

PRESS RELEASE

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The Iowa Farm and Land Chapter #2 REALTORS® Land Institute is pleased to announce the results of our [September 2004](#) Land Trends and Values Survey. Our REALTORS® Land Institute Chapter is an arm of the National Association of REALTORS® and is organized for REALTORS® who specialize in farm and land sales, management and appraisal. Participants in the survey are specialists in farmland and are asked for their opinions about the current status of the Iowa farmland market.

Participants were asked to estimate the average value of farmland as of [September 1, 2004](#). These estimates are for bare, unimproved land with a sale price on a cash basis. Pasture and timberland values were also requested as supplemental information.

The results of these surveys show a statewide average increase of cropland values of [7.4%](#) for the [March 2004](#) to [September 2004](#) period. Combining this [7.4%](#) increase with the [7%](#) increase reported in [March 2004](#) indicates a statewide average increase of [14.4%](#) for the year from [September 1, 2003](#) to [September 1, 2004](#).

All nine Iowa crop reporting districts showed an increase. The districts varied from a [2.3%](#) increase in Southwest Iowa to a [9.9%](#) increase in Southeast Iowa.

Reasons given for farmland value increases include low supply of listings and significant demand resulting from continued farm expansion, 1031 Tax Deferred Exchanges, and investor diversification. Favorable long-term interest rates have also helped support the farmland market. Lower commodity prices and concern of economic forecasts are issues that may impact farmland values in the near future.

The Iowa Farm & Land REALTORS® farmland value survey has been conducted as of March and September since 1978. This survey plus the Central States Farm Multiple Listing Exchange are activities of REALTORS® specializing in agricultural land brokerage on a daily basis.