

2012 LAND Seminar Another Success!

Here's to another successful and informative Land Seminar! Land owners from around the country gathered in Mesa, AZ on February 1st to attend 1 Stop Realty's Annual Winter LAND Seminar. There were over 40 people in attendance.

We started off the morning with nationally recognized AG expert, CPA and principal of CliftonLarsonAllen, Mr. Andrew Biebl. Andy specializes in taxation, small business entity selection, S Corps and agricultural taxation. He is a past recipient of the Outstanding Discussion Leader Award for the AIPCA, and for both the MN and IA CPA Societies.

“Thanks, learned a lot!”

He had some wonderful information on many topics that landowners should know about, including some of the following:

- ◆ *Understanding our tax system*
- ◆ *Installment sales benefits*
- ◆ *Tax savings techniques when selling*
- ◆ *Depreciation incentives*
- ◆ *Succession planning for landowners*

The afternoon session was led by staff at 1 Stop Realty. Kirk Swenson-President/Broker, Roger Heller-Vice President/Broker, Gary Hotovec-Auctioneer/REALTOR® and myself, Wendy Forthun-Vice President/Broker. Roger started his discussion on the current land values and rents in west central Minnesota. As many of you know these prices out west have really boomed. They are seeing land prices ranging from \$7,000-\$8,500/acre with rents following in the \$225-\$350+/acre. Pretty amazing!

“We get your newsletter and appreciate the articles & content, plus the results from your auctions”

Kirk then gave the audience an update on what the market was doing in and around the south eastern part of the state. We are seeing land prices ranging from \$5,700-\$7,500/acre with rents in the \$250-\$350+/acre range. We are not as strong as the western part of the state, but these numbers were based on quarterly sales from county assessors and some of the quarters didn't have any sales data available, so those numbers may be a little behind. All I know is the prices we are seeing around here are just as astonishing as the increases the whole Midwest has been experiencing.

“Enjoyed the workshop!”

Gary Hotovec, our experienced auctioneer from Hutchinson, was able to bring some timely information to the crowd with the Benefits of Land Auctions in Today's Market. We believe the best way to sell your land in today's market is at **public auction**. Here are just some of the benefits in using the auction method to get you “top dollar” for your land:

- ◆ *Sellers are picking the date and time that their land will sell, creating that sense of urgency*
- ◆ *Auction selling is “up-selling” and no negotiations are needed*
- ◆ *Competitive bidding at an auction assures buyers that land is sold for “market value”*

In closing Roger and Kirk discussed the general Land Values and Trends and answered some of the questions many landowners are wondering:

- ◆ *What is driving higher farmland values?*
- ◆ *Are these higher prices sustainable?*
- ◆ *Are current gains in farmland values rational?*

Great value for the money, very informative”

If you were unable to attend this very informative meeting but have questions, please don't hesitate to give one our “Experienced Farmland Professionals” a call or email. We would be more than happy to answer any questions on the topics we covered at the LAND Seminar.