

Starting our 2022 Iowa Farmland Values blog series, we will use the 2021 Farmland Value Survey to highlight average farmland characteristics and production costs in and across Dallas, Boone, Greene, and Guthrie Counties. If you are interested in acquiring similar information, contact your local extension office or land grant institution within your state.

GREENE COUNTY, IOWA

2021 AVERAGE FARMLAND VALUE

\$10,603 +27.2% SINCE 2020 SURVEY

Average County CSR2

78.3

CSR2 Price Per Point Average

\$135.42

AVERAGE CASH RENT PER ACRE

\$259



Average Corn Yield (2017 - 2021)

196

Rent Per Bushel of Corn Yield

\$1.32



Average Soybean Yield (2017 - 2021)

56

Rent Per Bushel of Soybean Yield

\$4.63

CAP RATE

\$259 / \$10,603 → 2.44%

The average cap rate typically ranges from 2–6%, but is often around 3–4%. **FARMLAND** is a low cashflow business, but very high in appreciation. Overall, it's on par with the returns of the S&P 500, with far less volatility.

Data compiled from *2021 ISU Land Value Survey conducted by the Center for Agricultural and Rural Development (CARD) and *Iowa State University Extension and Outreach File C2-10 in Ames, Iowa.

Of the 366,300 total acres in Greene County, the average [Corn Suitability Rating 2 \(CSR2\)](#) for the 351,286 acres of farmland within the county is 78.3 with an average 2021 farmland value of \$10,603 per acre, which is a 27.2% increase from \$8,336 since 2020. To determine the CSR2 price per point average, divide the average farmland value (\$10,603) by the Green County CSR2 average (78.3), which equals \$135.42 per CSR2 point.

Average cash rent per tillable acre across Greene County is \$259 (\$226-\$288). The 2017-2021 average corn and soybean yield was 196 and 56 bushel per acre, respectively. The average rent per bushel of crop yield is calculated by cash rent divided by average crop yield expected, which is \$1.32 for corn and \$4.63 for soybeans. Commodity markets have continued to rise with current cash corn and soybean prices over \$7.50 and \$17.00 per bushel, respectively.

The capitalization rate, or also commonly referred to as cap rate, is the rate of return on a real estate property based on the income that the property is expected to generate for the landowner. The cap rate can help evaluate and compare the risk of one property or market to another, where it depends on demand, available inventory within the area, and specific type of property. The cap rate for Greene County, Iowa farmland is around 2.44%, or an expected return on investment of just shy of two and one-half percent.

SUCCESSFUL SALES IN GREENE COUNTY, IOWA:

| Sale Date | Land Type | Total Sale Price | Gross Acres | \$/Per Acre | CSR2 | FSA Tillable Acres | \$/CSR2 |
|-----------|--------------|------------------|-------------|-------------|------|--------------------|---------|
| 03/15/22 | Agricultural | \$2,248,000 | 160 | \$14,050 | 85.4 | 157.66 | \$167 |
| 04/20/22 | Agricultural | \$1,133,390 | 66.67 | \$17,000 | 87.3 | 62.78 | \$207 |
| 04/26/22 | Agricultural | \$1,901,394 | 117.37 | \$16,200 | 85.5 | 117.37 | \$189 |
| 04/26/22 | Agricultural | \$762,039 | 44.76 | \$17,025 | 87.6 | 44.76 | \$194 |
| 05/20/22 | Agricultural | \$1,771,000 | 155 | \$11,426 | 75.0 | 150.8 | \$157 |

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Calculated from NRCS acreages and CSR2 values contained in ISPAID (Iowa Soil Properties and Interpretations Database) version 8.1 as of May 2017.

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