THE AUCTION METHOD SETS THE MARKET WITH EXCELLENT PRICES ACHIEVED IN 2019!

As we begin a new decade in 2020, we must take a look back at 2019 which might be a year best described as – Challenging! For many, challenging might be an understatement, as 2019 might well go down as the year with both the longest planting season and also the longest harvest season in history. I can't express enough, the empathy that I have for our farmers and those related to agriculture. For all of us with bonds to agriculture, may we look forward with faith and optimism in the coming year. May God Bless!

Once again, in 2019 Chuck Sutton Auctioneer & Land Broker, LLC experienced a high level of success with our land, acreage and other real estate auctions. Likewise our farm equipment and other personal property auctions also achieved some very noteworthy results.This kind of success isn't an accident, as it only happens with an extensive understanding of market trends and conditions, along with a wealth of expertise gained from decades of experience and a reputation of success for being a leader in the auction industry, as our motto states "SUCCESSFUL AUCTIONS DON'T JUST HAPPEN, THEY'RE PLANNED!

Questions continue to be presented to us about the strength of the land market, it has been our observation that the land market remains Buoyant and Land Values Continue to Defy Gravity!

A big part of the equation as to why land values remain strong is that in most areas there continues to be an inadequate supply of land available for purchase, hence demand outpaces supply. This is especially true for high quality agricultural cropland.It is our belief that farmland values, especially high quality cropland in 2019 and going forward into 2020 are strong and that the economic theory of "Supply & Demand" - is Alive and Well!!

In 2019 most areas in eastern South Dakota, western Minnesota, northwest Iowa and the upper Midwest experienced record rainfall and volatile weather conditions, creatingdifficult farming circumstances. Furthermore, economic agricultural conditions were further influenced by embargos, trade issues and other governmental influences, although at years end there appears to some rekindled enthusiasm that a resolution may be achieved with our worldwide trading partners. Another positive observation has been that in 2019 we witnessed a slight softening in interest rates and going forward into 2020 it appears that interest rates will continue to remain at favorable levels, which is a positive influence to land values.

At the close of 2019 we once again witnessed that many land buyers remain "Sold on the Market" – especially those that had strong equity positions, as there remain many individuals that are anxious to invest in agricultural land as a safe haven for investment of their dollars. One key factor remains – That being that the economic theory of "Supply and Demand" remains in full force & effect, as it appears that there continues to be an unbalanced demand for high quality cropland, as there seems to remain a greater supply of qualified buyers in the marketplace, than there is land available for purchase.

AS FOR 2020 – It is our opinion - that if there are no major adverse economic influences, if crop production remains average to above average and if commodity prices don't erode further and hopefully improve, we do not foresee any evidence on the horizon for drastic downturns or increases in land values, hence it is our opinion that going forward, we expect land values in 2020 to remain constant and pretty status quo.

In 2019 the majority of the farms with relatively high or very high percentages tillable sold in the $6,000.00 to $9,000.00 per acre price range and in the current market it takes a tract of land of extremely high caliber to bring upwards of $10,000.00 per acre. Furthermore, "Good Pasture" with quality grass, good fences and a decent water supply was and is a highly sought after commodity - especially for the cow-calf operator. Values of poor quality, marginal and recreational land remained somewhat soft but rebounded slightly - as landowners, investors and lenders are somewhat disinterested in parcels of land that won't generate a cash flow sufficient to sustain itself. Commercial and development land values rebounded slightly, partially due to the strength of agricultural land firming up a base level for development land capable of producing some crop income that might be sufficient to sustain the holding costs for a period of years, along with a realization and belief that there may be some long-term potential for upside improvements in commercial land values in the future. Cropland in many cases is still yielding a 2% to 4% return on investment – outperforming CD's and other investments. Even though the Stock Market has been performing at record levels, some investors may be leaning towards diversification and conversion of paper investments to land and/or other tangible real estate, as it may be enticing to invest in land as an asset which affords a high degree of security, as it is a tangible investment which won't yield a negative or 0% return, due to the fact that there are ample farm operators that are ready, willing and able to rent land.

In summary, **it's still a GREAT TIME TO SELL!** - As the Demand for High Quality Land & Pasture Outpaces Supply. As we begin 2020, it appears that the mindset of farm operators and investors alike in the market for land have a relatively high degree of optimism and remain competitive in their pursuit and acquisition of land, **and that said - the auction method of marketing in conjunction with our knowledge and professional experience creates a forum that exposes your property to the maximum number of qualified buyers, resulting in the true "Fair Market Value" and "Top Dollar" for your property.** Our sales are conducted in a manner where there are no "Buyers Premiums" or "Hidden Fees!"

A Sincere "Thanks" to all of the sellers we had the privilege to serve, a big Thank You also, to all of the buyers, bidders and others who attended our real estate and personal property auctions, and especially to those who continue to spread the accolades concerning our auction services and staff, our professionalism, experience, reputation and integrity. Again, THANK YOU ALL for your business and continued support! We look forward to putting our experience to work for you in 2020.

Chuck Sutton

Considering the sale of your land? If so, contact Chuck Sutton and let him put his years of experience to work for YOU! At the close of the last decade we are proud of the fact that our firm has been a true and tried leader in the land market, having sold over 115,000 acres for the period from 2010 through 2019, thus Our Reputation and Success is Backed by Years of PROVEN RESULTS.

SOLD AT AUCTION IN 2019

80 Acres of Unimproved Rosedale Twp., Hanson Co., SD Land	$5,000.00/Acre
161.12 Acres of Unimproved Wayne Twp., Lake Co., SD Land	$6,700.00/Acre
157.99 Acres of Unimproved Wayne Twp., Lake Co., SD Land	$8,200.00/Acre
160.69 Acres of Palisade Twp., Minnehaha Co., SD Land	$9,250.00/Acre
39.91 Acres of Unimproved Grange Twp., Pipestone Co.,MN Land	$5,000.00/Acre
122.67 Acres of Unimproved Altona Twp., Pipestone Co., MN Land	$3,500.00/Acre
156.28 Acres of Improved Clare Twp., Moody Co., SD Land	$5,600.00/Acre
62.83 Acres of Unimproved Blinsmon Twp., Moody Co., SD Land	$4,300.00/Acre
74.91 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land	$7,950.00/Acre
5 Acre Acreage Site in Lyons Twp., Minnehaha Co., SD	$125,000.00
34.62 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land	$9,850.00/Acre
68.99 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land	$7,200.00/Acre
45.61 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land	$8,100.00/Acre
640 Acres of Unimproved Rex Twp., Lyman Co., SD Land	$1,250.00/Acre
556.91 Acres of Unimproved Rex Twp., Lyman Co., SD Land	$1,475.00/Acre
307.49 Acres of Unimproved Earling Twp., Lyman Co., SD Land	$1,400.00/Acre
156.25 Acres of Unimproved Orland Twp., Lake Co., SD Land	$6,850.00/Acre
160 Acres of Unimproved Herman Twp., Lake Co., SD Land	$6,700.00/Acre
145.92 Acres of Unimproved Kaylor Twp., Hutchinson Co., SD Land	$4,100.00/Acre
139.64 Acres of Unimproved Sioux Twp., Lyon Co., IA Land	$7,100.00/Acre
79.36 Acres of Unimproved Blinsmon Twp., Moody Co., SD Land	$4,100.00/Acre
7.32 Acre Improved Lyons Twp., Minnehaha Co., SD Acreage Site	$205,000.00
6.28 Acre Improved Greenland Twp., McCook Co., SD Acreage w/Nice Home	$356,000.00
5.85 Acre Unimproved Greenland Twp., McCook Co., SD Acreage Site	$112,000.00
12.45 Acre Improved Nunda Twp., Lake Co., SD Acreage Site	$82,000.00
40.6 Acres of Improved Mapleton Twp., Minnehaha Co., SD Land w/Older Bldg. Site	$375,000.00
5.55 Acre Improved Acreage in Mapleton Twp., Minnehaha Co., SD	$250,000.00
79.91 Acres of Improved & Unimproved Dell Rapids, Twp., Minnehaha Co., SD Land	$960,000.00
320 Acres of Unimproved Central Hyde Twp. Hyde Co., SD Land	$1,800.00/Acre
160 Acres of Unimproved Central Hyde Twp. Hyde Co., SD Land	$2,780.00/Acre
164.35 Acres of Unimproved Central Hyde Twp. Hyde Co., SD Land	$2,800.00/Acre
325.11 Acres of Unimproved Central Hyde Twp. Hyde Co., SD Land	$1,525.00/Acre
160 Acres of Unimproved Central Hyde Twp. Hyde Co., SD Land	$1,650.00/Acre
20.93 Acre Improved Acreage in Wall Lake Twp., Minnehaha Co., SD	$362,000.00
334.2 Acres of Unimproved Star Twp. Clay Co., SD Land	$5,400.00/Acre
145.41 Acres of Unimproved Star Twp. Clay Co., SD Land	$4,750.00/Acre
143.3 Acres of Unimproved Star Twp. Clay Co., SD Land	$3,100.00/Acre
231.57 Acres of Unimproved Turkey Valley Twp., Yankton Co., SD Land	$3975.00/Acre
22.1 Acre Improved Acreage in Colman Twp., Moody Co., SD	$225,000.00
17.33 Acre Improved Acreage in Wentworth Twp., Lake Co., SD	$185,000.00
69.83 Acres of Unimproved Brandon Twp., Minnehaha Co.,SD Land	$8,600.00/Acre
1.22 Acres of Light Commercial Property in Sverdrup Twp., Minnehaha Co., SD	$189,000.00
184.13 Acres of Unimproved Springwater Twp., Rock Co., MN Land	$3,635.00/Acre
151.1 Acres of Unimproved Springwater Twp., Rock Co., MN Land	$6,215.00/Acre
640 Acres of Unimproved Central Hyde Twp., Hyde Co., SD Land	$1,400.00/Acre
502.13 Acres of Unimproved Central Hyde Twp., Hyde Co., SD Land	$1,325.00/Acre
641.35 Acres of Unimproved Central Hyde Twp., Hyde Co., SD Land	$1,500.00/Acre
1141.41 Acres of Unimproved Central Hyde Twp., Hyde Co., SD Land	$1,350.00/Acre
1278.23 Acres of Unimproved Crow Creek Twp., Hyde Co., SD Land	$900.00/Acre
13.17 Acre Improved Acreage in Hanson Twp., Hanson Co., SD	$237,000.00
152.48 Acres of Unimproved Badus Twp., Lake Co., SD Land	$6,150.00/Acre
7.52 Acre Acreage Site in Badus Twp., Lake Co., SD	$55,000.00
+/-13 Acre Improved Acreage in Trenton Twp., Brookings Co., SD	$250,000.00
80 Acres of Unimproved Grand Meadow Twp., Minnehaha Co., SD Land	$5,100.00/Acre
5.84 Acre Improved Acreage in Benton Twp., Minnehaha Co., SD	$290,000.00
161.74 Acres of Unimproved Flandreau Twp., Moody Co., SD Land	$8,900.00/Acre
87.92 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	$9,550.00/Acre
220.66 Acres of Unimproved Taopi Twp., Minnehaha Co., SD Land	$4,600.00/Acre
160 Acres of Unimproved Lincoln Twp., Lincoln Co., SD Land	$7,000.00/Acre
139.20 Acres of Unimproved Beulah Twp., Davison Co., SD Land	$5,600.00/Acre
164.47 Acres of Unimproved Wentworth Twp., Lake Co., SD Land	$5,500.00/Acre
23.41 Acre Improved Lone Rock Twp., Moody Co., SD Acreage Site	$150,000.00
95.41 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	$7,450.00/Acre
183.05 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	$2,800.00/Acre
119.52 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	$7,150.00/Acre
1.06 Acre Improved Acreage in Springdale Twp., Lincoln Co., SD	$270,000.00
144.15 Acres of Unimproved Lake View Twp., Lake Co., SD Land	$7,750.00/Acre
159.51 Acres of Unimproved Grand Meadow Twp., Minnehaha Co., SD Land	$4,925.00/Acre
157.61 Acres of Unimproved Orland Twp., Lake Co., SD Land	$5,350.00/Acre
279.50 Acres of Unimproved Alto Twp., Roberts Co., SD Land	$2,000.00/Acre
80 Acres of Unimproved Altona Twp., Pipestone Co., MN Land	$8,400.00/Acre
90.24 Acres of Unimproved Hartford Twp., Minnehaha Co., SD Land	$7,300.00/Acre

These auctions were conducted by Chuck Sutton& Jared Sutton and their primary associates which included Wayne Bessman, Dean Stoltenberg, Terry Haiar, Tom & Ted Souvignier, Burlage&Peterson Auctioneers, Dan Uthe& Mark Joens of Fischer-Rounds Real Estate in Pierre, SD, as well as Other Cooperating Brokers, Auctioneers and Associates.

If you are considering the sale of your land, contact, Chuck Sutton and let him and his professional associates put their years of experience to work for You!! We really need land to sell, as we have buyers in the market for virtually all types of land.

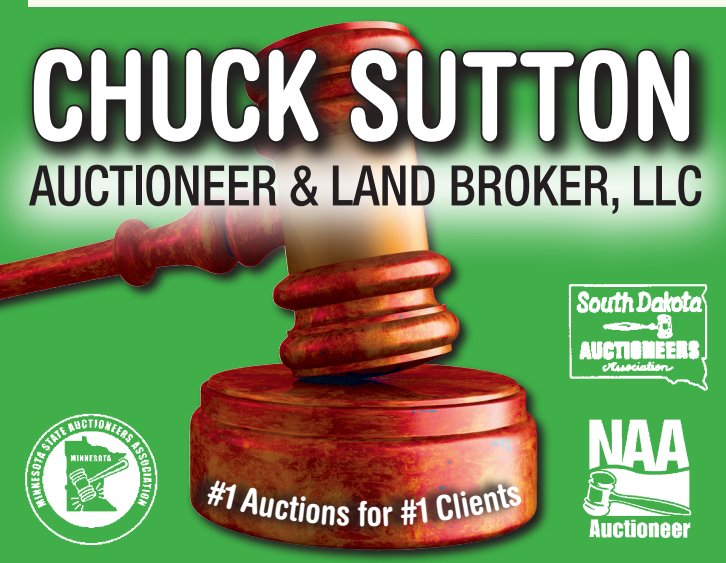
"Successful Auctions Don't Just Happen They're Planned" - The Sale of your property may be a once in a lifetime event, so it is important that you rely on an auctioneer with experience, knowledge, education, marketing & promotional skills, established contacts with numerous qualified prospective buyers and last but not least - a track record of success! Our auction company has been serving the auction needs of clients since 1932 and currently we are licensed RE Brokers in South Dakota, Minnesota, Iowa and Nebraska. Our firm has grown to be recognized as a leader in the auction industry. Furthermore, auctions have become ***the marketing method of choice for farmland,*** being the most tried and true method of marketing with a proven record of results surpassing such methods as sealed bids and negotiated sales, ***with auctions providing the "Ultimate Marketplace" - by maximizing the number of prospective buyers and also allows the seller to set the terms of sale and puts all buyers on an equal playing field, where all parties have a fair and equal opportunity to bid and buy.***

Acre per Acre, Item per Item, Head per Head and Dollar per Dollar, a professionally managed and conducted auction is the most efficient method by which a seller may merchandise and obtain "TOP DOLLAR" for their property.

WHEN PLANNING AN AUCTION, CONTACT CHUCK SUTTON AND LET HIM HELP YOU MAKE PLANS FOR A SUCCESSFUL AUCTION.

"Remember, Successful Auctions Don't Just Happen, They're Planned!!"

Sincere "Thanks" to all of you who have been and are responsible in so many ways for our ongoing success – from all of us at . . .



Chuck Sutton Auctioneer & Land Broker, LLC
1116 N. West Ave, Sioux Falls, SD
ph. 605-336-6315

Kuhle-Sutton Agency, LLC
127 2nd Ave. W.,
Flandreau, SD
ph. 605-997-3777

Pipestone Realty, LLC
120 N. Hiawatha Ave.,
Pipestone, MN
ph. 507-825-3389

SUCCESSFUL AUCTIONS
DON'T JUST HAPPEN THEY'RE PLANNED

Check us out at www.suttonauction.com for upcoming auctions, sale results& notices. Like us on Facebook!