

2023 Iowa Land Value SURVEY

IOWA STATE
UNIVERSITY
Extension and Outreach



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.

The 2023 Iowa State University Land Value Survey showed a small increase in farmland values. The estimated \$11,835 per acre statewide average for all qualities of land represents a 3.7% increase from November 2022. This increase is largely driven by limited land supply, stronger-than-expected crop yields and ample cash reserves on the farm.

A **Land Value Survey web portal**, card.iastate.edu/farmland, has been developed to pool various sources of Iowa farmland values. It 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 2023 survey found existing farmers were the primary purchasers of farmland, accounting for 70% of sales. The percent of sales to investors fell slightly from 2022 to 24%. Sales to new farmers remained steady at 4%.

Eight of nine crop reporting districts reported an increase in values. The Southeast district reported the largest percentage gain (12.8%). The Southwest district reported the smallest percentage increase (2.6%). The Northwest district reported a loss of 0.8%. Limited land supply was the most commonly noted positive factor influencing the land market and interest rate hikes was the most commonly noted negative factor.

Analysis by County

The 2023 statewide average for all qualities of land, estimated at \$11,835 per acre, is an increase of \$424 per acre (3.7%) from 2022. Eighty-seven counties in Iowa reported an increase in land value. Sioux County reported the highest value, \$16,521 per acre. Marion County reported the largest dollar increase, \$1,117 per acre, while Appanoose, Wayne, Decatur, and Lucas Counties showed the largest percentage increase, 12.9%.

Decatur County again reported the lowest value per acre in the state, \$6,286 per acre. Scott County showed the largest dollar decrease, \$630 per acre, and the largest percentage decrease, -3.9%.

Analysis by Quality of Land

Low-quality land in the state averaged \$7,664 per acre, a 4.0% (\$296 per acre) increase. Medium-quality land averaged \$11,075 per acre, a 3.8% (\$401 per acre) increase. High-quality land averaged \$14,296 per acre, an increase of 3.5% (\$479 per acre) compared to 2022 values.

Respondents were asked to provide estimated average CSR2 for high-, medium-, and low-quality land in their county, which were reported as 83, 70, and 56 points, respectively, for statewide averages

Analysis by Crop Reporting District

Eight of nine crop reporting districts reported an increase in land values. Only the Northwest district reported a decrease (-0.8%), a loss of \$125 per acre. The Southeast district reported the largest percentage increase (12.8%) and the largest gain in terms of dollar amount (\$1,183 per acre).

Land Buyers and Sellers

The majority of farmland sales, 70%, were to existing farmers, with existing local farmers making up 69% of sales. Investors and new farmers represented 24% and 4% of sales, respectively. Uncategorized buyers made up 1% of sales. Estate sales accounted for 57% of farmland sales, and retired farmers accounted for 23% of sales. Twenty-one percent of survey respondents reported more sales in 2023 relative to 2022, 39% reported less sales, and 39% reported similar/no change in sales.

Future Land Values

The \$11,835 per acre nominal land value is the highest-ever since the 1940s. In nominal terms, the \$11,835 per acre value represents a 35.78% increase over the peak land value of \$8,716 in 2013. The 3.7% increase in 2023 represents the sixty-fifth time nominal land values have increased since Iowa State started its survey in 1941.

After adjusting for inflation to 2015 dollars with the Consumer Price Index (CPI), the 2023 inflation-adjusted values of \$9,131 per acre represents a 0.5% increase over 2013 land values.

The 3.7% increase is likely a result of limited land supply, stronger-than-expected crop yields and ample cash reserves on the farm.

Just under half (48%) of survey respondents expect land values to decline one year from now, while 30% expect values to increase over the next year. Looking five years ahead, most are optimistic about the future of land markets with 70% expecting values to climb five years from now. Moreover, of those that expect an increase, most feel that values will climb another 10-20% till 2028.

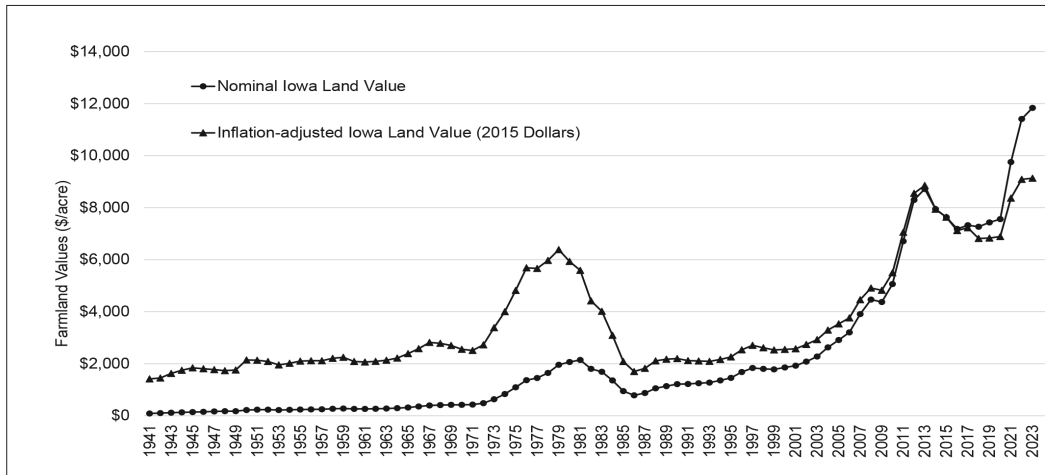


Figure 1. Nominal and inflation-adjusted average value per acre of Iowa farmland.

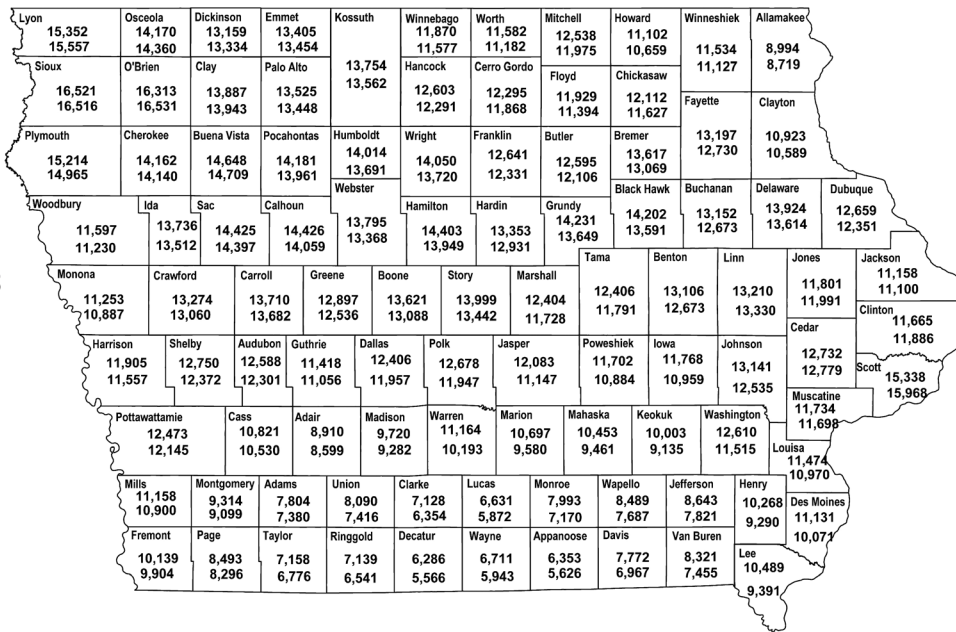


Figure 2. 2023 and 2022 Iowa average land values by county.

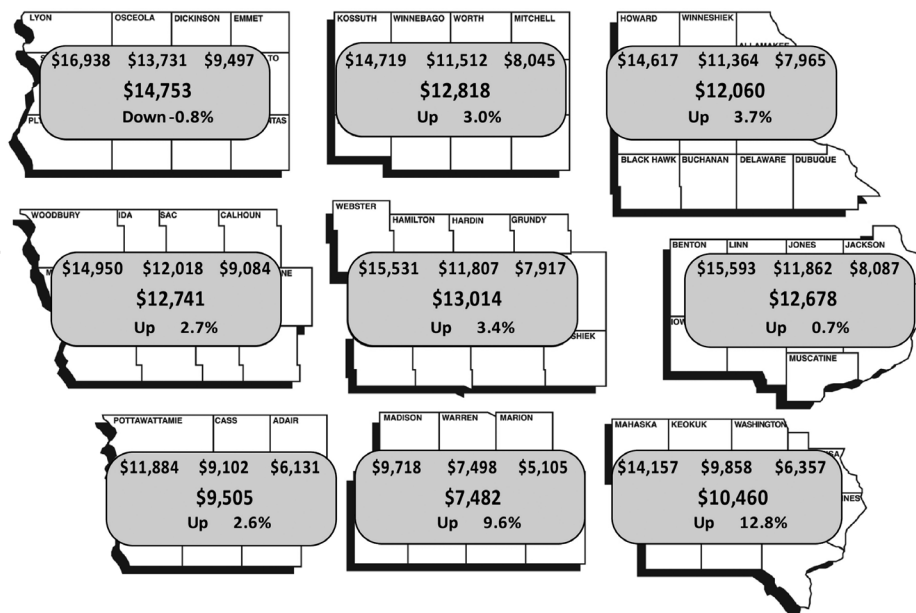


Figure 3. 2023 land values by crop reporting district.

STATE AVERAGES
Estimated Nov. 1, 2023 value: \$11,835

Estimated Nov. 1, 2022 value: \$11,411

County estimates of average dollar value per acre for Iowa farmland based on US Census of Agriculture estimates and the Nov. 1, 2023 Iowa Land Value Survey conducted by the Center for Agricultural and Rural Development, Iowa State University and Iowa State University Extension and Outreach.

HIGH GRADE
\$14,296

MEDIUM GRADE
\$11,075

LOW GRADE
\$7,664

Crop reporting district average:
\$11,835

Average percentage change from Nov. 1, 2022:
+3.7%

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

Table 1. Average value per acre of Iowa farmland listed by crop reporting districts and quality of land, 2013-2023.

	YEAR	STATE AVERAGE	NORTH WEST	NORTH CENTRAL	NORTH EAST	WEST CENTRAL	CENTRAL	EAST CENTRAL	SOUTH WEST	SOUTH CENTRAL	SOUTH EAST
ALL QUALITY	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
MEDIUM QUALITY	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	8768	6872	8677
	2023	11075	13731	11512	11364	12018	11807	11862	9102	7498	9858
HIGH QUALITY	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	12719	14617	14950	15531	15593	11884	9718	14157
LOW QUALITY	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 2. Recent changes in Iowa farmland values, 1982-2023.

YEAR	VALUE	DOLLAR CHANGE	PERCENT CHANGE
1982	\$1,801	-\$346	-16.1%
1983	\$1,691	-\$110	-6.1%
1984	\$1,357	-\$334	-19.8%
1985	\$948	-\$409	-30.1%
1986	\$787	-\$161	-17.0%
1987	\$875	\$88	11.2%
1988	\$1,054	\$179	20.5%
1989	\$1,139	\$85	8.1%
1990	\$1,214	\$75	6.6%
1991	\$1,219	\$5	0.4%
1992	\$1,249	\$30	2.5%
1993	\$1,275	\$26	2.1%
1994	\$1,356	\$81	6.4%
1995	\$1,455	\$99	7.3%
1996	\$1,682	\$227	15.6%
1997	\$1,837	\$155	9.2%
1998	\$1,801	-\$36	-2.0%
1999	\$1,781	-\$20	-1.1%
2000	\$1,857	\$76	4.3%
2001	\$1,926	\$69	3.7%
2002	\$2,083	\$157	8.2%
2003	\$2,275	\$192	9.2%
2004	\$2,629	\$354	15.6%
2005	\$2,914	\$285	10.8%
2006	\$3,204	\$290	10.0%
2007	\$3,908	\$704	22.0%
2008	\$4,468	\$560	14.3%
2009	\$4,371	-\$97	-2.2%
2010	\$5,064	\$693	15.9%
2011	\$6,708	\$1,644	32.5%
2012	\$8,296	\$1,588	23.7%
2013	\$8,716	\$420	5.1%
2014	\$7,943	-\$773	-8.9%
2015	\$7,633	-\$310	-3.9%
2016	\$7,183	-\$450	-5.9%
2017	\$7,326	\$143	2.0%
2018	\$7,264	-\$62	-0.8%
2019	\$7,432	\$168	2.3%
2020	\$7,559	\$127	1.7%
2021	\$9,751	\$2,192	29.0%
2022	\$11,411	\$1,660	17.0%
2023	\$11,835	\$424	3.7%

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Figures and tables presented in this brochure are based on the 2023 Iowa Land Value Survey, card.iastate.edu/farmland.

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