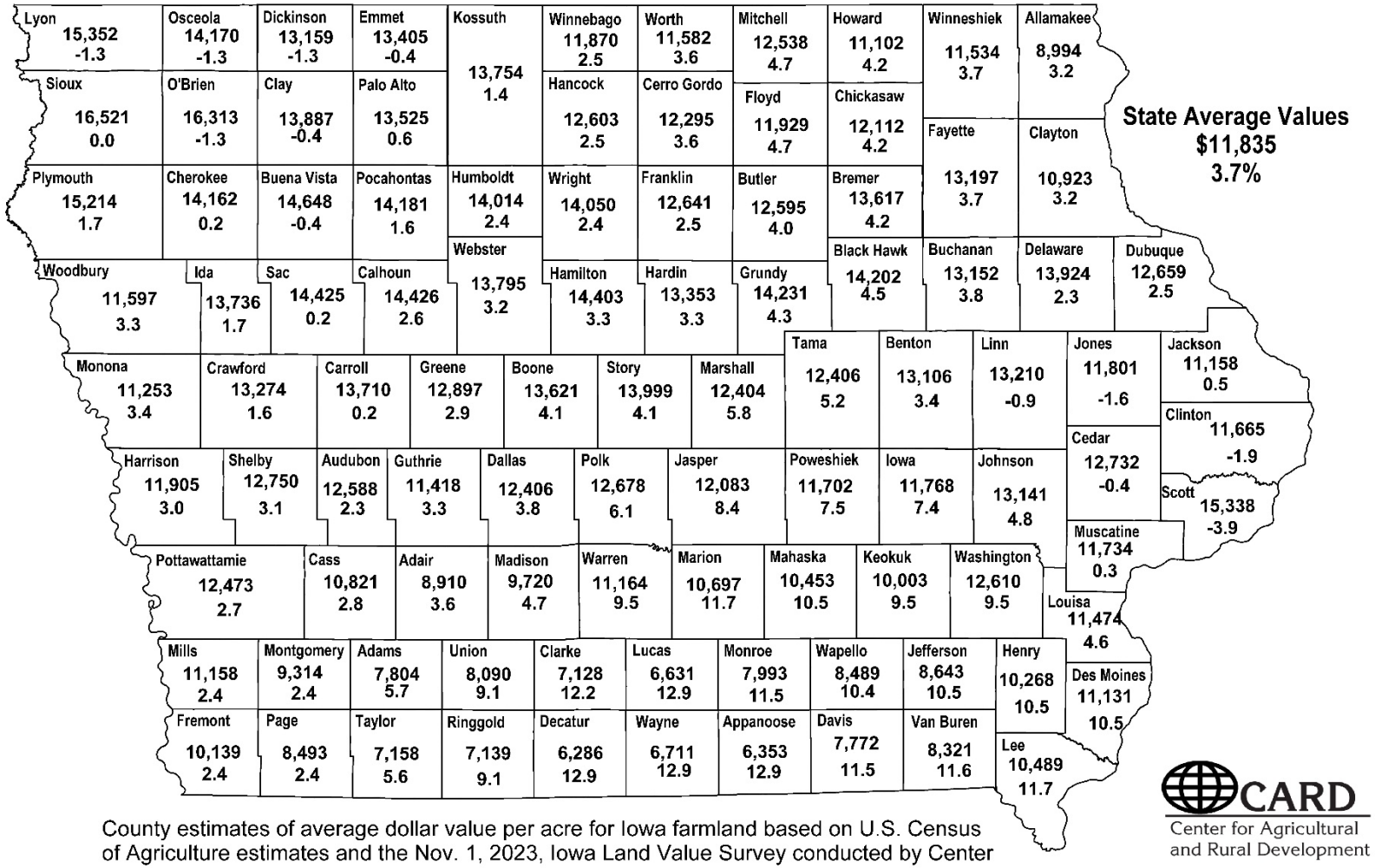
2023 and 2022 Iowa Average Land Values, by County



County estimates of average dollar value per acre for Iowa farmland based on U.S. Census of Agriculture estimates and the Nov. 1, 2023, Iowa Land Value Survey conducted by Center for Agricultural and Rural Development, Iowa State University and Iowa State University Extension and Outreach. The top figure is the estimated Nov. 1, 2023, value; the bottom figure is the estimated Nov. 1, 2022, value.

Figure 1. 2023 (top) and 2022 (bottom) Iowa average land values, by county.

Percentage Change in Iowa Land Values 2022 to 2023



County estimates of average dollar value per acre for Iowa farmland based on U.S. Census of Agriculture estimates and the Nov. 1, 2023, Iowa Land Value Survey conducted by Center for Agricultural and Rural Development, Iowa State University and Iowa State University Extension and Outreach. The top figure is the estimated Nov. 1, 2023, value; the bottom figure is the percentage of change from the estimated Nov. 1, 2022, value.

CARD
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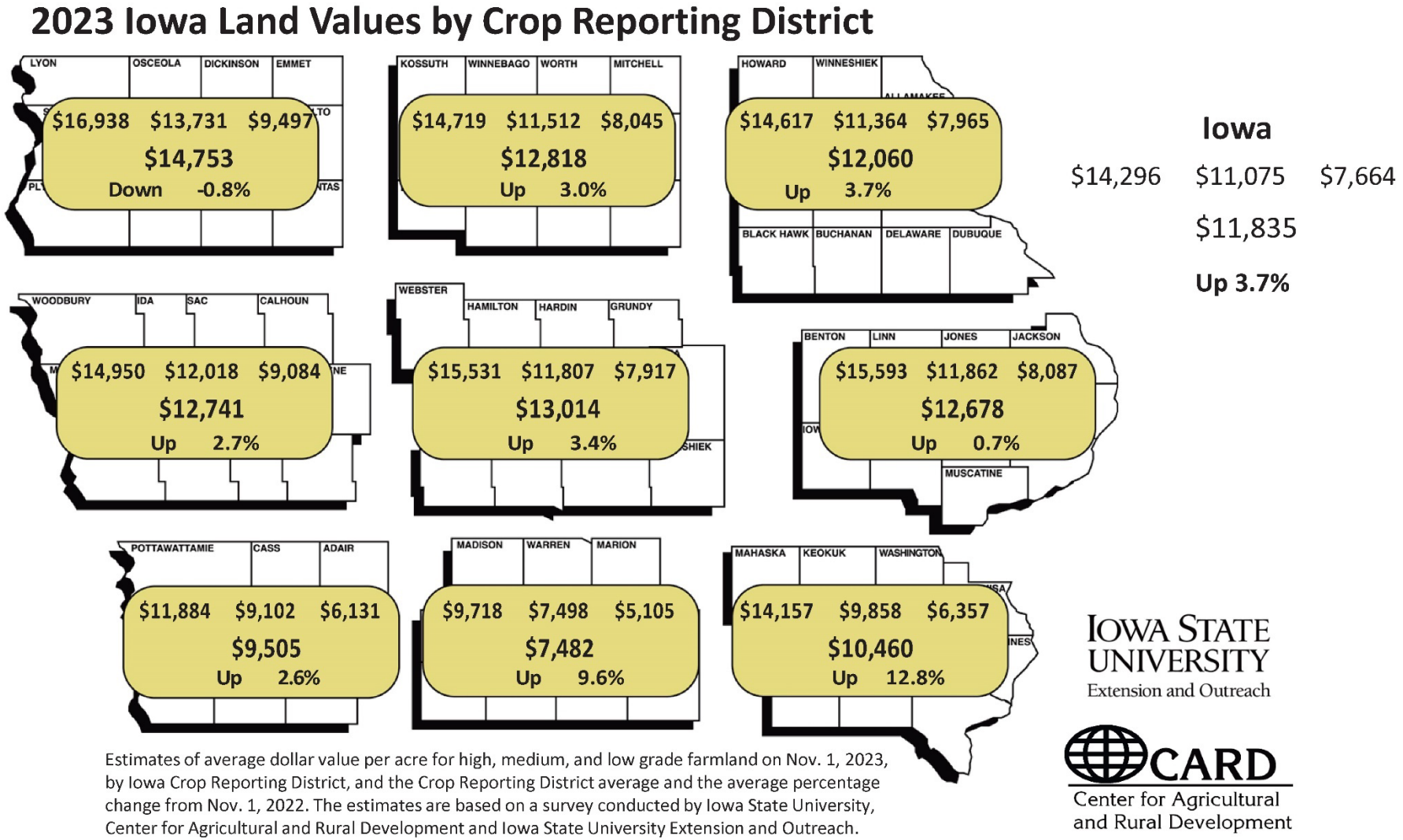
Figure 2. Percentage change in Iowa land values from 2022 to 2023.



Estimates of average dollar value per acre for high, medium, and low grade farmland on Nov. 1, 2023, by Iowa Crop Reporting District, and the Crop Reporting District average and the average percentage change from Nov. 1, 2022. 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.

Figure 3. 2023 Iowa land values by crop reporting district.

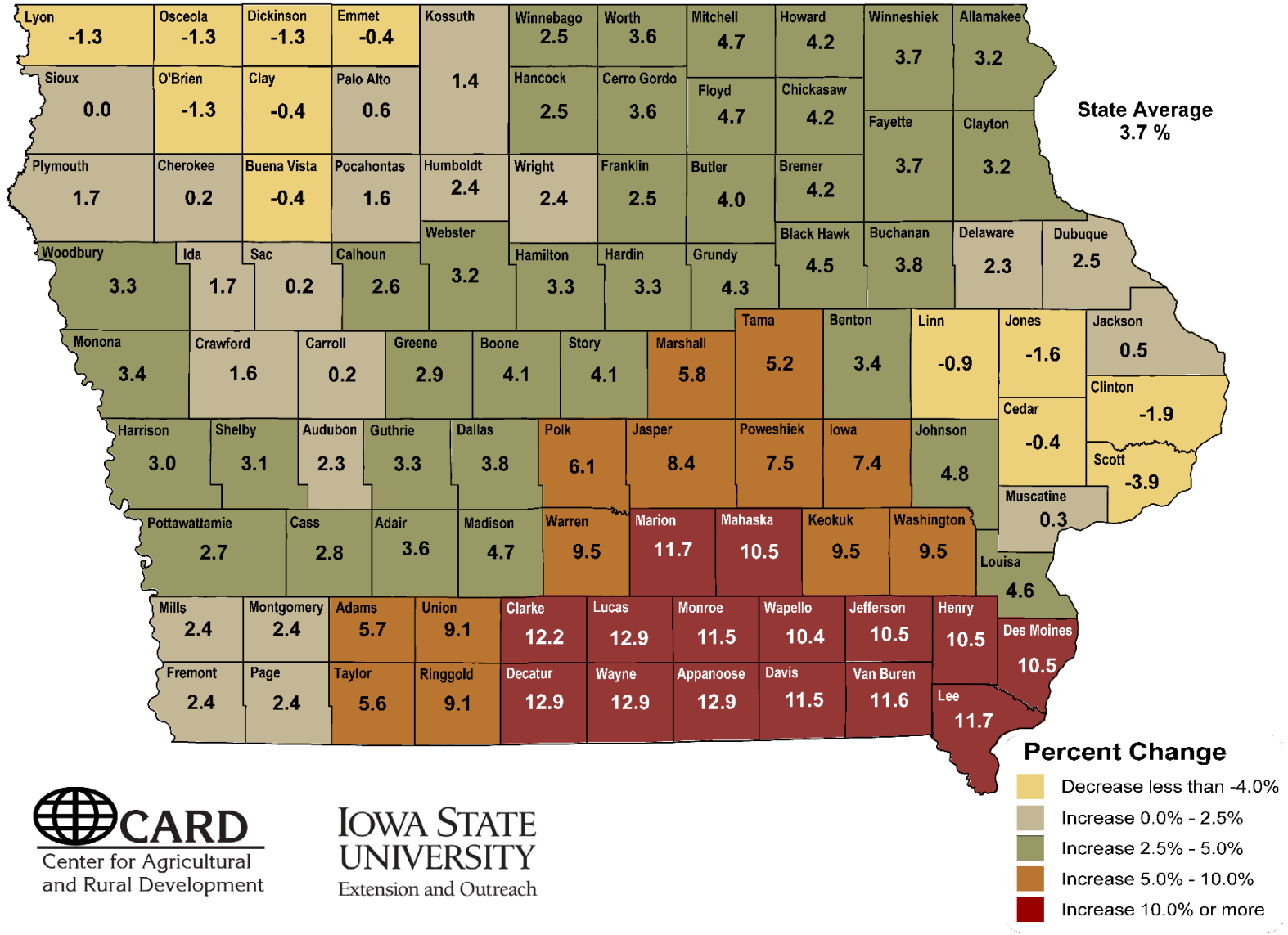


Figure 4. Percent change in Iowa land values from 2022 to 2023.

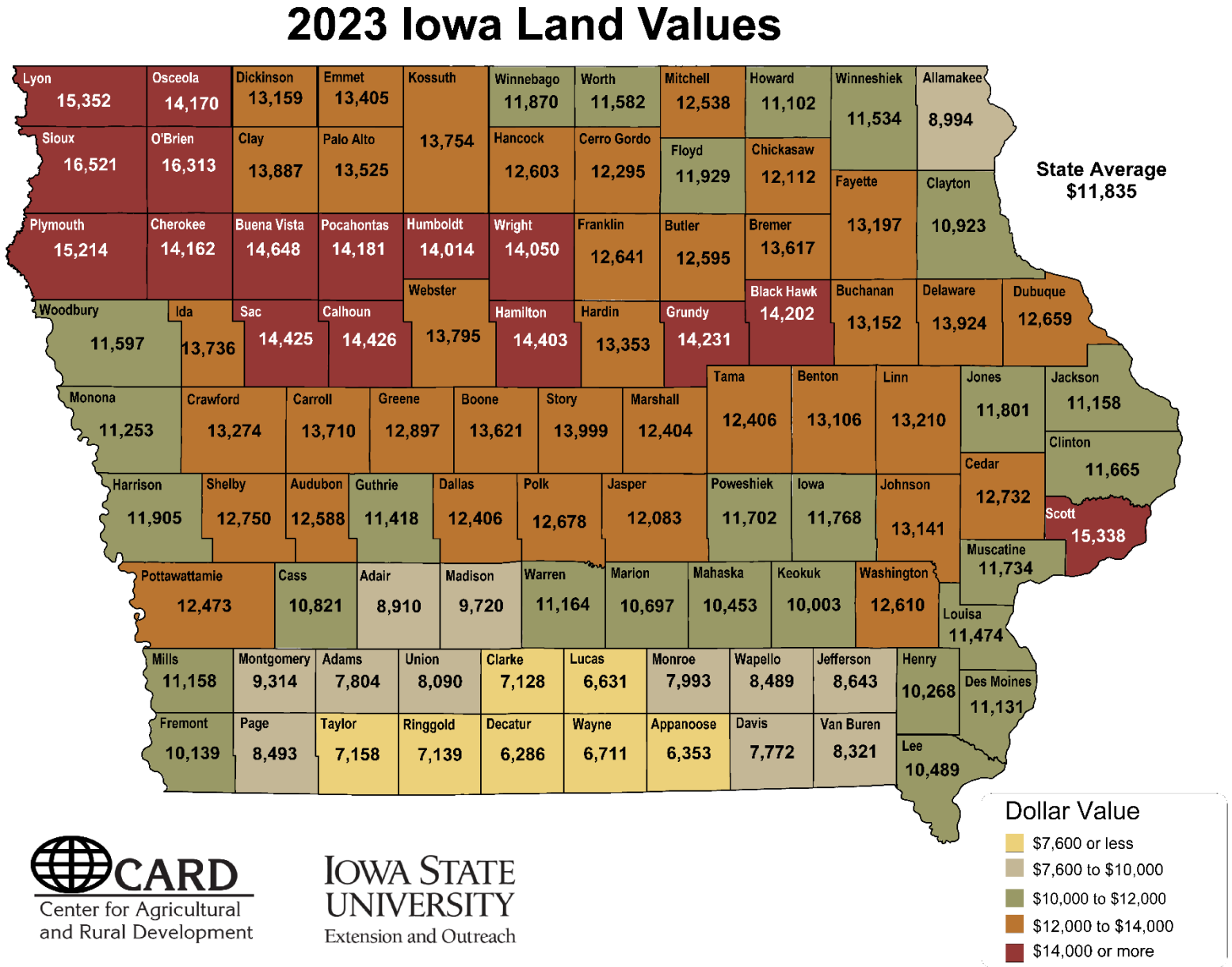


Figure 5. 2023 Iowa land values as of November 1, 2023.

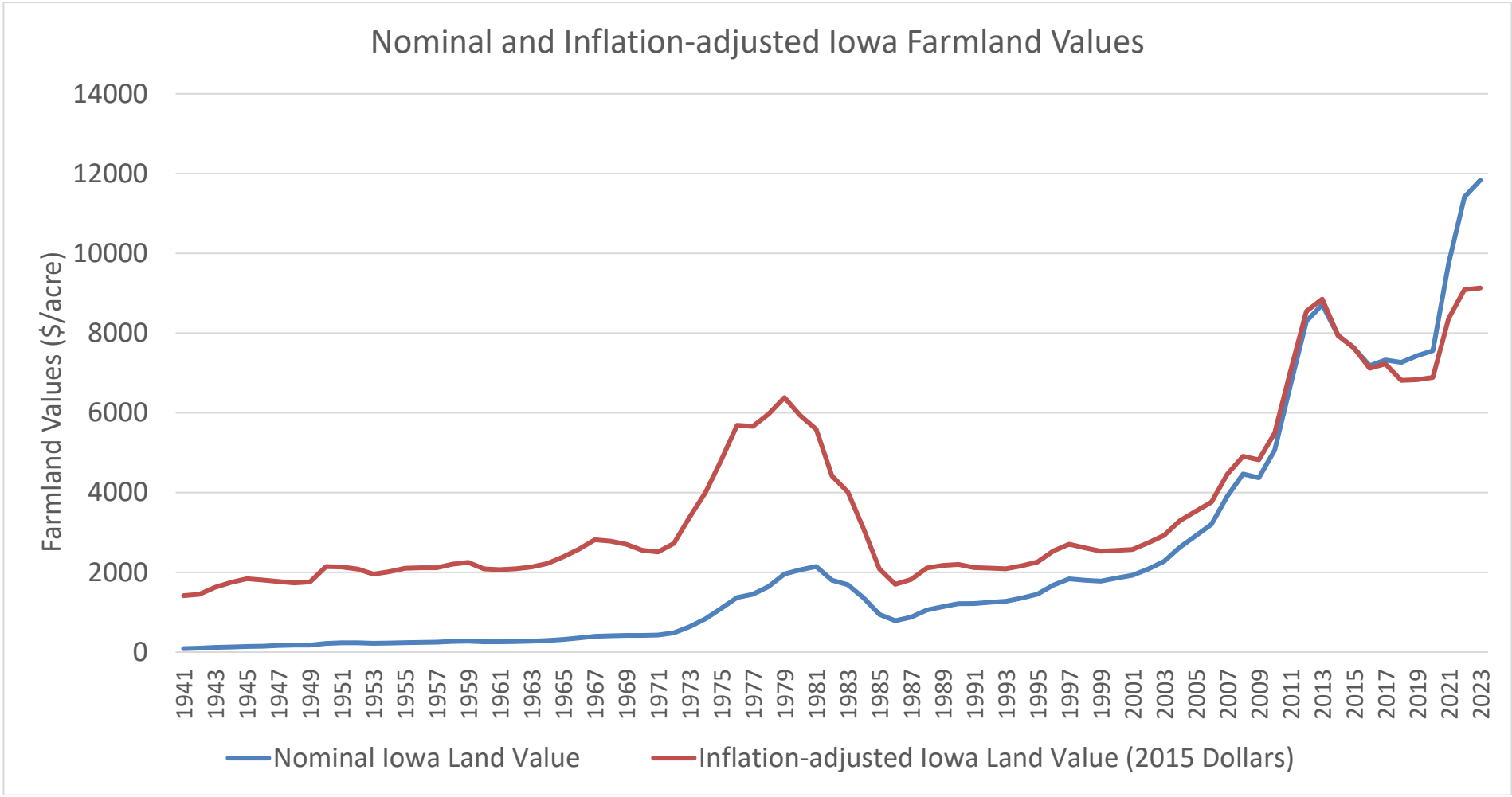


Figure 6. Iowa nominal and inflation-adjusted average value per acre of farmland, 1941–2023.

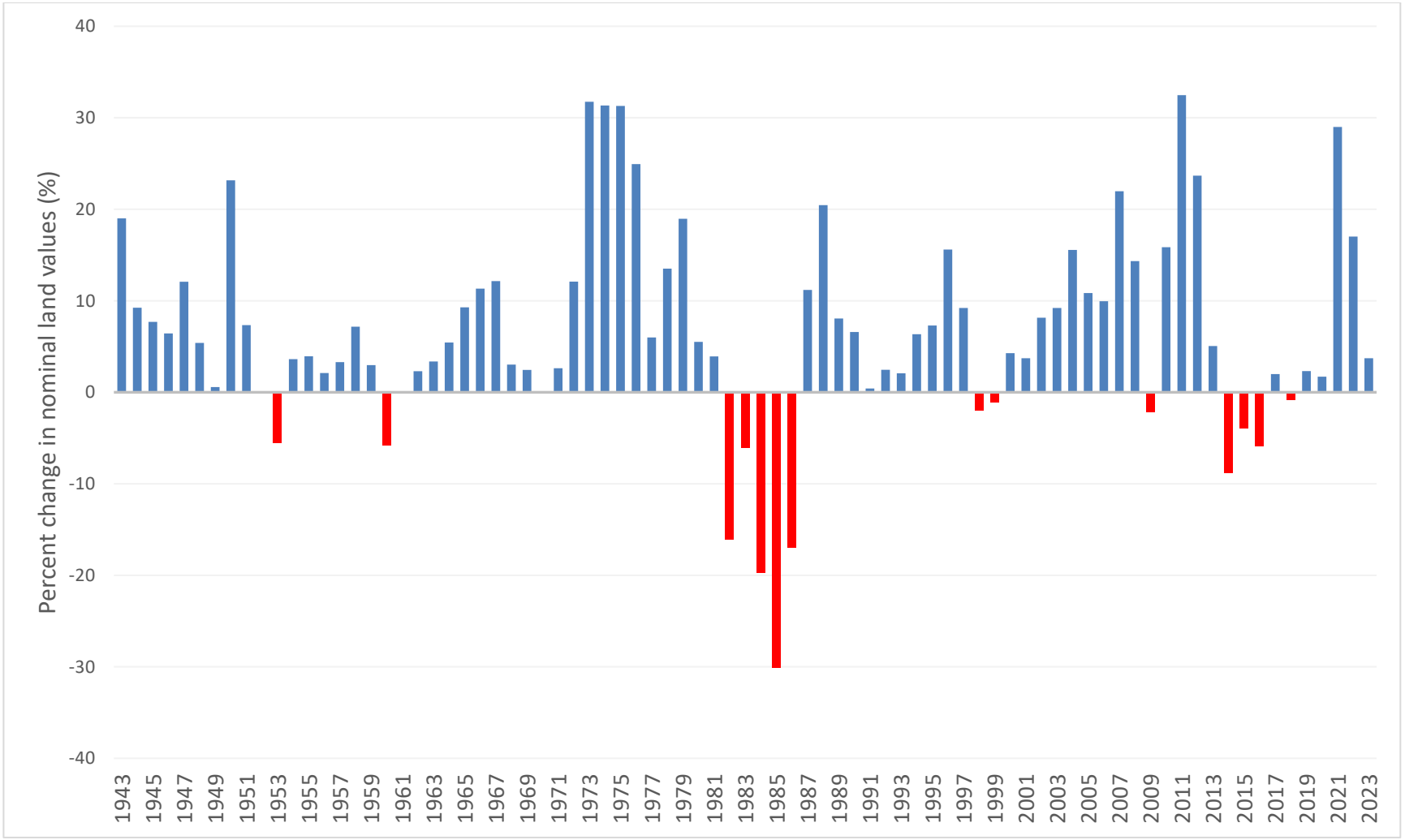


Figure 7. Annual percentage change in nominal Iowa farmland values, 1942–2023.

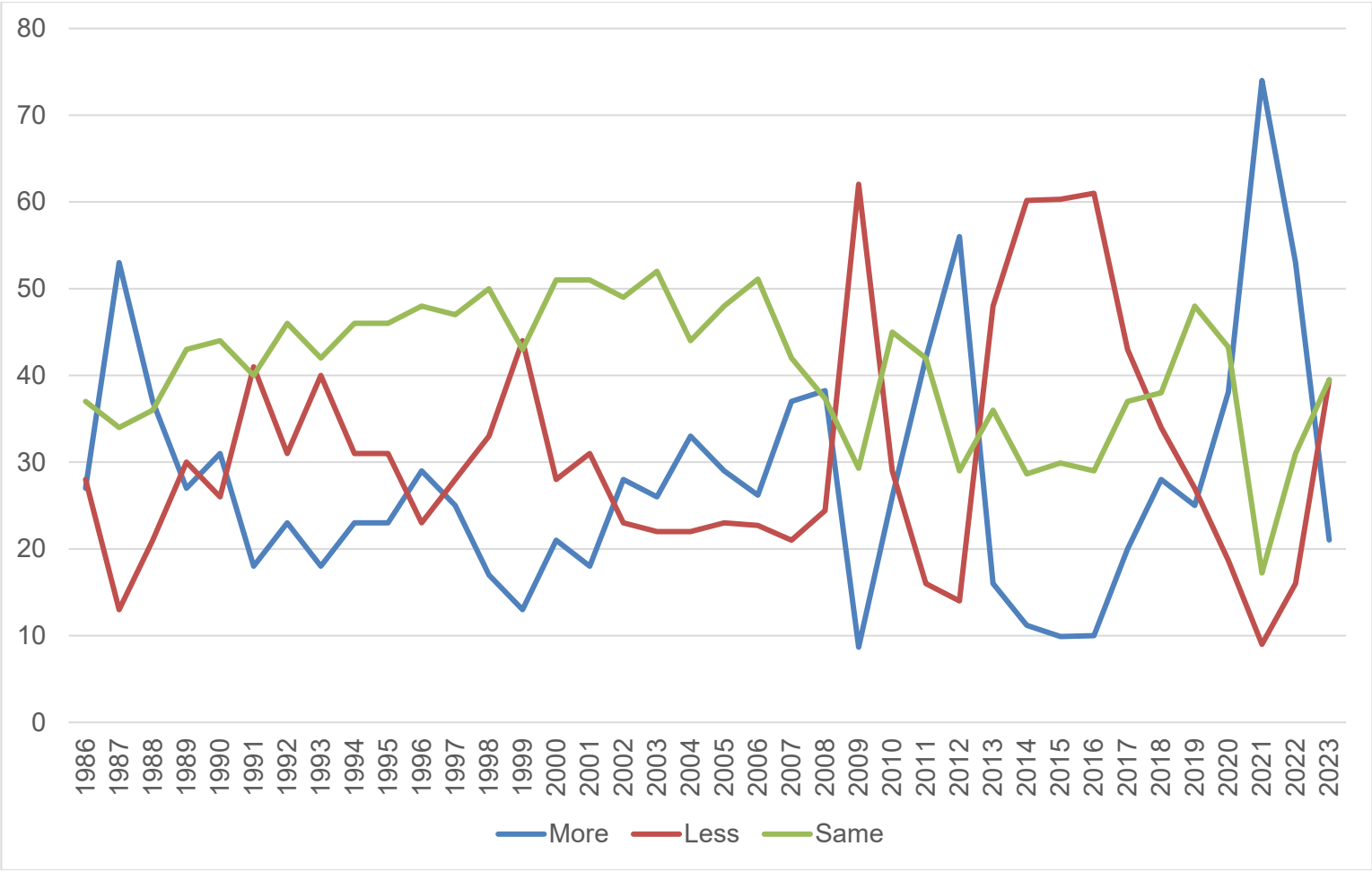


Figure 8. Iowa farmland sale activity (percentages), 1986–2023.

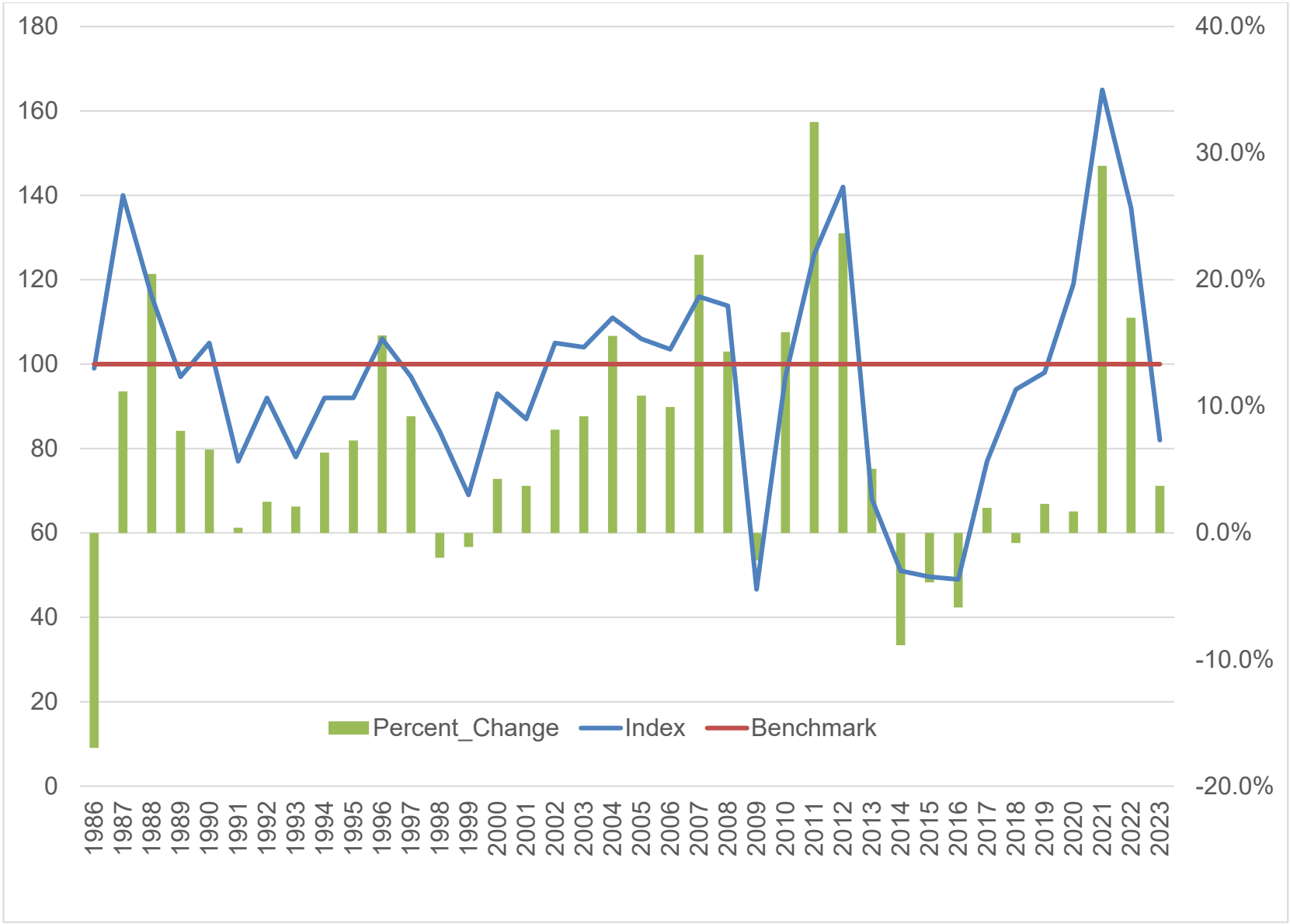


Figure 9. Iowa farmland sale activity index, 1986–2023.

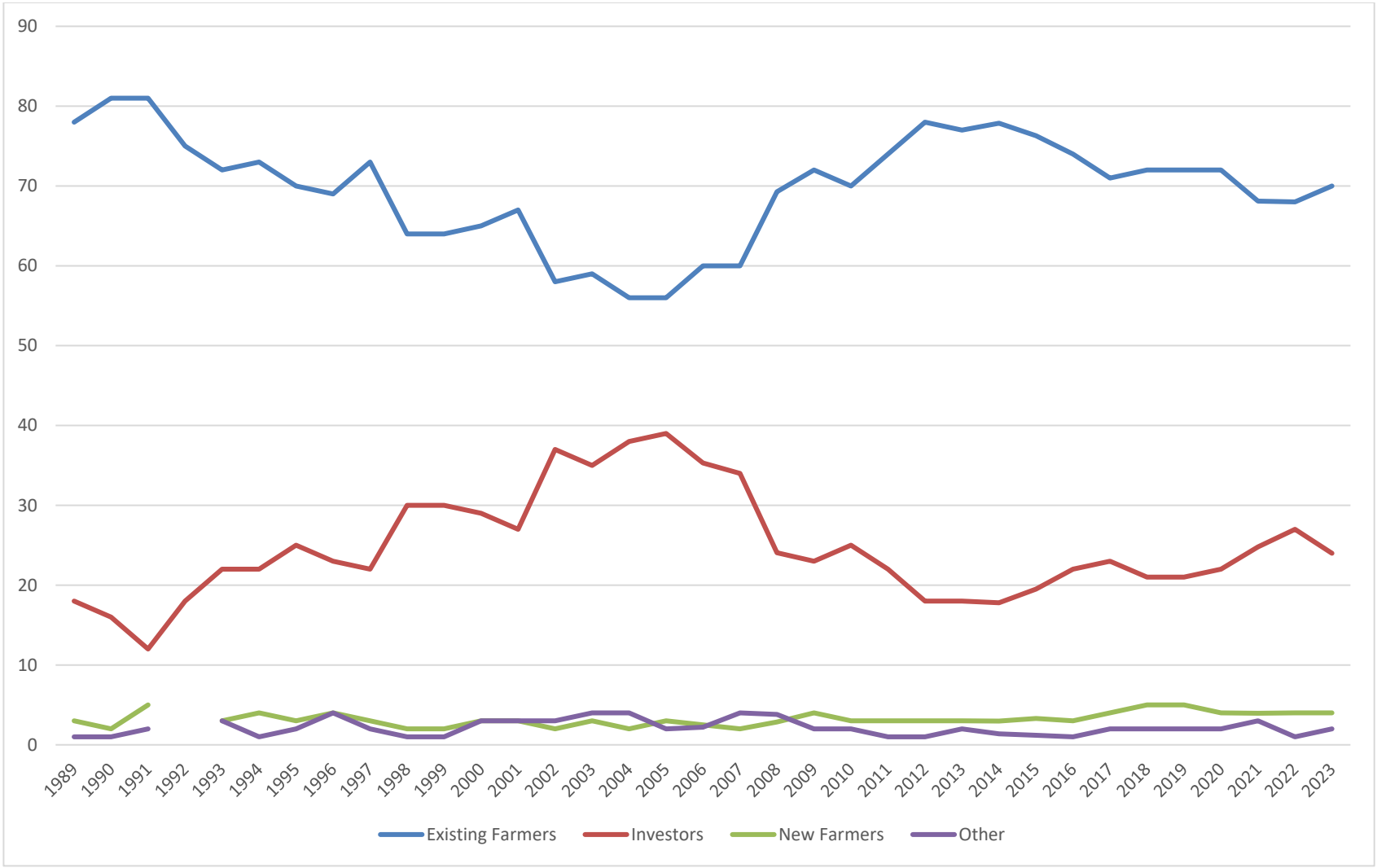


Figure 10. Buyers of Iowa Farmland (percentage by category), 1989–2023.

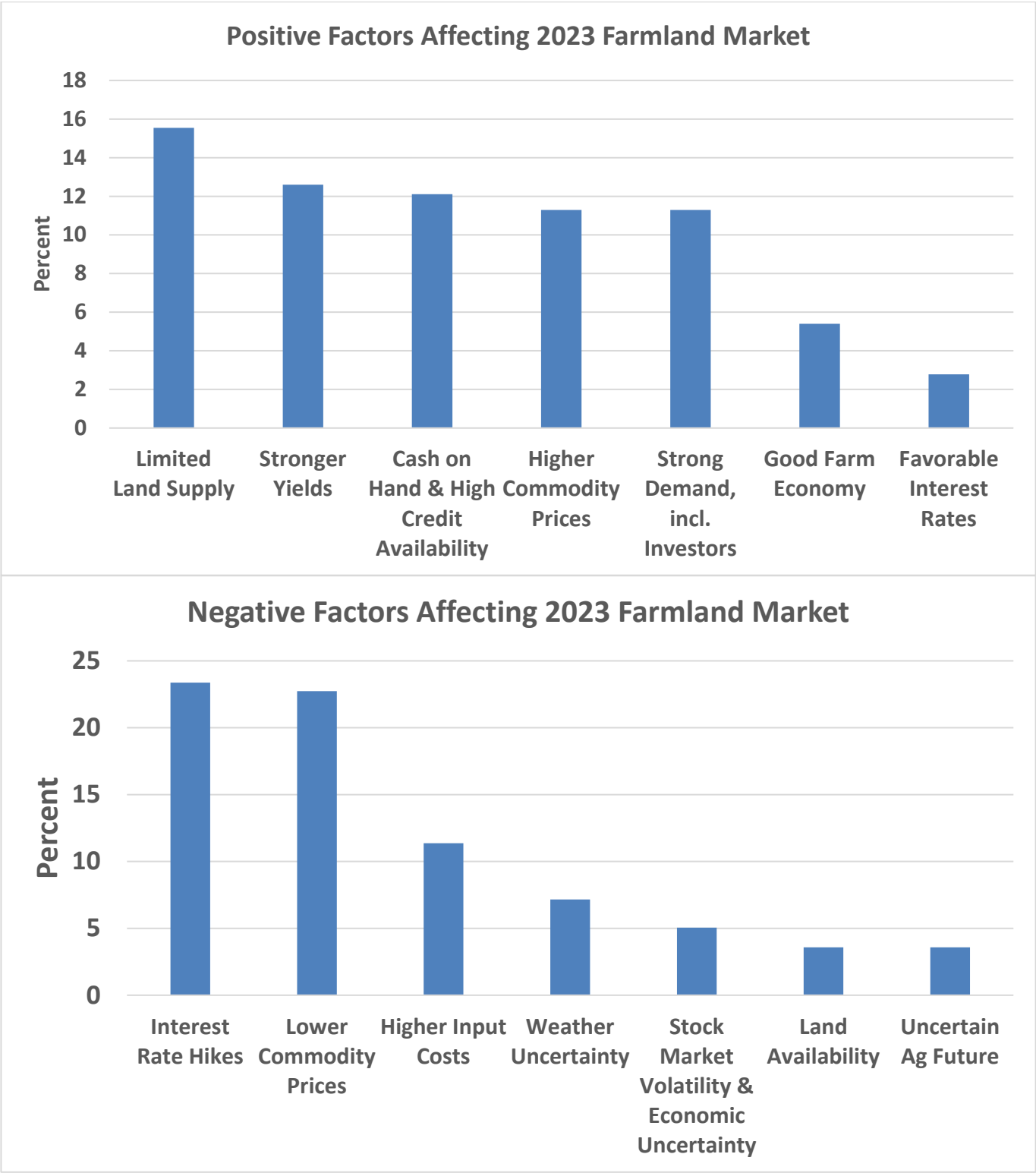


Figure 11. Positive (top) and negative (bottom) factors of the Iowa farmland market, November 2022–November 2023.

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