

THE AUCTION METHOD SETS THE MARKET WITH RECORD RESULTS & TERRIFIC PRICES ACHIEVED IN 2023!

THE LAND MARKET CONTINUES TO “DEFY GRAVITY” IN 2023! Once again in 2023 Sutton Auctioneers & Land Brokers, LLC Continued to be a Leader in the Auction Profession Evidenced by another year of REMARKABLE RESULTS!

When It Comes to Auctions, EXPERIENCE COUNTS! Sutton Auctioneers & Land Brokers, LLC and Our Experienced Team of Associates, Provides EXPERIENCE and RESULTS that are Second to None!

2024 marks a monumental milestone as we embark on our 92nd year and the 4th generation of our firm being engaged in providing professional Auction, Real Estate & Farm Management Services, since being founded in 1932 and continuing to operate in three office locations, as Kuhle-Sutton Agency, LLC in Flandreau, SD, Sutton Auctioneers & Land Brokers, 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 2023 Chuck Sutton and Jared Sutton of Sutton Auctioneers & Land Brokers, LLC experienced a high level of success with our land, acreage and other real estate auctions, achieving remarkable results, selling approximately 12,500 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 farm equipment sales results 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 2023, achieving record or near record prices in some instances. 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. At the close of 2023 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 2023, the land market continued to defy gravity and performed at near record and in some cases 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 2024 – 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 2024. In our opinion, in the near term we are guardedly optimistic that land values will continue to remain strong as we begin 2024.

Land sale results in 2023 achieved some “Record & Near Record Highs” in many instances, rivaling values achieved in 2022. Especially noteworthy sales included - 74 acres in Rock Co., MN at \$17,700.00/Ac., 135 acres in Pipestone Co., MN at \$13,300.00/Ac., 75 acres in Lake Co., SD at \$11,700.00/Ac., 2 – Miner Co., SD sales with 157 acres at \$12,600.00/Ac. & 81 acres at \$13,300.00/Ac., 159 Acres in Brookings Co., SD at \$14,000.00/Ac., 39 acres in M'haha. Co., SD @ \$21,500.00/Ac., 2 in Lake Co., SD with 241 acres at \$12,750.00/Ac. & 72 acres at \$13,700.00/Ac., 148 acres in Lincoln Co., SD at \$13,000.00/Ac., 160 Acres in Davison Co., SD at \$11,000.00/Ac., 109 Acres in Lincoln Co., SD at \$14,500.00/Ac., 68 Acres in M'haha. Co., SD at \$15,100.00/Ac., 160 Acres in Moody Co., SD at \$16,000.00/Ac., 80 Acres in Lake Co., SD at \$11,400.00/Ac., 254 Acres in Pipestone Co., MN at 10,750.00/Ac., 121 Acres in Lincoln Co., SD at \$14,450.00/Ac., 105 Acres in Moody Co., SD at \$12,100.00/Ac., 160 Acres in Rock Co., MN at \$18,500.00/Ac., 116 acres in Nobles Co., MN at \$15,900.00/Ac., 50 Acres in Union Co., SD at \$11,500.00/Ac., 3 in Rock Co. MN w/87 Acres at \$10,500.00/Ac., 81 Acres at \$13,300.00/Ac. & 60 Acres at \$15,700.00/Ac.; 36 Acres in M'haha. Co. at \$17,500.00/Ac. and 2 in M'haha Co., SD w/73 Acres at \$15,800.00/Ac and 74 Acres at \$16,100.00/Ac.

In summary, IT IS A GREAT TIME TO SELL! - As the Demand for High Quality Land & Pasture Outpaces Supply. As we begin 2024, 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 land 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, farm equipment and other 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 2024.

Chuck Sutton & Jared Sutton

The Sale of Your Property may be a Once in a Lifetime Event, so it is important to rely on the Team of Sutton Auctioneers & Land Brokers, LLC, comprised of a team of auction and real estate professionals with the Experience, Knowledge, Education, Marketing & Promotional Skills and Last but Not Least – An Unparalleled Track Record of Success! The auction method of marketing has become “METHOD OF CHOICE” providing the “ULTIMATE MARKETPLACE” – by maximizing the number of prospective buyers, while also allowing sellers to dictate the terms of sale - by having the ability to set the date, place, time and terms of sale; while placing all buyers on a fair and equal playing field, where all parties have a fair and equal opportunity to bid and buy!

These auctions were conducted by Chuck Sutton & Jared Sutton, along with their primary associates, as well as other cooperating auctioneers & real estate brokers.

SOLD AT AUCTION IN 2023

74.42 Acres of Unimproved Springwater Twp., Rock Co., MN Land	\$17,700.00/Acre
134.94 Acres of Unimproved Eden Twp., Pipestone Co., MN Land	\$13,000.00/Acre
74.8 Acres of Unimproved Franklin Twp., Lake Co., SD Land	\$11,700.00/Acre
135.82 Acres of Unimproved Emery Twp., McCook Co., SD Land	\$5,400.00/Acre
80 Acres of Unimproved Drammen Twp., Lincoln Co., MN Land	\$9,500.00/Acre
59.55 Acres of Unimproved Shaokatan Twp., Lincoln Co., MN Land	\$9,300.00/Acre
80 Acres of Unimproved Shaokatan Twp., Lincoln Co., MN Land	\$4,900.00/Acre
80 Acres of Unimproved Shaokatan Twp., Lincoln Co., MN Land	\$3,850.00/Acre
99.24 Acres of Unimproved Wayne Twp., Hanson Co., SD Land	\$5,800.00/Acre
156.78 Acres of Unimproved Beaver Twp., Miner Co., SD Land	\$12,600.00/Acre
80.74 Acres of Unimproved Beaver Twp., Miner Co., SD Land	\$13,300.00/Acre
159.5 Acres of Unimproved Medary Twp., Brookings Co., SD Land	\$14,000.00/Acre
600.12 Acres of Unimproved Carthage & Redstone Twps., Miner Co., SD Land	\$5,500.00/Acre
161.37 Acres of Unimproved Riverview Twp., Moody Co., SD Land	\$9,200.00/Acre
38.78 Acres of Unimproved Edison Twp., Minnehaha Co., SD Land	\$21,500.00/Acre
36.19 Acres of Unimproved Lyons Twp., Minnehaha Co., SD Land	\$11,750.00/Acre
160 Acres of Unimproved Oak Lake Twp., Brookings Co., SD Land	\$6,350.00/Acre
5.17 Acre Improved Acreage in Union Twp., Moody Co., SD	\$310,500.00
241.73 Acres of Unimproved Lakeview Twp., Lake Co., SD Land	\$12,750.00/Acre
71.87 Acres of Unimproved Lakeview Twp., Lake Co., SD Land	\$13,700.00/Acre
147.83 Acres of Unimproved Lynn Twp., Lincoln Co., SD Land	\$13,000.00/Acre
2.43 Acre Improved Acreage in LaValley Twp., Lincoln Co., SD	\$560,000.00
2.44 Acre Improved Acreage in LaValley Twp., Lincoln Co., SD	\$315,000.00
236.55 Acres of Unimproved Oneida Twp., Sanborn Co., SD Grassland	\$2,025.00/Acre
437.98 Acres of Improved & Unimproved Altamont Twp., Deuel Co., SD Land	\$4,300.00/Acre
5.37 Acre Improved Acreage in Rutland Twp., Lake Co., SD	\$140,000.00
18.54 Acre Improved Acreage in Lyons Twp., Minnehaha Co., SD	\$535,000.00
7.90 Acre Improved Acreage in Dell Rapids Twp., Minnehaha Co., SD	\$625,000.00
151.67 Acres of Unimproved Perry Twp., Lincoln Co., SD Land	\$11,500.00/Acre
5.56 Acre Improved Acreage in Dell Rapids Twp., Minnehaha Co., SD	\$340,000.00
119.01 Acres of Unimproved Sharon Twp., Hutchinson Co. SD Land	\$8,350.00/Acre
158.7 Acres of Unimproved Sharon Twp., Hutchinson Co. SD Land	\$8,350.00/Acre
480.37 Acres of Unimproved West Hughes Twp., Hughes Co., SD Land	\$2,850.00/Acre
1115.2 Acres of Unimproved West Hughes Twp., Hughes Co., SD Land	\$815.00/Acre
43.14 Acre Improved Acreage in Havana Twp., Deuel Co., SD Land	\$470,000.00
127.04 Acres of Unimproved Verdi Twp., Lincoln Co., MN Land	\$9,300.00/Acre
159.87 Acres of Improved & Unimproved Enterprise Twp., Moody Co., SD Land	\$11,650.00/Acre
151.58 Acres of Unimproved Chester Twp., Lake Co., SD Land	\$11,400.00/Acre
77.95 Acres of Improved & Unimproved Herman Twp., Lake Co., SD Land	\$6,900.00/Acre
239.87 Acres of Unimproved Grange Twp., Pipestone Co., MN Land	\$7,900.00/Acre
160 Acres of Unimproved Mt. Vernon Twp., Davison Co. SD Land	\$11,000.00/Acre
150.02 Acres of Unimproved Mt. Vernon Twp., Davison Co., SD Land	\$8,600.00/Acre
260.70 Acres of Unimproved Union & Ward Twp., Moody Co., SD Land	\$10,000.00/Acre
108.91 Acres of Unimproved Dayton Twp., Lincoln Co., SD Land	\$14,500.00/Acre
456.93 Acres of Unimproved West Potter Twp., Potter Co., SD Land	\$7,200.00/Acre
12.22 Acres of Improved Taopi Twp., Minnehaha Co., SD Land	\$460,000.00
67.66 Acres of Unimproved Taopi Twp., Minnehaha Co., SD Land	\$15,100.00/Acre
116.5 Acres of Unimproved Taopi Twp., Minnehaha Co., SD Land	\$11,250.00/Acre
25.01 Acres of Unimproved Taopi Twp., Minnehaha Co., SD Land	\$11,250.00/Acre
510.79 Acres of Crow Twp., Jerauld Co., SD Land	\$4,075.00/Acre
238.96 Acres of Spring Lake Twp., Hand Co., SD Land	\$5,100.00/Acre
160 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	\$16,000.00/Acre
80 Acres of Unimproved Wayne Twp., Lake Co., SD Land	\$11,400.00/Acre
254.17 Acres of Unimproved Eden Twp., Pipestone Co., MN Land	\$10,750.00/Acre
309.73 Acres of Unimproved Hauge Twp., Clark Co., SD Land	\$3,550.00/Acre
120.89 Acres of Unimproved Brooklyn Twp., Lincoln Co., SD Land	\$14,450.00/Acre
797 Acres of Unimproved Iona Twp., Faulk Co., SD Land	\$4,000.00/Acre
318 Acres of Improved & Unimproved Iona Twp., Faulk Co., SD Land	\$3,800.00/Acre
104.75 Acres of Unimproved Fremont Twp., Moody Co., SD Land	\$12,100.00/Acre
47.75 Acres of Unimproved Fremont Twp., Moody Co., SD Land	\$4,800.00/Acre
155.34 Acres of Unimproved Fremont Twp., Moody Co., SD	\$6,400.00/Acre
9.83 Acre Improved Acreage in Alliance Twp., Moody Co., SD	\$402,000.00
15.26 Acres of Unimproved Lots, Pasture & Hayland in Mitchell Twp., Davison Co., SD	\$80,000.00
160 Acres of Unimproved Rock Co., MN Land	\$18,500.00/Acre
116.61 Acres of Unimproved Nobles Co., MN Land	\$15,900.00/Acre
49.79 Acres of Improved Jefferson Twp., Union Co., SD Land	\$11,500.00/Acre
87.21 Acres of Unimproved Beaver Creek Twp., Rock Co., MN Land	\$10,500.00/Acre
80.53 Acres of Unimproved Beaver Creek Twp., Rock Co., MN Land	\$13,300.00/Acre
60 Acres of Unimproved Rose Dell Twp., Rock Co., MN Land	\$15,700.00/Acre
35.81 Acres of Unimproved Brandon Twp., Minnehaha Co., SD Land	\$17,500.00/Acre
80 Acres of Unimproved Lismore Twp., Nobles Co., MN Land	\$11,700.00/Acre
36.4 Acres of Unimproved Red Rock Twp., Minnehaha Co., SD Land	\$13,500.00/Acre
326.67 Acres of Unimproved Beaver Creek Twp., Rock Co., MN Land	\$10,500.00/Acre
110.57 Acres of Unimproved Whitewood S. Twp., Kingsbury Co., SD Land	\$8,500.00/Acre
72.76 Acres of Unimproved Red Rock Twp., Minnehaha Co., SD Land	\$15,800.00/Acre
74.15 Acres of Unimproved Red Rock Twp., Minnehaha Co., SD Land	\$16,100.00/Acre

Acre per Acre, Item per Item, Head per Head & Dollar per Dollar, a Professionally Managed and Conducted Auction in the Most Efficient Method by which a Seller may Merchandise and Obtain the “TOP DOLLAR” for their Property!

WHEN PLANNING AN AUCTION OF YOUR LAND, OTHER REAL ESTATE, FARM EQUIPMENT OR OTHER VALUABLE ASSETS OR FARM MANAGEMENT SERVICES - CONTACT SUTTON AUCTIONEERS & LAND BROKERS AND LET THEM AND THEIR TEAM

PUT THEIR YEARS OF EXPERIENCE TO WORK FOR YOU!

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SUCCESSFUL AUCTIONS
DON'T JUST HAPPEN THEY'RE PLANNED

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