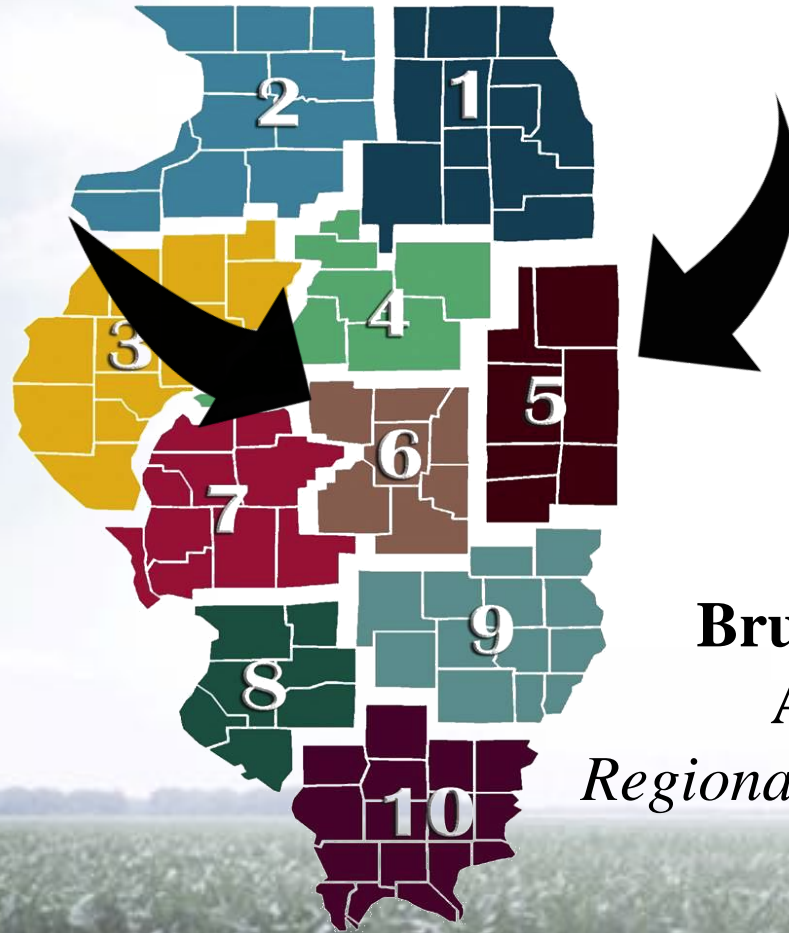




2019 Regions 5 & 6



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2019 - Results

<u>Land Category</u>	<u>Region 5</u>	<u>Region 6</u>
Excellent	\$10,790	\$10,628
Good	\$8,016	\$8,877
Average	\$5,762	\$7,651
Recreational	\$4,143	\$3,529
Transitional	\$13,837	\$7,822





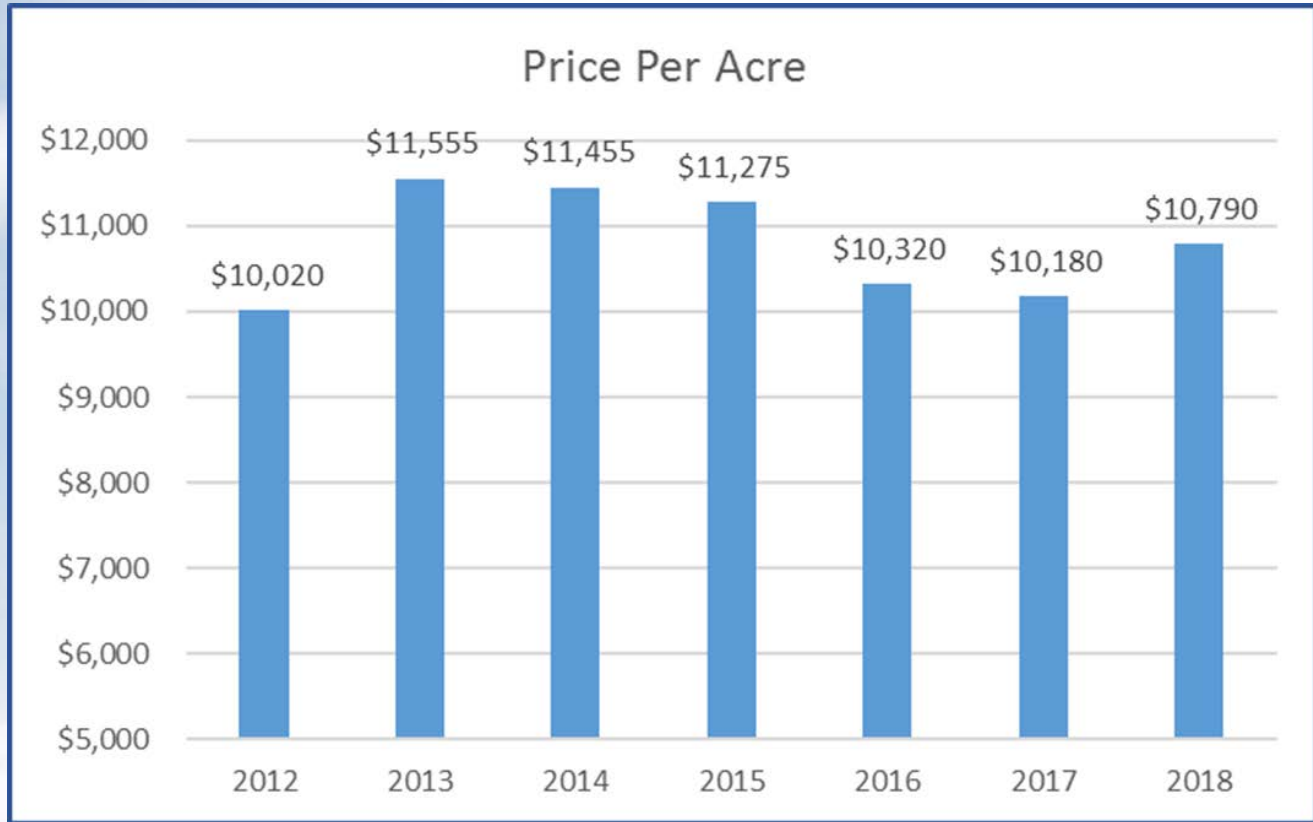
Region 5

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





Region 5 Excellent Productivity





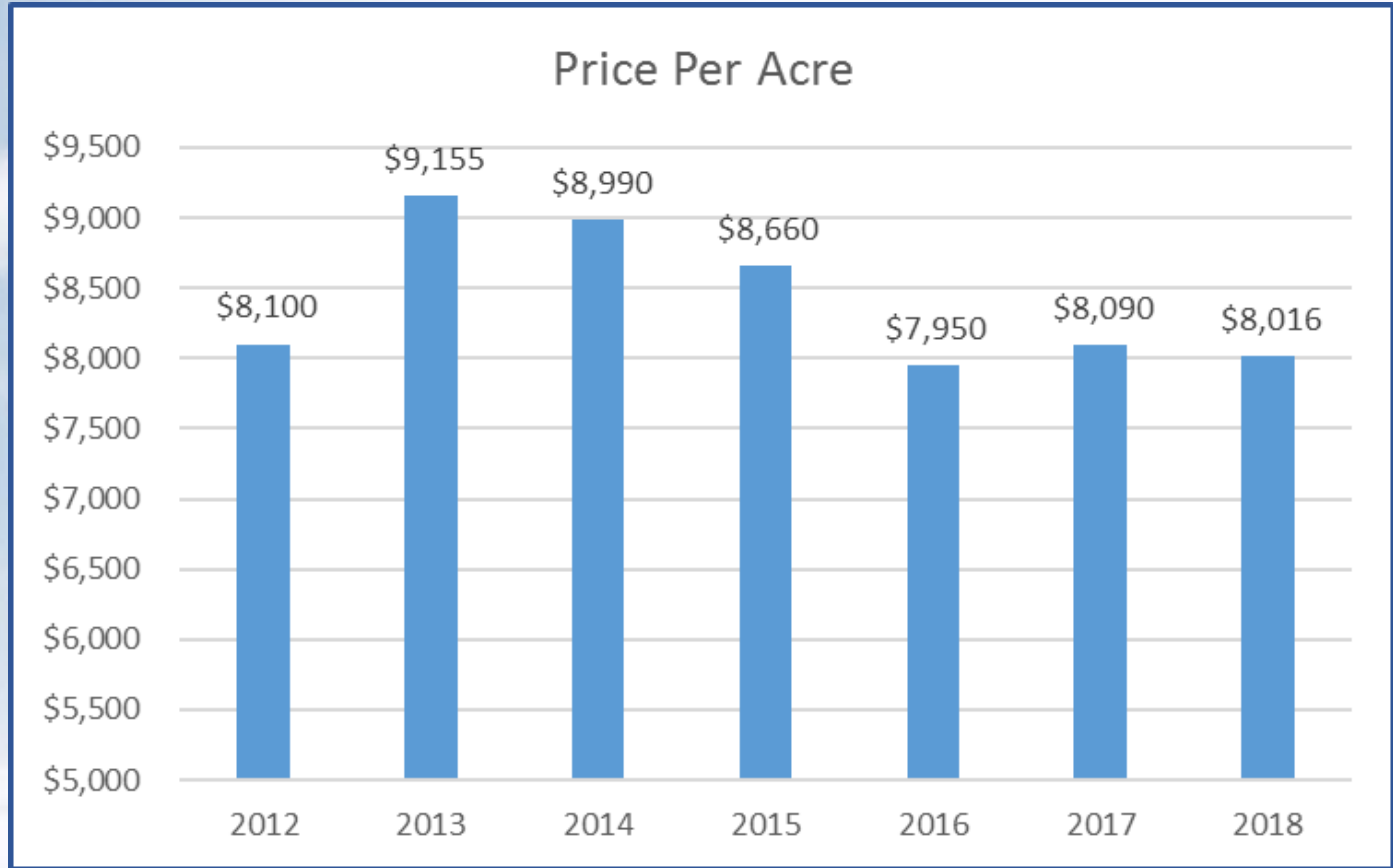
Region 5 Excellent Productivity

- **Sales Volume:** down 28% from prior year.
- **Range:** \$5,000 per acre range in values compared to a \$4,000 range in value last year.
- **Location:** higher price sales are predominately in Champaign and Douglas Counties.





Region 5 Good Productivity





Region 5 Good Productivity

- **Volume:** down 32% from the prior year while last year the volume was up 36% from the year before.
- **Simple Average:** values increased 2%.
- **Range:** higher at \$5,000 per acre.





Region 5 Average Productivity

- **Values:** down 9%
- **Volume:** lower but it tends to support the trend of lower prices for lower quality land.
- **Range:** differential from high to low was \$4,300 per acre which is a very large spread when the overall average price is only \$5,752.





Region 5 - Recreational

- **Volume:** steady.
- **Range:** individual sale prices varied greatly.
- **Location:** as with last year, the proximity to higher population centers continues to have a very positive impact on value.





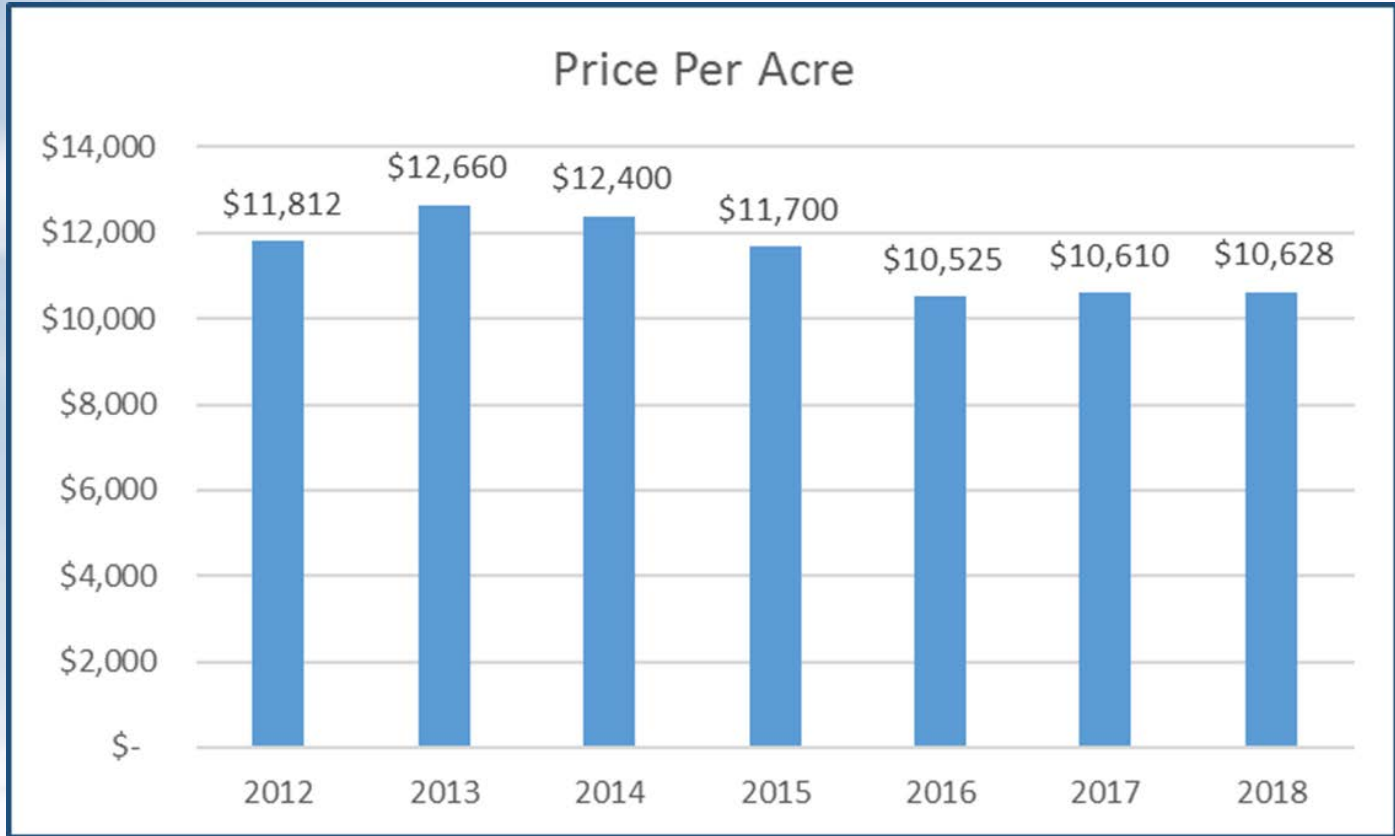
Region 6

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





Region 6 – Excellent Productivity





Region 6 - Excellent Category

- **Market:** steady for third year in a row at \$10,600.
- **Support:** record yields and steady cash rents.
- **Top End:** only one sale over \$12,000 per acre was documented compared to five sales over \$12,000 per acre last year.





Region 6 - Good Productivity





Region 6 - Good Productivity

- **Values:** steady to increasing
- **Volume:** 31 sales documented last year which was double the average.
- **Features:** Imperfections matter! Waterways, field shape, drainage, trees, ditches...





Region 6 - Average Productivity

- **Volume:** 14 sales this year which is more than double the number of the prior year.
- **Value:** data shows market is up 26% on simple average and up 10% on value on \$ per P.I.
- **Data:** last year the average P.I. was 112 while this year the average P.I. was 124 --- big difference!





Region 6 - Recreational

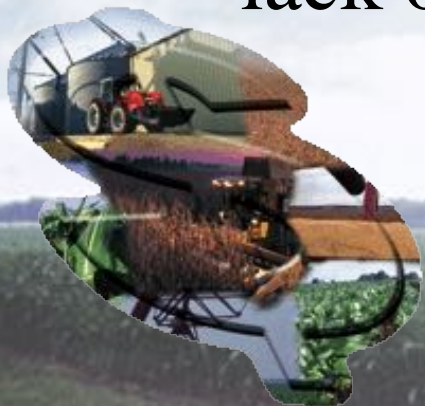
- **Volume:** down from last year, 11 sales.
- **Value:** holding steady around an average of \$3,500 per acre.
- Individual sale prices varied greatly as they do in almost all markets – attributes matter – do they have water, nut trees, good mix of woods and open land, and SIZE etc.





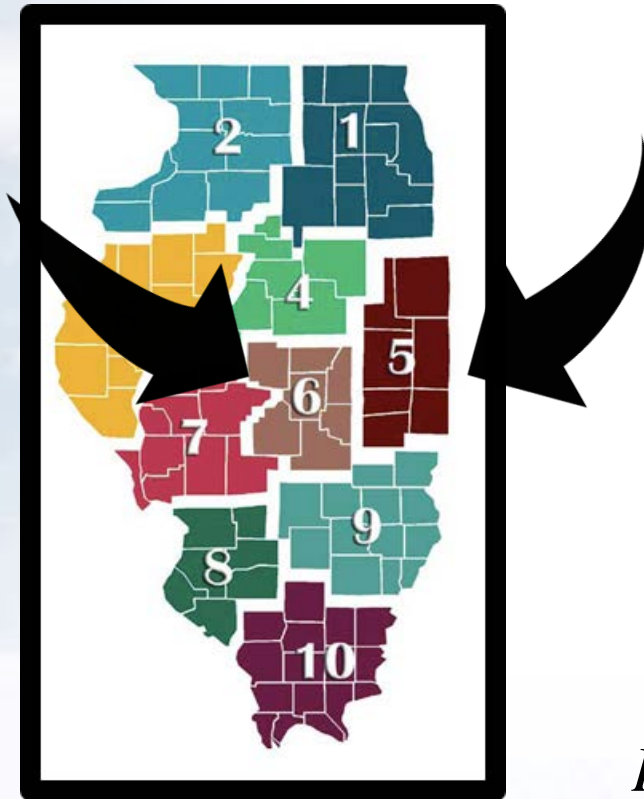
General Conclusions

- **High Quality Farmland** is still in demand.
- Good quality tracts = Best Value...?
- **Imperfections** are still a main driver and matter *now more than ever*. Waterways, ditches, field shape, topography, drainage, lack of road frontage...





Thank You – Questions?



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