

THE AUCTION METHOD SETS THE MARKET WITH EXCELLENT PRICES ACHIEVED IN 2020!

As we begin a new year in 2021, and we look back at 2020, which might be a year best described as – Challenging! For many, challenging might be an understatement, as none of us has ever experienced such a life changing and eventful year as a result of the COVID 19 Pandemic. As we move forward into 2021, we pray for an end to the Pandemic and for a return hopefully to a period of “Normalcy” in our lives. Most of us have had friends, family, colleagues and acquaintances that have been touched by the pandemic in one way or another, with some experiencing losses of someone close to us and for that, we continue to grieve and pray. 2020 brought many changes in the ways we conduct our business and interact with one another, especially in our “live in person personal property auctions,” as some had to be cancelled or postponed throughout heightened periods of the pandemic. Our land and real estate auctions have continued with little interference, as social distancing is more easily employed for those attending and absentee bidding is readily implemented.

With 2020 being a year to remember, I can't express enough, the empathy that I feel and how much I look forward optimistically to a brighter and healthier future.

For all of us with bonds to agriculture, may we look forward to 2021 with faith and optimism for prosperity in the coming year. May God Bless! Chuck Sutton

When It Comes To Auctions, EXPERIENCE COUNTS! Our Auction Company and Our Experienced Team of Associates, Provides Experience that is Second to None!

Having Longevity Spanning a Period of Over 85 Years in the Auction Industry Since the Founding of Our Company in 1932, Our Company has Delivered Decades of Service and Formulated a Wealth of Experience, a Track Record for Success and Recognition as One of the Pre-eminent & Leading Auction Companies in the Upper Midwest. Once again, in 2020 Chuck Sutton Auctioneer & Land Broker, LLC experienced a high level of success with our land, acreage and other real estate auctions, achieving a 100% success rate for the properties we offered at public auction. Likewise our farm equipment and other personal property auctions also achieved some very noteworthy results, some of which were highlighted as some of the highest in the nation. 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 surged upward throughout 2020. 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 at the end of 2020 and going forward into 2021 are STRONG and that the economic theory of “Supply & Demand” - is Alive and Well!!!

In 2020 most areas in eastern South Dakota, western Minnesota, northwest Iowa and the upper Midwest experienced adequate rainfall and resulting good yields. Furthermore, economic agricultural conditions were further influenced by surging grain prices that occurred throughout the last 5 months of 2020. That increased rise in commodity prices and continued low interest rates seemed to add some rekindled enthusiasm in the land market as the year ended and as we progress into 2021. At the close of 2020 we 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 2021 – 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 significantly, we foresee prospects for continued strength in the land market.

Land sale results in 2020 achieved “Near Record Highs” in many instances, second only to the all-time peak values achieved in the period from 2012 to 2014. In 2020 some of the most noteworthy sales included The Boy Scout +/- 25 Acre Camp Site on Lake Shetek in Murray County, MN that sold for \$1,850,000.00 or approx. \$74,000.00 per acre; a 197.26 acre parcel of land near Sioux Falls, SD that sold for \$25,250.00 per acre and three sales of choice agricultural land in Moody County, SD – with +/- 159 acres selling for \$14,100.00 per acre, +/- 40 acres sold for \$11,850.00 per acre and another +/-162 acres sold for \$13,600.00 per acre. The majority of the farms in eastern South Dakota and Western Minnesota with relatively high or very high percentages tillable sold in the \$8,000.00 to \$11,000.00 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. There were a number of good farms, depending on the locale, with mixed percentages of cropland that sold in the \$5,000.00 to \$8,000.00 range. Cropland located further west in central South Dakota and more marginal eastern South Dakota cropland sold in a range from \$2,500.00 to \$4,500.00 per acre and other non-tillable and pastureland in Eastern SD for the most part sold in a range from \$1,500.00 to \$4,000.00 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 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 continued to rise, 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 well in many cases, 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 IS 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 2021.

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 129,000 acres for the period from 2010 through 2020, thus Our Reputation and Success is Backed by Years of PROVEN RESULTS.

SOLD AT AUCTION IN 2020

79.24 Acres of Unimproved Eden Twp., Pipestone Co., MN Land	\$4,750.00/Acre
73.72 Acres of Unimproved Eden Twp., Pipestone Co., MN Land	\$6,100.00 /Acre
41.18 Acres of Improved & Unimproved Grange Twp., Pipestone Co., MN Land	\$290,000.00
152 Acres of Unimproved Jefferson Twp., Moody Co., SD Land.....	\$7,200.00/Acre
152 Acres of Unimproved Grange Twp., Pipestone Co., MN Land	\$6,500.00/Acre
151.32 Acres of Unimproved Rose Dell Twp., Rock Co., MN Land	\$6,575.00/Acre
102.40 Acres of Unimproved Shelburne Twp., Lyon Co., MN Land	\$6,100.00/Acre
1643.33 Acres of Improved & Unimproved Rosebud Twp., Mellette Co., SD Land.....	\$950.00/Acre
486 Acres of Unimproved Rosebud Twp., Mellette Co., SD Land	\$875.00/Acre
297.85 Acres of Unimproved Mosher Twp., Mellette Co., SD land	\$1,075.00/Acre
541.89 Acres of Unimproved Rosebud Twp., Mellette Co., SD Land	\$910.00/Acre
72.62 Acre Improved Feedlot in Spring Creek Twp., Moody Co., SD.....	\$710,000.00
120 Acres of Unimproved Elkton Twp., Brookings Co., SD Land	\$6,900.00/Acre
5.84 Acre Improved Acreage/Construction Site in Riverview Twp., Moody Co., SD	\$92,000.00
93 Acres of Unimproved Jefferson Twp., Moody Co, SD Land.....	\$8,300.00/Acre
4.8 Acre Improved Acreage in Clare Twp., Moody Co., SD	\$250,000.00
148.66 Acres of Unimproved Summit Twp., Lake Co., SD Land	\$6,850.00/Acre
160 Acres of Unimproved NW Lyman Twp., Lyman Co., SD Land.....	\$2,600.00/Acre
480 Acres of Unimproved Clifton Twp., Sully Co., SD Land	\$3,375.00/Acre
800 Acres of Unimproved Clifton Twp., Sully Co., SD Land	\$4,025.00/Acre
640 Acres of Unimproved Clifton Twp., Sully Co., SD Land	\$3,850.00/Acre
480 Acres of Unimproved Clifton Twp., Sully Co., SD Land	\$2,900.00/Acre
320 Acres of Unimproved Clifton Twp., Sully Co., SD Land	\$1,650.00/Acre
637.94 Acres of Unimproved Clifton Twp., Sully Co., SD Land	\$1,300.00/Acre
145.68 Acres of Unimproved Grand Meadow Twp., Minnehaha Co., SD Land.....	\$7,525.00/Acre
160 Acres of Improved Rock Twp., Pipestone Co., MN Land.....	\$5,500.00/Acre
43.56 Acres of Improved Split Rock Twp., Minnehaha Co., SD Land	\$470,000.00
147.65 Acres of Unimproved Springwater Twp., Rock Co., MN Land	\$7,600.00/Acre
167.38 Acres of Unimproved Spring Creek Twp., Moody Co., SD Land	\$8,500.00/Acre
113.19 Acres of Unimproved Spring Creek Twp., Moody Co., SD Land.....	\$7,900.00/Acre

157.77 Acres of Unimproved Plummer Twp., Brule Co., SD Land	\$2,450.00/Acre
247 Acres of Unimproved Lyon Twp., Brule Co., SD Land	\$2,525.00/Acre
80 Acres of Unimproved Lyon Twp., Brule Co., SD Land	\$3,000.00/Acre
120 Acres of Unimproved Whitewood Twp. South, Kingsbury Co., SD Land.....	\$5,400.00/Acre
78.8 Acres of Unimproved Baker Twp., Davison Co., SD Land.....	\$5,800.00/Acre
159.08 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	\$14,100.00/Acre
40 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	\$11,850.00/Acre
25.4 Acres of Improved Murray Co., MN Land – Lake Shetek BS Camp.....	\$1,850,000.00
160 Acres of Unimproved Spring Creek Twp., Moody Co., SD Land	\$9,800.00/Acre
120 Acres of Unimproved Grand Meadow Twp., Minnehaha Co., SD Land.....	\$9,550.00/Acre
255.39 Acres of Unimproved Castalia Twp., Charles Mix Co., SD Land	\$4,300.00/Acre
352.08 Acres of Unimproved Platte Twp., Charles Mix Co., SD Land	\$3,550.00/Acre
63.05 Acres of Unimproved Humboldt Twp., Minnehaha Co., SD Land.....	\$8,300.00/Acre
267.16 Acres of Unimproved Buffalo Twp., Minnehaha Co., SD Land	\$9,250.00/Acre
121.84 Acres of Unimproved Blinsson Twp., Moody Co., SD Land	\$5,600.00/Acre
153.99 Acres of Unimproved Brule Twp., Union Co., SD Land	\$7,275.00/Acre
40 Acres of Unimproved Edison Twp., Minnehaha Co., SD Land	\$9,000.00/Acre
85.93 Acres of Unimproved Grovena Twp., Moody Co., SD Wooded Land	\$3,550.00/Acre
80.70 Acres of Unimproved Spring Creek Twp., Moody Co., SD Land	\$9,500.00/Acre
81.73 Acres of Unimproved Union Twp., Moody Co., SD Land.....	\$10,300.00/Acre
141 Acres of Unimproved Buffalo Twp., Minnehaha Co., SD Land	\$7,000.00/Acre
81.02 Acres of Improved Spirit Mound Twp., Clay Co., SD Land	\$7,250.00/Acre
162.09 Acres of Blinsson Twp., Moody Co., SD Land	\$13,600.00/Acre
140.94 Acres of Unimproved Elmer Twp., Pipestone Co., MN Land	\$10,000.00/Acre
78.2 Acres of Unimproved Elmer Twp., Pipestone Co., MN Land	\$8,100.00/Acre
155.33 Acres of Unimproved Eden Twp., Pipestone Co., MN Land	\$6,800.00/Acre
89.79 Acres of Unimproved Elmer Twp., Pipestone Co., MN Land	\$7,600.00/Acre
611.76 Acres of Unimproved Elkton Twp. & Verdi Twp., Brookings Co., SD Land	\$9,350.00/Acre
160 Acres of Unimproved Elkton Twp., Brookings Co., SD Land	\$7,500.00/Acre
197.34 Acres of Aggregate, etc. Unimproved Wayne Twp., Minnehaha Co., SD Land....	\$25,250.00/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 Utte & Mark Joens of Fischer-Rounds Real Estate in Pierre, SD, as well as Other Cooperating Brokers, Auctioneers and Associates.

In addition, we sold over 2,500 acres via private treaty in 2020. 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. Also, if you need assistance with Farm Management Services, we manage several thousands of acres of agricultural land in eastern South Dakota and Western Minnesota.

“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

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!



#1 Auctions for #1 Clients

