We Need Your Help!

Over The Next 2 Weeks...

1. Think of individuals that should be a part of RLI.
2. Contact at least 3 of those individuals and invite them to become a member of RLI, or send their contact information to molly@rlifarmandranch.com and we will send a membership packet to them.

Membership Information and Application

Support our Chapter’s efforts to grow membership!

President’s Comments
By Kyle J. Hansen, ALC, Hertz Real Estate Services, 2012-2013 RLI President

Fellow Iowa RLI Members,

Over the past two years, we have been working to increase our membership to build our organization through personal contact with realtors that should be a part of RLI. This will continue to be a goal for our organization and through our efforts, I am pleased to announce that we have increased our membership by 30% in these last two years. In this newsletter, there is information regarding our 2 week membership recruitment campaign that was introduced at our meeting in Altoona on September 19th. We are asking each member to look at the current membership list below and identify individuals who should be on our membership list. Send in the names for three prospects from your area that you feel should be Iowa RLI members. Through your help, we will continue to build this organization through education and camaraderie.

This is my last “President’s Comments” and I would like to say thank you to the management team that I was blessed to work with, Molly, Terry, Eric, and Steve along with our Regional VPs and our committee members have made this experience a joy to be a part of. It has been an honor to serve as President of Iowa REALTORS Land Institute.

Thank you,

Kyle J. Hansen
2013 IOWA RLI MEMBERS

CENTRAL
Matt Adams
Richard Bogess
David Brown
Loyd Brown, ALC
Steve Bruere
James M. Friel, ALC
Mark Gannon
Belay Haas-Reineck
Kyle Hansen, ALC
Thomas Hertz
Randy Hertz, ALC
Melinda A. Huls
Marvin Hurtles, ALC
Carl Jackson
Samuel Kain
Daryl Nelson
Jeffrey Oberlein
Jon Peterson
Scott Potthoff
Jeff Potthoff
Chris Smith
William Vogel, ALC

EAST CENTRAL
Phil Bousendick
Matthew Clarahan
Bob Crane
Pamela Gray
Ryan Kay
Trudy Louwagie, ALC
Tom Marcum
Richard Meade
Kenneth Paper
Denis Stokl, ALC
Kris Wehl, ALC
Douglass Yege

NORTH CENTRAL
Cal Dickson
James Jordan
Paul Kelly, ALC
Kevin Koblet
Brent Larson
Myron Lupkes
Verne Prohaska
Greg Schoonen, ALC, CCIM

NORTHEAST
Donald Barke, ALC
Roger L. Johnson
Robert L. Phillips
Devra J. Rhee
Charles Schwager
Jeffrey Toendle

NORTHWEST
John Cotton
Jon Hjelm, ALC
Ben Hofesen
David L. Kuker
Dave Rumin
Rich Vander Werff
Mike Wentzel
Mark Williams

SOUTHEAST
A.J. Brown
Alan Grimm, ALC
Scott Grimm
James Horras, ALC
James Johnson
Austin Maa
Betty RoudyBush
Eric Schlutz, ALC
Lyle Sieffering

SOUTHWEST
Lyle Hansen, Jr.
Jason Smith

WEST CENTRAL
Lary Joel Clark
Stuart Cretsinger
J. Wiltsie Cretsinger, ALC

SOUTHERN
Darren Becker
Shawn Nigg
Terry Pauling
Brad VanWelden

The REALTORS® Land Institute serves the extraordinary real estate professionals who are committed to our most precious resource: the land.
Congratulations RLI Fall Award Winners

Matt Adams
2012 Rookie Of The Year

Eric Schlutz, ALC
2012 Deal Of The Year

Steve Bruere
2012 Farm & Land Broker Of The Year

The REALTORS® Land Institute is made up of some of the highest caliber land brokers. The Iowa Chapter of RLI recognized the performance of some of our members for business conducted from January - December 2012 at its RLI Iowa Land Trends and Values Press Conference and Awards Luncheon on September 19, pictured above. The Acres And Volume Sold Award was awarded in the Spring to Jeff Obrect.

If you would like to nominate an individual for a 2013 award, please contact Molly Suarez at molly@rliland.com or call 515-771-8316. The period measured for 2013 Awards is January 1 - December 31, 2013. winners will be recognized in the Spring and Fall of 2014.

New Leadership for Iowa RLI

New officers were installed on September 19, 2013. Thanks to Kyle Hansen for his hard work and dedication as 2012-2013 President. Our new leadership team will continue to work hard to advance the mission of the Iowa Chapter of RLI.

Kyle Hansen, ALC
Past President

Terry Pauling
President

Chuck Wingert, ALC
President-Elect

Steve Bruere
Vice President

Assistance For Beginning Farmers

New Information on Land for Beginning Farmers

The Iowa Beginning Farmer Loan Program (IBFLP) assists new farmers in acquiring agricultural property by offering financing at reduced interest rates. Beginning Farmer Loans are financed by participating lenders or contract sellers with the issuance of federal tax-exempt bonds by FIA. The tax-exempt interest income earned by lenders and contract sellers enables them to charge borrowers a lower interest rate. Beginning farmer loans typically carry interest rates from one to four percentage points below prevailing market rates. IADD’s Beginning Farmer loan is often used with the FSA 5/45/50 beginning farmer loan program.

The Loan Participation Program (LPP) assists low income farmers secure loans and make down payments. IADD’s participation is a “last in/last out” which reduces the risk to lenders. The current interest rate is 1% over the FSA Direct Farm Ownership Down Payment Loan Program (which is currently at 1.50%) fixed for the first five years. After that, the rate will be re-adjusted to the same index and fixed for the final five years.

IADD has two tax credit programs to assist beginning farmers. The Agricultural Assets Transfer Tax Credit program allows agricultural asset owners to earn tax credits for leasing their land, equipment and/or breeding stock to beginning farmers. The new Custom Hire Tax Credit program offers a tax credit to anyone hiring a beginning farmer to do agricultural contract labor.

More information on all of these programs is available at www.iowafinanceauthority.gov/IADD

LandLIST: Another Benefit of RLI Membership

To help you market properties and make deals, beginning September 1, all REALTORS® Land Institute members were enrolled in LandLIST. LandLIST is a tool for members to share land listings with fellow RLI members via email.

This is an opt-out member benefit. If you prefer not to participate in this email-based land listing tool, you can go to your Member Profile on www.rliland.com and choose to opt-out. You may also send a note to RLI@rliland.com to “opt-out.” The note should include your name and the subject line “Opt me out of LandLIST.”

For more information, contact Megan Shimko, Institute Coordinator, at msimko@realtors.org or at 1.800.441.5263.

RLI is pleased to bring forth tools to our members to help spread the word about properties and increase opportunities for productivity.

Iowa Chapter Member Selected to Present at REALTORS® Conference and Expo

Jon Hjelm, ALC, has been selected to be a presenter at the 2013 REALTORS® Conference and Expo which takes place November 9-11, 2013, in San Francisco, CA. Hjelm’s presentation, Real Estate Auctions - The Real Deal, will take place on November 8 at the Convention Center. Congratulations John!
Land Trends & Values

By Kyle J. Hansen, ALC, Hertz Real Estate Services, Land Trends & Values Chair

The Iowa Chapter of REALTORS® Land Institute is pleased to announce the results of our September 2013 Land Trends and Values Survey. Participants in the survey are specialists in farmland, and are asked for their opinions about the current status of the Iowa farmland market.

Participants were asked to estimate the average value of farmland as of September 1, 2013. These estimates are for bare, unimproved land with a sale price on a cash basis. Pasture and timberland values were also requested as supplemental information.

The results of these surveys show a statewide average increase of cropland values of 1.2% for the March 2013 to September 2013 period. Combining this increase with the 9.4% increase reported in March 2013 indicates a statewide average increase of 10.6% for the year from September 1, 2012 to September 1, 2013.

The nine Iowa crop reporting districts showed a mixed response. The districts varied from a 5.0% increase in EC district to a -0.7% decrease in NE district since March 2013.

Factors contributing to current farmland values include: lower commodity prices, increase in long term interest rates, and 2013 growing conditions. Other factors include: lack of stable alternative investments, large amount of cash on hand, and limited amount of land on market.

The Iowa Farm & Land REALTORS® farmland value survey has been conducted in March and September since 1978.

### September 2013

<table>
<thead>
<tr>
<th>Land Classification By Potential Corn Production</th>
<th>Survey of Farm Land Values In Dollars Per Acre</th>
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<td>High Quality Crop Land</td>
<td>Medium Quality Crop Land</td>
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<tr>
<td>Low Quality Crop Land</td>
<td>Pasture Per Acre</td>
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### Source
Iowa REALTORS® Land Institute (RLI) Chapter 02

For up to date information about all Iowa Chapter educational opportunities, make sure to check our website at http://www.rlfarmandranch.com/events.aspx