

THE AUCTION METHOD SETS THE MARKET WITH EXCELLENT PRICES ACHIEVED IN 2017!

Once again, in 2017 Chuck Sutton Auctioneer & Land Broker, LLC experienced a high level of success and our auction results exemplify that fact. This kind of success isn't an accident, 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!"

In 2017 Chuck Sutton Auctioneer & Land Broker, LLC, once again remained a proven leader in agricultural land & acreage auctions, as well as auctions of farm equipment, personal property and a wide variety of auctions of all types. Our sales volume in 2017 resulted in another successful year in the auction and real estate profession with a high volume of land sold, with our consistency and performance continuing as it has throughout the 80+ year history and three generations of continuous service in the real estate and auction professions provided by our firm since it was originally founded in Flandreau, SD in 1932. Annually, Chuck Sutton and his associates strive to provide unparalleled experience to service their clientele.

Chuck Sutton has long been recognized as a leader in the auction profession, not only by his clientele, but also he has been bestowed with the prestigious honor of induction into both the South Dakota and Minnesota Auctioneers Association Halls of Fame. Furthermore, Jared Sutton - the newest member of our auction team became the Champion of the SD Auctioneers Association Bid Calling Championship - Congratulations Jared! Our firms successes in the auction and real estate professions, is not without the support of family, auction associates and staff. A Huge Thank You to the countless individual sellers that have placed confidence, faith and trust in our auction abilities and have allowed us to merchandise and market their land, real estate and other valued assets and possessions. Also, thank you to a wonderful clientele of business professionals and others that continue to refer sellers and buyers to us, and last but not least to our loyal following - the buyers and bidders that are frequent attendees at our auctions and the many friends we have accumulated throughout our auction and real estate career. **Chuck's philosophy and one being instilled in Jared is - That to be successful in business, but also in life, it is essential to practice the principles of honesty, integrity and empathy and the belief - that "A Good Reputation is Your Stock in Trade."**

Questions continue to be presented to us about the strength of the land market. It is our observation that subsequent to the escalation and "Bubble in Values" experienced throughout portions of 2012 & 2013 and the subsequent settling back in values from those historic highs, that land values have stabilized for the most part. It is our observation that realistically - Land Values Continue to Defy Gravity! Even with lackluster prices for soybeans and even more so for corn, as well as other commodities - the land market remains rather buoyant. A big part of the equation as to why land values remain strong is that there is an existing unbalancedness in the market as in many areas there is an inadequate supply of land available for purchase, hence demand outpaces supply. It is our belief that farmland values, especially high quality cropland in 2017 and going forward into 2018 are strong and that the economic theory of "Supply & Demand" - is Alive and Well!!

In 2017 the brightest spot for many producers was the terrific crops, as many operators experienced record corn, soybeans and other crop production - especially in east central and SE SD, SW MN & NW IA. Although, some areas were struck with drought and other volatile weather conditions and some suffered inadequate production, relying heavily on crop insurance and other support mechanisms to meet obligations and deal with production woes. Hopefully, in 2018 all areas will achieve excellent yields and we will see a rally in grain prices and continued improvement in the cattle and other livestock markets. We have witnessed some slight increases in interest rates, although it appears that in 2018 interest rates will continue to remain at favorable levels, as together these factors of - Production, Price, Interest Rates, Global Economic Influences, the Value of the US Dollar as compared to Other Currencies, and other extenuating Influences that are beyond our control, may affect future land market conditions and will be key influences in order for the land market to remain firm and sustainable. In agriculture we all seem to face each coming year with a sense of optimism, a positive outlook for sufficient to abundant production and a hope that we might find a climate for higher commodity prices and with that said, we believe there are prospects for continued strength in the land market in 2018.

Our land sales in 2017 included some noteworthy sale results near and around Sioux Falls including 75 acres @ \$9,600.00/Ac., 38 acres with no housing eligibility @ \$10,250.00/Ac., others in Lincoln Co., SD - 160 acres @ \$8,550.00, 253 acres @ \$8,600.00/Ac. and 40 acres near Norway Center @ \$10,800.00/Ac.; Minnehaha County, SD sales - 90 acres @ \$9,500.00/Ac., 78 Acres @ \$8,100.00/Ac., 155 Acres @ \$7,250.00/Ac. & 151 Acres @ \$10,300.00/Ac., 82 acres @ \$9,500.00/Ac. and a 129 acres of pasture and recreational land @ \$6,450.00/Ac., plus several others; Land in Moody County ranging from \$3,800.00 for a 132 acre pasture/hayland parcel to high quality cropland parcels with 153.5 acres @ \$10,700.00/Ac., 249 acres @ \$9,250.00/Ac., 152 acres @ \$8,875.00/Ac. additionally numerous other Moody County farms with varying degrees of tillable and nontillable land sold very well as well as many farms sold in Pipestone County, MN with parcels @ \$7,550.00/Ac., \$5,225.00/Ac.; \$7,300.00/Ac., \$7,425.00/Ac., \$6,650.00/Ac., \$7,425.00/Ac. and several more sold with mixtures of cropland and pasture. Additionally we sold numerous other parcels of land and acreages throughout a large sector of Eastern SD as well as farms and acreages in various Counties of SW Minnesota. We invite you to visit our website at www.suttonauction.com to see all of our 2017 land and acreage auction results, along with an archive of land auction results for many previous years.

In 2017 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 3% 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.

At the close of 2017 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 2018 - 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, 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 2018 to remain constant and pretty status quo.**

In summary, it's still a GREAT TIME TO SELL! - As the Demand for High Quality Land & Pasture Outpaces Supply. As we begin 2018, it appears that the mind-set 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 working with you in 2018.

Chuck Sutton

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.**

Considering the sale of your land? If so, contact Chuck Sutton and let him put his years of experience to work for YOU! Our Reputation and Success is Backed by Years of RESULTS.

SOLD AT AUCTION IN 2017-

98.5 Acres of Unimproved Lynn Twp., Moody Co., SD Land.....	\$5,000.00/Acre
45.5 Acres of Unimproved Grange Twp., Pipestone Co., MN Land.....	\$7,550.00/Acre
43.88 Acres of Unimproved Grange Twp., Pipestone Co., MN Land.....	\$5,225.00/Acre
160 Acres of Unimproved Wayne Twp., Minnehaha Co., SD Land	\$8,800.00/Acre
89.72 Acres of Unimproved Highland Twp., Minnehaha Co., SD Land	\$9,500.00/Acre
12.9 Acres of Improved Hanson Twp., Hanson Co., SD Land.....	\$90,000.00
80 Acres of Unimproved Union Twp., Moody Co., SD Land.....	\$6,425.00/Acre
77.75 Acres of Unimproved Wall Lake Twp., Minnehaha Co., SD Land.....	\$8,100.00/Acre
283.40 Acres of Unimproved Wolsey & Hartland Twp., Beadle Co., SD Land.....	\$1,500.00/Acre
152.32 Acres of Unimproved Hartland Twp., Beadle Co., SD Land.....	\$2,225.00/Acre
402.48 Acres of Unimproved Wolsey & Hartland Twp., Davison Co., SD Land.....	\$2,400.00/Acre
150.39 Acres of Unimproved Perry Twp., Davison Co., SD Land.....	\$3,725.00/Acre
384.41 Acres of Unimproved Perry Twp., Davison Co., SD Grassland	\$2,775.00/Acre
74.8 Acres of Unimproved Lynn Twp., Lincoln Co., SD Land	\$9,600.00/Acre
160 Acres of Unimproved Lincoln Twp., Lincoln Co., SD Land	\$8,550.00/Acre
74.13 Acres of Unimproved Spring Creek Twp., Moody Co., SD Land.....	\$4,125.00/Acre
10 Acres of Unimproved City of Garretson, Minnehaha Co., SD Land	\$15,000.00/Acre
10.99 Acre Improved Acreage Wall Lake Twp., Minnehaha Co., SD	\$256,000.00
3.5 Acre Acreage Site in Roswell Twp., Miner Co., SD	\$37,500.00
8.69 Acre Improved Acreage in Edison Twp., Minnehaha Co., SD	\$282,500.00
10 Acre Improved Acreage in Volin Twp., Yankton Co., SD	\$120,000.00
2.2 Acre Improved Acreage in Farmington Twp., Lake Co., SD	\$40,000.00
38.2 Acres of Unimproved Farmington Twp., Lake Co., SD Land	\$5,800.00/Acre
43 Acres of Unimproved Orland Twp., Lake Co., SD Land	\$7,600.00/Acre
11.04 Acre Improved Acreage in Rose Dell Twp., Rock Co., MN.....	\$102,500.00
38.03 Acres of Unimproved Springdale Twp., Lincoln Co., SD Land.....	\$10,250.00/Acre
7.62 Acre Acreage Site, Benton Twp., Minnehaha Co., SD	\$191,000.00
5 Acre Improved Acreage in Canton Twp., Lincoln Co., SD	\$260,000.00
5 Acres with Improvement in Bushnell, Brookings Co., SD	\$127,500.00
4 Acres Improved in Bushnell, Brookings Co., SD	\$58,500.00
5.5 Acre Improved Acreage in Elmer Twp., Pipestone Co., MN	\$92,000.00
9 Acre Improved Acreage Site in Verdi Twp., Lincoln Co., MN.....	\$165,000.00
146 Acres of Unimproved Verdi Twp., Lincoln Co., MN Land.....	\$7,800.00/Acre
200.6 Acres of Unimproved Verdi Twp., Lincoln Co., MN Land.....	\$5,200.00/Acre
139.4 Acres of Unimproved Greenland Twp., McCook Co., SD Land	\$6,800.00/Acre
56.68 Acres of Unimproved Sweet Twp., Pipestone Co., MN Land.....	\$7,300.00/Acre
80 Acres of Unimproved Elkton Twp., Brookings Co., SD Land	\$3,800.00/Acre
80 Acres of Unimproved Maydell Twp., Clark Co., SD Land	\$3,350.00/Acre
68.5 Acres of Unimproved Portland Twp., Deuel Co., SD Land	\$3,000.00/Acre
105.89 Acres of Unimproved Alliance Twp., Moody Co., SD Land.....	\$7,425.00/Acre
87.79 Acres of Unimproved Eden Twp., Pipestone Co., MN Land	\$7,425.00/Acre
22.6 Acres of Unimproved Garretson, SD Minnehaha Co., Developmental Land ..	\$10,300.00/Acre
24.71 Acre Improved Acreage in Benton Twp., Minnehaha Co., SD	\$345,000.00
10.47 Acres Unimproved Benton Twp., Minnehaha Co., SD Land	\$8,500.00/Acre
80 Acres of Unimproved Lynn Twp., Moody Co., SD Land	\$5,850.00/Acre
153.56 Acres of Unimproved Lone Rock Twp., Moody Co., SD Land	\$10,700.00/Acre
12.48 Acres Improved Acreage in Logan Twp., Minnehaha Co., SD.....	\$176,000.00
40 Acres of Improved Logan Twp., Minnehaha Co., SD Land.....	\$6,000.00/Acre
155 Acres of Unimproved Logan Twp., Minnehaha Co., SD Land.....	\$7,250.00/Acre
150.7 Acres of Unimproved Logan Twp., Minnehaha Co., SD Land.....	\$10,300.00/Acre
109.15 Acres of Unimproved Jones Twp., Gregory Co., SD Land.....	\$2,550.00/Acre
143.5 Acres of Unimproved Grange Twp., Pipestone Co., MN Land.....	\$4,900.00/Acre
253.41 Acres of Unimproved Highland Twp., Lincoln Co., SD Land.....	\$8,600.00/Acre
207.11 Acres of Unimproved Rosedale Twp., Hanson Co., SD Land.....	\$5,000.00/Acre
106.21 Acres of Unimproved Rosedale Twp., Hanson Co., SD Land.....	\$2,800.00/Acre
160 Acres of Unimproved Worthen Twp., Hanson Co., SD Land.....	\$3,800.00/Acre
132.82 Acres of Unimproved Union Twp., Moody Co., SD Land.....	\$3,800.00/Acre
147.97 Acres of Unimproved Grange Twp., Pipestone Co., MN Land.....	\$6,650.00/Acre
248.76 Acres of Unimproved Grovena Twp., Moody Co., SD Land.....	\$9,250.00/Acre
129.37 Acres of Unimproved Mapleton Twp., Minnehaha Co., SD Land.....	\$6,450.00/Acre
152 Acres of Unimproved Clare Twp., Moody Co., SD Land.....	\$8,875.00/Acre
98.18 Acres of Unimproved Jasper Twp., Hanson Co., SD Land.....	\$5,675.00/Acre
152.25 Acres of Unimproved Rock Twp., Pipestone Co., MN Land	\$ 4,475.00/Acre
40 Acres of Unimproved Pleasant Twp., Lincoln Co., SD Land.....	\$10,800.00/Acre
133.69 Acres of Unimproved Pleasant Twp., Hanson Co., SD Land.....	\$6,800.00/Acre
144.09 Acres of Unimproved Fountain Prairie Twp., Pipestone Co., MN Land.....	\$7,425.00/Acre
82.14 Acres of Unimproved Palisade Twp., Minnehaha Co., SD Land.....	\$9,500.00/Acre
51 Acres of Unimproved Altona Twp., Pipestone Co., MN Land	\$4,050.00/Acre
163.16 Acres of Unimproved Union Twp., Davison Co., SD Land.....	\$5,250.00/Acre
147.8 Acres of Unimproved Summit Twp., Lake Co., SD Land	\$8,000.00/Acre

CHUCK SUTTON
AUCTIONEER & LAND BROKER, LLC



#1 Auctions for #1 Clients

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 . . .

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Check out our new and improved mobile friendly website at www.suttonauction.com for sale results and upcoming auctions.