

Table 1. Average value per acre of Iowa farmland listed by crop reporting districts and quality of land, 2009–2020

Year	State Avg	Northwest	North Central	Northeast	West Central	Central	East Central	Southwest	South Central	Southeast	Year	State Avg	Northwest	North Central	Northeast	West Central	Central	East Central	Southwest	South Central	Southeast
All Quality											Medium Quality										
2009	\$ 4,371	\$ 5,364	\$ 4,827	\$ 4,464	\$ 4,652	\$ 5,026	\$ 4,796	\$ 3,559	\$2,537	\$ 3,832	2009	\$ 4,076	\$ 4,977	\$4,450	\$ 4,193	\$ 4,371	\$ 4,615	\$ 4,465	\$ 3,386	\$2,443	\$ 3,535
2010	\$ 5,064	\$ 6,356	\$ 5,746	\$ 5,022	\$ 5,466	\$ 5,901	\$ 5,447	\$ 4,325	\$2,690	\$ 4,296	2010	\$ 4,758	\$ 5,883	\$5,300	\$ 4,664	\$ 5,111	\$ 5,386	\$ 5,445	\$ 4,140	\$2,596	\$ 4,053
2011	\$ 6,708	\$ 8,338	\$ 7,356	\$ 6,602	\$ 7,419	\$ 7,781	\$ 7,110	\$ 5,905	\$3,407	\$ 5,705	2011	\$ 6,256	\$ 7,708	\$6,713	\$ 6,290	\$ 6,981	\$ 7,029	\$ 6,510	\$ 5,553	\$3,353	\$ 5,468
2012	\$ 8,296	\$ 11,404	\$ 9,560	\$ 8,523	\$ 9,216	\$ 9,365	\$ 8,420	\$ 7,015	\$4,308	\$ 6,172	2012	\$ 7,773	\$ 11,011	\$8,691	\$ 7,815	\$ 8,619	\$ 8,466	\$ 8,128	\$ 6,732	\$4,219	\$ 5,685
2013	\$ 8,716	\$ 10,960	\$ 9,818	\$ 9,161	\$ 9,449	\$ 9,877	\$ 9,327	\$ 7,531	\$4,791	\$ 6,994	2013	\$ 8,047	\$ 9,918	\$8,824	\$ 8,573	\$ 8,725	\$ 8,930	\$ 8,567	\$ 7,137	\$4,715	\$ 6,605
2014	\$ 7,943	\$ 9,615	\$ 8,536	\$ 8,151	\$ 8,424	\$ 9,087	\$ 9,008	\$ 6,513	\$4,475	\$ 7,215	2014	\$ 7,359	\$ 8,698	\$7,874	\$ 7,591	\$ 7,827	\$ 8,327	\$ 8,388	\$ 6,108	\$4,318	\$ 6,715
2015	\$ 7,633	\$ 9,685	\$ 7,962	\$ 7,861	\$ 8,061	\$ 8,505	\$ 8,506	\$ 6,372	\$4,397	\$ 6,892	2015	\$ 7,127	\$ 8,834	\$7,352	\$ 7,460	\$ 7,581	\$ 7,758	\$ 7,934	\$ 6,038	\$4,282	\$ 6,525
2016	\$ 7,183	\$ 9,243	\$ 7,562	\$ 7,313	\$ 7,358	\$ 7,841	\$ 7,917	\$ 6,060	\$4,241	\$ 6,716	2016	\$ 6,705	\$ 8,468	\$6,992	\$ 6,994	\$ 6,870	\$ 7,186	\$ 7,396	\$ 5,683	\$4,128	\$ 6,283
2017	\$ 7,326	\$ 9,388	\$ 7,802	\$ 7,543	\$ 7,377	\$ 8,097	\$ 8,218	\$ 6,058	\$4,172	\$ 6,864	2017	\$ 6,849	\$ 8,555	\$7,218	\$ 7,236	\$ 6,824	\$ 7,426	\$ 7,674	\$ 5,756	\$4,079	\$ 6,548
2018	\$ 7,264	\$ 9,311	\$ 7,789	\$ 7,543	\$ 7,413	\$ 7,899	\$ 8,004	\$ 6,060	\$4,329	\$ 6,619	2018	\$ 6,805	\$ 8,548	\$7,214	\$ 7,116	\$ 6,935	\$ 7,341	\$ 7,452	\$ 5,671	\$4,244	\$ 6,353
2019	\$ 7,432	\$ 9,352	\$ 7,912	\$ 7,325	\$ 7,564	\$ 8,336	\$ 8,475	\$ 6,166	\$4,487	\$ 6,868	2019	\$ 6,938	\$ 8,633	\$7,248	\$ 6,833	\$ 7,076	\$ 7,649	\$ 7,823	\$ 5,841	\$4,371	\$ 6,616
2020	\$ 7,559	\$ 9,536	\$ 7,927	\$ 7,525	\$ 7,859	\$ 8,485	\$ 8,524	\$ 6,112	\$4,658	\$ 6,935	2020	\$ 7,119	\$ 8,993	\$7,350	\$ 6,980	\$ 7,433	\$ 7,883	\$ 7,959	\$ 5,843	\$4,563	\$ 6,639
High Quality											Low Quality										
2009	\$ 5,321	\$ 6,129	\$ 5,371	\$ 5,349	\$ 5,552	\$ 5,939	\$ 5,738	\$ 4,539	\$3,710	\$ 5,306	2009	\$ 2,884	\$ 3,490	\$3,281	\$ 3,177	\$ 3,134	\$ 3,203	\$ 3,240	\$ 2,286	\$1,685	\$ 2,281
2010	\$ 6,109	\$ 7,283	\$ 6,397	\$ 6,076	\$ 6,585	\$ 7,026	\$ 6,152	\$ 5,335	\$3,892	\$ 5,862	2010	\$ 3,357	\$ 4,161	\$3,976	\$ 3,517	\$ 3,542	\$ 3,724	\$ 3,840	\$ 2,868	\$1,794	\$ 2,620
2011	\$ 8,198	\$ 9,649	\$ 8,601	\$ 7,994	\$ 8,889	\$ 9,332	\$ 8,675	\$ 7,418	\$5,109	\$ 7,721	2011	\$ 4,257	\$ 5,196	\$4,900	\$ 4,352	\$ 4,766	\$ 4,848	\$ 4,671	\$ 3,824	\$1,984	\$ 3,335
2012	\$ 10,181	\$ 12,890	\$10,765	\$ 10,708	\$ 11,128	\$ 11,139	\$ 10,201	\$ 8,818	\$6,437	\$ 8,879	2012	\$ 5,119	\$ 7,162	\$6,303	\$ 5,288	\$ 5,877	\$ 5,718	\$ 5,013	\$ 4,484	\$2,562	\$ 3,226
2013	\$ 10,828	\$ 12,824	\$11,159	\$ 11,423	\$ 11,591	\$ 11,803	\$ 11,631	\$ 9,591	\$7,150	\$ 9,785	2013	\$ 5,298	\$ 6,845	\$6,421	\$ 5,670	\$ 5,926	\$ 5,918	\$ 5,449	\$ 4,592	\$2,843	\$ 3,651
2014	\$ 9,854	\$ 11,201	\$ 9,630	\$ 10,083	\$ 10,275	\$ 10,780	\$ 11,034	\$ 8,482	\$6,663	\$ 10,150	2014	\$ 4,878	\$ 6,091	\$5,428	\$ 5,256	\$ 5,173	\$ 5,582	\$ 5,479	\$ 3,860	\$2,808	\$ 3,891
2015	\$ 9,364	\$ 11,229	\$ 8,976	\$ 9,575	\$ 9,684	\$ 10,087	\$ 10,289	\$ 8,031	\$6,445	\$ 9,536	2015	\$ 4,834	\$ 6,252	\$5,372	\$ 5,242	\$ 5,082	\$ 5,292	\$ 5,366	\$ 4,070	\$2,750	\$ 3,797
2016	\$ 8,758	\$ 10,650	\$ 8,442	\$ 8,892	\$ 8,874	\$ 9,299	\$ 9,502	\$ 7,527	\$5,980	\$ 9,265	2016	\$ 4,665	\$ 6,019	\$5,164	\$ 4,847	\$ 4,577	\$ 5,158	\$ 5,153	\$ 4,189	\$2,892	\$ 3,783
2017	\$ 8,933	\$ 10,829	\$ 8,730	\$ 9,151	\$ 8,881	\$ 9,568	\$ 9,900	\$ 7,571	\$5,908	\$ 9,471	2017	\$ 4,689	\$ 6,216	\$5,265	\$ 4,965	\$ 4,684	\$ 4,993	\$ 5,305	\$ 3,935	\$2,824	\$ 3,768
2018	\$ 8,863	\$ 10,767	\$ 8,699	\$ 9,198	\$ 8,834	\$ 9,313	\$ 9,768	\$ 7,738	\$6,055	\$ 9,063	2018	\$ 4,609	\$ 6,018	\$5,161	\$ 5,056	\$ 4,720	\$ 4,932	\$ 4,911	\$ 3,790	\$2,953	\$ 3,656
2019	\$ 9,078	\$ 10,757	\$ 8,858	\$ 9,050	\$ 9,017	\$ 9,749	\$ 10,421	\$ 7,768	\$6,416	\$ 9,341	2019	\$ 4,759	\$ 6,099	\$5,325	\$ 4,803	\$ 4,950	\$ 5,467	\$ 5,279	\$ 3,844	\$2,955	\$ 3,790
2020	\$ 9,068	\$ 10,780	\$ 8,889	\$ 9,182	\$ 9,159	\$ 9,800	\$ 10,199	\$ 7,484	\$6,408	\$ 9,299	2020	\$ 5,078	\$ 6,486	\$5,297	\$ 5,213	\$ 5,492	\$ 5,793	\$ 5,599	\$ 4,055	\$3,262	\$ 4,134

Table 2. Recent changes in Iowa farmland values, 1979–2020

Year	Value	Dollar Change	Percent Change	Year	Value	Dollar Change	Percent Change	Year	Value	Dollar Change	Percent Change
1979	\$1,958	\$312	19.0%	1993	\$1,275	\$26	2.1%	2007	\$3,908	\$704	22.0%
1980	\$2,066	\$108	5.5%	1994	\$1,356	\$81	6.4%	2008	\$4,468	\$560	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%
1990	\$1,214	\$75	6.6%	2004	\$2,629	\$354	15.6%	2018	\$7,264	-\$62	-0.8%
1991	\$1,219	\$5	0.4%	2005	\$2,914	\$285	10.8%	2019	\$7,432	\$168	2.3%
1992	\$1,249	\$30	2.5%	2006	\$3,204	\$290	10.0%	2020	\$7,559	\$127	1.7%

2020 Iowa Land Value Survey*

The 2020 Iowa State University Land Value Survey showed a modest increase in farmland values. The estimated \$7,559 per acre statewide average for all qualities of land represents a 1.7% increase from November 2019. This increase is largely driven by favorable interest rates, limited land supply, strong government payments, and recent commodity price rallies.

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 and interactive county maps to examine land value trends over time and across space at the county, district, and state level.

The 2020 ISU survey found existing farmers are the primary purchasers of farmland, accounting for 72% of sales. The percent of sales to investors increased slightly from 2019 to 22%. Sales to new farmers remained steady at 4%.

Eight of nine crop reporting districts reported an increase in values. Only the Southwest district reported a loss (-0.9%). The West Central and South Central districts reported the largest gains at 3.9% and 3.8%, respectively. Additionally, 38% of respondents reported higher sales in 2020 relative to 2019. Favorable interest rates was the most commonly noted positive factor influencing the land market and lower commodity prices was the most commonly noted negative factor.

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 2020 Iowa Land Value Survey.

www.card.iastate.edu

www.card.iastate.edu/farmland/

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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 2020 statewide average for all qualities of land, estimated at \$7,559 per acre, is an increase of \$127 per acre (1.7%) from 2019. Seventy-eight of 99 counties in Iowa reported an increase in land value. Scott County again reported the highest value at \$10,659 per acre. The largest percentage increase, 7.7%, was reported in Wayne County.

The lowest value per acre in the state was again reported by Decatur County, \$3,849 per acre. The largest dollar increase was reported in Lyon County, \$577 per acre. The largest percentage decrease, 3.4% was reported in Henry County.

Analysis by quality of land

Low-quality land in the state averaged \$5,078 per acre, a 6.7% (\$319) increase compared to 2019 values. Medium-quality land averaged \$7,119 per acre, a 2.6% percent (\$181) increase. High-quality land averaged \$9,068 per acre, a decrease of 0.1% (\$10) per acre when compared to 2019 values.

Respondents were asked to provide estimated average CSR2 for high-, medium-, and low-quality land in their county, which were reported as 83, 69, and 54 points, respectively, for statewide averages.

Analysis by crop reporting district

Eight of nine crop reporting districts reported an increase in land values. The largest percentage increases were in the West Central and South Central districts, 3.9% and 3.8%, respectively. The Northeast and Northwest districts also reported gains of 2% or higher. The Southwest district reported a 0.9% loss 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 22% and 4% percent of sales, respectively. The remaining 2% was sold to uncategorized buyers.

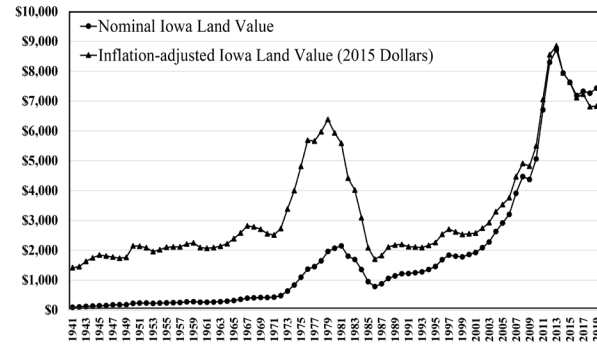
Estate sales accounted for 51% of farmland sales, and retired farmers accounted for 23% of sales.

Thirty-eight percent of survey respondents reported more sales in 2020 relative to 2019, 19% reported less sales, and 43% reported similar/no change in sales.

Future land values

The 1.7% increase in Iowa land values was largely driven by favorable interest rates, limited land supply, and a recent commodity price rally.

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

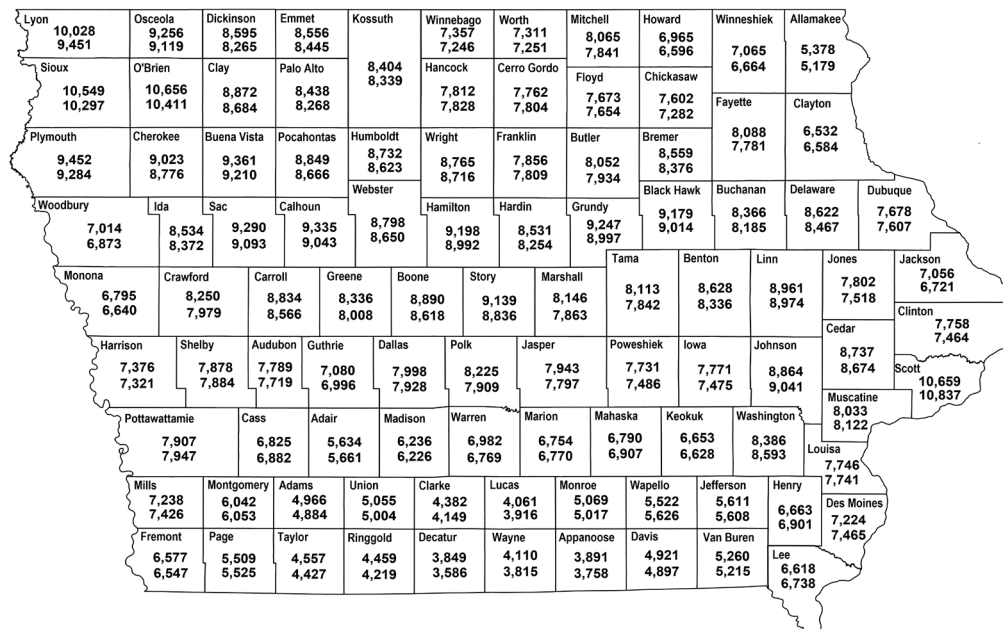


The increase is likely a result of record-level federal ad hoc payments, drastic cuts in interest rates by the Federal Reserve, recent surges in agricultural exports and commodity prices, and limited land supply.

The magnitude of the increase in values is still very modest and represents an overall stable land market as opposed to one in rapid rebound. However, the farmland market in Iowa and across the Midwest is holding up remarkably well despite significant uncertainty due to the COVID-19 pandemic and the devastating derecho.

In general, survey respondents showed an optimistic view regarding the strength of the future land market both one and five years from now. Forty-four percent of respondents forecasted an increase in their local land market in one year, while 23% expected a lower land value and 33% forecasted no change. Looking five years ahead, a vast majority of the respondents (83%) expect a higher land value than current levels, with only 6% forecasting a decline.

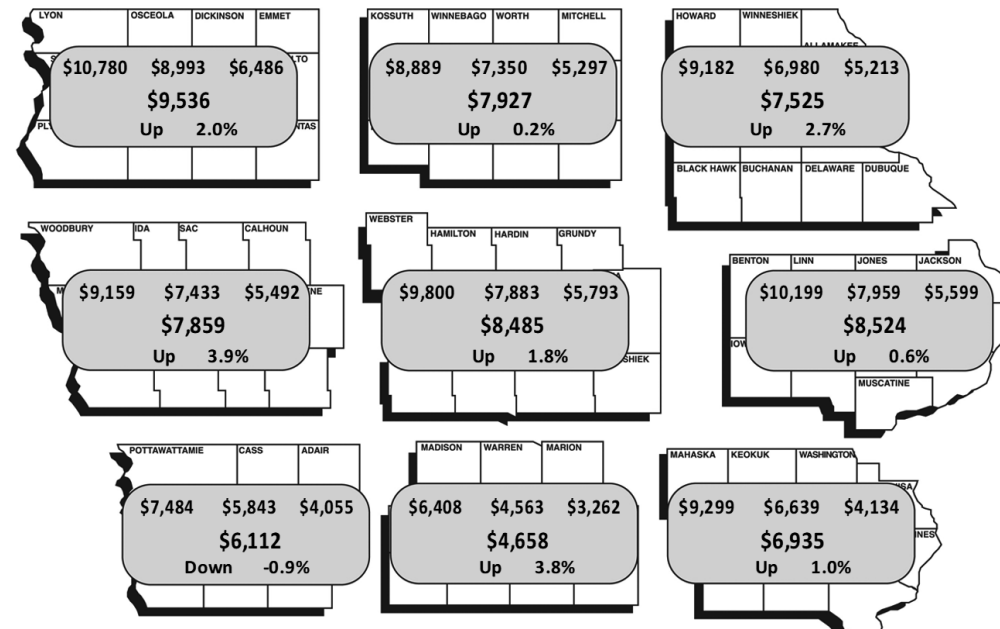
Figure 2. 2020 and 2019 Iowa average land values by county (in 2020 US dollars)



State average
Nov. 2020: \$7,559
Nov. 2019: \$7,432

County estimates of average dollar value per acre for Iowa farmland based on US Census of Agriculture estimates and the Nov. 1, 2020 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, 2020 value; the bottom figure is the estimated Nov. 1, 2019 value.

Figure 3. 2020 land values by crop reporting district (in 2020 US dollars)



State average
\$9,068 \$7,119 \$5,078
\$7,559
Up 1.7%

Estimates of average dollar value per acre for high, medium, and low grade farmland on Nov. 1, 2020 by Iowa Crop Reporting District, and the Crop Reporting District average and the average percentage change from Nov. 1, 2019.