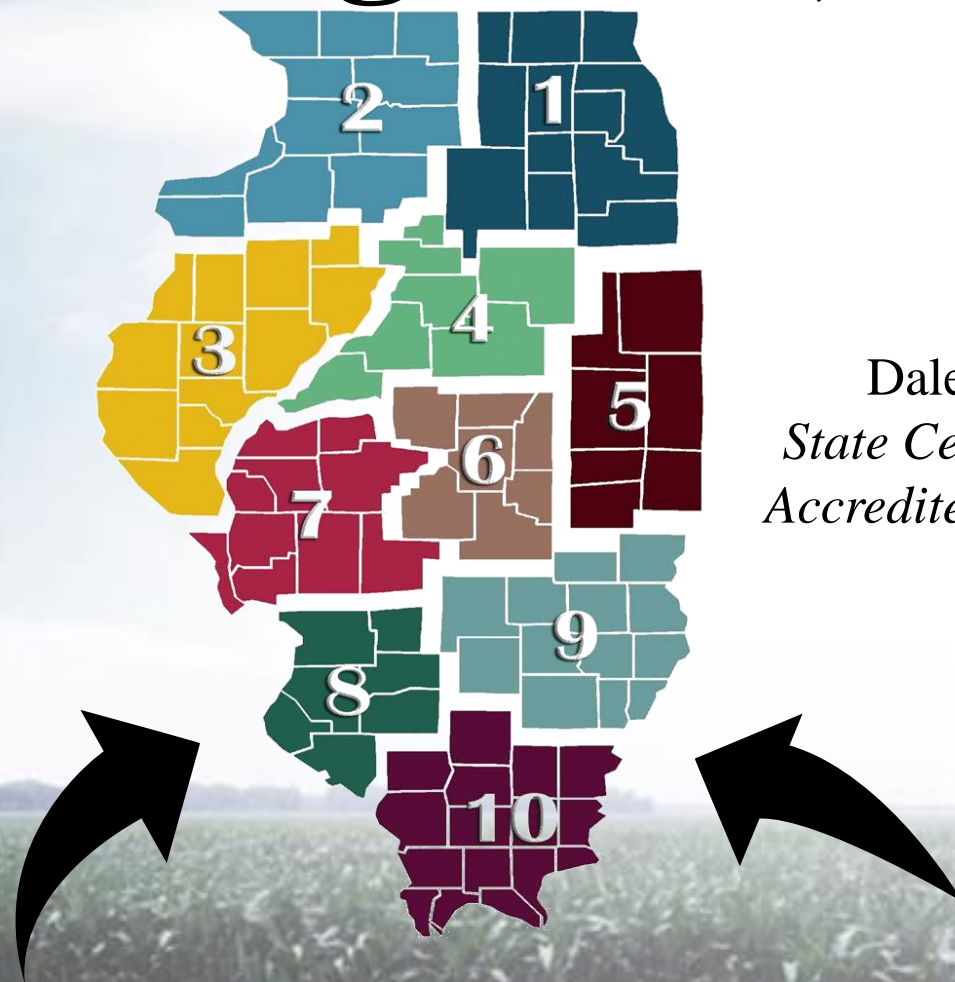




# 2018

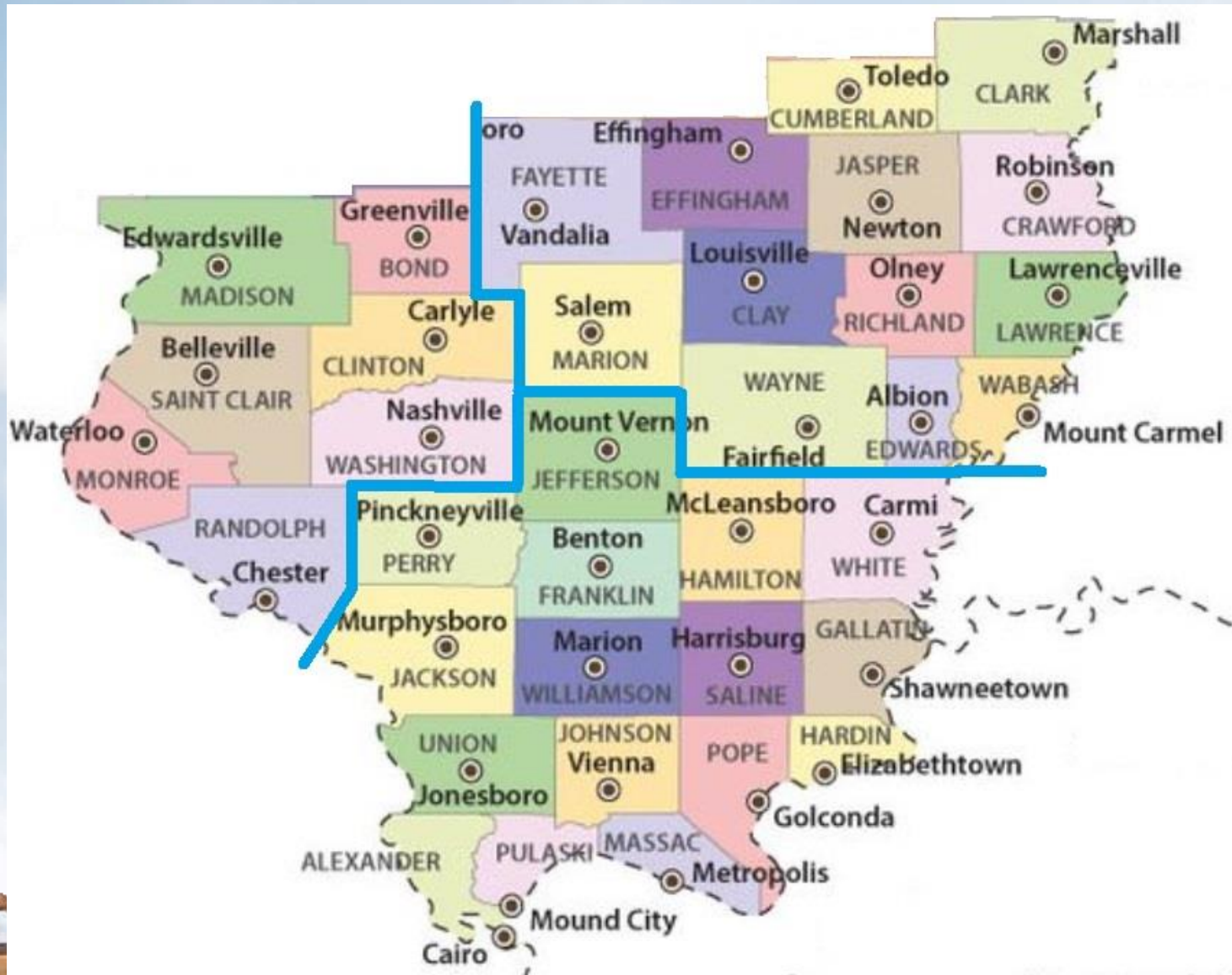
## Regions 8, 9, & 10



Dale Kellermann  
*State Certified Appraiser*  
*Accredited Farm Manager*

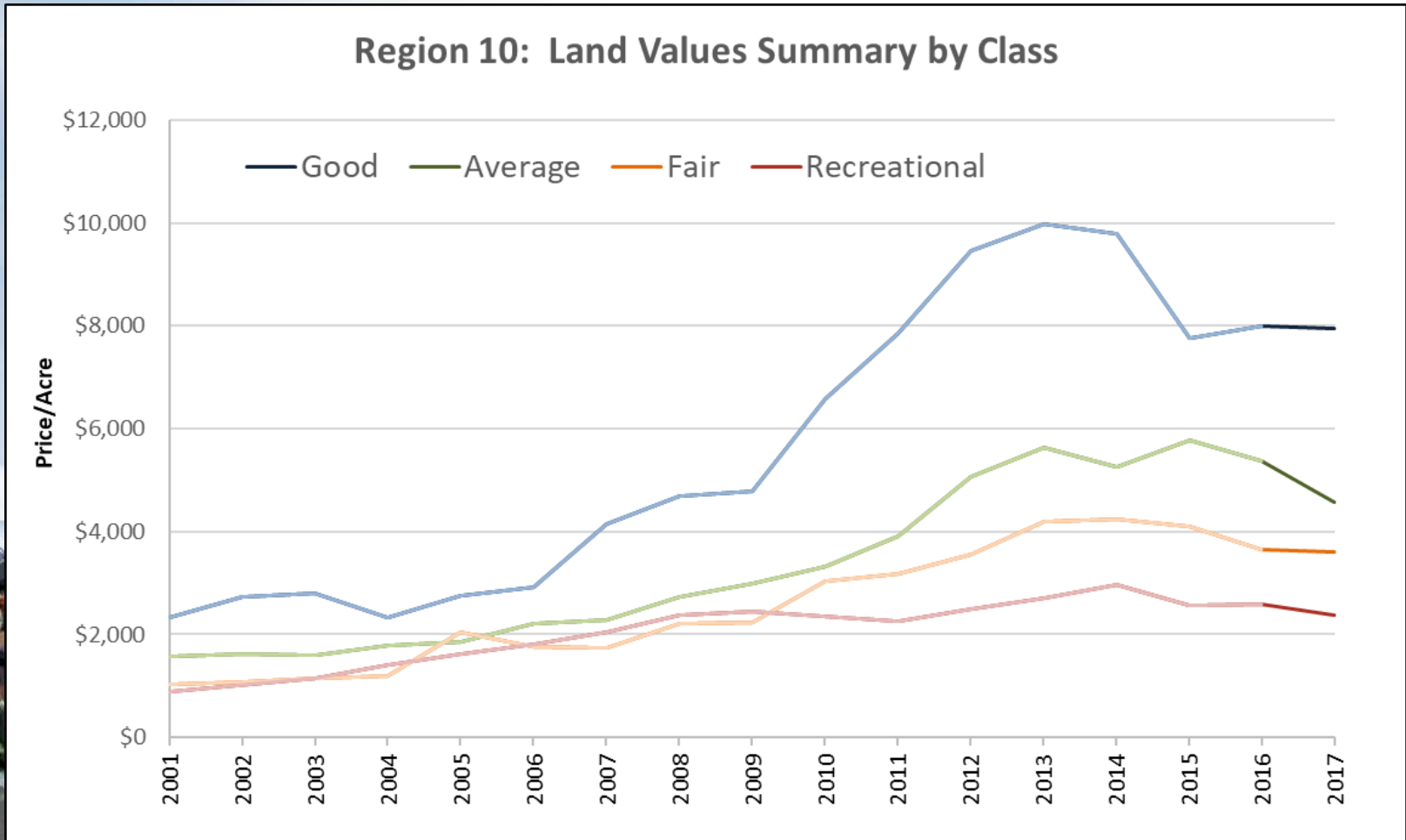
# 2018 – Results

<u>Land Category</u>	<u>Region 8</u>	<u>Region 9</u>	<u>Region 10</u>
Excellent	<b>\$11,270</b>	<b>\$10,890</b>	
Good	<b>\$9,890</b>	<b>\$8,350</b>	<b>\$7,825</b>
Average	<b>\$8,150</b>	<b>\$9,400</b>	<b>\$7,050/\$3,925</b>
Fair	<b>\$6,520</b>	<b>\$5,370</b>	<b>\$3,450</b>
Recreational	<b>\$3,580</b>	<b>\$3,210</b>	<b>\$2,300</b>





# Charting Region 10





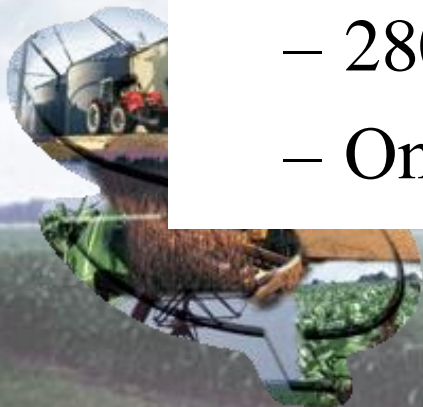
# Region 10 Influences on Land Values

- Large scale solar projects at Carmi and Pinkneyville
- Barge facilities on Ohio River at Mound City, IL and Mt. Vernon, IN
- Proposed \$100 million barge facility at Cairo
  - At confluence of Miss. and Ohio Rivers
  - Interstate, railroad, and bridge access
  - No locks/dams, freezing

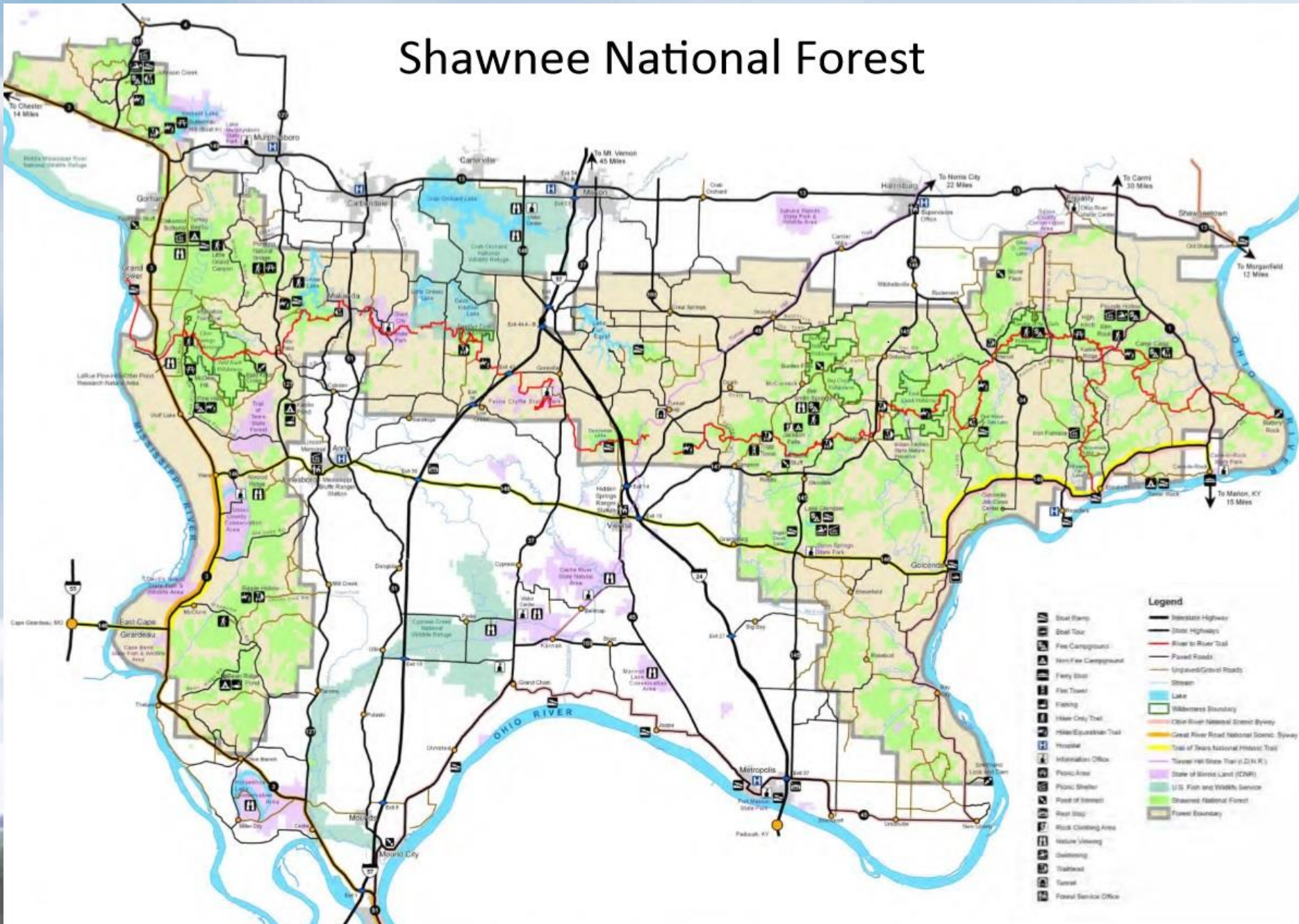


# Region 10 Influences on Land Values

- Wineries and wine trails
- Out-of-state recreational buyers paying premium for 300+ acres
- Owners of woods using Licensed Foresters
- Shawnee National Forest
  - 280,000 acres
  - One of Illinois' best kept secrets?



# Shawnee National Forest



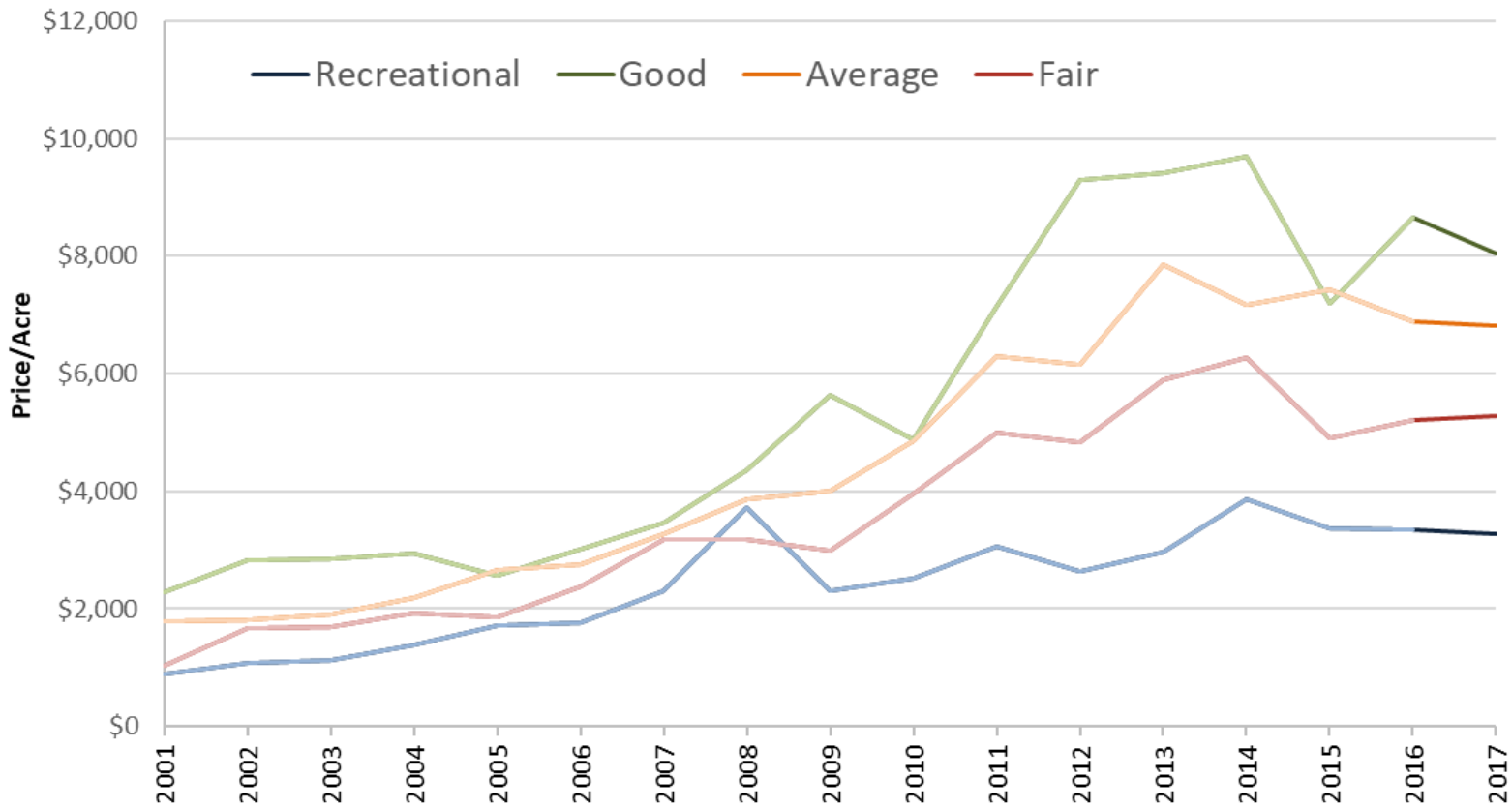






# Charting Region 9

## Region 9: Land Values Summary by Class





# Region 9 Influences on Land Values

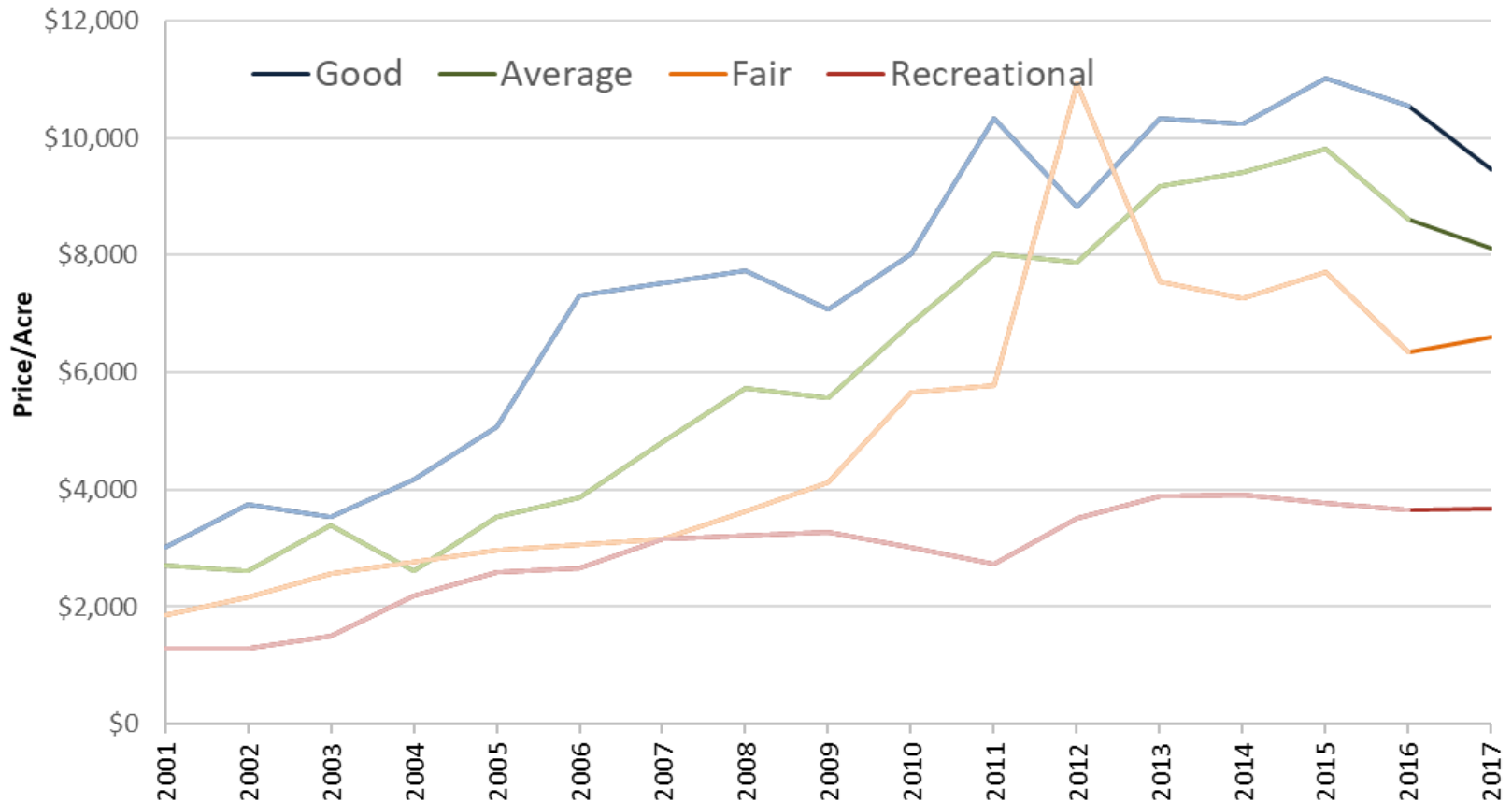
- Turkey and hog production
  - Aging buildings
- Ethanol plant at Robinson
- CGB rail facility at Olney
- *Prime area for a new competitor??*





# Charting Region 8

## Region 8: Land Values Summary by Class





# Region 8 Influences on Land Values

- Rumors of a wind farm
- Center Ethanol plant at East St. Louis
- ConAgra wheat processing at Chester
- 8 barge facilities
- Livestock
  - Clinton County leads the state in dairy cows (13,600) and hogs (230,000)
  - Chickens; dairy calves; beef facilities





# Region 8 Influences on Land Values

- St. Louis metropolitan area
  - Population of 2,800,000
  - Recreational impact
    - The “Trump Bump” in late 2016/early 2017??
  - Development and IRS-1031 Exchanges
    - Values haven’t recovered to 2008 levels
    - New house construction in St. Clair and Madison Co.
      - Peaked in 2004/2005 at and 1,810 and 1,320
      - 2017 = 429 and 415





Do you wanna go to Cuba??

*Check out Dan Davis's story on page 88*

