

# THE AUCTION METHOD SETS THE MARKET WITH RECORD RESULTS & TERRIFIC PRICES ACHIEVED IN 2022! PHENOMINAL, UNBELIEVEBLE, AMAZING, OFF THE CHARTS & RECORD SETTING – ARE ALL WAYS TO DESCRIBE THE 2022 LAND MARKET!

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

2023 marks a monumental milestone as we embark on our 91st year and the 4th generation of our firm being engaged in Auction, Real Estate & Farm Management Services, since being founded in 1932 in our hometown of Flandreau, SD – still operating as Kuhle-Sutton Agency, LLC and growing to Chuck Sutton Auctioneer & Land Broker, LLC in Sioux Falls, SD and Pipestone Realty, LLC in Pipestone, MN.

- Having Longevity Spanning a Period of 90 Years in the Auction Industry, 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 2022 Chuck Sutton Auctioneer & Land Broker, LLC experienced a high level of success with our land, acreage and other real estate auctions, achieving remarkable results, selling over 11,000 acres at auction and privately. Additionally, our farm equipment and other personal property auctions also achieved some very noteworthy results, some of which were highlighted as some of the highest sales 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 remained very strong throughout 2022, achieving record or near record prices in many cases. 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. At the close of 2022 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. Even throughout periods of increasing interest rates in 2022, the land market continued to defy gravity and performed at record levels. 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 2023 – Going forward, paramount factors including supply and demand, interest rates, other economic trends and influences, commodity prices for grain and livestock, crop production, farm operating expenses and other extenuating factors will influence land values in 2023. In our opinion the near-term outlook is for land values to remain strong as we begin 2023.**

Land sale results in 2022 achieved "Record & Near Record Highs" in many instances, rivaling previous all-time peak values. In 2022 we recorded 9 sales over \$15,000.00 per acre – the high being +/-80.5 acres in Lincoln County, SD with future development potential at \$43,000.00, other noteworthy sales included a 51 acre parcel in Lincoln Co., SD near Worthing at \$17,400.00, 157 acres in Rock Co., MN at \$15,800.00/Ac., 160 acres in Pipestone Co., MN at \$15,500.00/Ac., 70 acres in Wall Lake Twp. in M'haha Co. at \$15,600.00/Ac. and 134 acres in Benton Twp. in M'haha Co. northwest of Crooks, SD at \$15,150.00/Ac., 31 parcels sold in a range from \$10,000.00 to \$14,999.00 per acre, 26 sales fell in a range from \$7,500.00 to \$9,999.00 per acre, 9 fell in a range from \$5,000.00 to \$7,499.00 per acre and the remainder including some more marginal cropland and grassland sold below \$5,000.00 per acre \*\*NOTE – All of our Land Sales Results for 2022 and Prior Years at available for review on our website at [www.suttonauction.com](http://www.suttonauction.com). One recent article sourced from the USDA National Agricultural Statistics Service cited that from 2021 and into 2022 land values increased in SD by 18.7%, MN was up 17.4%, Iowa was up 21.4% and NE was up 21%, that said it is our opinion these types of increases are not sustainable.

In summary, **IT IS A GREAT TIME TO SELL!** - As the Demand for High Quality Land & Pasture Outpaces Supply. As we begin 2023, 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 2023.**

*Chuck Sutton*

**Considering the sale of your land? If so, contact Chuck Sutton and Jared Sutton and let them put their years of experience to work for YOU! At the close of 2022 we are proud of the fact that our firm has been a true and tried leader in the land market, having sold over 10,400 acres at auction in 2022 and for the period from 2012 through 2022 we have sold over 131,000 acres, thus Our Reputation and Success is Backed by Years of PROVEN RESULTS.**

## AUCTION METHOD SETS THE MARKET WITH EXCELLENT PRICES ACHIEVED IN 2022!

### SOLD AT AUCTION IN 2022

80 Acres of Unimproved Union Twp., Moody Co., SD Land.....	\$11,900.00/Acre	2 Acre Improved Acreage in Lynn Twp., Lincoln Co., SD .....	\$183,000.00
157.01 Acres of Unimproved Scotland Twp., Bon Homme Co., SD Cropland & Pasture...	\$6,700.00/Acre	223.03 Acres of Unimproved Whitewood Twp. S, Kingsbury Co., SD Land.....	\$8,200.00/Acre
80.45 Acres of Unimproved Delaware Twp., Lincoln Co., SD Land .....	\$13,500.00/Acre	78.89 Acres of Unimproved Bellview Twp., Miner Co., SD Land.....	\$8,200.00/Acre
161.39 Acres of Unimproved Colman Twp., Moody Co., SD Land.....	\$11,650.00/Acre	189.71 Acres of Unimproved Spring Lake Twp., S, Kingsbury Co., SD Land .....	\$9,000.00/Acre
155.95 Acres of Unimproved Colman Twp., Moody Co., SD Land.....	\$11,650.00/Acre	1 Acre Improved Acreage in Benton Twp., Minnehaha Co., SD .....	\$242,500.00
79.69 Acres of Improved & Unimproved Spring Valley Twp., McCook Co., SD Land.....	\$13,000.00/Acre	148.87 Acres of Unimproved Grafton Twp., Miner Co., SD Land.....	\$8,350.00/Acre
185.78 Acres of Unimproved Medary Twp., Brookings Co., SD Land.....	\$7,200.00/Acre	160 Acres of Unimproved Grafton Twp., Miner Co., SD Land.....	\$8,800.00/Acre
206 Acres of Unimproved Springwater Twp., Rock Co., MN Land.....	\$12,600.00/Acre	160 Acres of Unimproved Miner Twp., Miner Co., SD Grassland.....	\$4,600.00/Acre
40.65 Acres of Unimproved Springwater Twp., Rock Co., MN Land.....	\$16,570.00/Acre	148.56 Acres of Unimproved Mentor Twp., Hughes Co., SD Land .....	\$5,100.00/Acre
15.89 Acres of Unimproved Springwater Twp., Rock Co., MN Land.....	\$15,505.00/Acre	320 Acres of Unimproved Mentor Twp., Hughes Co., SD Land .....	\$5,500.00/Acre
160 Acres of Unimproved Canistota Twp., McCook Co., SD Land.....	\$10,800.00/Acre	70.51 Acres of Unimproved Fountain Prairie Twp., Pipestone Co., MN Land.....	\$12,225.00/Acre
146.13 Acres of Unimproved Susquehanna Twp., Hutchinson Co., SD Land.....	\$9,600.00/Acre	68.07 Acres of Unimproved Aetna Twp., Pipestone Co., MN Land.....	\$8,850.00/Acre
155.69 Acres of Unimproved Susquehanna Twp. Hutchinson Co., SD Land.....	\$9,500.00/Acre	76.81 Acres of Unimproved Aetna Twp., Pipestone Co., MN Land.....	\$8,550.00/Acre
81.06 Acres of Unimproved Starr Twp., Hutchinson Co., SD Land.....	\$9,800.00/Acre	74.57 Acres of Unimproved Taopi Twp., Minnehaha Co., SD Land.....	\$14,000.00/Acre
80.37 Acres of Unimproved Starr Twp., Hutchinson Co., SD Land.....	\$11,000.00/Acre	129.58 Acres of Unimproved Taopi Twp., Minnehaha Co., SD Land.....	\$9,000.00/Acre
73.93 Acres of Unimproved Starr Twp., Hutchinson Co., SD Land.....	\$10,600.00/Acre	70 Acres of Unimproved Wall Lake Twp., Minnehaha Co., SD Land.....	\$15,600.00/Acre
197.27 Acres of Unimproved Washington Twp., Douglas Co., SD Land.....	\$11,600.00/Acre	160.78 Acres of Unimproved Sweet Twp., Pipestone Co., MN Land.....	\$15,500.00/Acre
157.17 Acres of Unimproved Lincoln Twp., Douglas Co., SD Land.....	\$8,500.00/Acre	162.11 Acres of Unimproved Sweet Twp., Pipestone Co., MN Land.....	\$12,000.00/Acre
51.04 Acres of Unimproved Lynn Twp., Lincoln Co., SD Land.....	\$17,400.00/Acre	144.59 Acres of Unimproved Riverview Twp., Moody Co., SD Land.....	\$12,750.00/Acre
159 Acres of Unimproved Petersburg Twp., McPherson Co., SD Land.....	\$6,100.00/Acre	56.94 Acres of Unimproved Perry Twp., Lincoln Co., SD Land.....	\$11,700.00/Acre
80 Acres of Unimproved Petersburg Twp., McPherson Co., SD Land.....	\$3,700.00/Acre	148.95 Acres of Unimproved Elmer Twp., Pipestone Co. MN Land.....	\$10,750.00/Acre
159 Acres of Unimproved Rosenthal Twp., McPherson Co., SD Land.....	\$3,800.00/Acre	121.10 Acres of Unimproved Elmer Twp., Pipestone Co., MN Land.....	\$9,500.00/Acre
160 Acres of Unimproved Rosenthal Twp., McPherson Co., SD Land.....	\$2,700.00/Acre	70.78 Acres of Unimproved Grant Twp., Lincoln Co., SD Land.....	\$10,750.00/Acre
154.45 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land.....	\$9,000.00/Acre	158.88 Acres of Improved Sun Prairie Twp., McCook Co., SD Land.....	\$8,800.00/Acre
160 Acres of Unimproved Montrose Twp., McCook Co., SD Land.....	\$11,900.00/Acre	82.08 Acres of Unimproved Bellevue Twp., Miner Co., SD Land.....	\$9,500.00/Acre
155.88 Acres of Unimproved Wentworth Twp., Lake Co., SD Land.....	\$9,450.00/Acre	3.14 Acre Improved Acreage in Bangor Twp., Brookings Co., SD.....	\$200,000.00
80.46 Acres of Unimproved Wentworth Twp., Lake Co., SD Land.....	\$12,000.00/Acre	220.40 Acres of Unimproved Luverne Twp., Rock Co., MN Land.....	\$6,000.00/Acre
153.04 Acres of Unimproved Concord Twp., Lake Co., SD Land.....	\$8,800.00/Acre	63.98 Acres of Unimproved Wall Lake Twp., Minnehaha Co., SD Land.....	\$8,550.00/Acre
81.58 Acres of Unimproved Concord Twp., Lake Co., SD Land.....	\$11,300.00/Acre	157.68 Acres of Unimproved Mound Twp., Rock Co., MN Land.....	\$15,800.00/Acre
80.81 Acres of Unimproved Concord Twp., Lake Co., SD Land.....	\$11,300.00/Acre	42.53 Acres of Unimproved Palisade Twp., Minnehaha Co., SD Land.....	\$13,500.00/Acre
154.15 Acres of Unimproved Wayne Twp., Lake Co., SD Land.....	\$10,075.00/Acre	320 Acres of Unimproved Beulah Twp., Hanson Co., SD Land.....	\$6,875.00/Acre
147.60 Acres of Unimproved Plankinton Twp., Aurora Co., SD Land.....	\$5,000.00/Acre	160 Acres of Unimproved Brantford Twp., Hamlin Co., SD Land.....	\$7,500.00/Acre
3.45 Acre Improved Acreage in Lynn Twp., Lincoln Co., SD Land.....	\$280,000.00	166.93 Acres of Unimproved Canova Twp., Miner Co., SD Land.....	\$6,500.00/Acre
76.03 Acres of Unimproved Lynn Twp., Lincoln Co., SD Land.....	\$15,250.00/Acre	133.45 Acres of Unimproved Benton Twp., Pipestone Co., SD Land.....	\$15,150.00/Acre
40.01 Acres of Unimproved Lynn Twp., Lincoln Co., SD Land.....	\$10,100.00/Acre	130.18 Acres of Unimproved DeSmet Twp., Kingsbury Co., SD Land.....	\$9,950.00/Acre
151 Acres of Unimproved Riverview Twp., Moody Co., SD Land.....	\$12,900.00/Acre	114.9 Acres of Unimproved DeSmet Twp., Kingsbury Co., SD Pasture & Slough.....	\$1,750.00/Acre
141.95 Acres of Unimproved Delapre Twp., Lincoln Co., SD Land.....	\$10,300.00/Acre	61.83 Acres of Unimproved DeSmet Twp., Kingsbury Co., SD Land.....	\$9,500.00/Acre
160 Acres of Unimproved Clare Twp., Moody Co., SD Land.....	\$14,500.00/Acre	252.28 Acres of Unimproved Wayne Twp., Hanson Co., SD Pastureland.....	\$4,600.00/Acre
74.12 Acres of Unimproved Blinson Twp., Moody Co., SD Land.....	\$11,500.00/Acre	233.44 Acres of Unimproved Star Twp., Clay Co., SD Land.....	\$7,950.00/Acre
11.80 Acre Improved Acreage in Lake Sinai Twp., Brookings Co., SD.....	\$290,000.00	80.58 Acres of Unimproved Springdale Twp., Lincoln Co., SD Land.....	\$43,000.00/Acre
10 Acre Improved Boar Stud Facility in Elmer Twp., Pipestone Co., MN.....	\$310,000.00	151.23 Acres of Unimproved Gray Twp., Pipestone Co., MN Land.....	\$8,200.00/Acre
160 Acres of Unimproved Esmond East Twp., Kingsbury Co., SD Land.....	\$8,300.00/Acre	76.53 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land.....	\$13,250.00/Acre
80 Acres of Parker Twp., Turner Co., SD Land.....	\$13,650.00/Acre	79.50 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land.....	\$13,900.00/Acre
6 Acre Rural Building Site in Colman Twp., Moody Co., SD.....	\$135,500.00		

These auctions were conducted by Chuck Sutton & Jared Sutton and their primary associates, as well as other cooperating auctioneers & RE brokers.

If you are considering the sale of your land, contact, Chuck Sutton and Jared Sutton and let them and their 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 serves the auction needs of clients 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 AND HIS ASSOCIATES 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



#1 Auctions for #1 Clients

**SUCCESSFUL AUCTIONS**  
DON'T JUST HAPPEN THEY'RE PLANNED

Check us out at [www.suttonauction.com](http://www.suttonauction.com) for upcoming auctions, sale results & notices.  
Like us on Facebook!