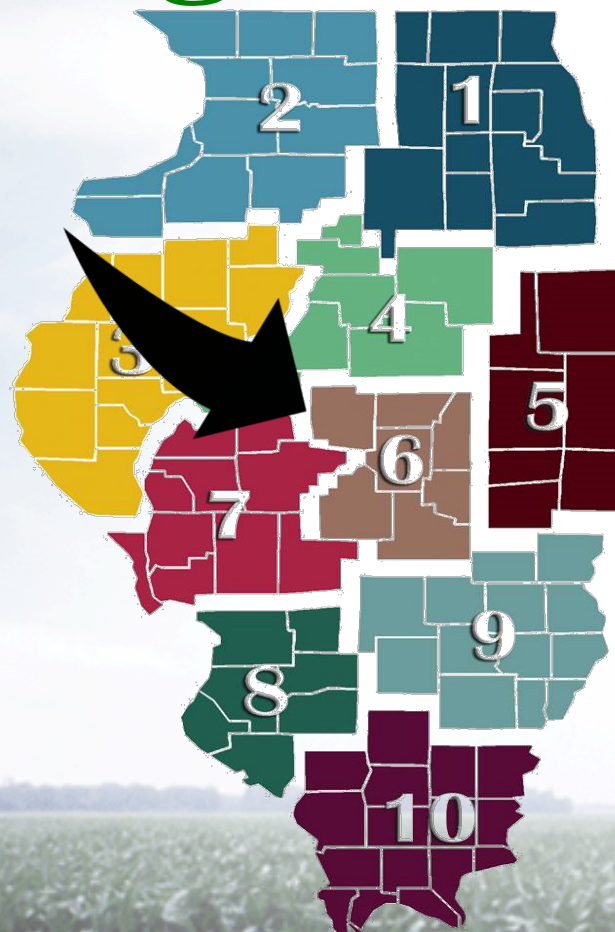




2018 Regions 5 & 6



Bruce M. Huber,
AFM, ARA
*Regional Data Lead
South*

2018 - Results

<u>Land Category</u>	<u>Region 5</u>	<u>Region 6</u>
Excellent	\$10,180	\$10,610
Good	\$8,090	\$8,600
Average	\$5,880	\$6,050
Recreational	\$3,665	\$3,510
Transitional	\$28,550	\$12,200



Region 5

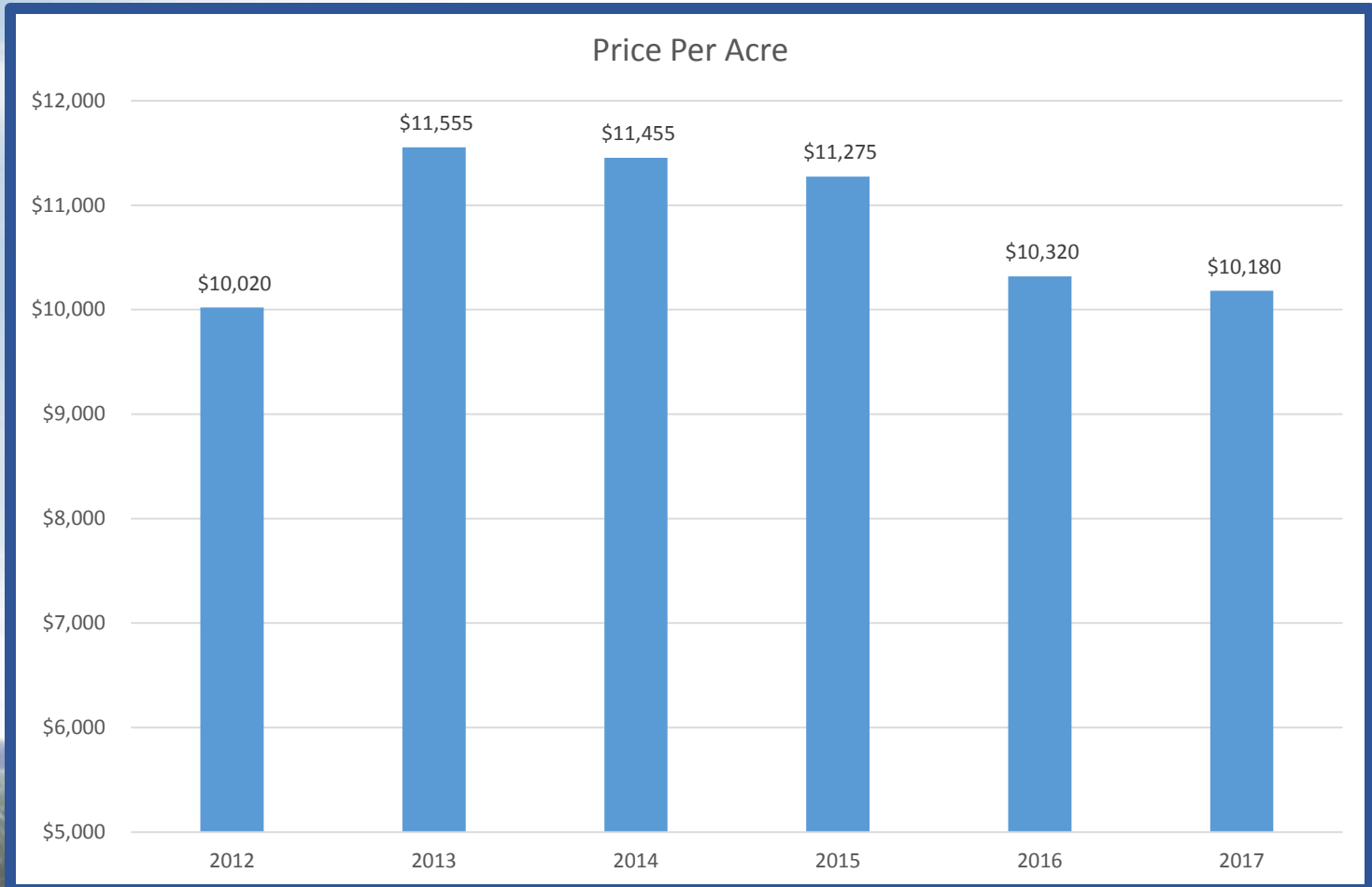
Ford, Iroquois, Champaign, Vermilion,
Douglas, Edgar, & Coles Counties





Region 5

Excellent Productivity





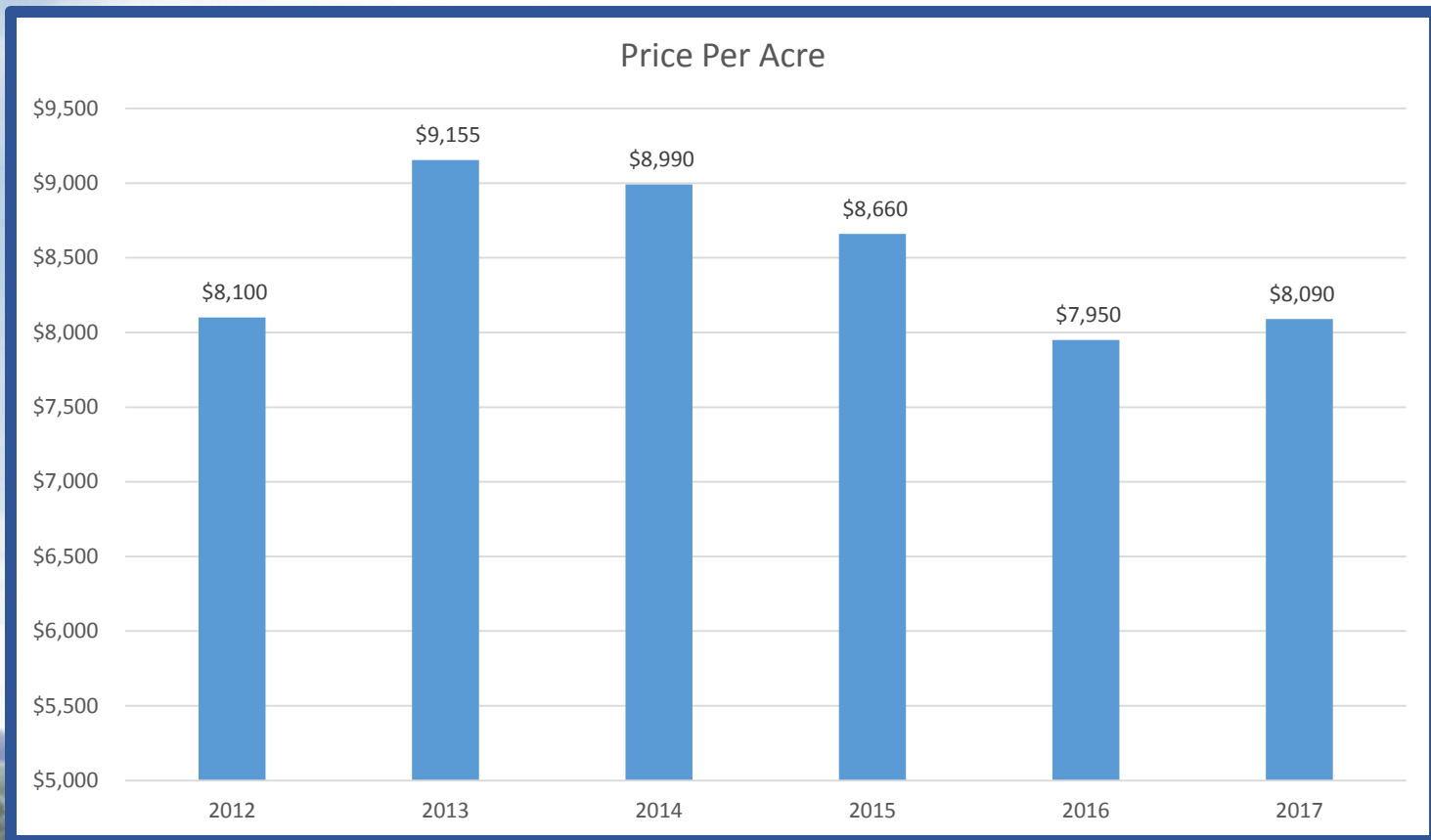
Region 5 - Excellent Category

- Nearly steady on a dollar per PI year over year
- Land market strengthened in the 4th Quarter
- Great variability! Two auctions, three tracts within six miles on the same day, had a differential of \$5,000 per acre!





Region 5 Good Productivity





Region 5 - Good Category

- On a \$ per PI basis - values declined just over 1%
- On a simple average - values increased 1%
- Sales volume was up 36%!
- Prices held even with greater supply





Region 5 - Average Category

The committee anticipated significant softening in the market

- Nearly identical to last year!
- Caution – the data set is small at 14 sales





Region 5 - Recreational

- Sales volume increased 50%
- Individual sale prices varied greatly
- Proximity to higher population centers has a very positive impact on value





Region 6

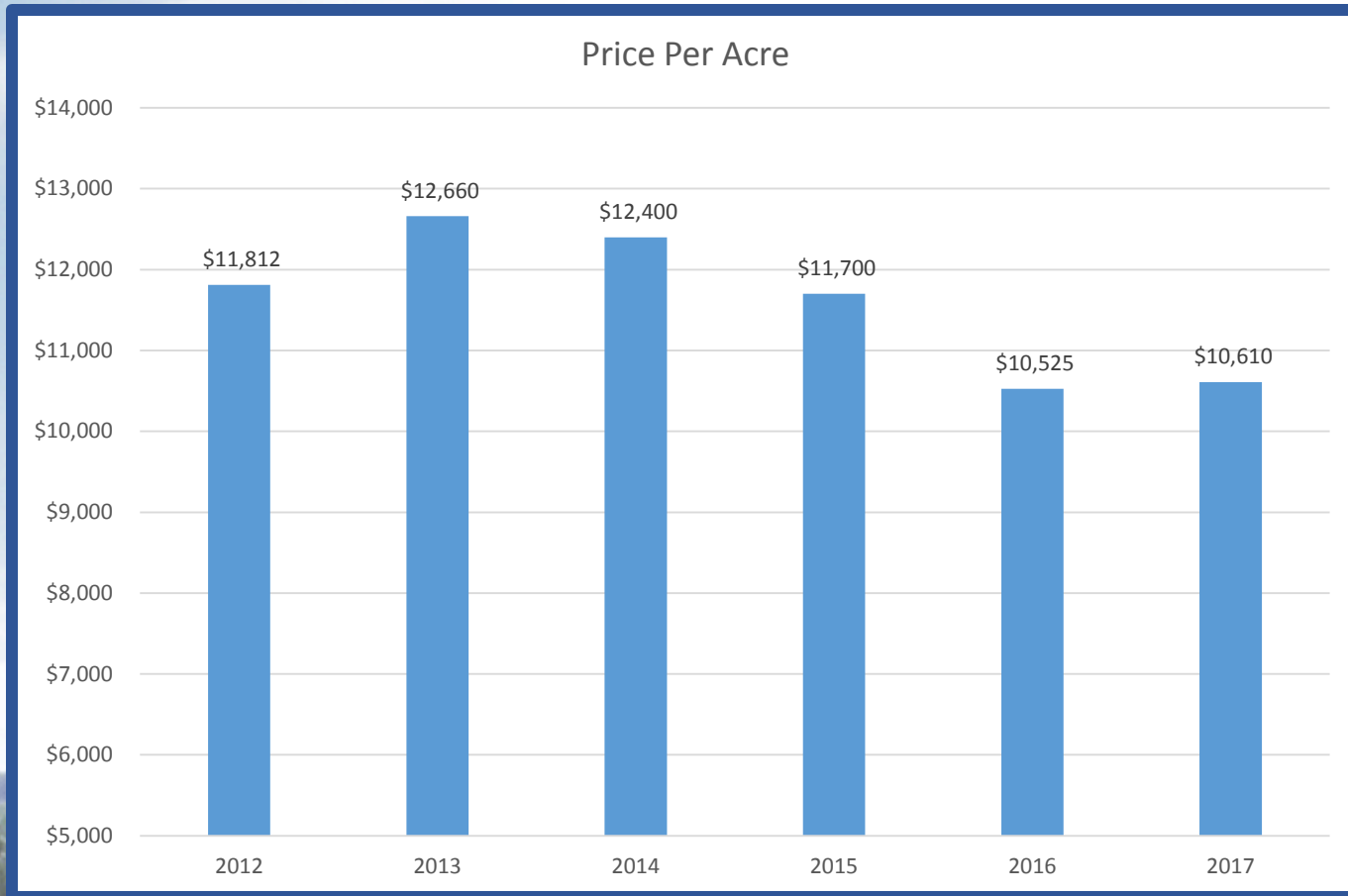
Logan, Dewitt, Piatt, Macon, Christian,
Shelby, & Moultrie Counties





Region 6

Excellent Productivity





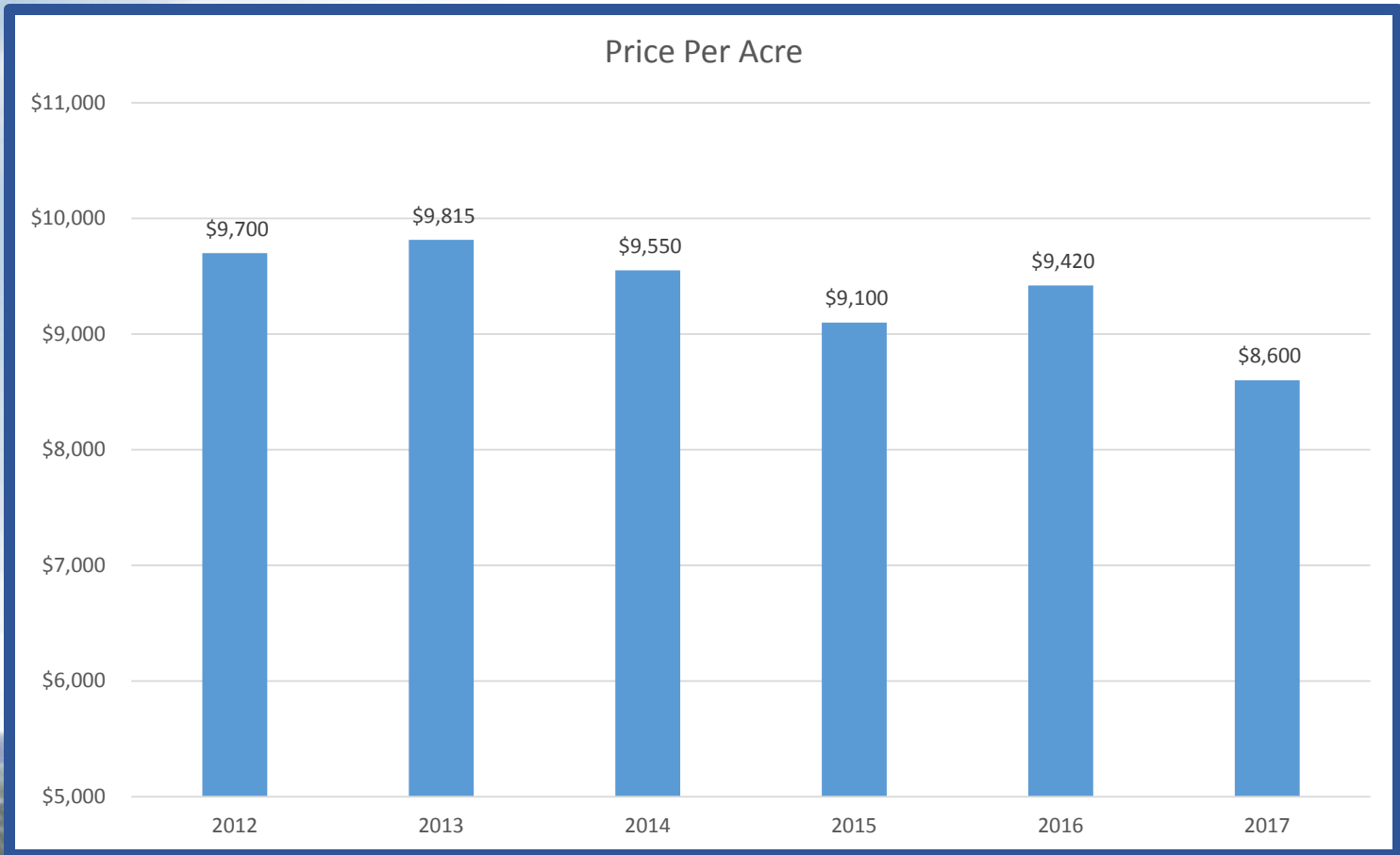
Region 6 - Excellent Category

- Market steady year over year at \$10,600
- Steady cash rents support market
- Logan County - Highest documented sale prices, this is different from prior years - Christian, Macon, Moultrie, Piatt Counties typically take top honors





Region 6 Good Productivity





Region 6 - Good Category

- Values are down 8.7%
- Caution- *31 sales documented this year compared to only 12 sales last year - last year this category showed an increase in value when all other categories were showing a decrease.*
- Imperfections matter! Waterways, field shape, drainage, trees, ditches





Region 6 - Average Quality land

- Data set is limited, but consistent with prior years
- Market is flat year over year at \$6,050
- Majority of sales come from Shelby county





Region 6 - Fair Quality land

- Very limited data with only six sales
- Data shows market is up 12.5%, but the committee agrees that it is flat
- All the sales were from Shelby County and a majority came from the southeast portion - a very strong area of the county, location matters!





Region 6 - Recreational

- Transactions documented were up over 60%
- Excluding Permanent CREP - Average is \$3,950 per acre.
- In general the market is flat year over year
- Individual sale prices varied greatly
- Permanent CREP leads values to the downside, these sales have very limited use for the land





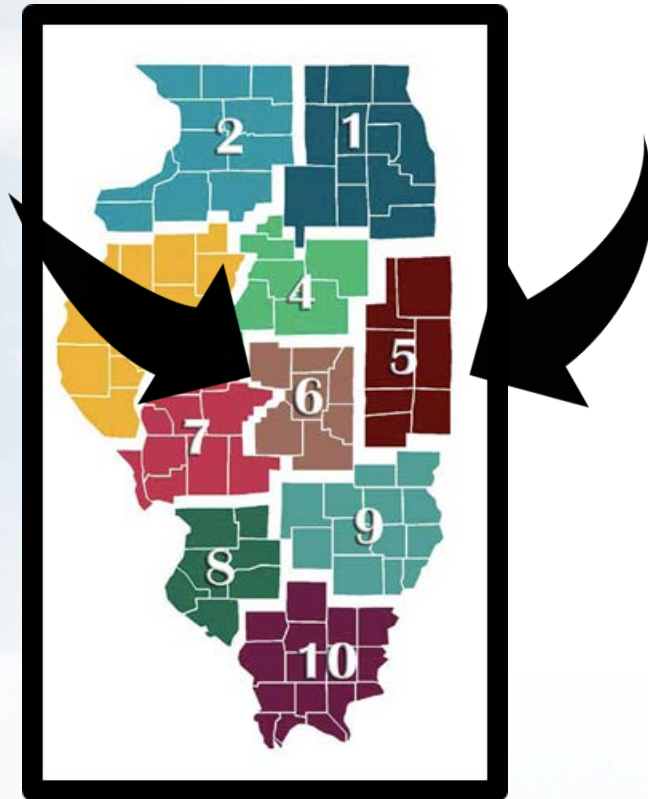
General Conclusions

- High Quality Land is still in demand.
- Good quality tracts = best value?
- Imperfections matter more than ever.
Waterways, ditches, field shape, topography, drainage, lack of road frontage.
- Demand for recreational properties is good.





Thank You – Questions?



Bruce M. Huber,
AFM, ARA
Regional Data Lead South

