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Professional Services for Farmland Owners and Investors

Land Trends & Values

Secure Your Farm's Future | Summer 2026



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Agenda



- **Discuss Current Market**
- **Discuss What's Driving this Land Market & What has Changed in the Past Year**
- **Discuss Expectations for 2026+**
- **Questions?**



Where Are We Now?





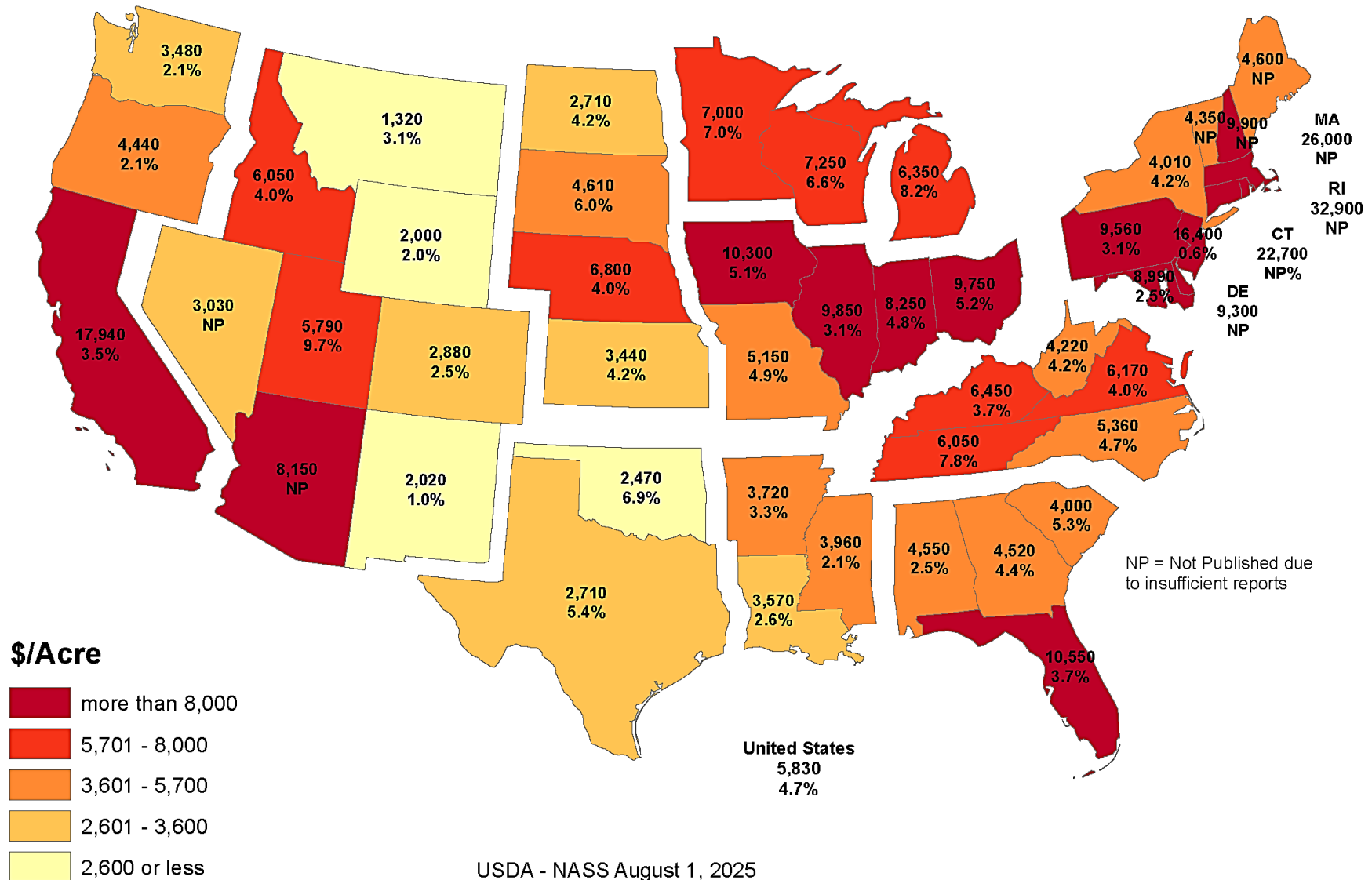
Midwest Farmland Values

THE 2026 FARMLAND MARKET...



U.S. Farmland Values

Dollars per Acre and Percent Change from prior year.

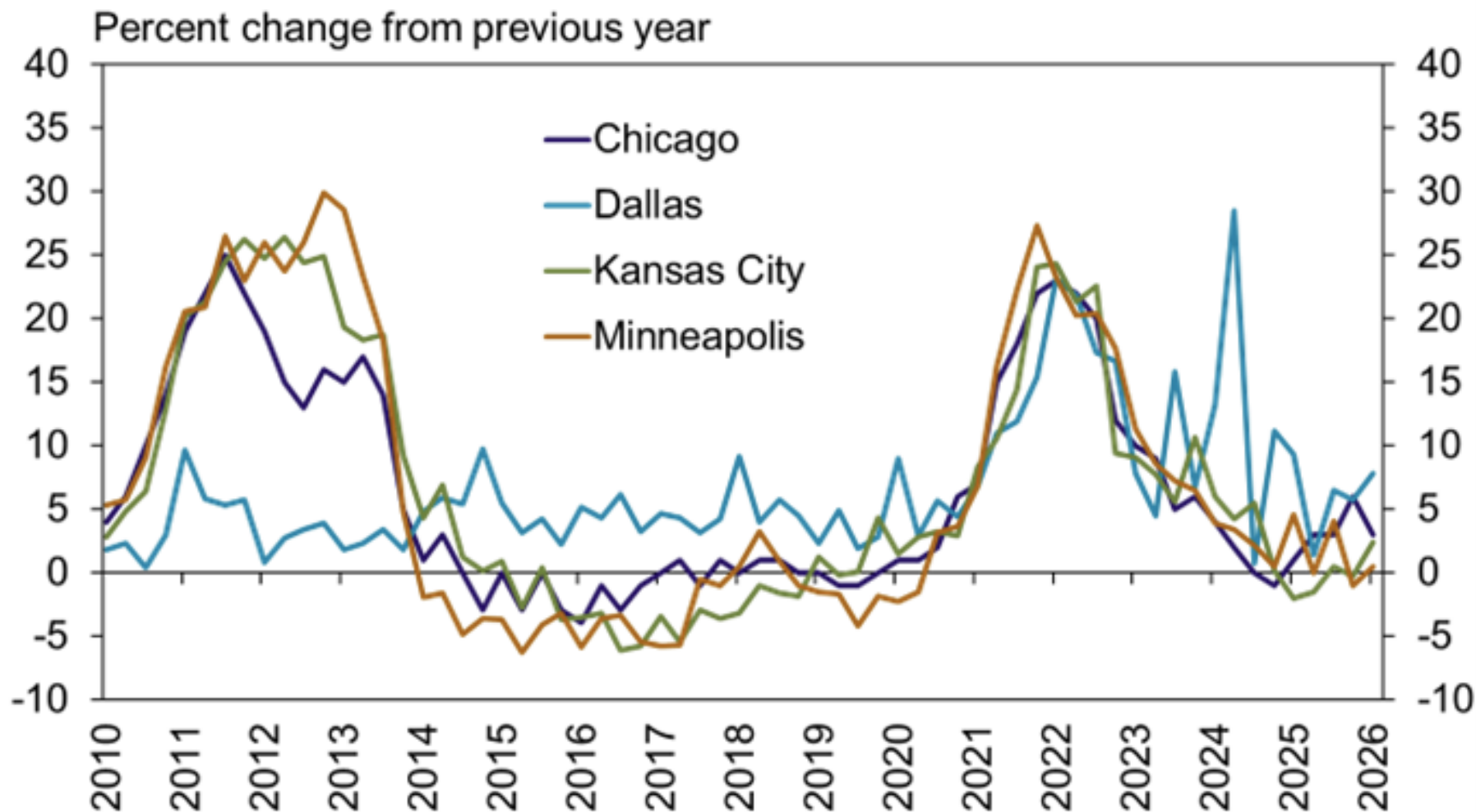


USDA - NASS August 1, 2025



U.S. “Breadbasket” Farmland Values

6



Source: Federal Reserve Surveys of Agricultural Credit Conditions



Chicago Federal Reserve Survey

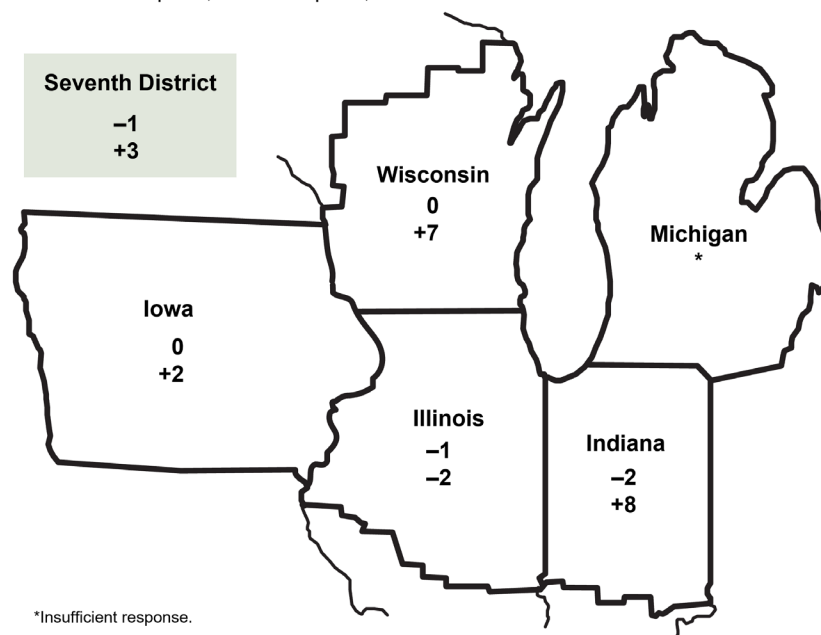
Percent Change in Dollar Value of “Good” Farmland

January 1, 2026
to
April 1, 2026

April 1, 2025
to
April 1, 2026

Top: January 1, 2026 to April 1, 2026
Bottom: April 1, 2025 to April 1, 2026

Illinois	-1	-2
Indiana	-2	+8
Iowa	0	+2
Michigan	*	*
Wisconsin	0	+7
Seventh District	-1	+3



Source: Chicago Fed Reserve Bank, AgLetter, No. 1012, May 2026

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Iowa RLI & Iowa State University

March 2025 – September 2025 **-1.2%**

September 2025 – March 2026 **+1.3%**

March 2025 – March 2026 **+0.1%**



IOWA STATE UNIVERSITY

December 2024 – December 2025 **+0.7%**



Source: Iowa RLI & Iowa State University

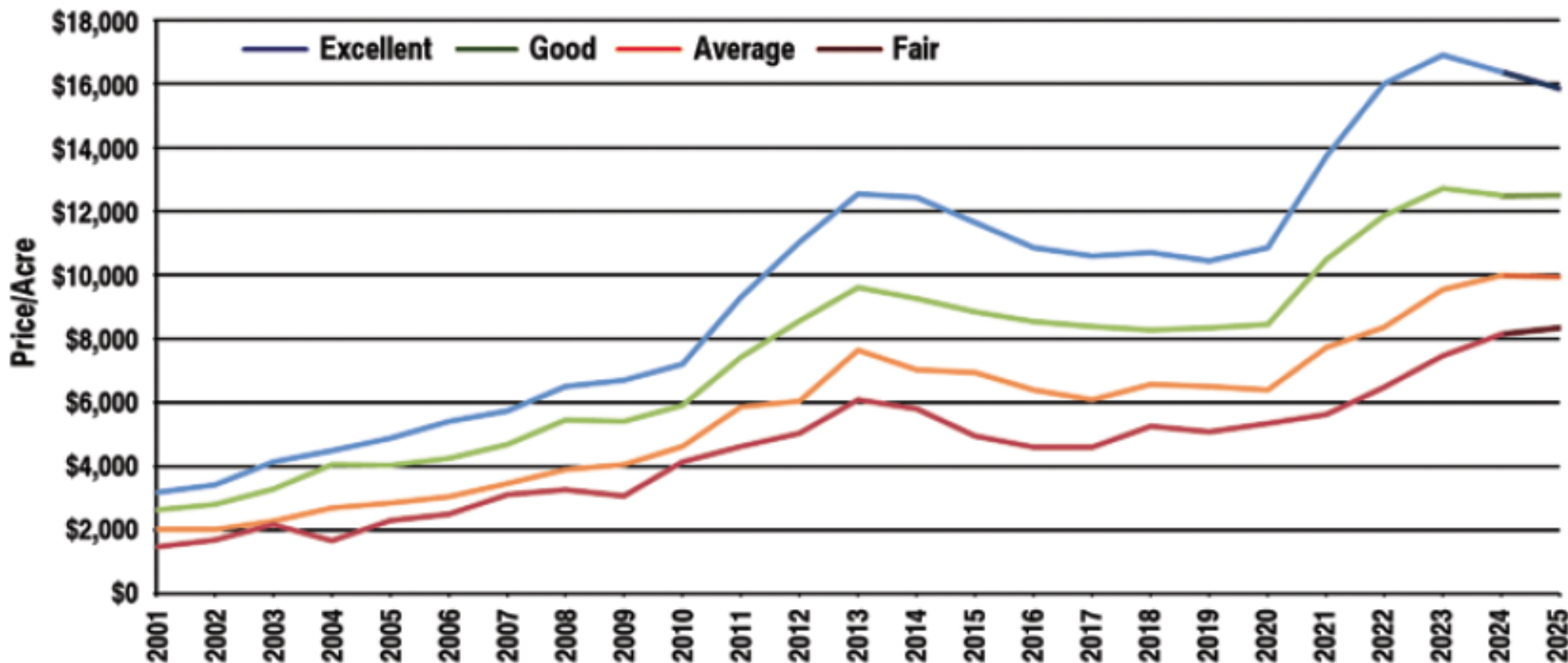
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Illinois – 2026 Land Values

9

All Regions: Illinois Land Values by Soil Productivity Class



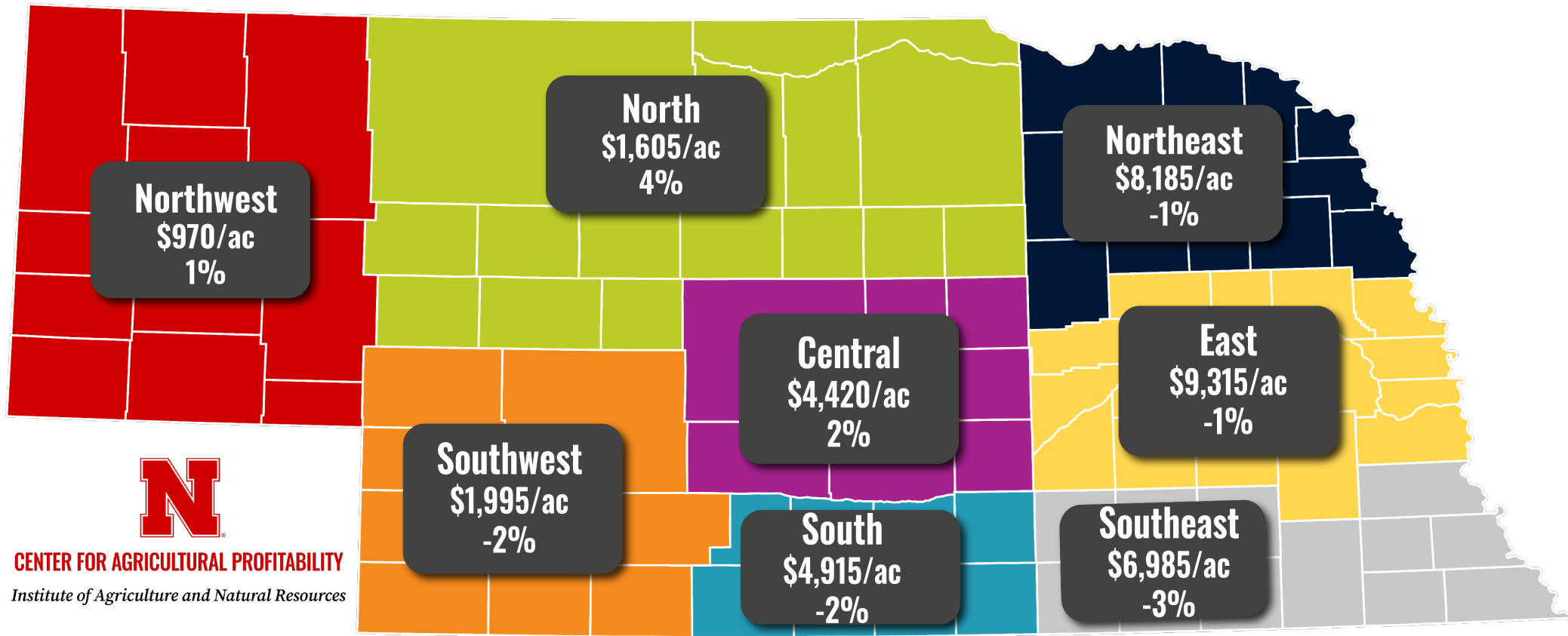
Source: FCS Illinois, Q3 2025

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Nebraska – 2026 Land Values

10



Statewide All-Land Average: \$3,905 per Acre (-1%)

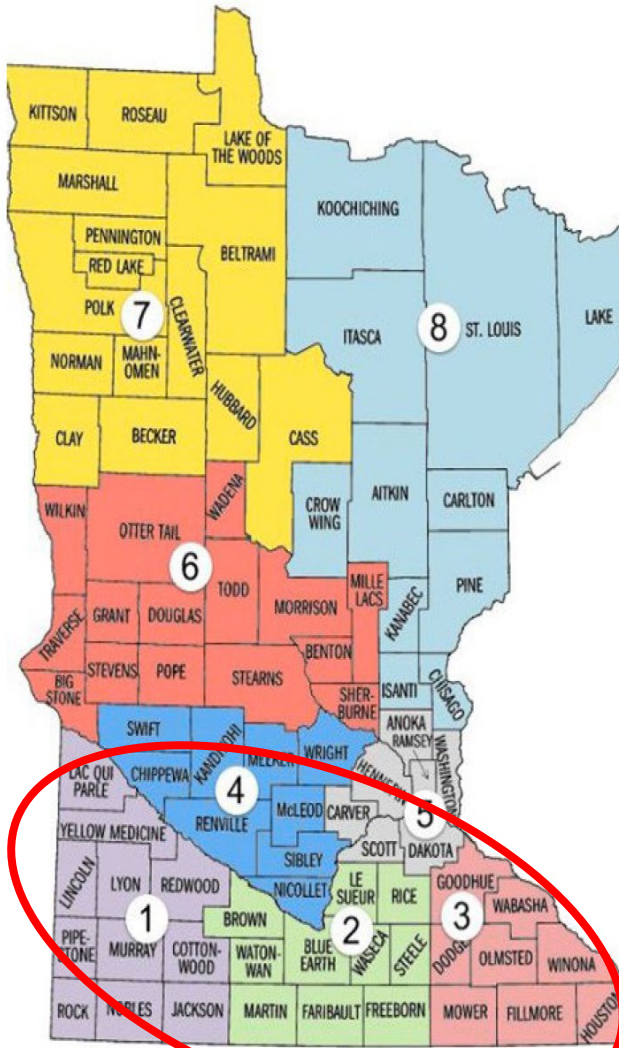
Source: University of Nebraska at Lincoln, Spring 2026

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Minnesota – 2026 Land Values

STATEWIDE TRENDS



		Regional Cropland Average Value Trend							
Regional Index *		2018	2019	2020	2021	2022	2023	2024	2025
Region 1		\$ 6,675	\$ 6,659	\$ 6,856	\$ 8,673	\$ 10,311	\$ 10,977	\$ 11,170	\$ 11,512
% Change		2%	0%	3%	27%	19%	6%	2%	3%
Region 2		\$ 6,763	\$ 6,808	\$ 7,122	\$ 9,022	\$ 11,280	\$ 11,627	\$ 11,306	\$ 10,923
% Change		-6%	1%	5%	27%	25%	3%	-3%	-3%
Region 3		\$ 7,114	\$ 6,719	\$ 6,472	\$ 7,319	\$ 9,288	\$ 11,275	\$ 10,862	\$ 10,918
% Change		5%	-6%	-4%	13%	27%	21%	-4%	1%
Region 4		\$ 6,233	\$ 6,475	\$ 6,539	\$ 7,967	\$ 10,752	\$ 10,783	\$ 10,585	\$ 11,024
% Change		3%	4%	1%	22%	35%	0%	-2%	4%
Region 5		\$ 7,134	\$ 7,619	\$ 7,200	\$ 8,025	\$ 11,325	\$ 10,860	\$ 12,274	\$ 12,605
% Change		-1%	7%	-5%	11%	41%	-4%	13%	3%
Region 6		\$ 3,761	\$ 3,677	\$ 4,084	\$ 4,773	\$ 5,440	\$ 6,333	\$ 6,885	\$ 7,183
% Change		-13%	-2%	11%	17%	14%	16%	9%	4%
Region 7		\$ 2,609	\$ 2,778	\$ 2,952	\$ 3,067	\$ 4,053	\$ 4,617	\$ 4,489	\$ 4,764
% Change		-15%	6%	6%	4%	32%	14%	-3%	6%
Region 8		\$ 1,953	\$ 2,400	\$ 2,600	\$ 2,657	\$ 4,000	\$ 3,757	\$ 4,924	\$ 5,578
% Change		0%	23%	8%	2%	51%	-6%	31%	13%

*The Regional Index gives equal weight to each reporting market area within the designated region

Source: Minnesota ASFMRA, Spring 2025

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Midwest Farmland Values

WHAT'S DRIVING THE LAND MARKET?

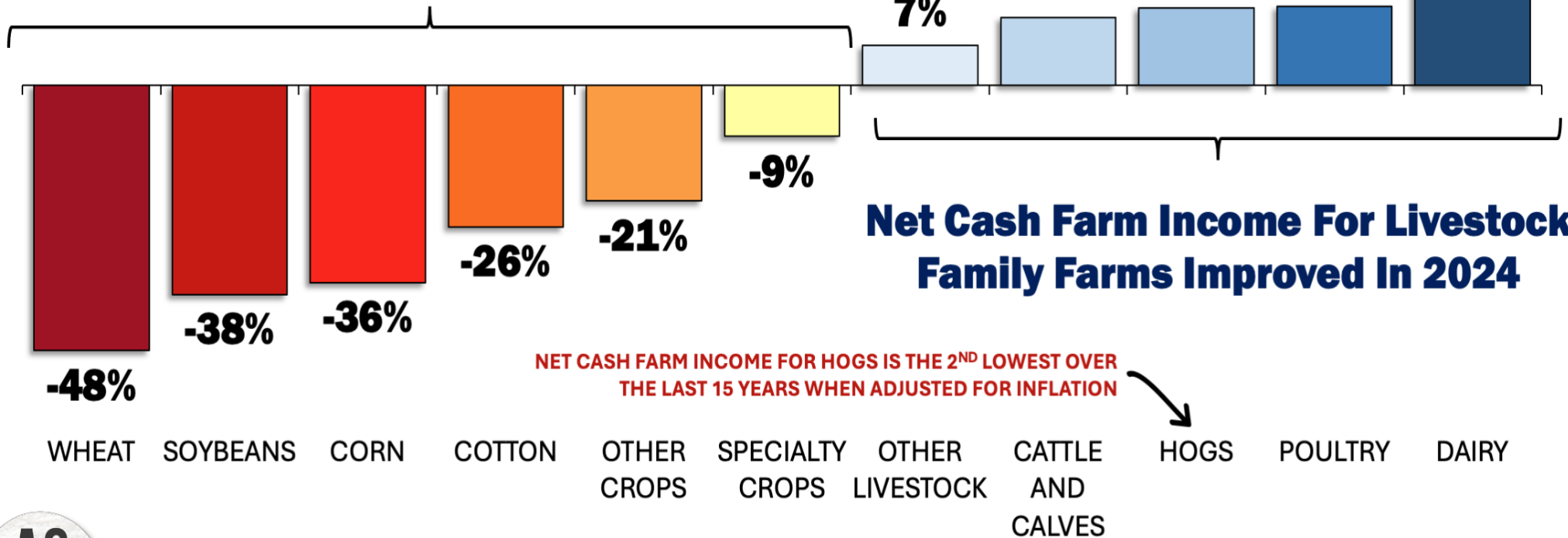
-FARM INCOME



FARM INCOME CHANGES BY SECTOR¹³

PERCENTAGE CHANGE IN U.S. AVERAGE NET CASH INCOME BY FARM TYPE, 2023 TO 2024 FORECAST

Net Cash Farm Income For Crop Family Farms Are Down Sharply In 2024



SOURCE: SENATE AG GOP ANALYSIS, USDA ERS SEPTEMBER 2024 FARM SECTOR INCOME FORECAST



Source: U.S. Senate Ag Analysis, Fall 2024

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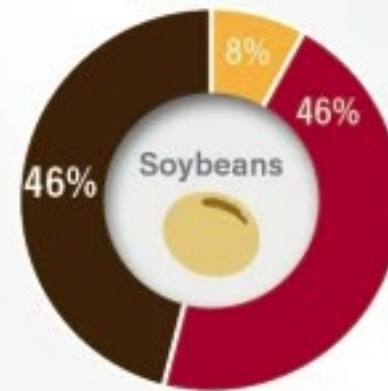
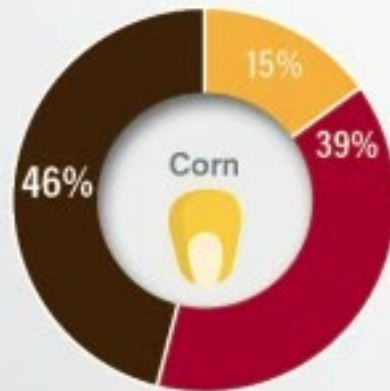
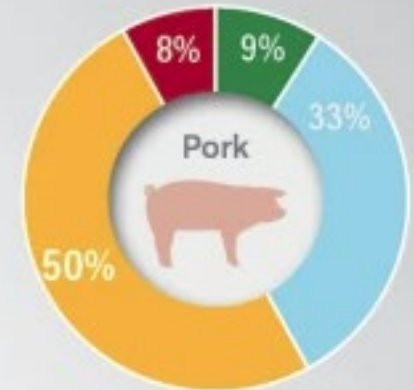
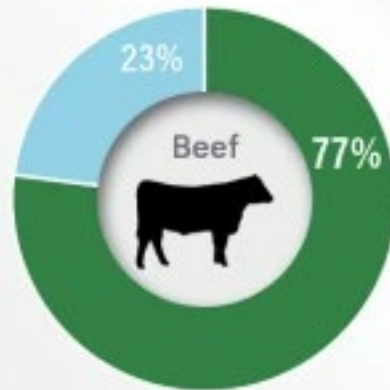
More Farm Income in 2026?

14



How would you **rate the financial health** of the following ag sectors today?

December 2025 Survey



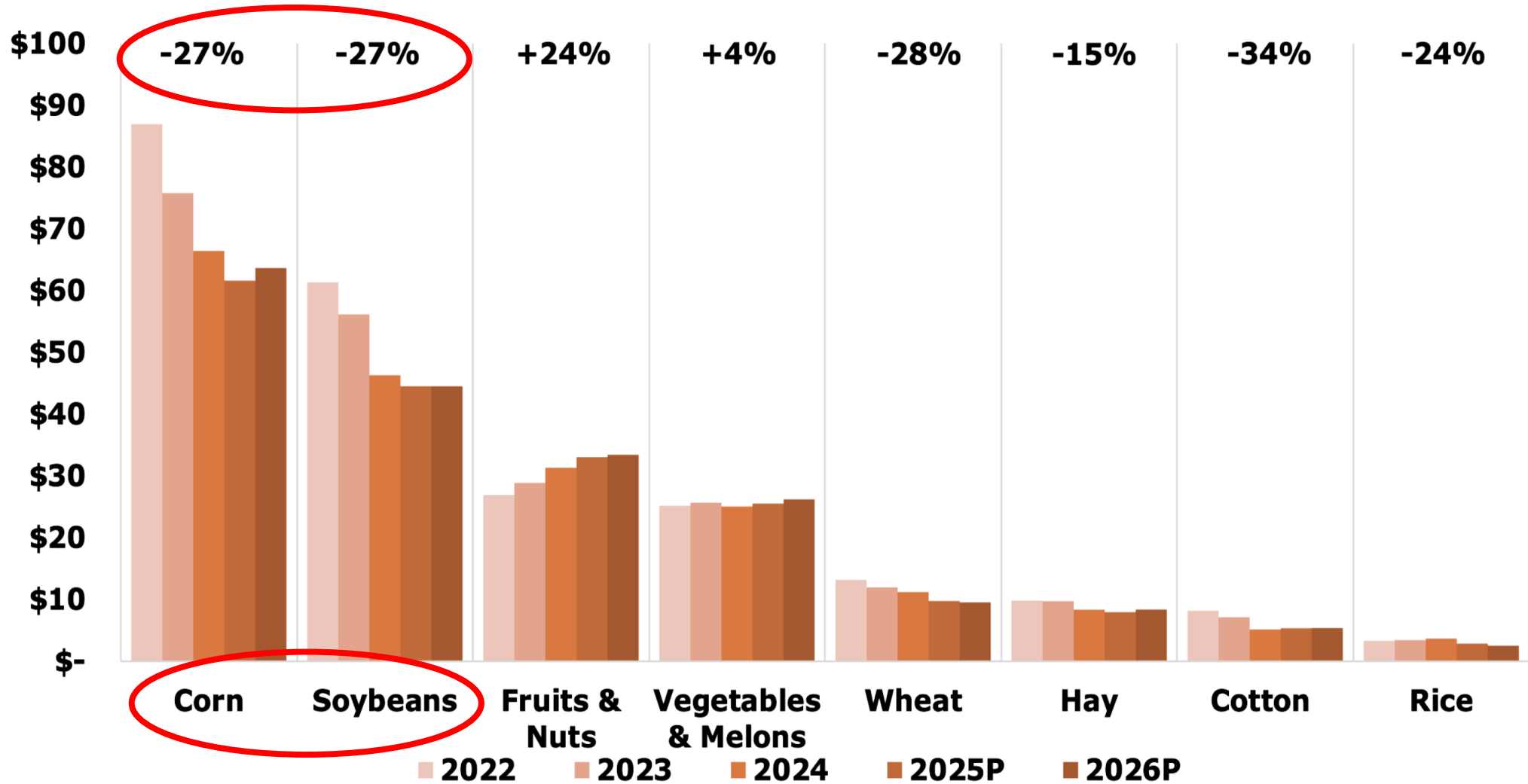
Source: Farm Journal Ag Economist Survey, January 2026

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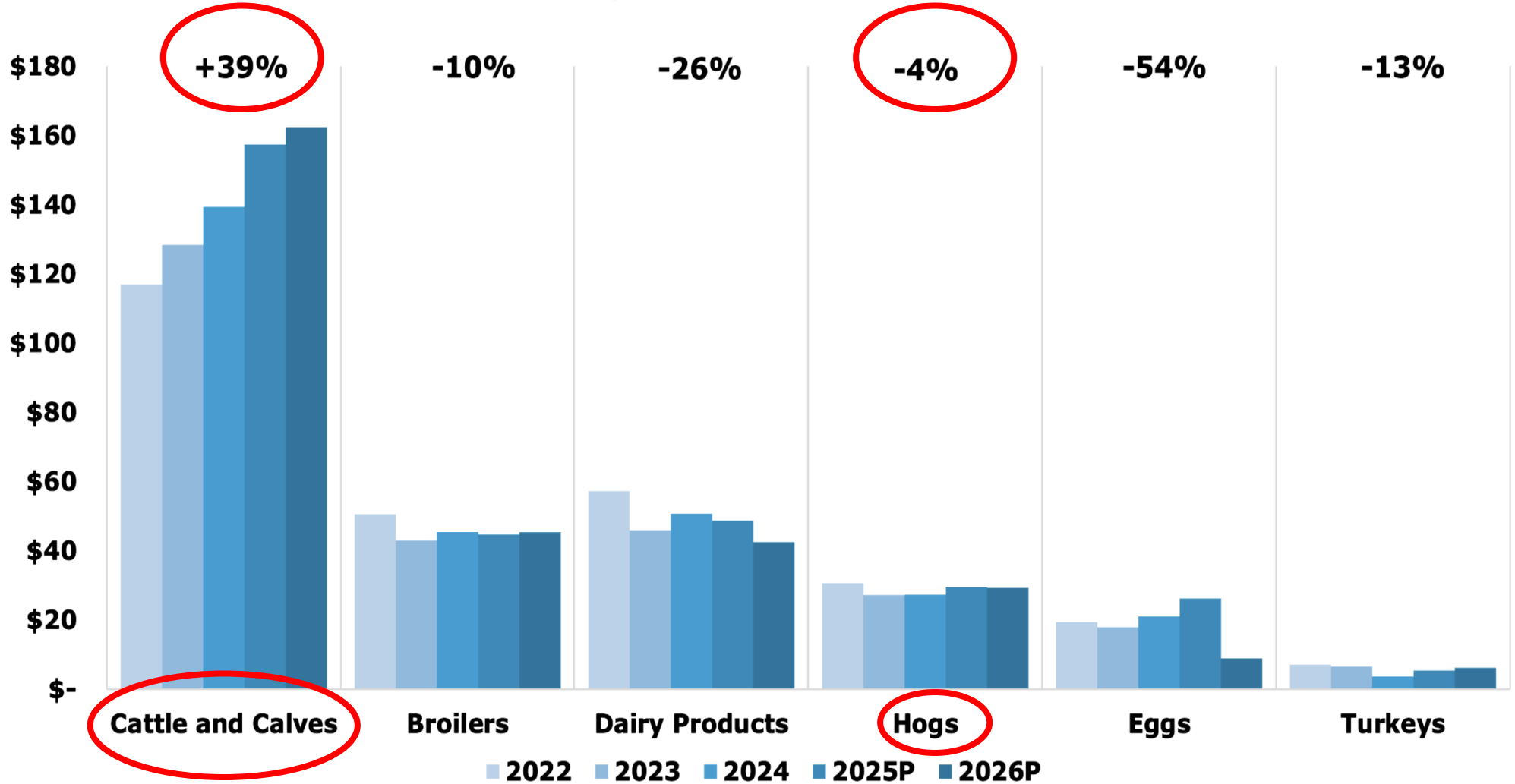
U.S. Cash Receipts for Select Crops

U.S. Crop Cash Receipts, 5-Year Percent Change, 2022 to 2026P, Billion Dollars



U.S. Cash Receipts for Select Animal Products

U.S. Animal Cash Receipts, 5-Year Percent Change, 2022 to 2026P, Billion Dollars

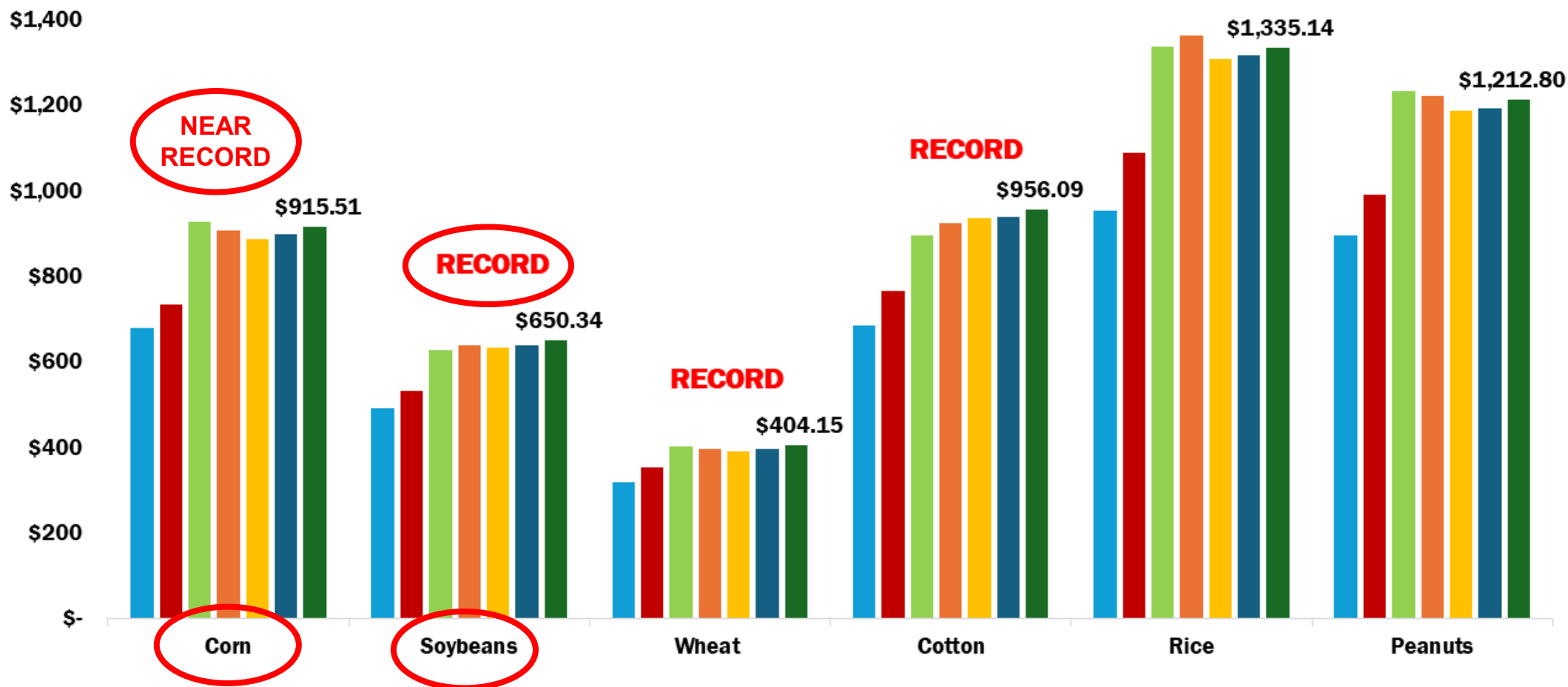


Lower Revenues w/ Higher Input Costs...¹⁷

Cost of Production for Major Row Crops

U.S. Average Cost per Acre

■ 2020 ■ 2021 ■ 2022 ■ 2023 ■ 2024 ■ 2025F ■ 2026F



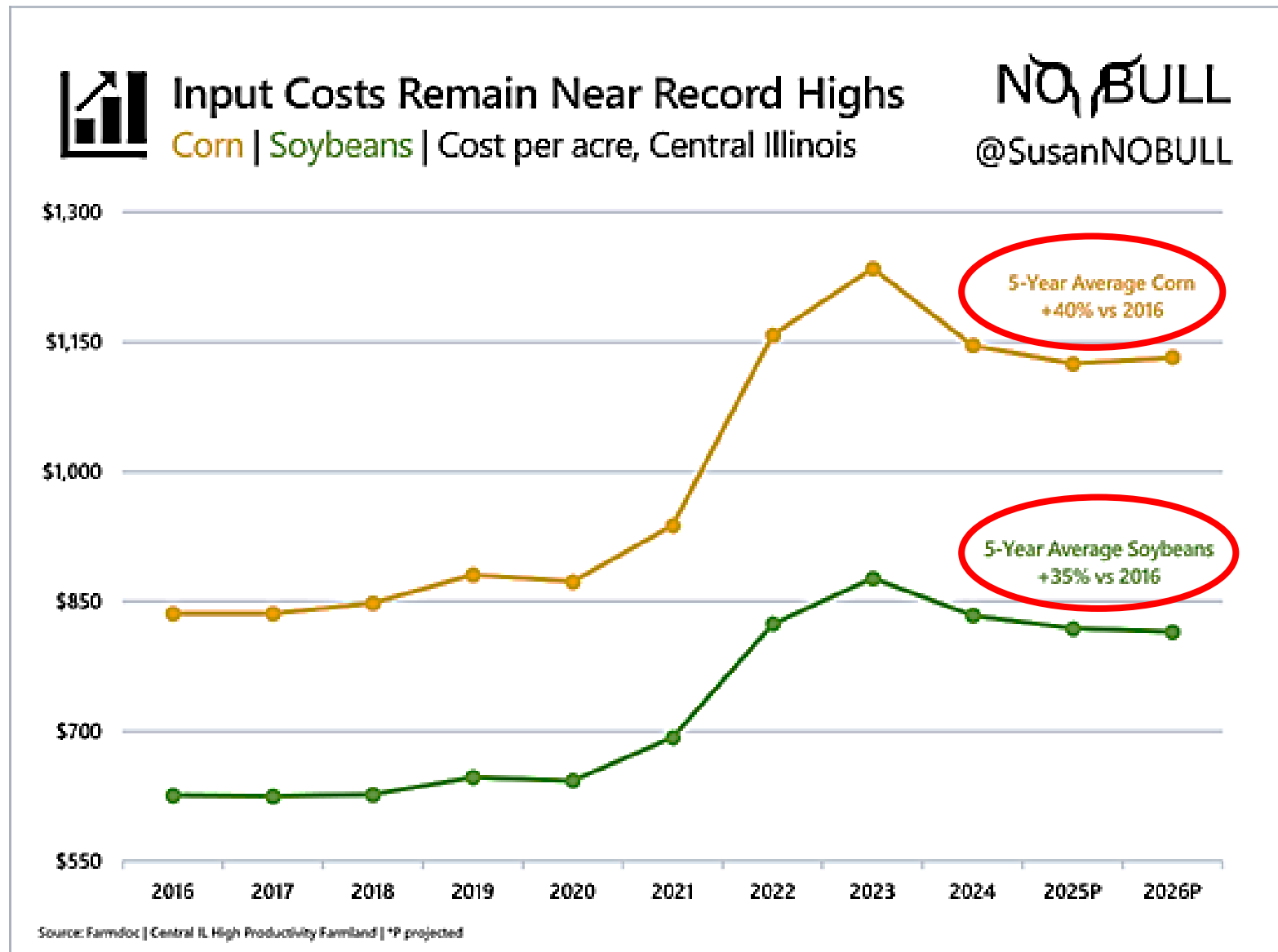
Source: AFBF & USDA

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One More Chart View...

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Source: NoBullAg.com, Fall 2025

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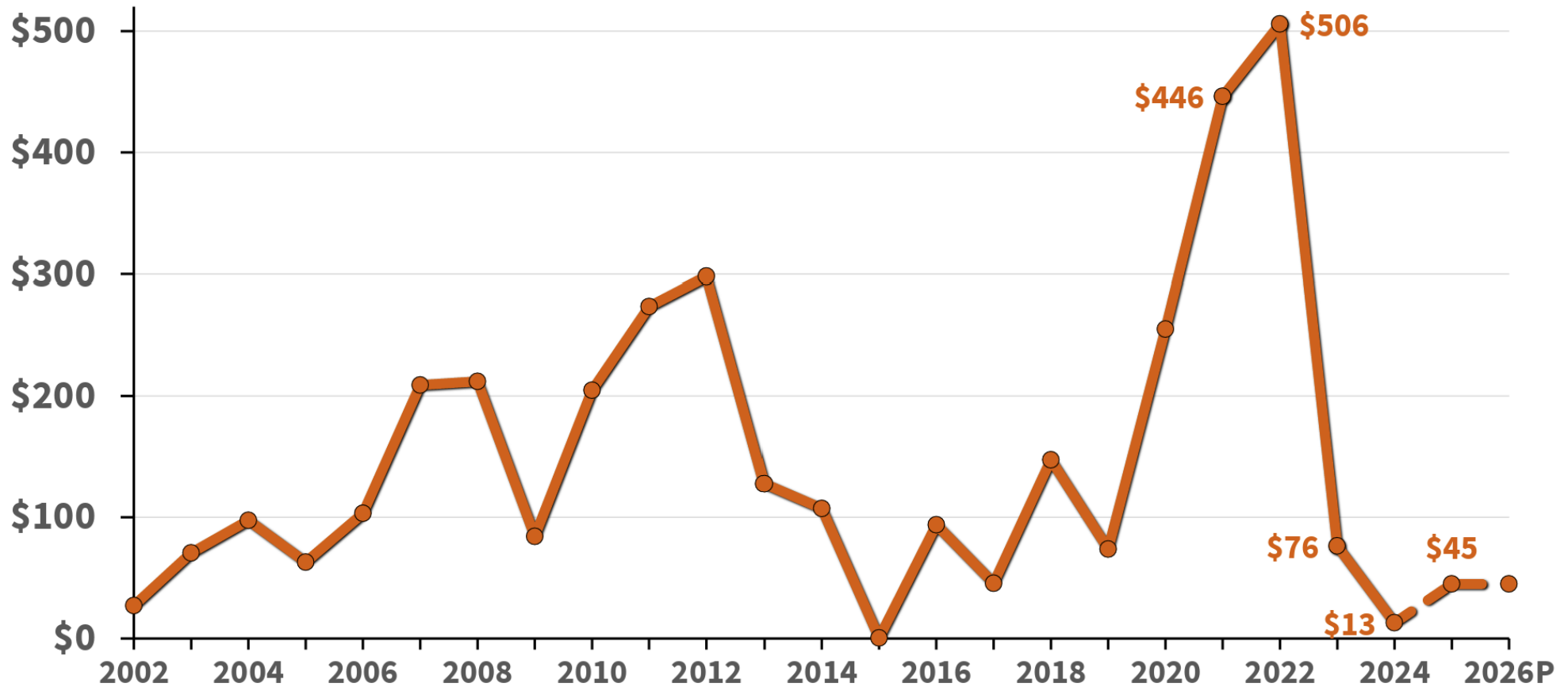


“Breakeven Agriculture”

Average Net Farm Income in Illinois



Grain Farms enrolled in Illinois Farm Business Farm Management (\$1,000)



Source: FarmDoc & Illinois FBFM, Q3 2025

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So, How Are Land Values Stable??



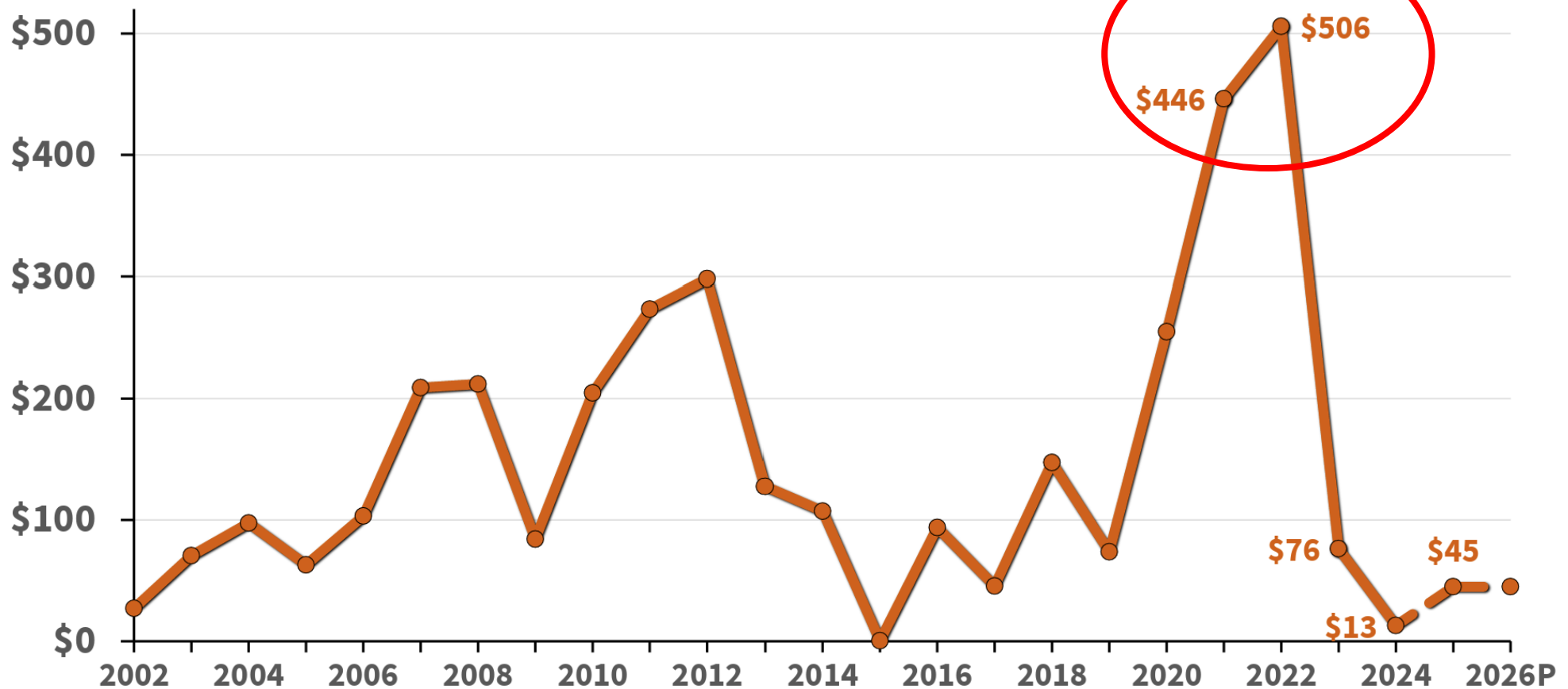
“Breakeven Ag” followed Record High Profits...

21

Average Net Farm Income in Illinois



Grain Farms enrolled in Illinois Farm Business Farm Management (\$1,000)



Source: FarmDoc & Illinois FBFM, Q3 2025

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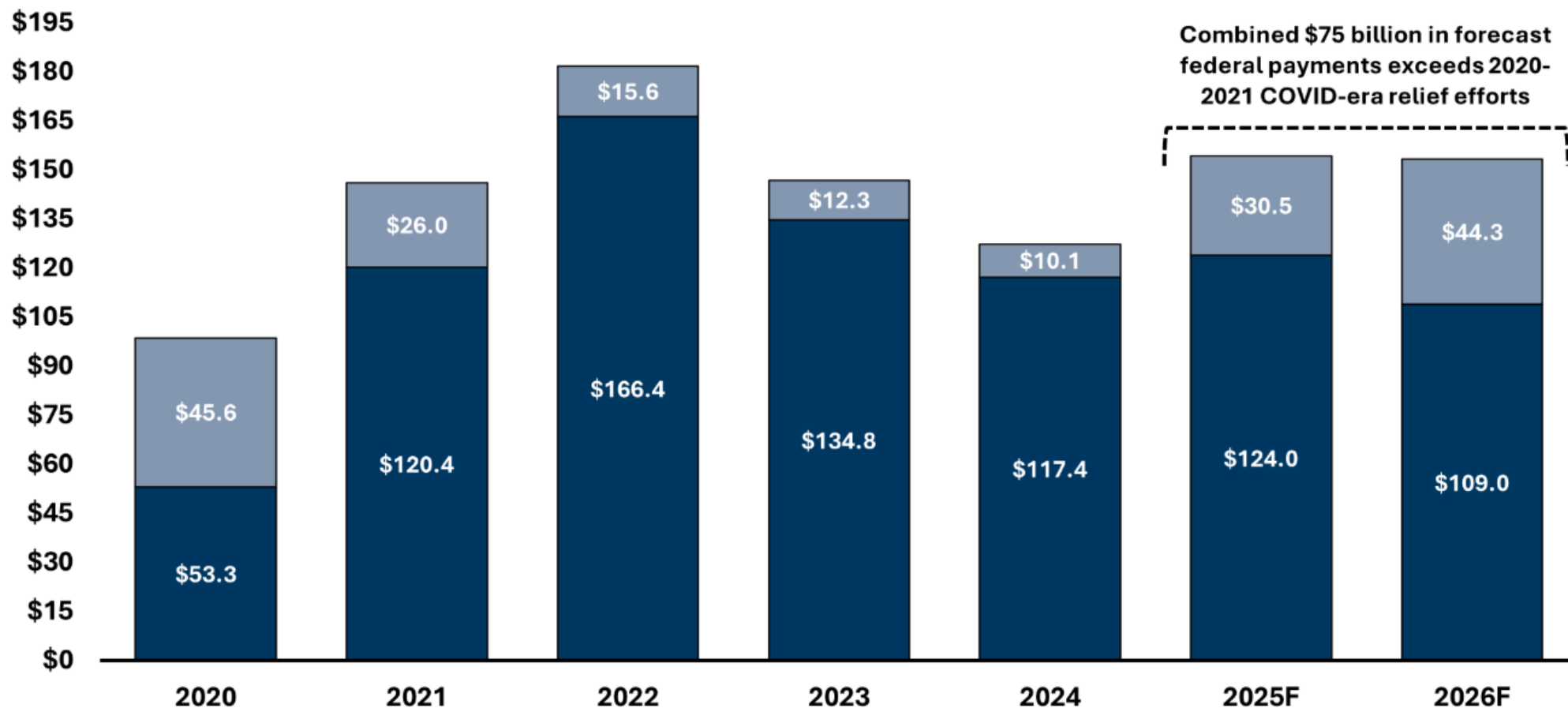
I'm from the Government...

22

2026 Net Farm Income to Fall Despite Booming Government Payments

■ Net Farm Income ex. Federal Gov't Payments

■ Federal Government Direct Farm Program Payments



Source: USDA ERS, February 2026

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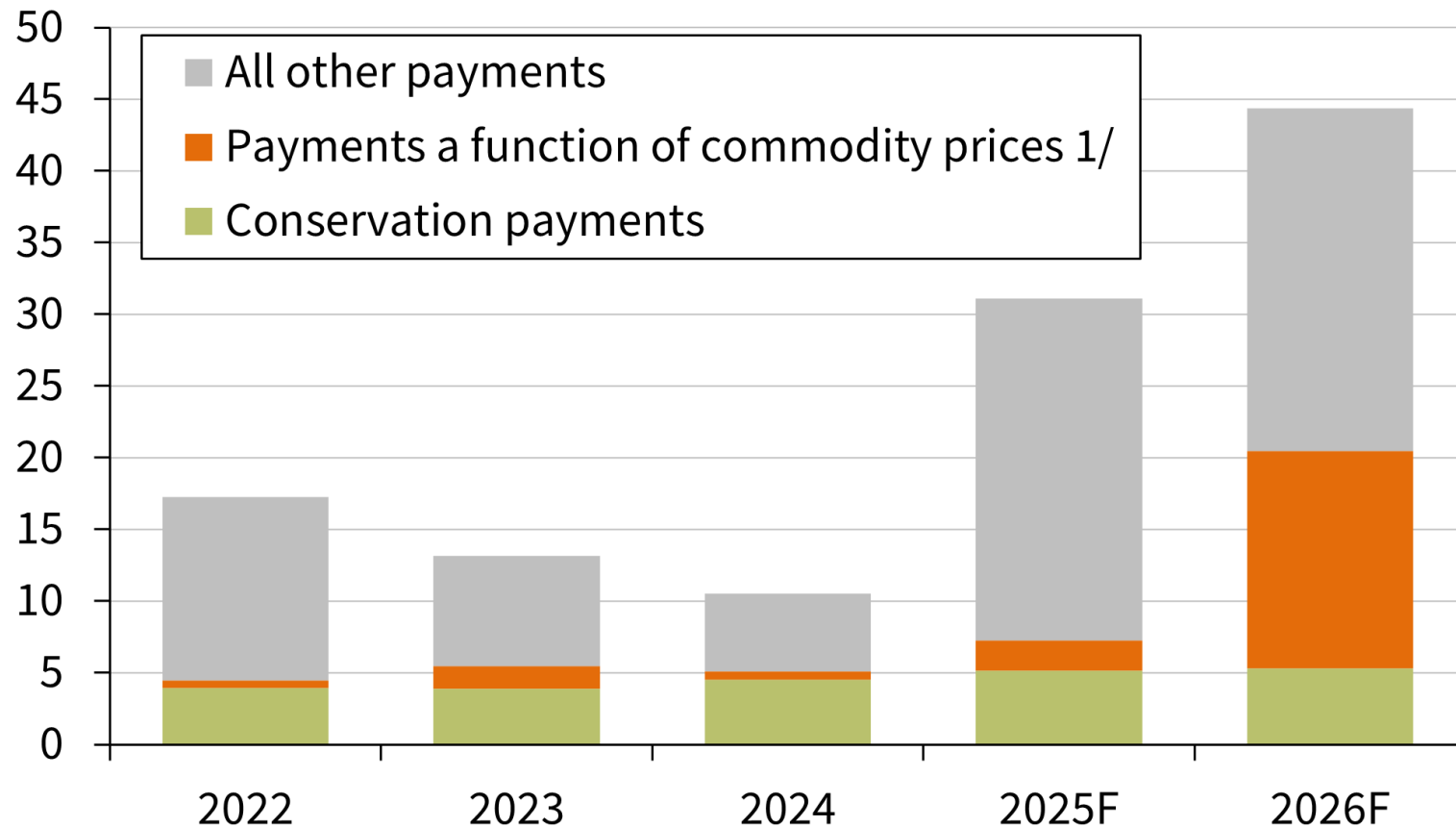


... And I'm here to help!

23

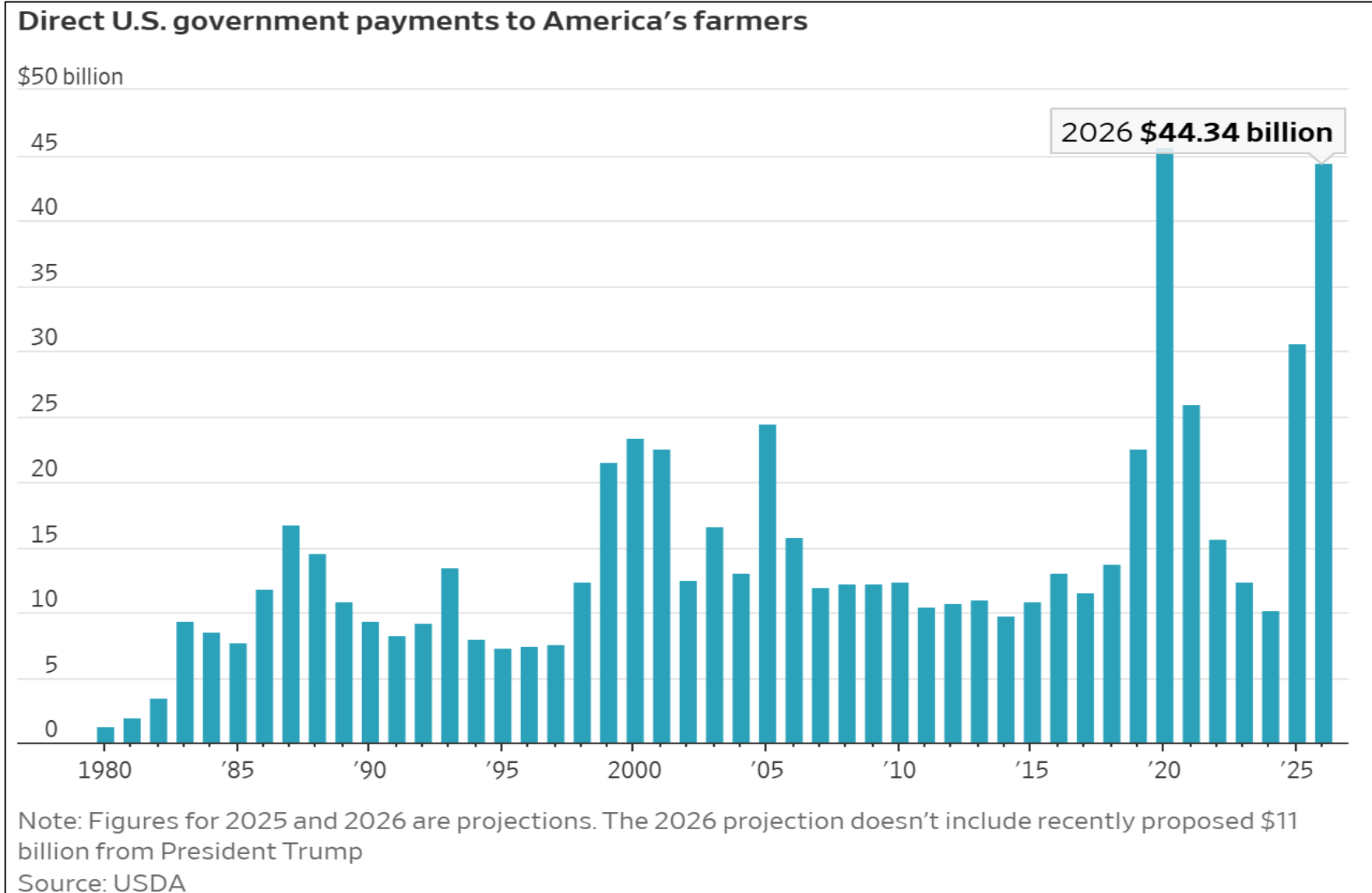
Direct Government payments to U.S. farm producers, 2022-26F

2026 dollars (billions)



... And I'm here to help even more!

24



Bushels and Percent Change from Previous Year

United States
186.5#
4.0

Legend:

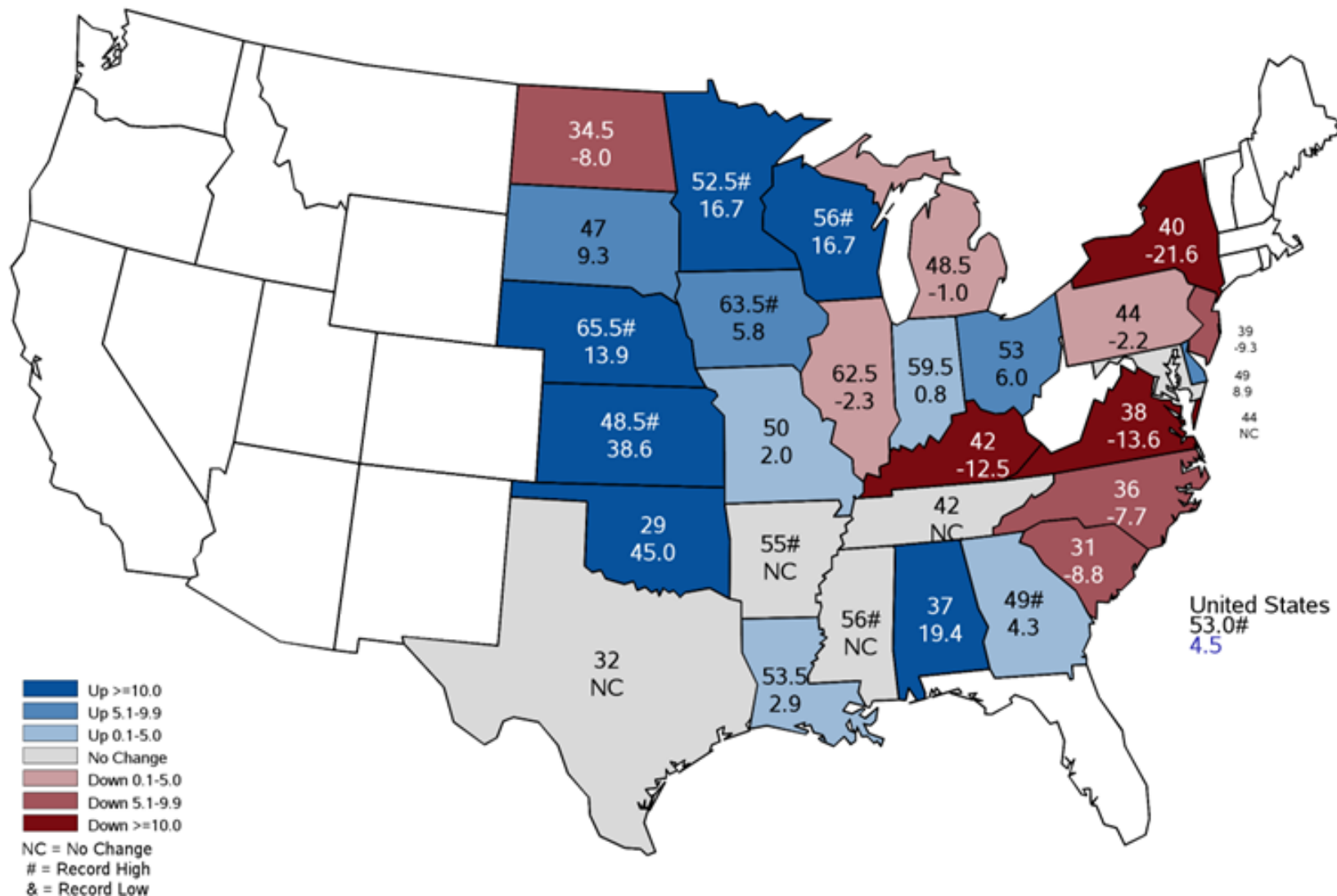
- Up ≥ 10.0
- Up 5.1-9.9
- Up 0.1-5.0
- Down 0.1-5.0
- Down 5.1-9.9
- Down ≥ 10.0

NC = No Change
= Record High
& = Record Low

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2025 Soybean Yield

Bushels and Percent Change from Previous Year



Source: USDA, January 2026

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Midwest Farmland Values

WHAT'S DRIVING THE LAND MARKET?

-OTHER REVENUE SOURCES



Wind Energy Growth - 2020

28

WIND VISION

See the projected growth of the wind industry over the next 35 years.

Select a Year

2000 2010 2013 2020 2030 2050

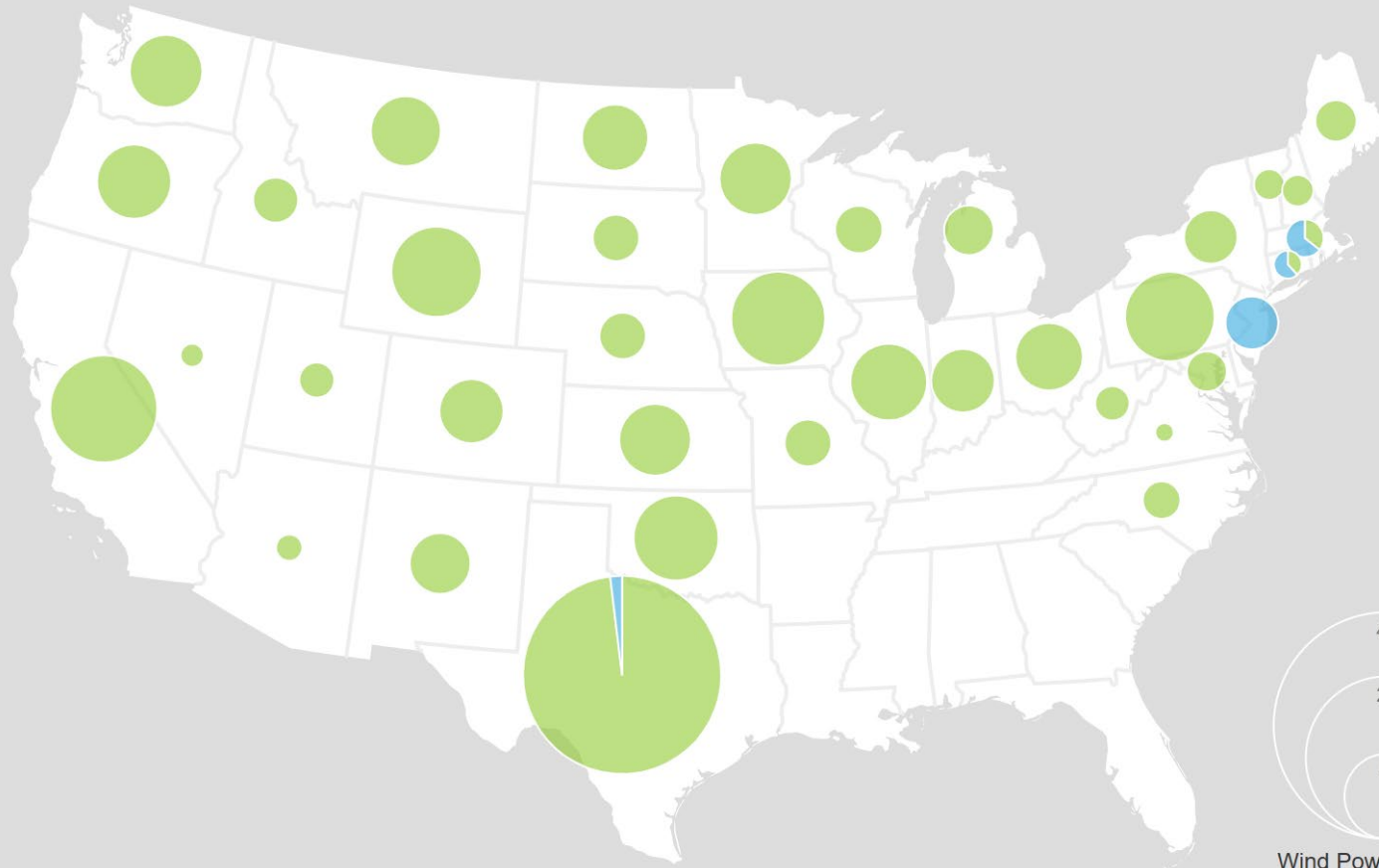


TOTAL WIND CAPACITY PROJECTED IN 2020

113.43 GW ACROSS 36 STATES

AN INCREASE OF 52.31 GW SINCE 2013

WIND POWER
TYPE



Wind Power Capacity
In Gigawatts (GW)



Source: U.S. Department of Energy

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Wind Energy Growth - 2030

29

WIND VISION

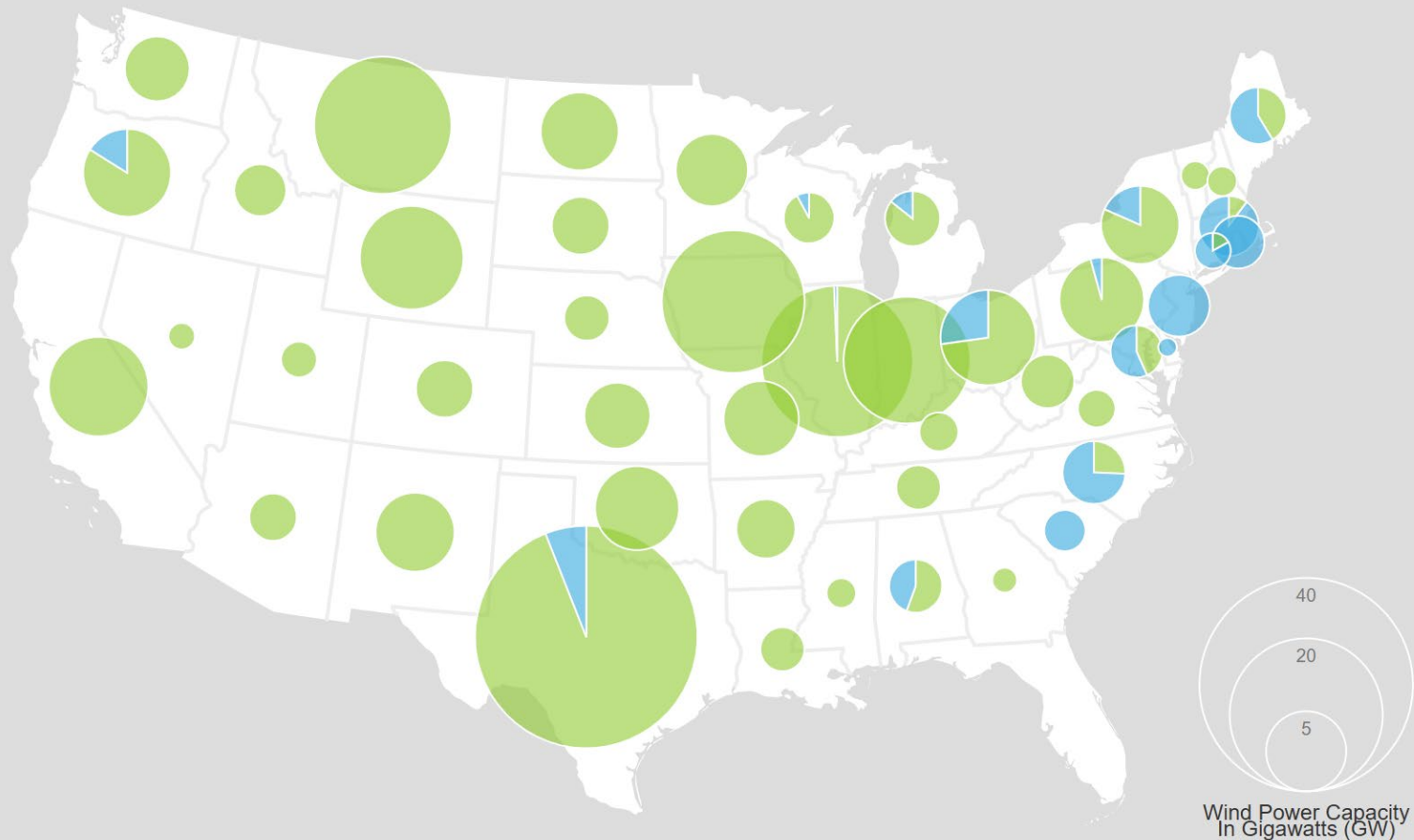
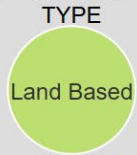
See the projected growth of the wind industry over the next 35 years.

Select a Year

2000 2010 2013 2020 2030 2050 ▶

TOTAL WIND CAPACITY PROJECTED IN 2030
224.07 GW ACROSS 47 STATES
AN INCREASE OF 110.66 GW SINCE 2020

WIND POWER
TYPE



Source: U.S. Department of Energy

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Wind Energy - 2026

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Top 10 states generating electricity from wind

State	Wind energy production - March 2026 (Thousand Megawatt Hours Produced in Month)	Percentage of total U.S. wind energy generation
Texas	15,131	29.0
Iowa	4,752	9.1
Oklahoma	4,577	8.8
Kansas	3,271	6.3
Illinois	3,062	5.9
Colorado	1,735	3.3
California	1,631	3.1
Minnesota	1,618	3.1
North Dakota	1,580	3.0
Wyoming	1,417	2.7



Source: U.S. Energy Information Administration

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Wind Energy - 2026

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Top 10 states generating the highest percentage of electricity from wind power

State	Wind energy production - March 2026	Total electricity generation by state	Percentage of electricity generated from wind energy
Iowa	4,752	6,479	73.3
Oklahoma	4,577	7,306	62.6
Kansas	3,271	5,490	59.6
South Dakota	1,300	2,185	59.5
Wyoming	1,417	3,359	42.2
North Dakota	1,580	3,854	41.0
Colorado	1,735	4,491	38.6
New Mexico	1,358	3,588	37.8
Nebraska	1,251	3,330	37.6
Minnesota	1,618	4,876	33.2



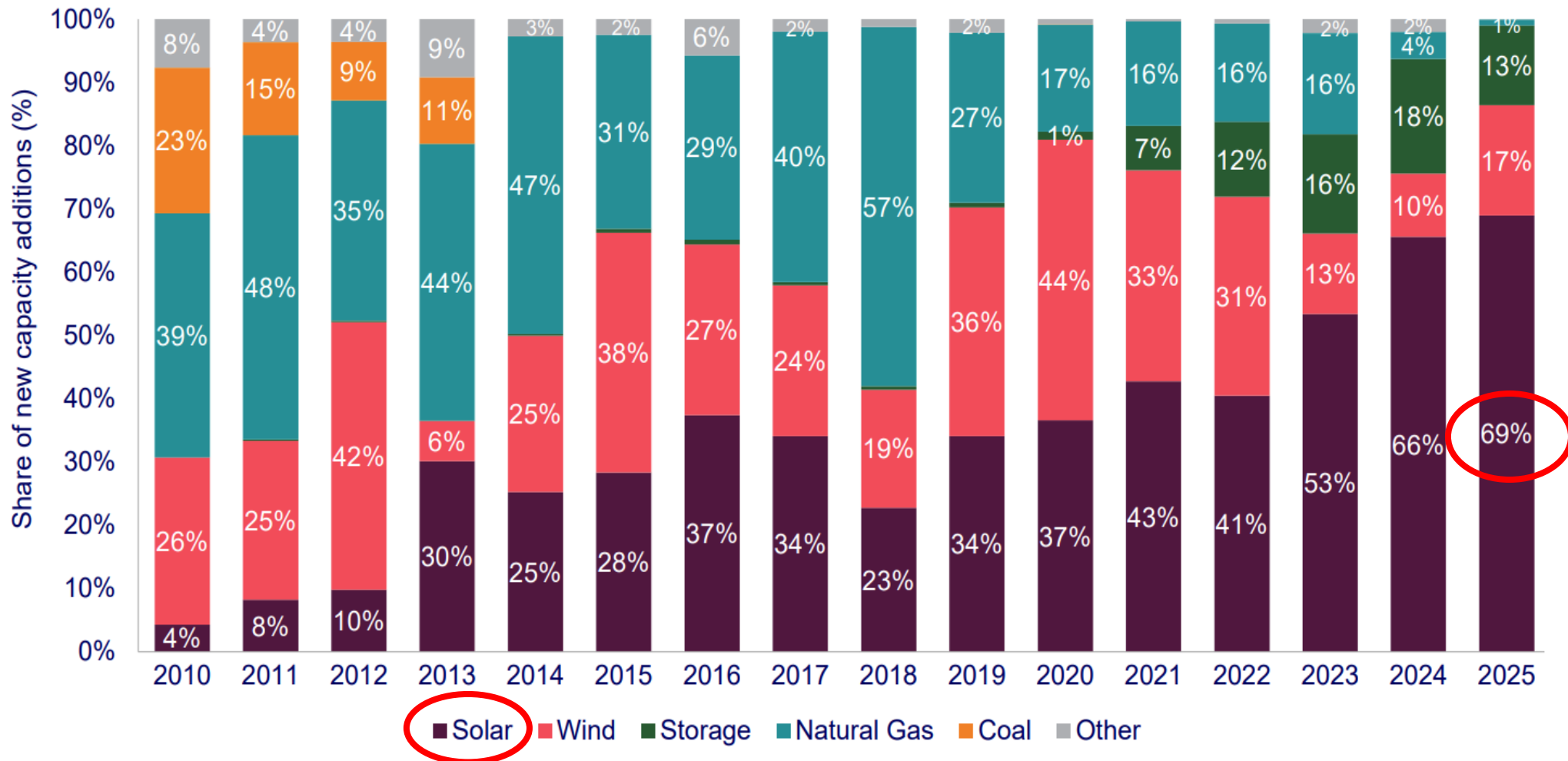
Source: U.S. Energy Information Administration

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New Electricity Production – All Sources ³²

New US electricity-generating capacity additions, 2010 – Q1 2025



Source: U.S. Energy Information Administration & Wood Mackenzie

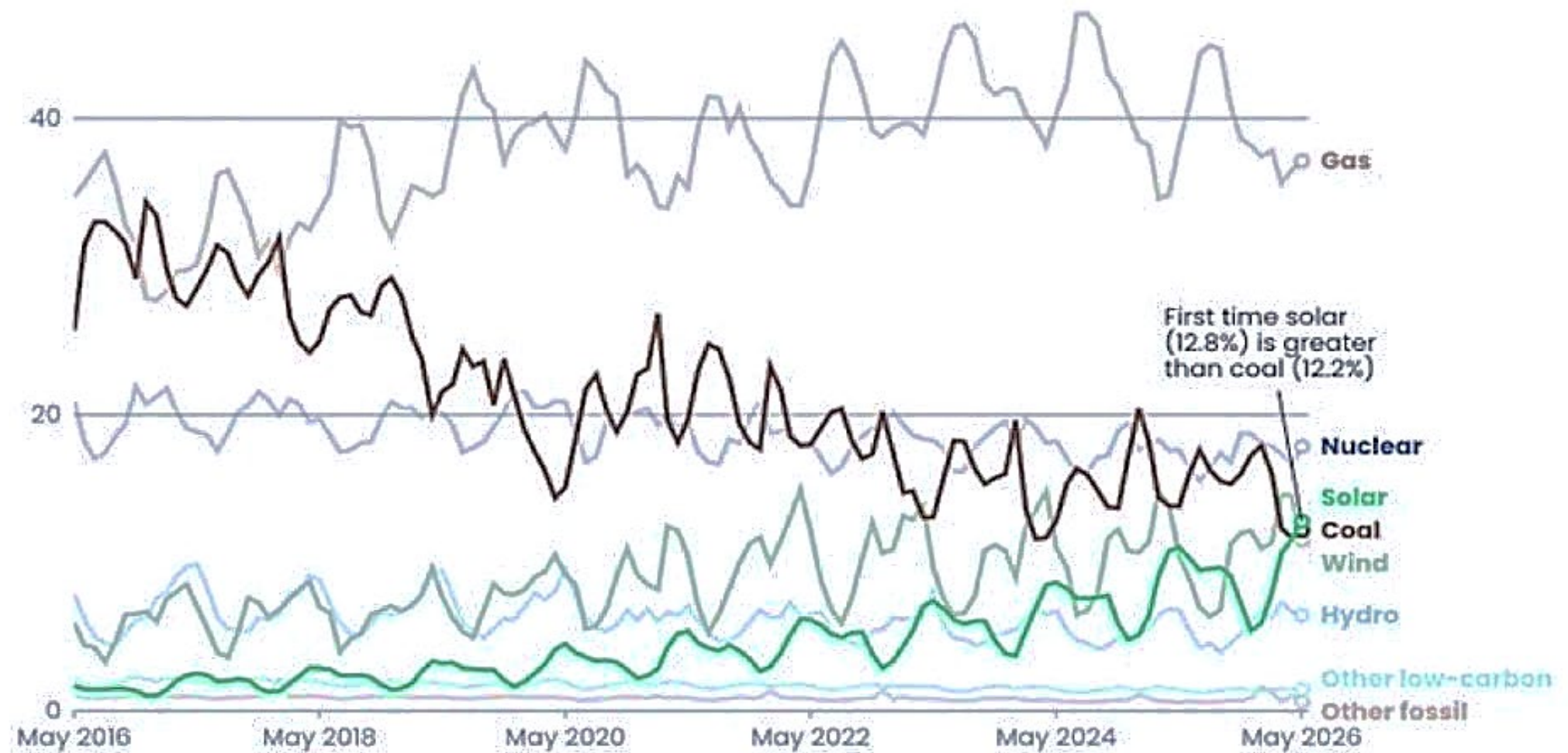
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Solar overtakes coal in US electricity generation for the first month ever in May 2026

33

Share of electricity generation (%)



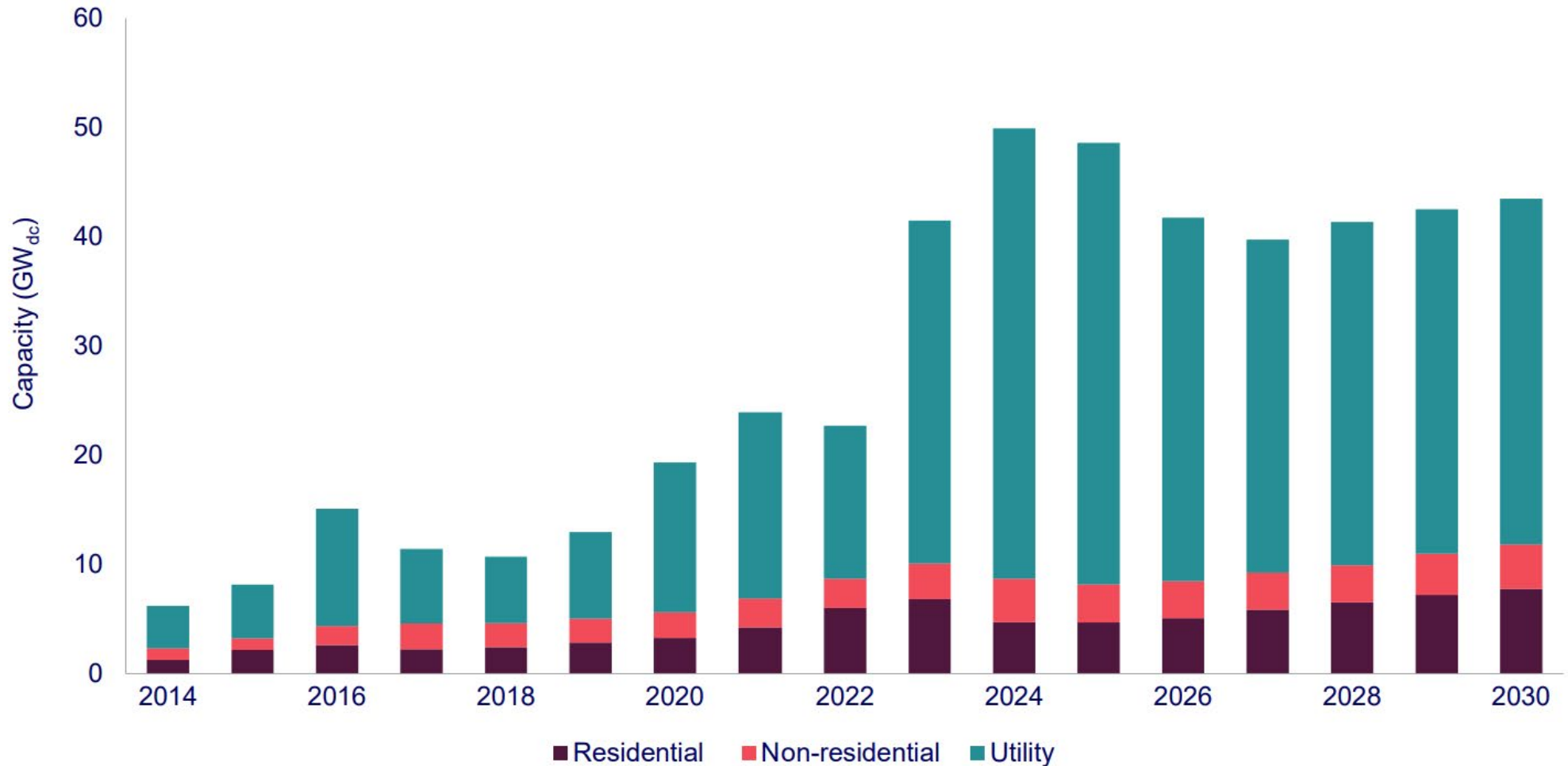
Source: Ember, U.S. Energy Information Administration

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Solar Energy Installations by Segment

34

US solar PV installations and forecasts by segment, 2014-2030



Source: Wood Mackenzie



Source: U.S. Energy Information Administration & Wood Mackenzie

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Solar Energy - 2026

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Top 10 states for solar power production the United States

State	Solar power production March 2026 (Thousand Megawatt Hours Produced in Month)	Percentage of national solar power production
California	8,220	21.7
Texas	6,445	17.0
Florida	3,016	7.9
Arizona	2,027	5.3
Nevada	1,437	3.8
North Carolina	1,272	3.4
Georgia	1,111	2.9
New York	997	2.6
Illinois	996	2.6
Virginia	964	2.5



Source: U.S. Energy Information Administration

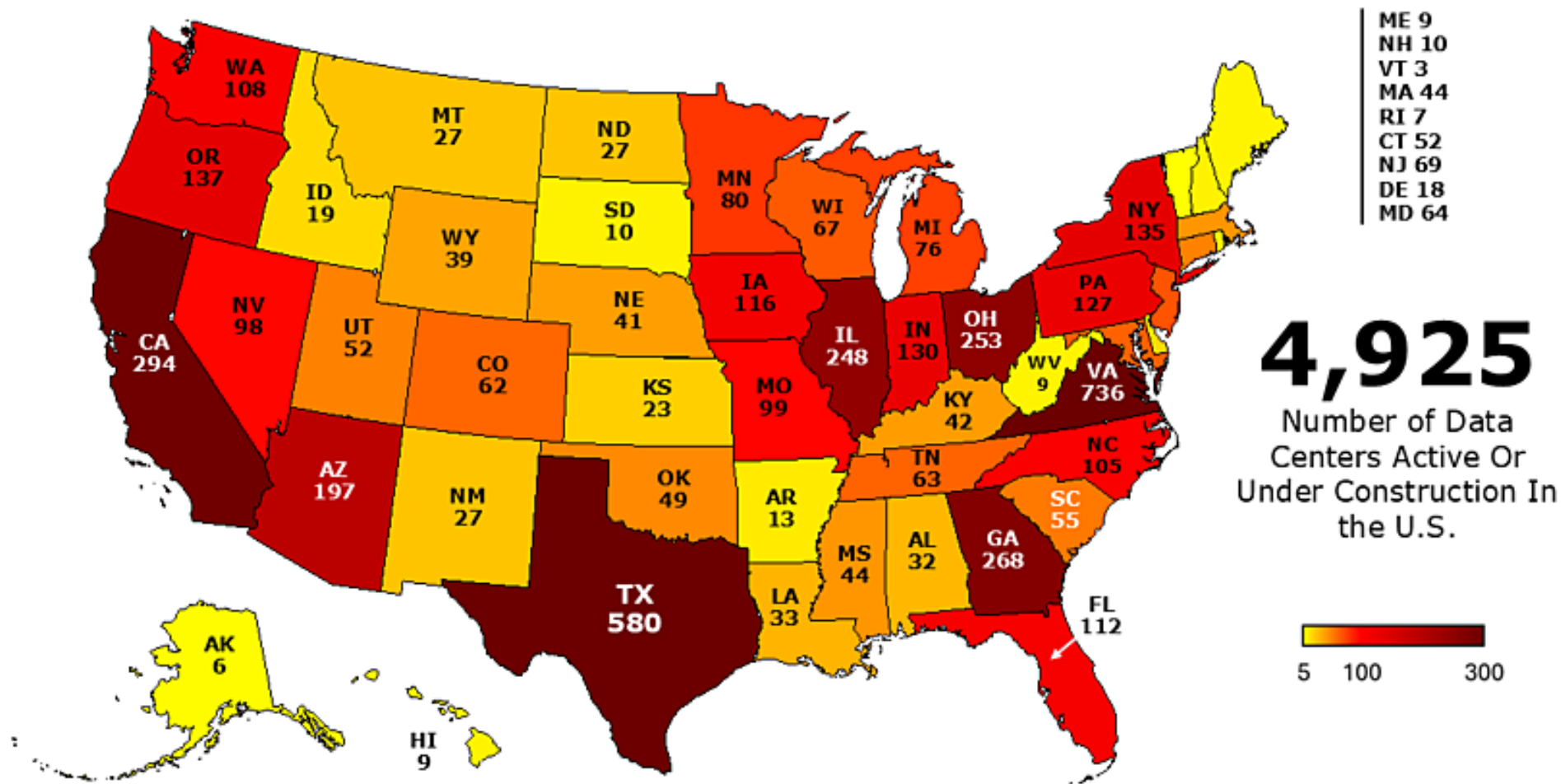
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The Growth of AI & Computing Power 36

Data Centers Across The U.S.

Number of Data Centers, Active and Under Construction



 American Farm Bureau Federation

Source: Data Center Map, Analysis by American Farm Bureau Federation



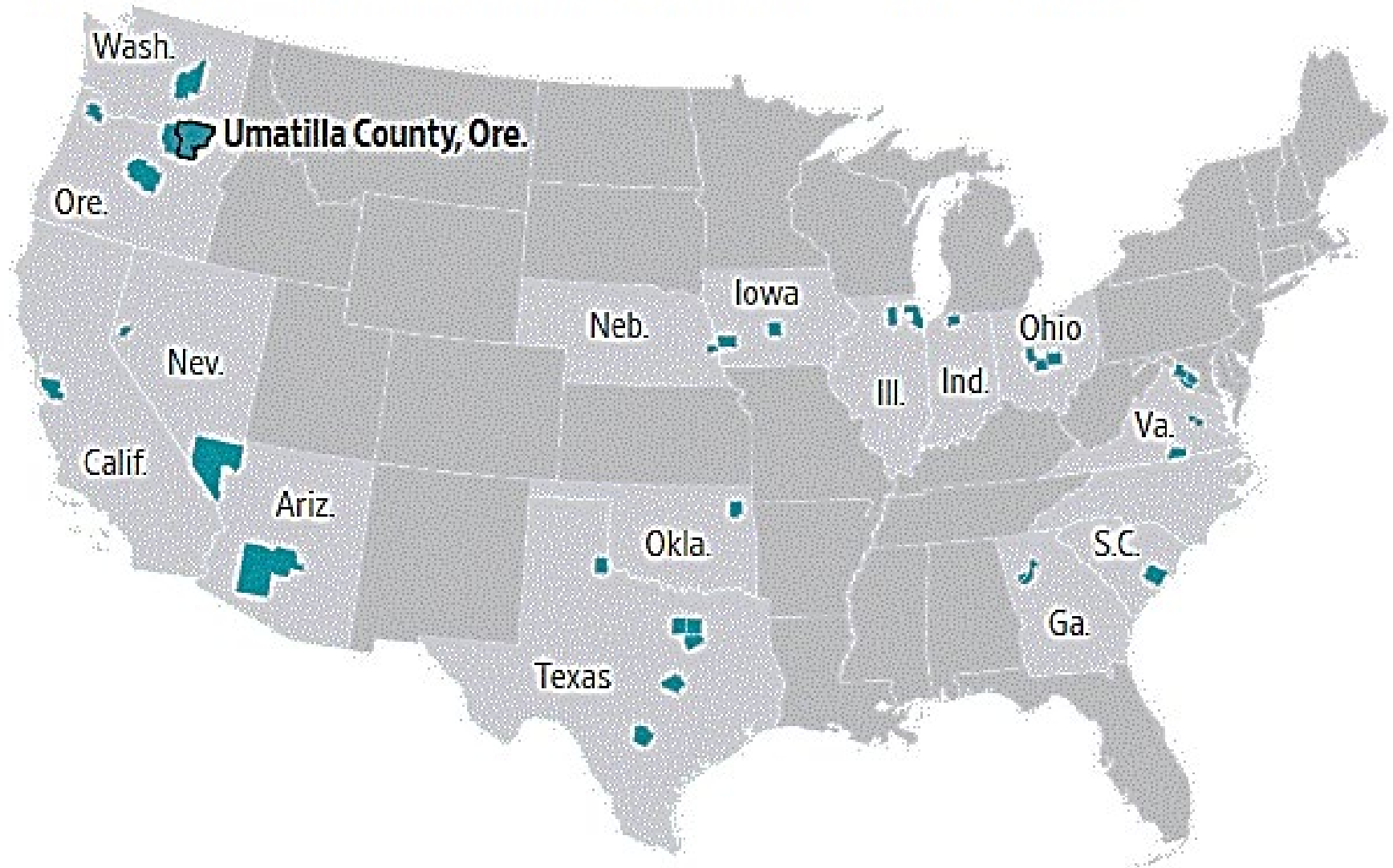
Source: AFBF, April 2026

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Data Centers & The Growth of AI

The 33 counties that account for 72% of U.S. data-center capacity

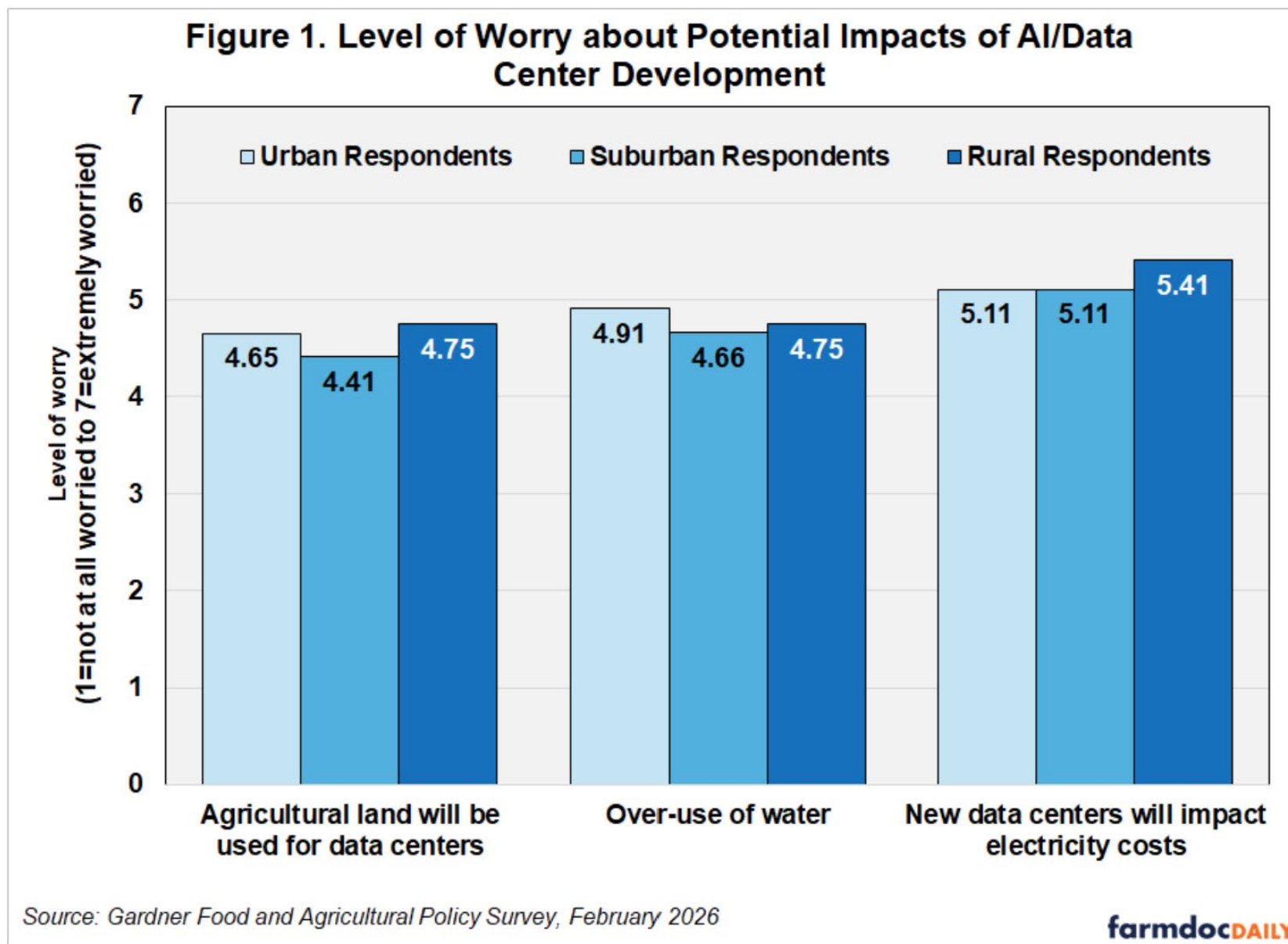


Source: Wall Street Journal & Goldman Sachs, July 2025

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Data Centers & The Growth of AI

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Source: FarmDoc & Gardner Survey

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Data Centers & The Growth of AI

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Source: Goldman Sachs, July 2025

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Data Centers & The Growth of AI

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Source: Goldman Sachs, July 2025

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Data Centers & The Growth of AI

Spending as percentage of GDP, annual average

Louisiana Purchase (1803)

3.0%

Projected capital spending for Meta, Amazon, Microsoft and Alphabet in 2026

2.1%

U.S. railroads (1850-59)

2.0%

U.S. interstate highway system (1955-70)*

0.4%

Apollo space program (1960-73)

0.2%

*Federal highway spending

Sources: National Archives and Measuring Worth (Louisiana Purchase); the companies (Tech capital spending); Visible Alpha (projected Microsoft capital spending) Louis P. Cain (U.S. Railroads); Robert Gordon (U.S. interstate highway system); Planetary Society (Apollo); Wall Street Journal calculations (all ratios)



Source: Goldman Sachs, July 2025

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Midwest Farmland Values

WHAT'S DRIVING THE LAND MARKET?

-INTEREST RATES

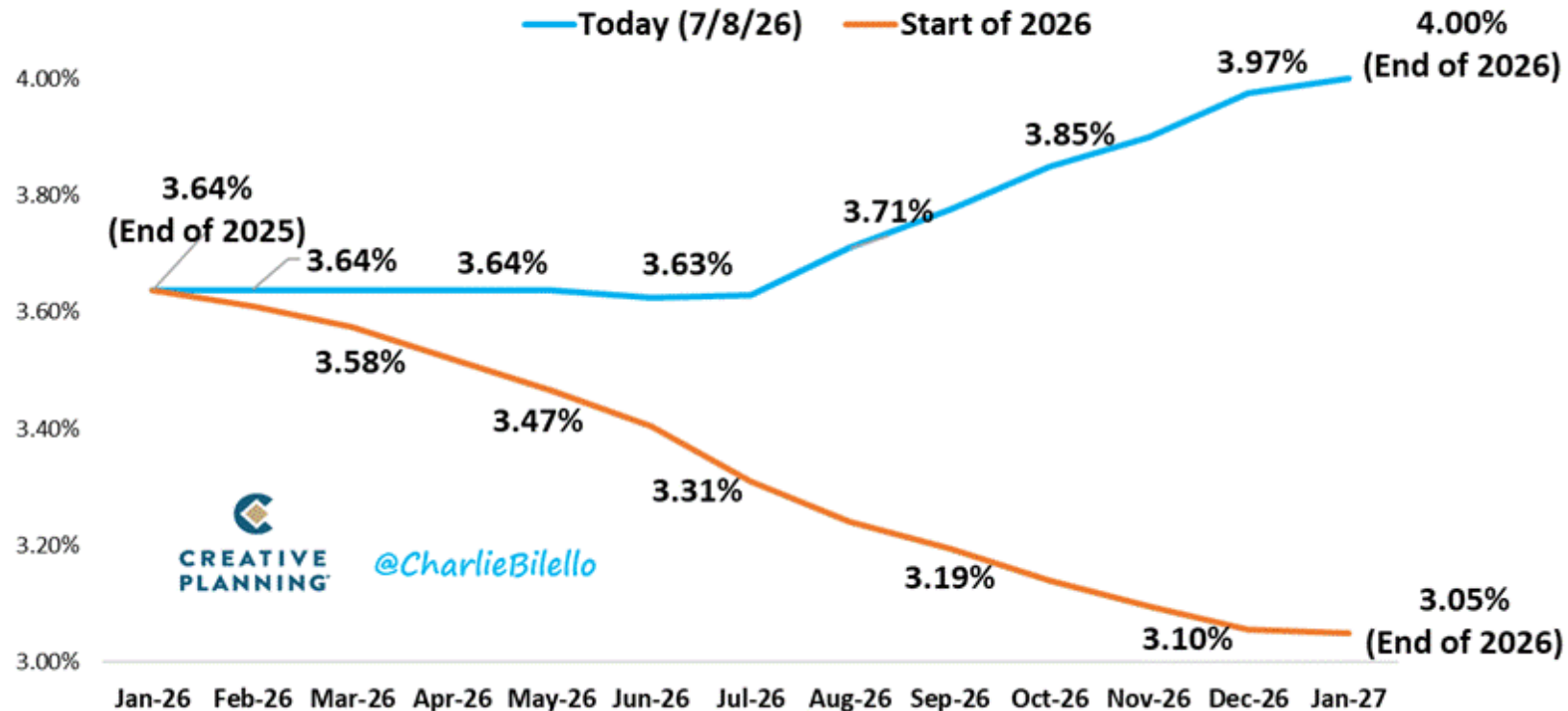


Interest Rates – Federal Funds Rate

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Market Expectations for Fed Funds Rate

(Data via Fed Funds Futures, January 2026 - January 2027)



- Fed Funds Rate (Noun)** – the interest rate at which commercial banks borrow and lend their excess reserves overnight. This rate is set by the Federal Open Market Committee (FOMC, “the Fed”).
- Rate used to influence Monetary Policy... 12 Regional Fed Banks meet 8x annually.
 - Directly affects consumer loans and credit cards.
 - Currently 3.64%



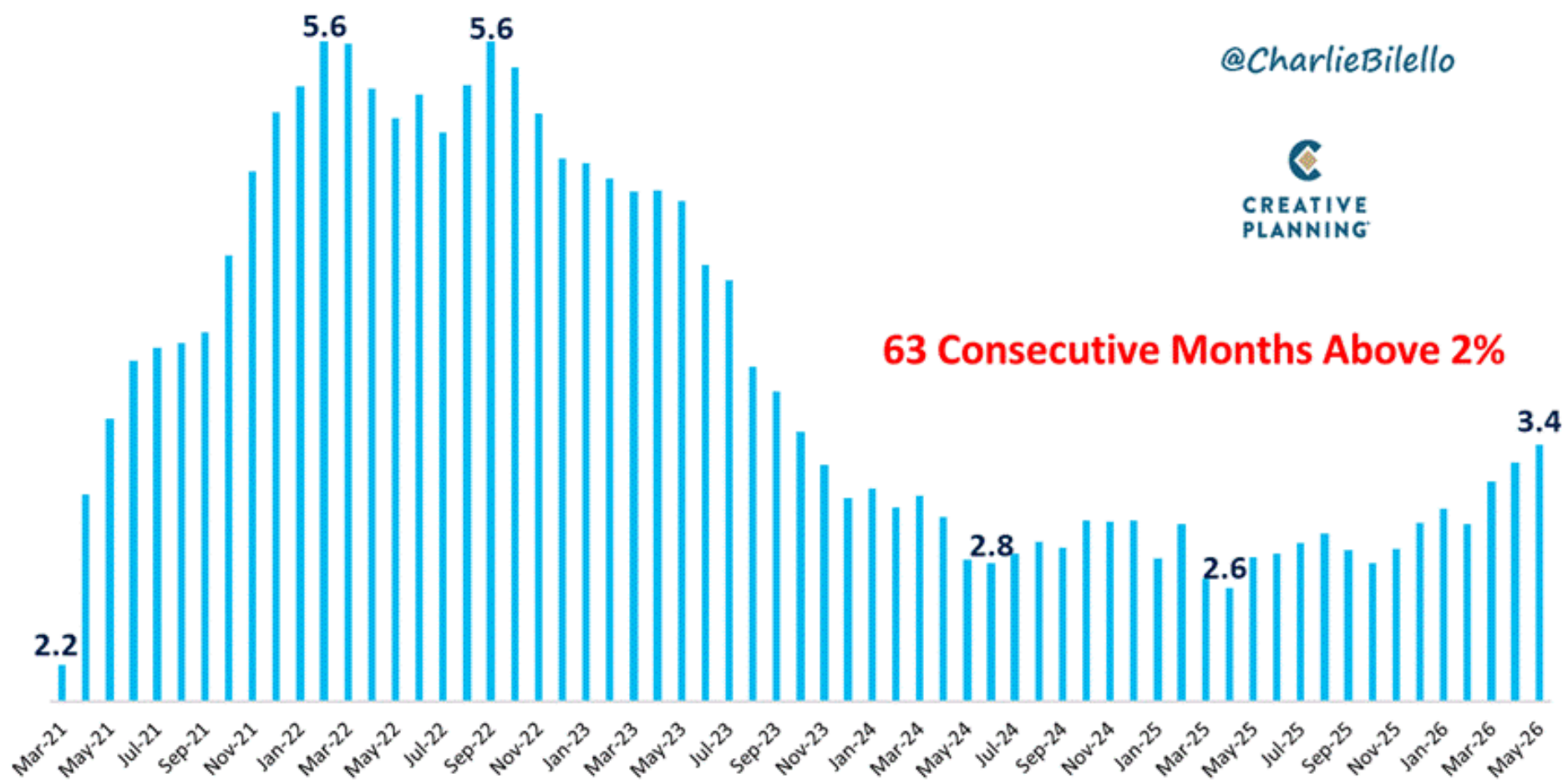
Source: Creative Planning, June 2026

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Lower Interest Rates? Not w/ higher Inflation...⁴⁴

U.S. Core PCE Inflation Rate (YoY % Change)
Data via YCharts (March 2021 - May 2026)



@CharlieBilello



63 Consecutive Months Above 2%



Source: Creative Planning, May 2026

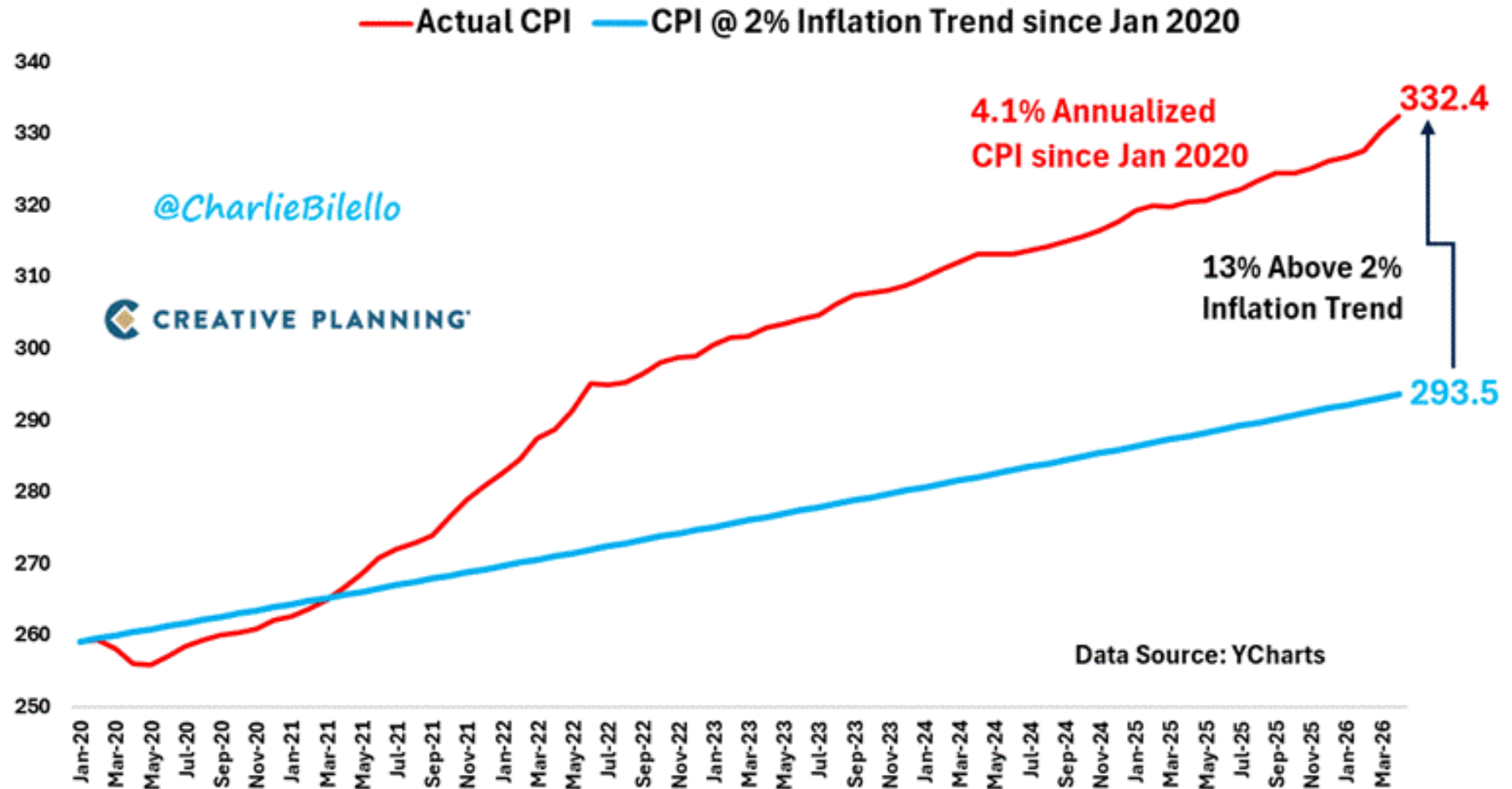
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Inflation Becomes Permanent...

45

US Consumer Price Index (January 2020 - April 2026)



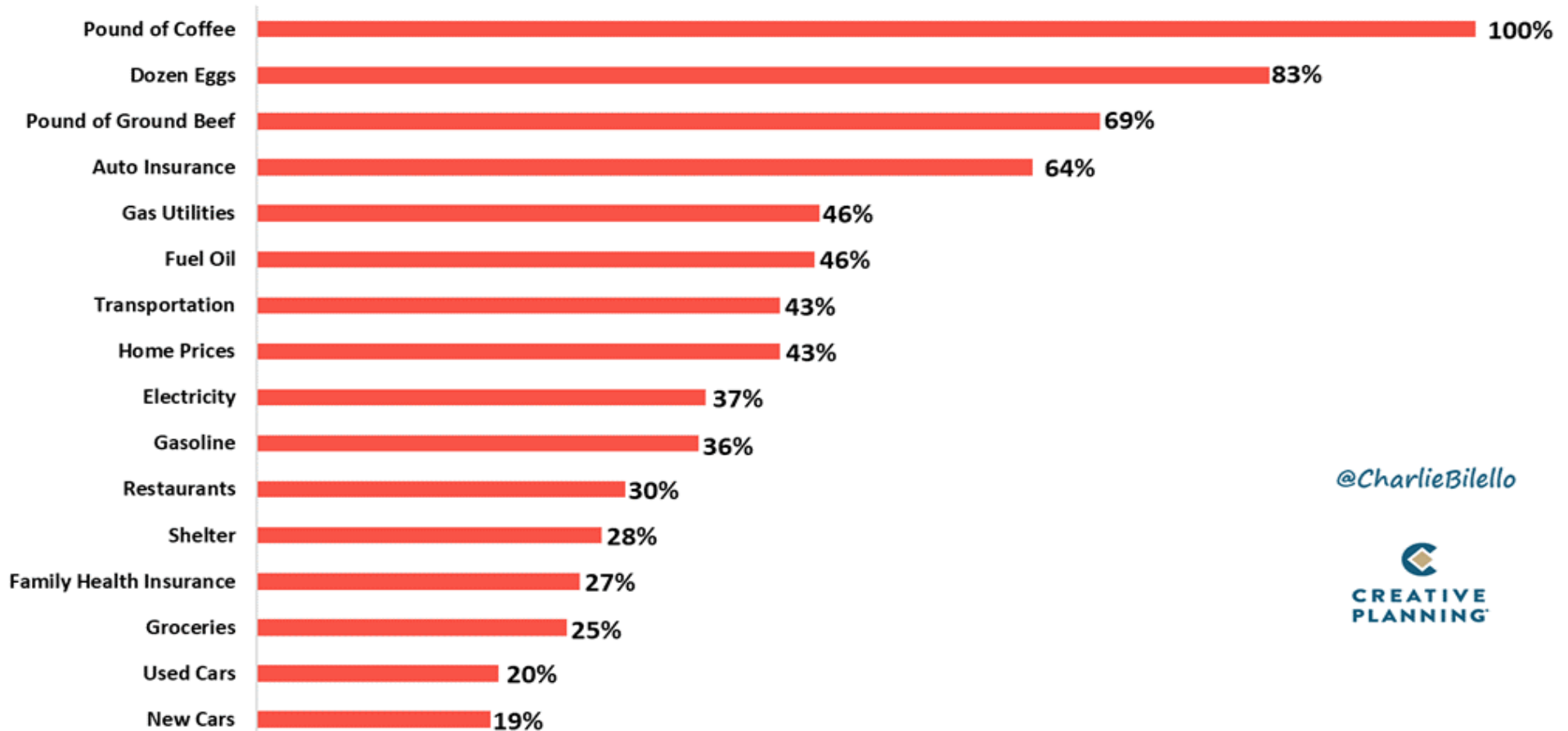
Source: Creative Planning, May 2026

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Some Common Products...

Cumulative Price Increases in the US over the Last 5 Years
(Data via YCharts as of December 31, 2025)



@CharlieBilello



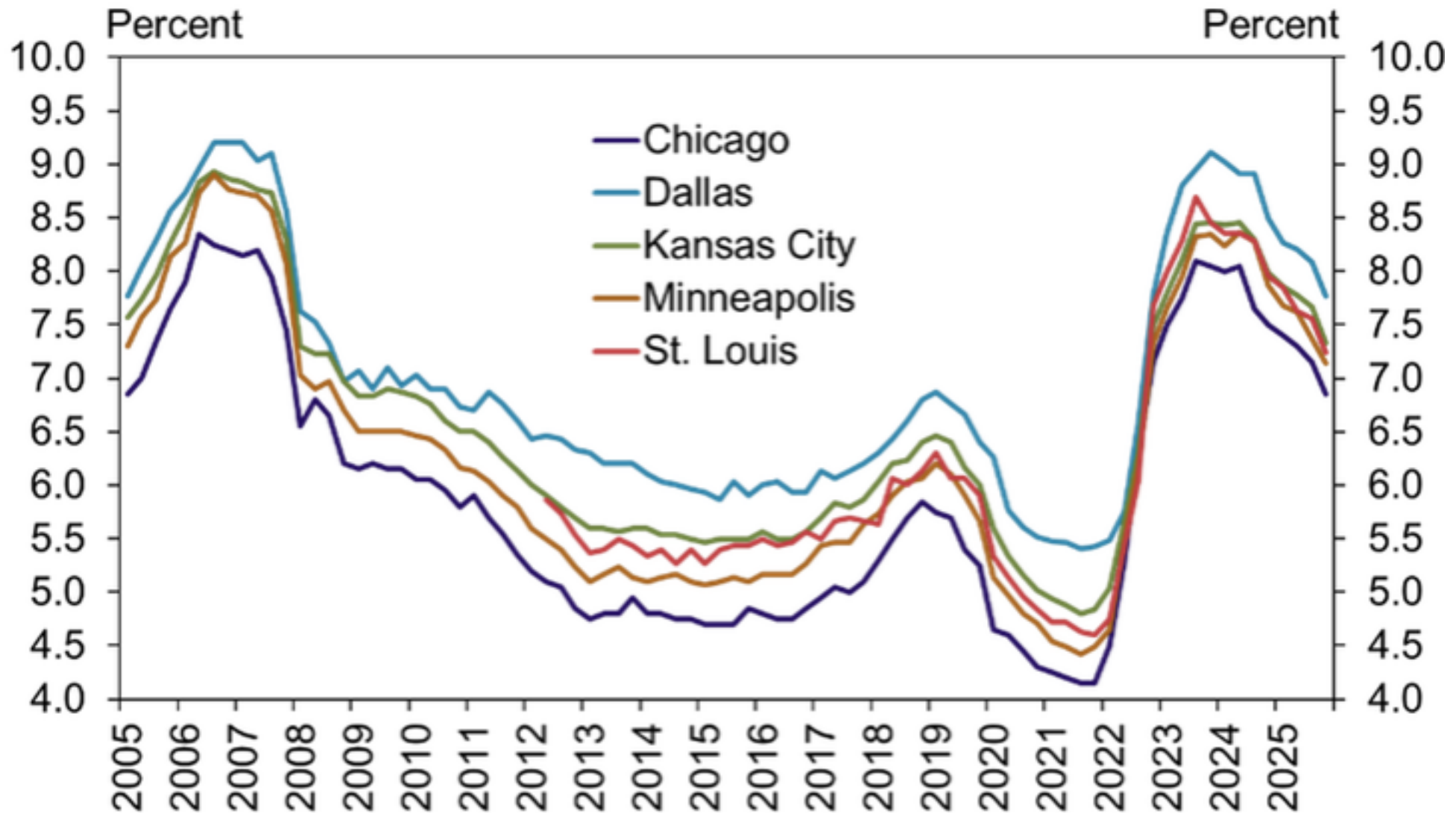
Source: Creative Planning, January 2026

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Ag Interest Rates... Long-Term

47



Source: KC Federal Reserve, March 2026

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Farm Mortgage Rates... Actual

48

Here are a sample of interest rates offered by [REDACTED] as of 7/1/2026.

- 5-yr ARM, 30-yr Am at 5.87% to 6.37%
- 10-yr ARM, 30-yr Am at 5.98% to 6.48%
- 15-yr ARM, 30-yr Am at 6.18% to 6.58%

- 15-yr Fixed, 15-yr am at 5.98% to 6.48%
- 20-yr Fixed, 20-yr am at 6.15% to 6.65%
- 20-yr Fixed, 30-yr am at 6.36% to 6.86%
- 30-yr Fixed, 30-yr am at 6.52% to 7.02%

Rates are based on a good quality borrower with semi-annual payments.

These rates are only estimates and are subject to change daily.





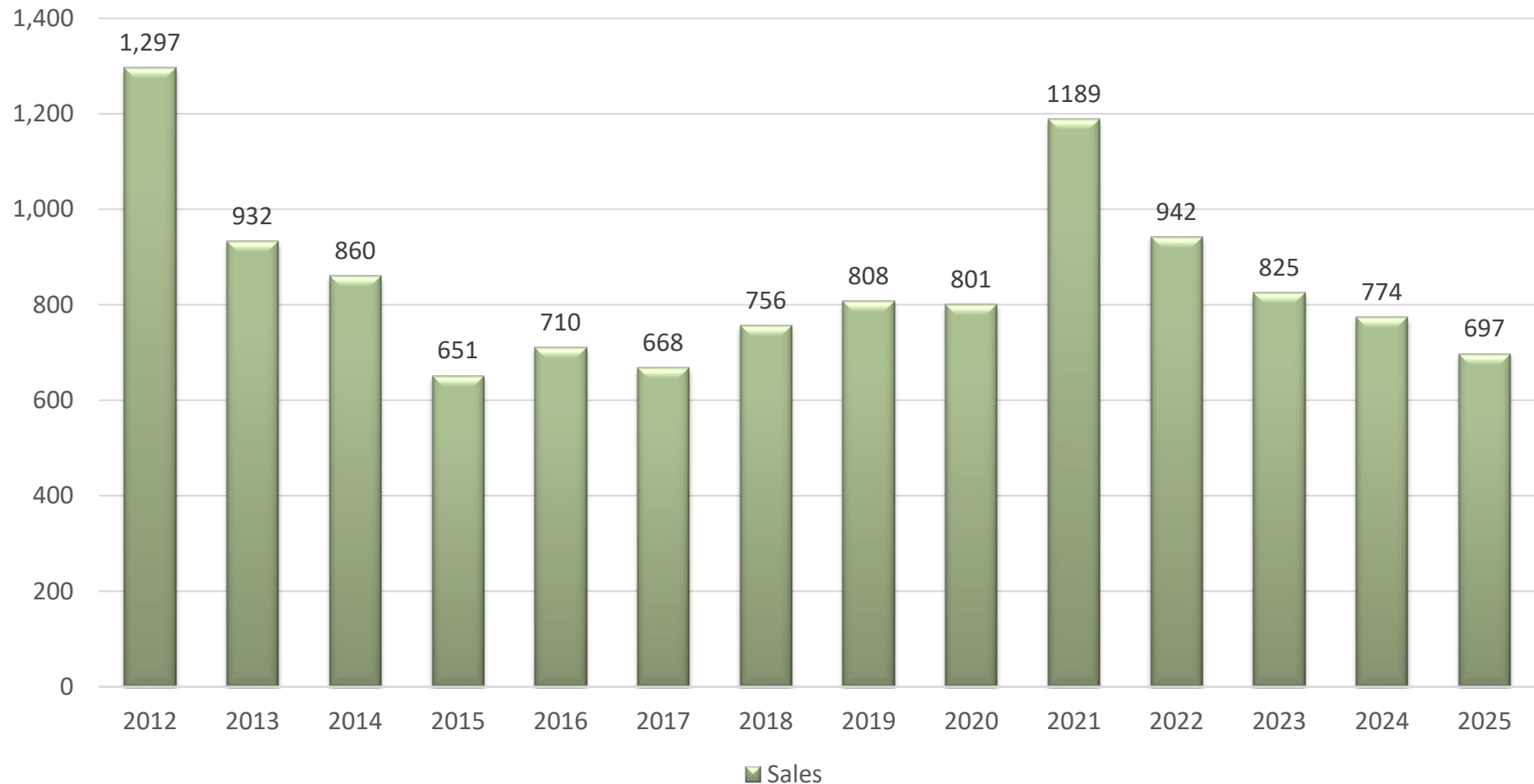
Midwest Farmland Values

WHAT'S DRIVING THE MARKET?

-SUPPLY OF LAND



Land Sale Volume – Iowa Farmland Market Sales



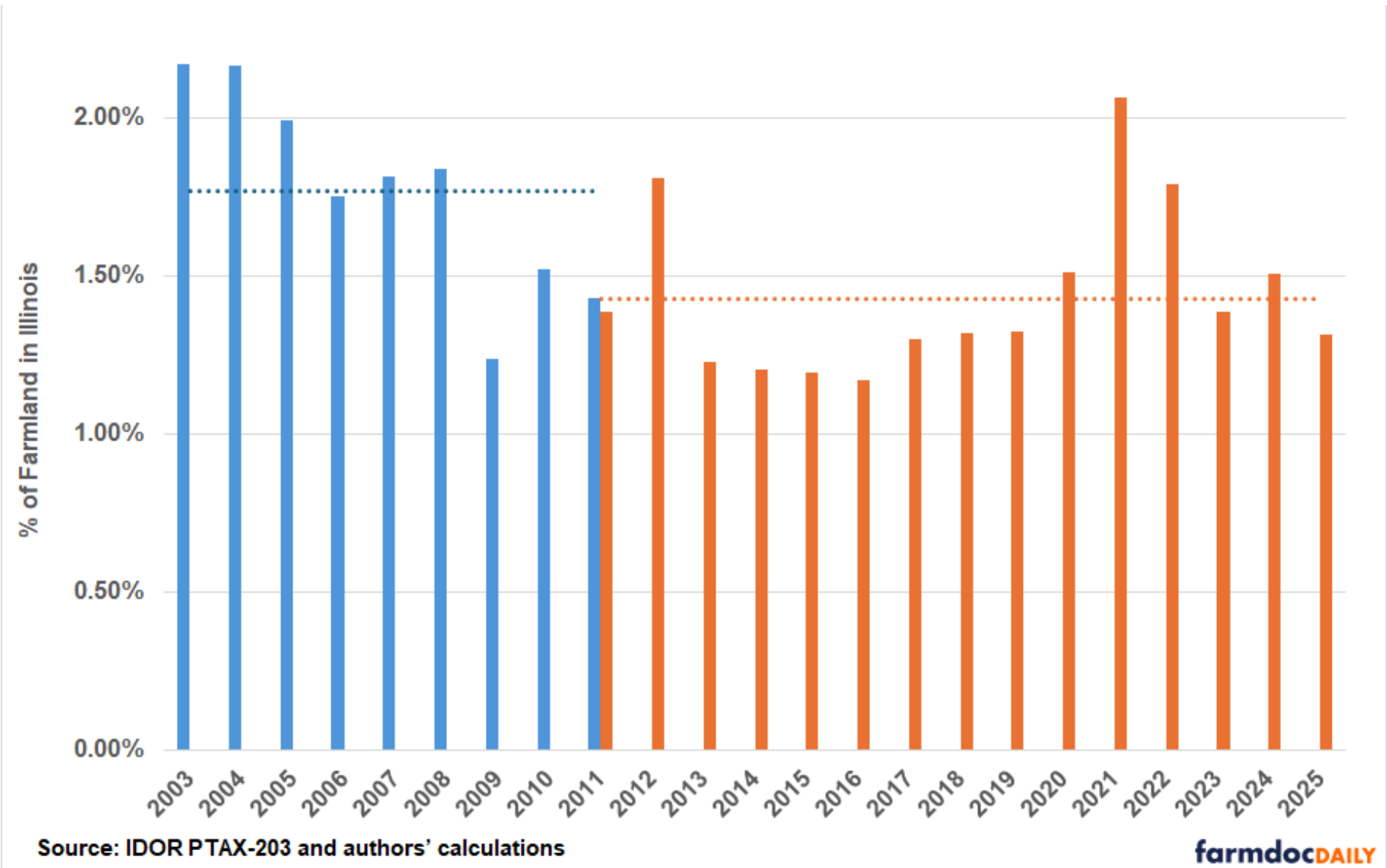
Source: Farm Credit Services of America

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Land Sale Volume – Illinois Historic

51



Source: Sherrick GAI & FarmDoc, April 2026

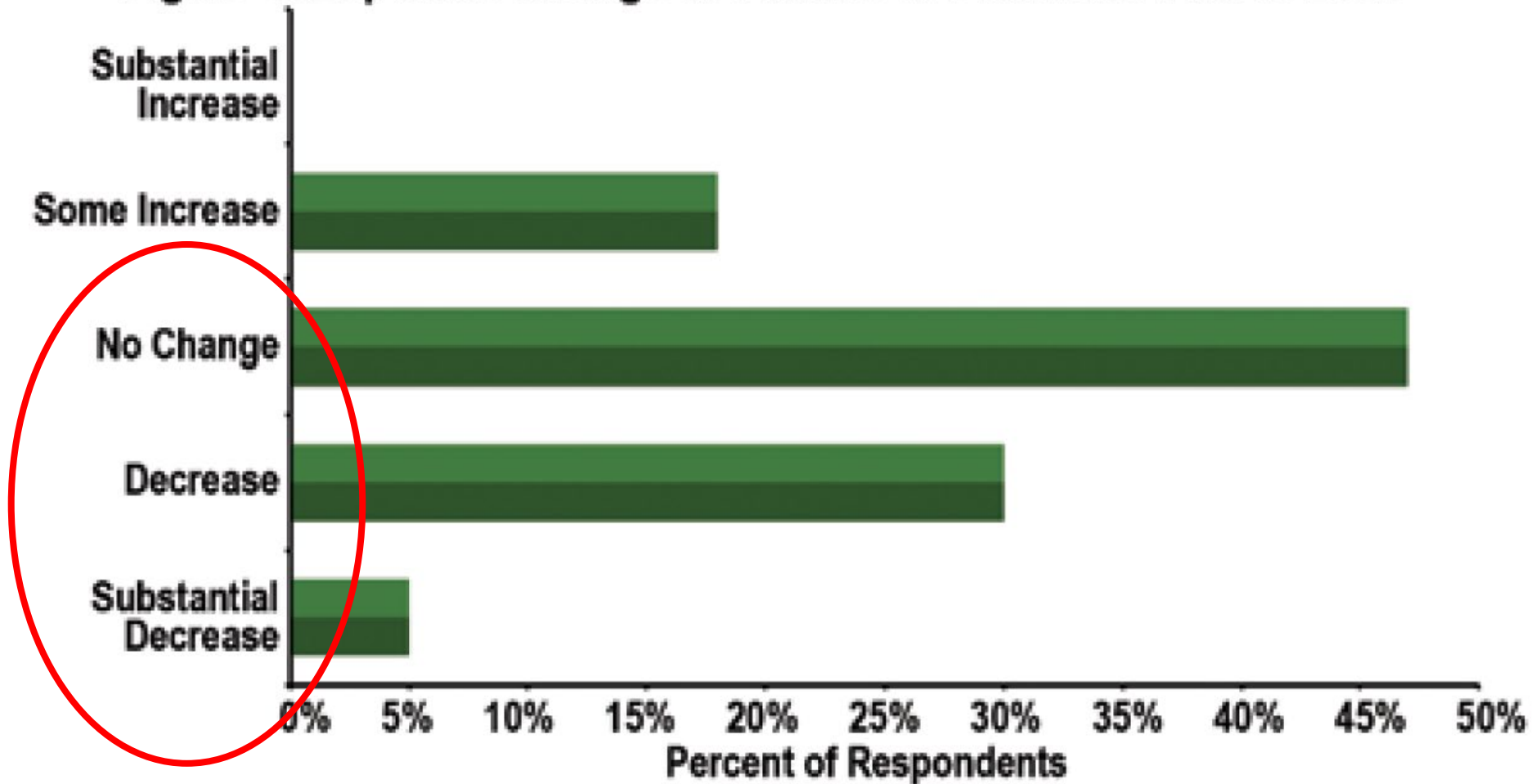
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Land Sale Volume – Illinois 2026

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Figure 4. Expected Change in Volume of Farmland Sold in 2026



Source: Illinois Land Values Report, Spring 2026

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Midwest Farmland Values

WHO BUYS & OWNS FARMLAND?



Who Are The Buyers – Illinois?

Farmland market participants (2025)

Participant category	Buyers	Sellers
Farmers	61%	10%
Local investors	17%	11%
Non-local investors	10%	7%
Institutions	10%	4%
Estate sales	0%	67%
Other	2%	1%

SOURCE: ILLINOIS SOCIETY OF PROFESSIONAL FARM MANAGERS AND RURAL APPRAISERS MID-YEAR SURVEY, 2025



Source: ISPFMRA, Q3 2025

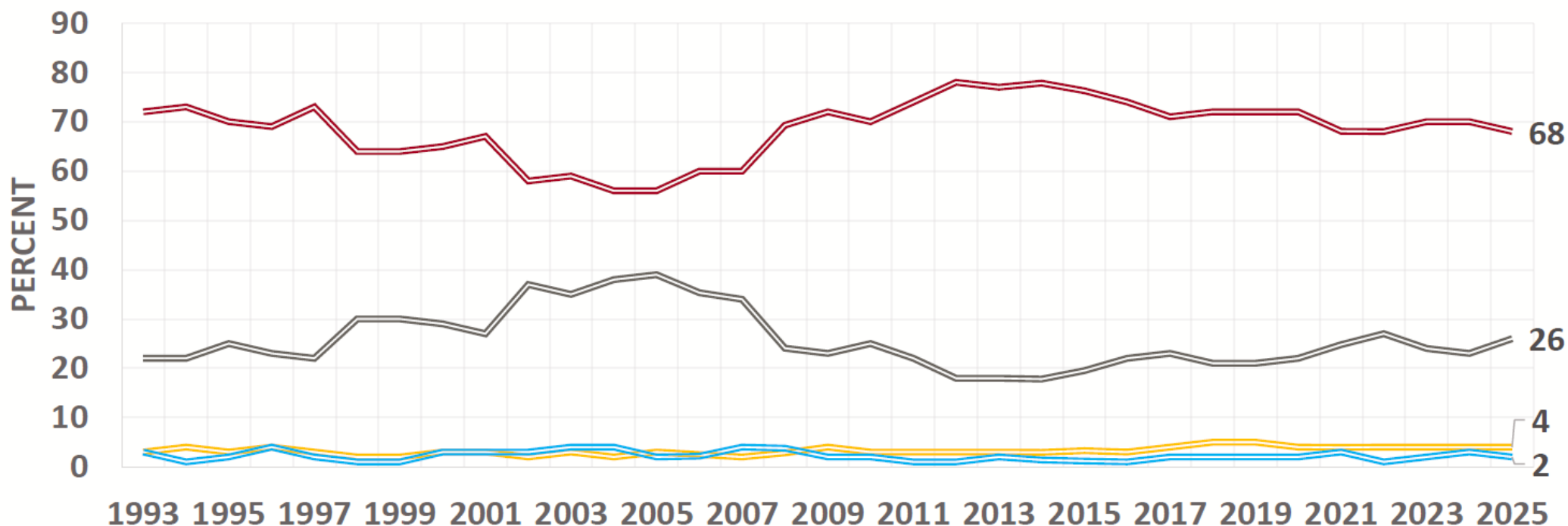
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Who Are The Buyers – Iowa?

Iowa Farmland Purchases by Buyer Types 1993–2025

Existing Farmers Investors New Farmers Other



Source: ISU Land Values Survey, December 2025

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84%

Source: ISU Land Values Survey, December 2023

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Farmland: Financial Performance 1991-2025

Asset Return Characteristics

Asset/Index	Annual Ave. Return	Standard Deviation	Coefficient of Variation	US Ag 32 States Correlation	Minimum Return	Maximum Return
----- 1991 - 2025 -----						
US Ag 32 States	8.8%	4.0%	0.45	1.00	-1.0%	20.7%
NCREIF Total Farmland	10.0%	6.7%	0.67	0.73	-1.0%	33.9%
Illinois	9.4%	6.0%	0.64	0.86	-0.3%	28.8%
Indiana	8.9%	5.5%	0.61	0.70	-3.1%	21.2%
Iowa	11.0%	7.9%	0.72	0.70	-5.3%	28.9%
Minnesota	10.8%	6.3%	0.58	0.79	-1.6%	25.3%
Nebraska	11.4%	8.6%	0.75	0.61	-3.3%	37.4%
Dow Jones	8.3%	13.8%	1.66	-0.11	-41.3%	28.9%
Composite REITS	9.3%	18.1%	1.94	-0.12	-47.5%	33.7%
AAA	5.5%	1.6%	0.30	0.18	2.5%	8.8%
TCM10Y	4.1%	1.8%	0.43	0.24	0.9%	7.9%
TCM30Y	4.7%	1.7%	0.35	0.19	1.6%	8.1%
Mort30F	5.9%	1.7%	0.29	0.25	3.0%	9.2%
Gold	6.9%	15.5%	2.23	-0.04	-32.2%	48.2%
PPI	2.3%	4.7%	2.09	0.16	-7.1%	18.5%
CPI	2.5%	1.3%	0.52	0.25	0.0%	6.9%

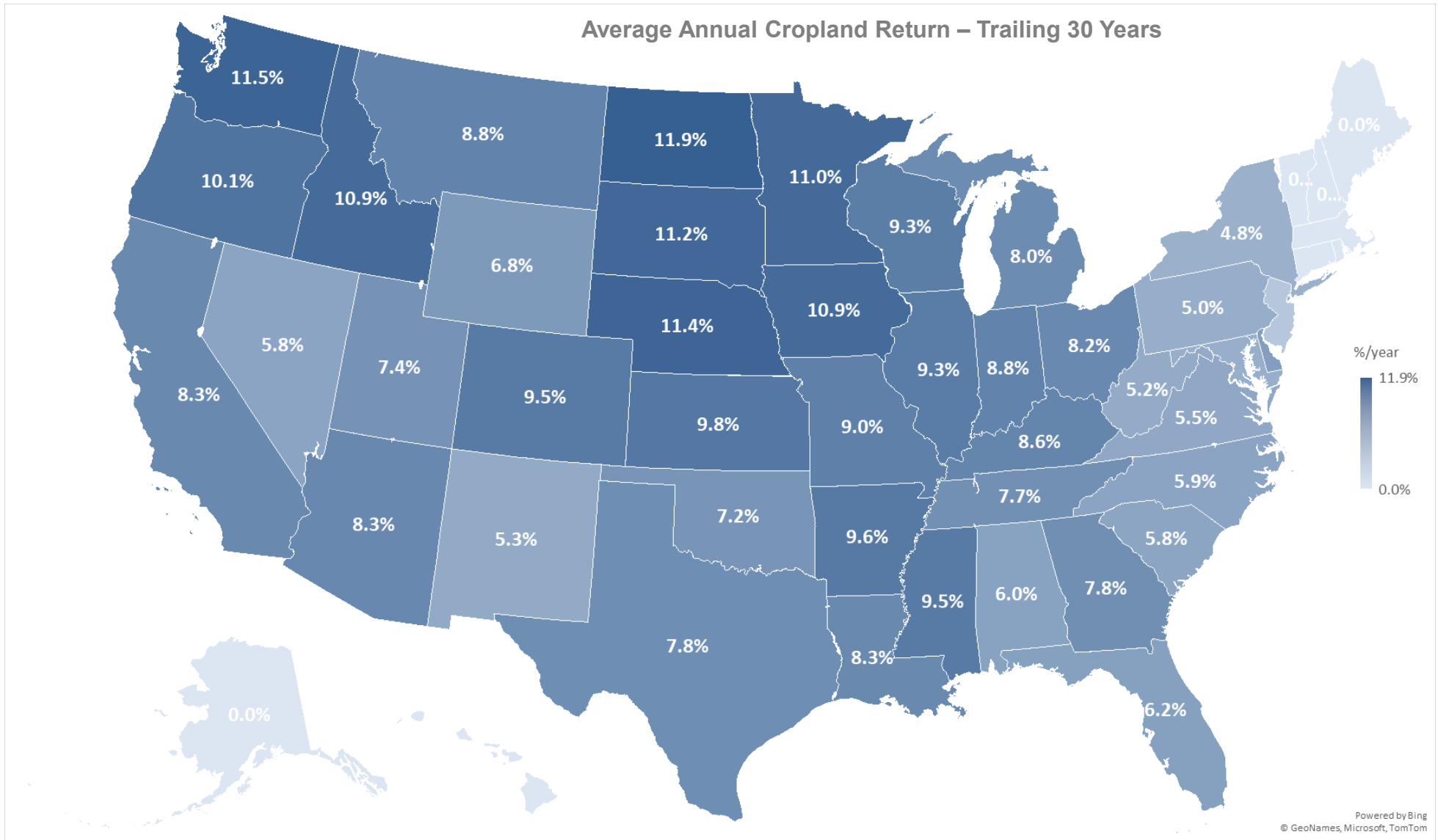


Source: University of Illinois, TIAA Center for Farmland Research

www.Hertz.ag



Farmland: Financial Performance 1995-2025



Source: University of Illinois TIAA Center for Farmland Research & USDA

www.Hertz.ag



Farmland: Financial Performance

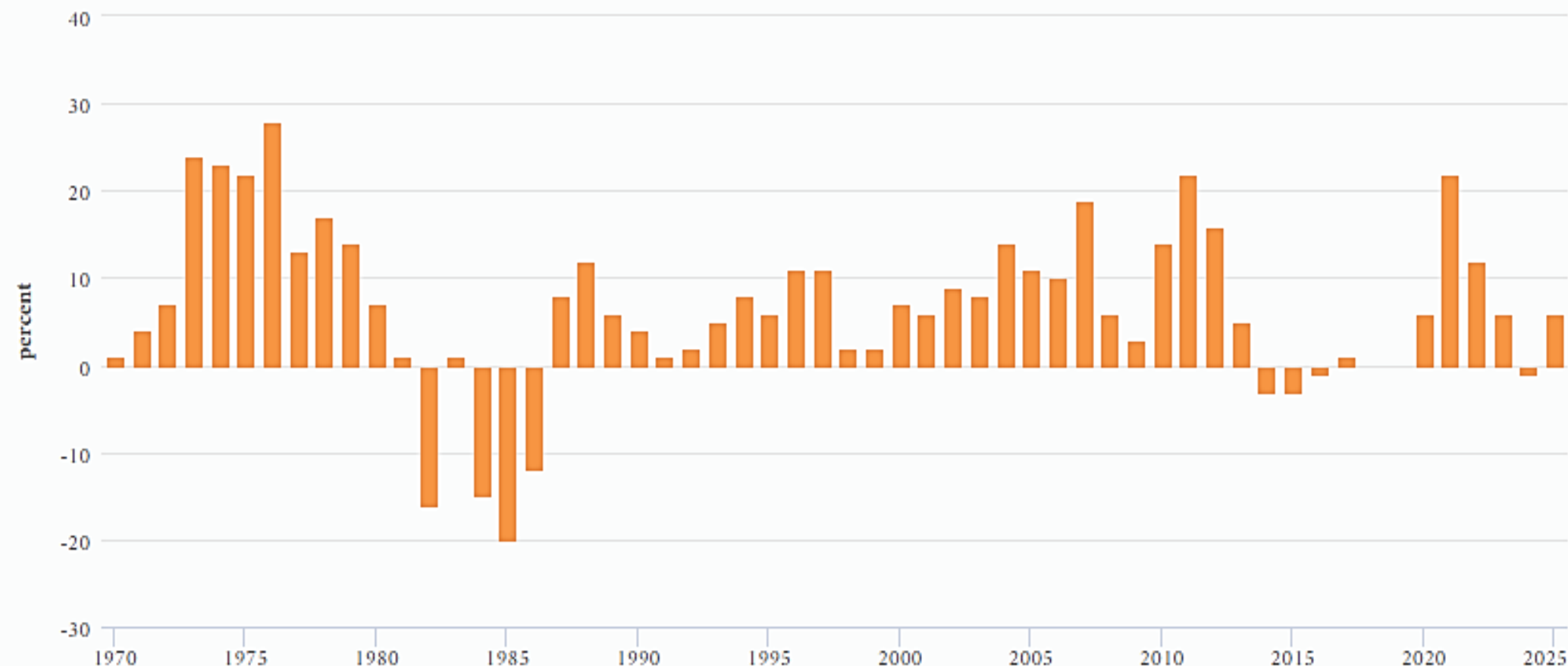
59

Annual Changes in Farmland Values in the Seventh District



5y 10y 20y YTD All

Jan 1, 1970 → Jan 1, 2025



Source: Chicago Fed, January 2026

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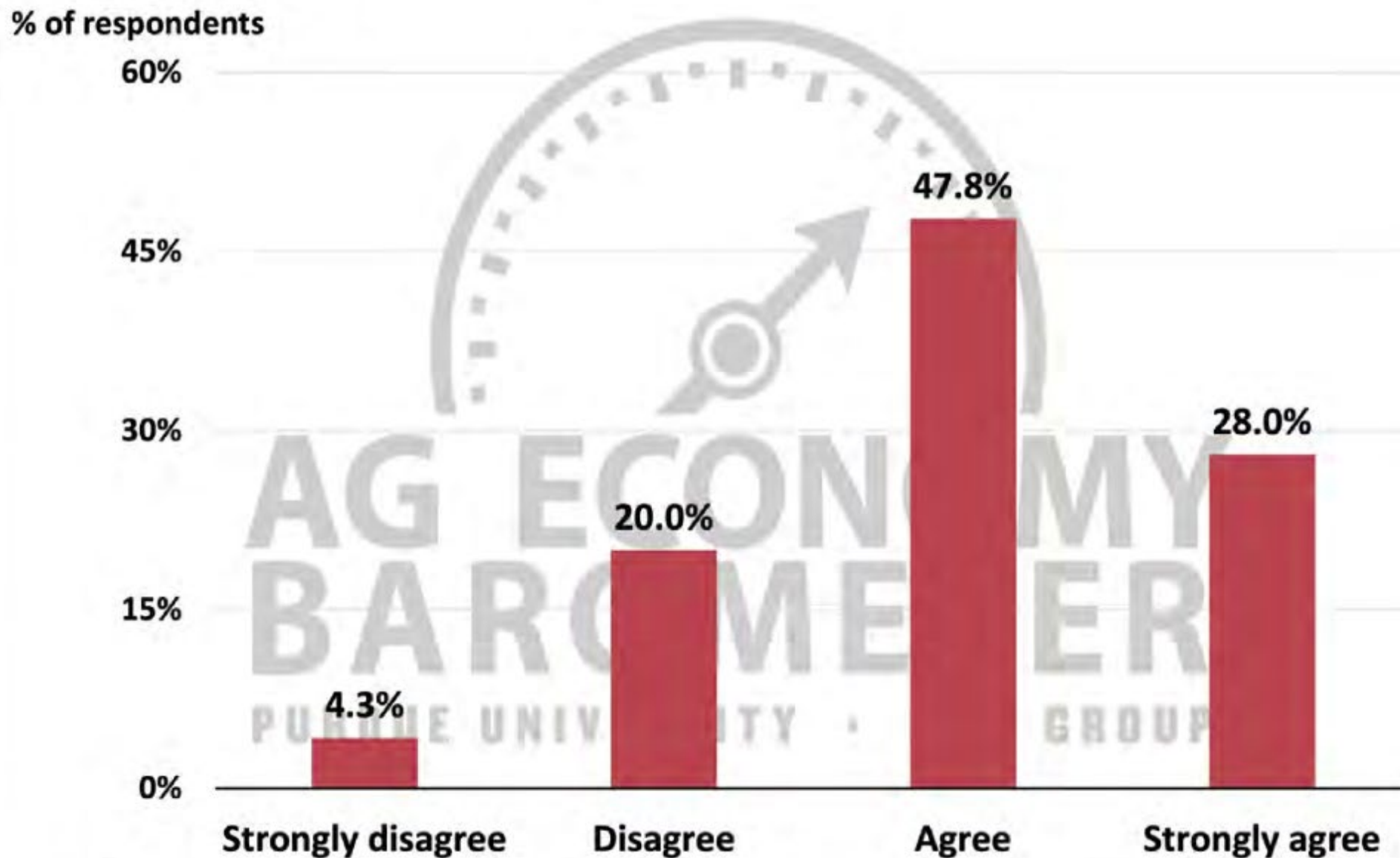
Midwest Farmland Values

WHAT TO EXPECT IN THE NEAR FUTURE?



How strongly do you agree with the following statement? We have a strong balance sheet.

61



Source: Purdue Ag Economy Barometer, January 2026

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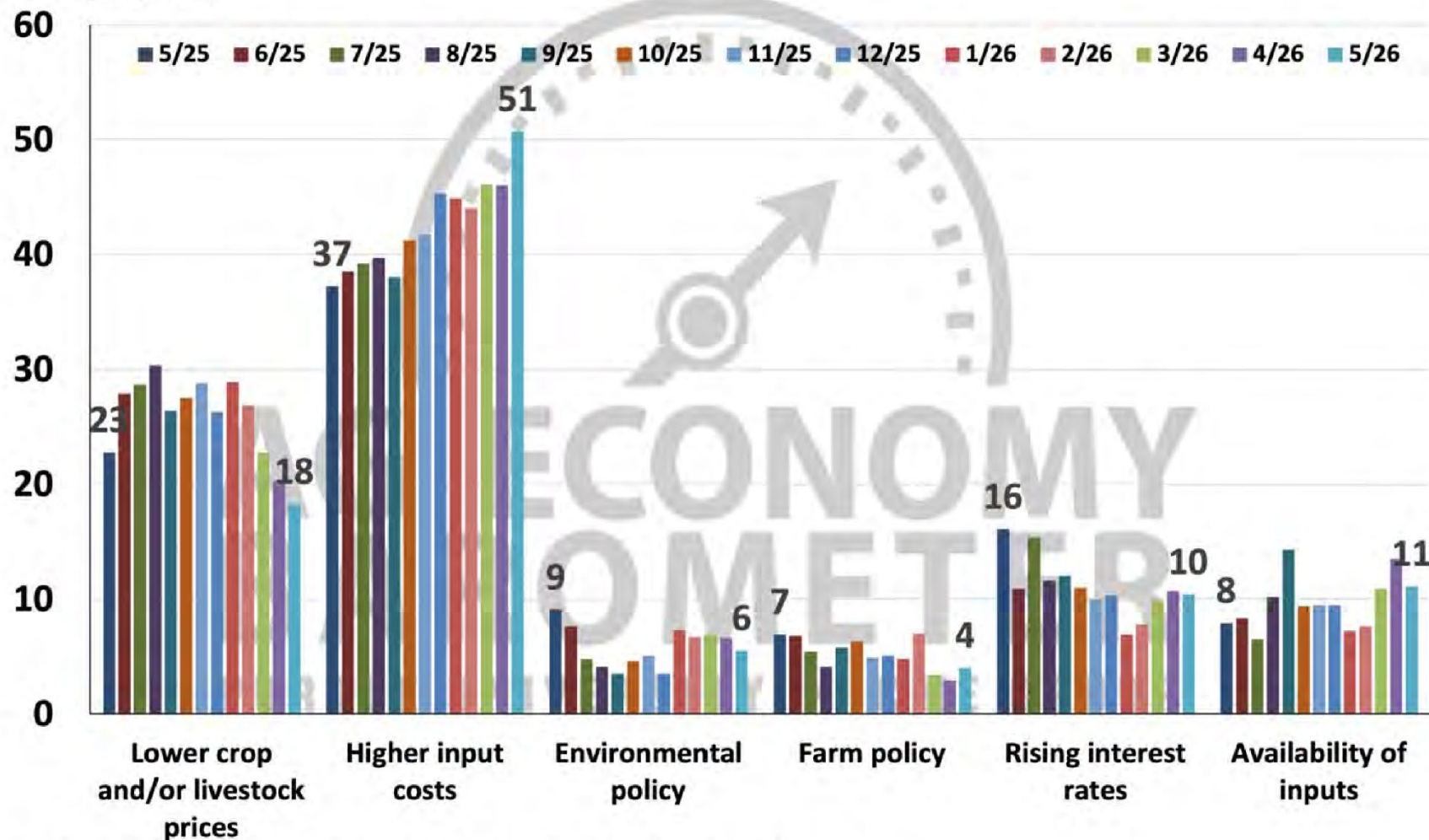


But Farmers Do Have Concerns...

62

Looking ahead to next year what are your biggest concerns for your farming operation?

% of respondents



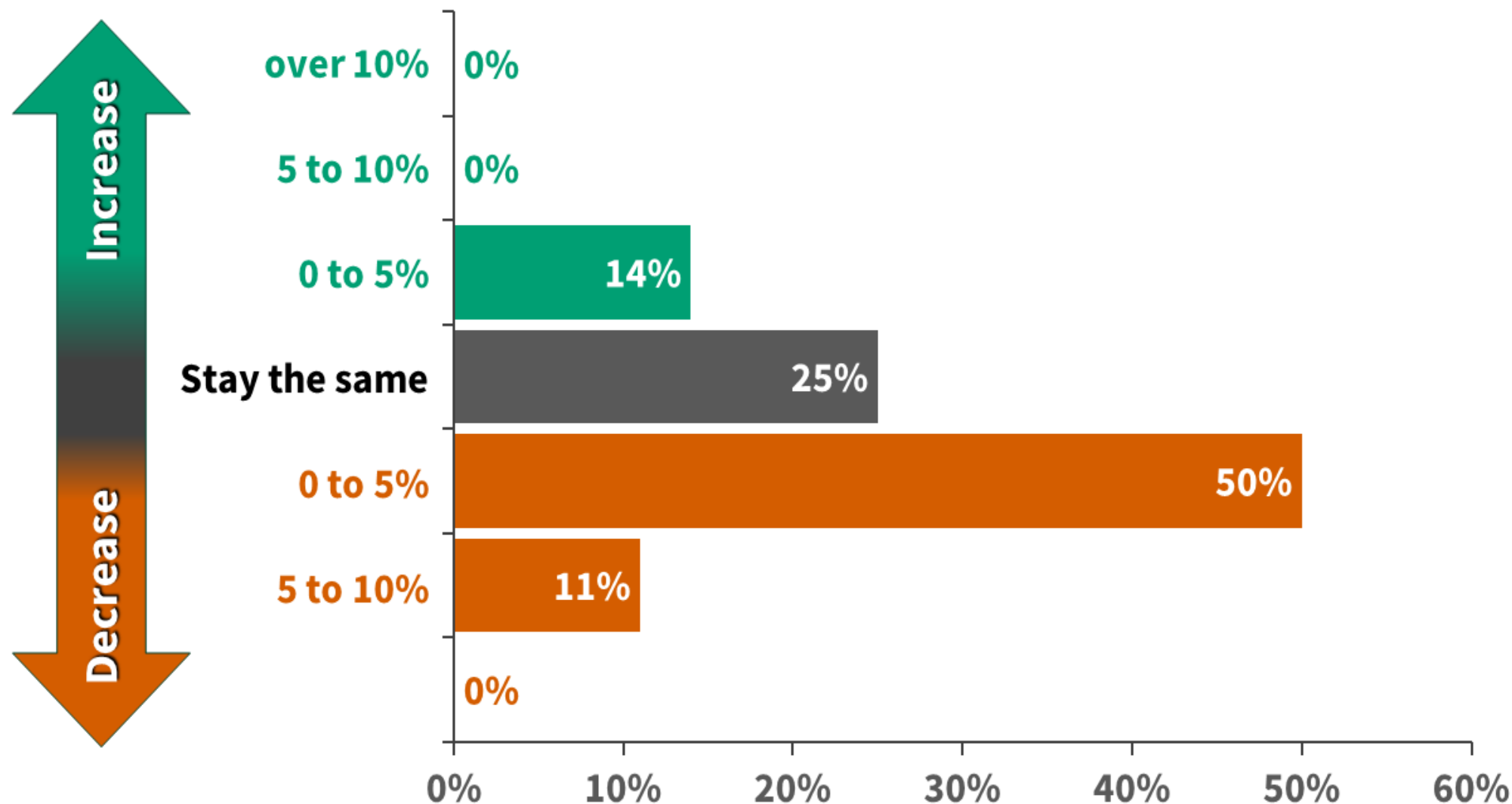
Source: Purdue Ag Economy Barometer, May 2026

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Farmland Price Expectations – Rest of 2026

63



ILLINOIS (Source: 2026 ISPFMRA Annual Farmland Report)

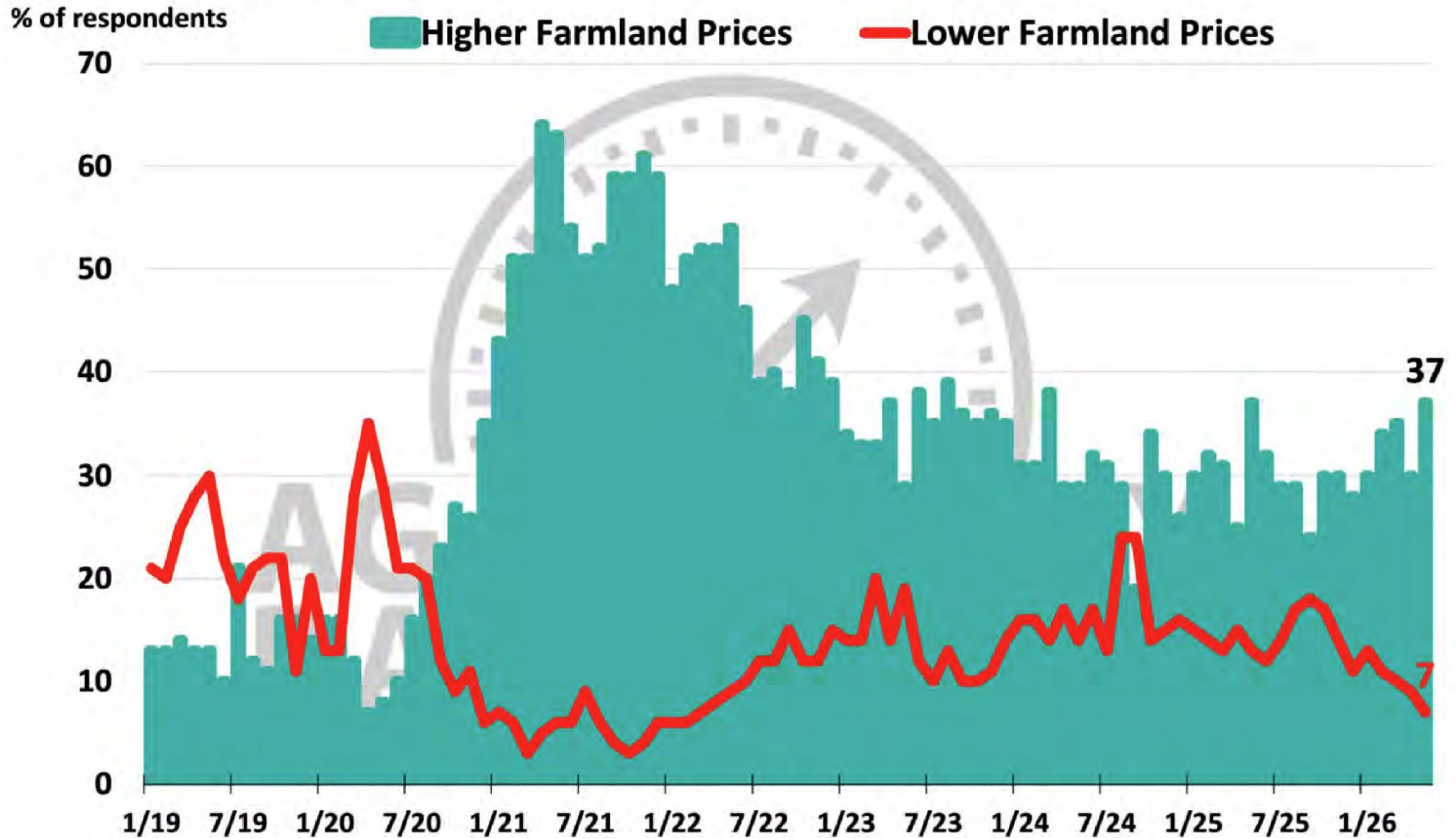
farmdocDAILY



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12-Month Expectations for Farmland



Source: Purdue Ag Economy Barometer, May 2026

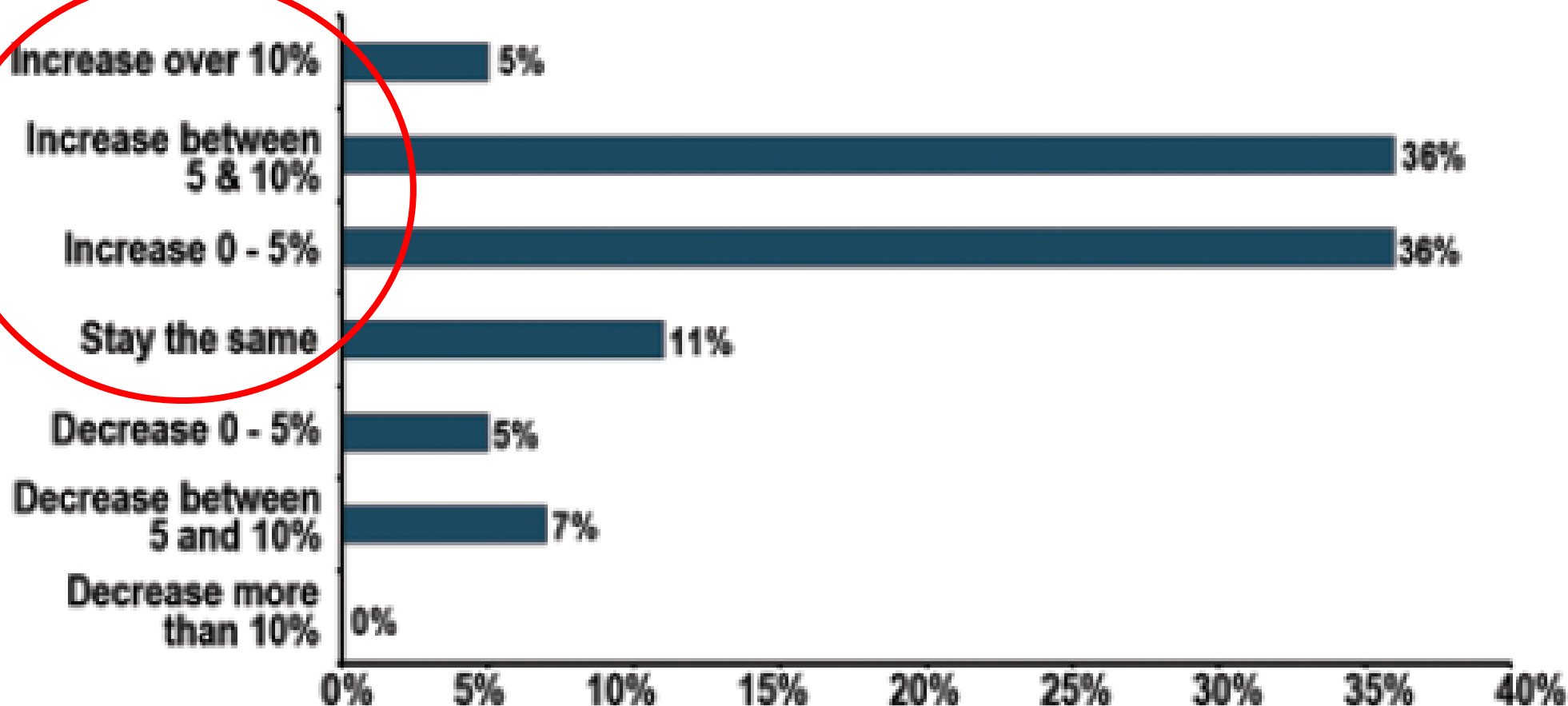
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5-Year Expectations for Farmland

65

Figure 3. Expectations of Farmland Price in Five Years

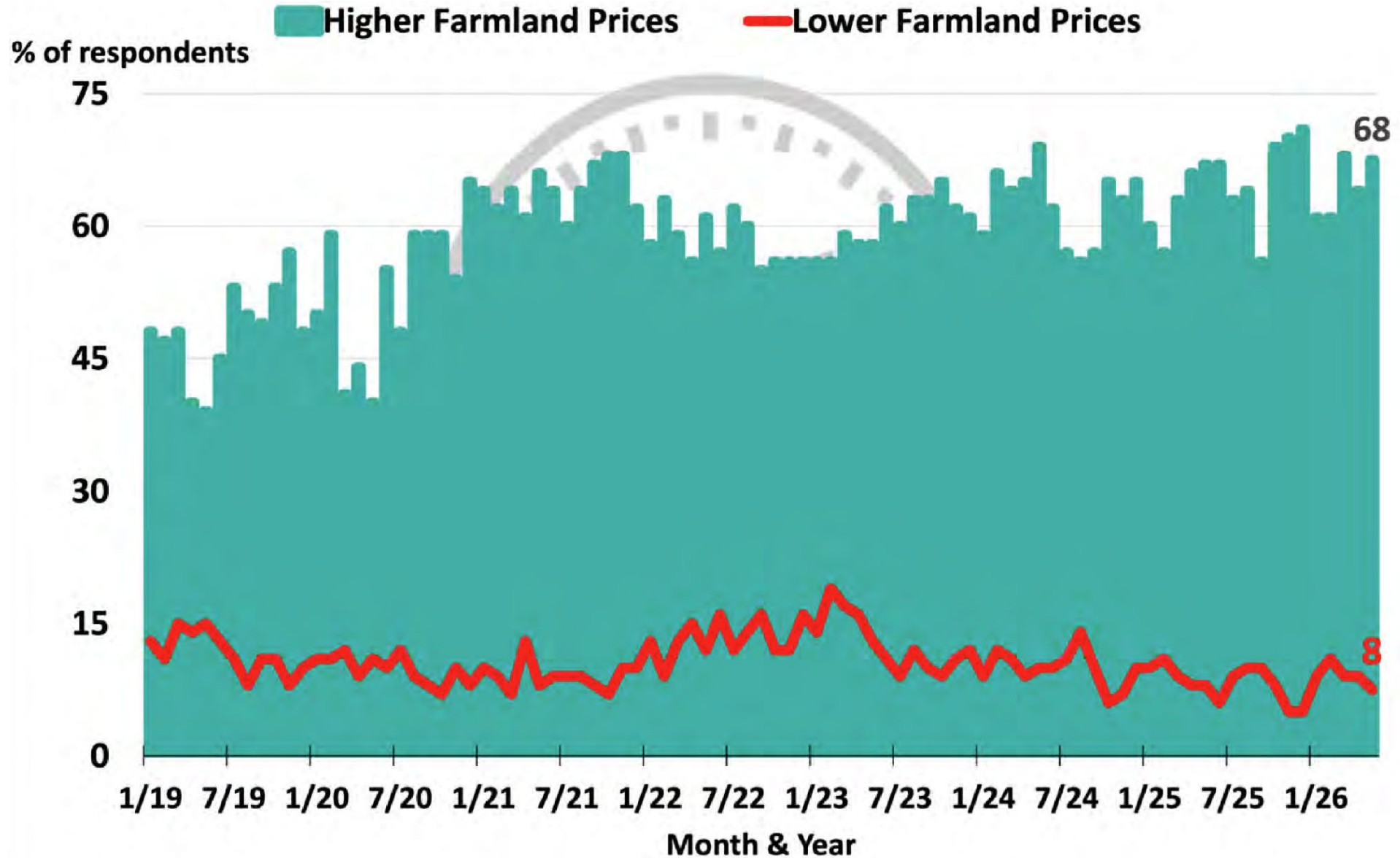


Source: Illinois Land Values Report, Spring 2026

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5-Year Expectations for Farmland



Source: Purdue Ag Economy Barometer, May 2026

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What to watch in the coming months...⁶⁷

- **Commodity Prices**
 - What happens in remainder of 2026?
- **Interest Rates & Inflation**
 - New Fed Chair – will Trump get the lower rates he wants?
 - Inflation – can the economy settle down without higher rates?
- **Land Sales Volume**
 - Will Supply Grow in Q3 & Q4 2026?
 - Demand is down from '21-'24, but supply was down comparatively more, thereby maintaining price levels.
 - May become “localized” issue.
- **Farmland Sale-Leasebacks**
 - Recapitalizing Balance Sheets for the 25%?



What to watch in the coming months...⁶⁸

- **Farm Policy Under Trump**
 - “Skinny” Farm Bill in 2026 for CRP, E-15, & other typical farm policies?
 - Crop Insurance protected!
- **Tax Policy Under Trump**
 - The Big Beautiful Bill... implemented!
 - Keep eyes open for new “wealth tax” in various States
- **Tariffs, Trade under Trump**
 - China. Mexico. Canada. New Biz?
 - Ad-Hoc \$\$ Support continue to bridge the gap?





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