



# Land Sales Report™

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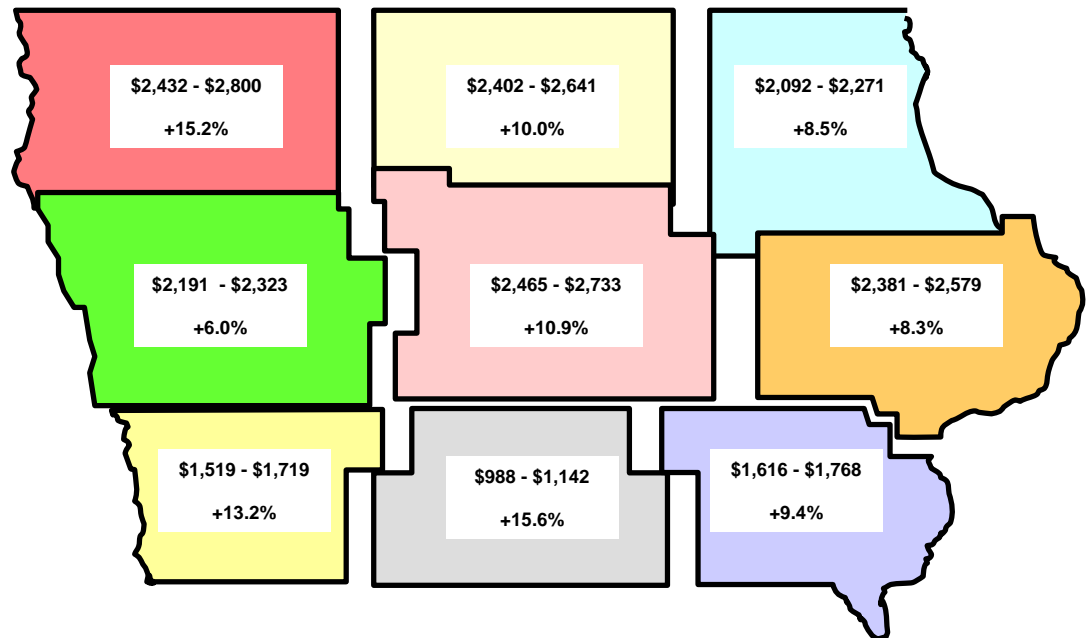
Gregory Conrad, Vice President  
Land Sales, Incorporated

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## Land Values Increase In All Crop Districts

*All Iowa crop reporting districts showed an increase in land values from 2003 to 2004. The largest increase was 15.6% in South Central Iowa. The state average price increased 10.5% to \$2,111 per acre.*

2003 - 2004  
% Increase



Iowa land sales for the first quarter of 2005 are following the same upward pattern that occurred in the past year. It should be noted that the increase in Iowa land prices in recent years has been accompanied by a shift in the proportion of high, medium and low quality sales. As the price of land has increased there appears to be a tendency for buyers to be more receptive to the buying of lower quality land. The chart at the right shows that the percent of high quality land declined from 21.9% of total sales in 2001 to 19.4% in 2004 while sales of land with a CSR of 54 or less increased from 22.6% to 28.9%. The percentage of acres sold with a CSR of 54 or less has increased from 24.2% of total acres sold in 2001 to 30.7% of total acres sold in 2004 as shown in the chart on the left.

