MATT ADAMS

Senior Land Agent

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Peoples Company - Cumming
1108 S. 44th Street, Suite 102
Cumming, IA 50061



BIO

Matt Adams is an integral part of the growth at Peoples Company, a nationally recognized land company and advisory firm offering services throughout the United States, by utilizing and improving the platform for the company's core businesses of appraisal, land and farm management, an award-winning auction division, and industry-leading brokerage business. Soon after graduating from the University of Northern Iowa, Matt joined Peoples Company's brokerage team where his primary focus is to facilitate land transactions and land investment by representing landowners to assist in the acquisition or disposition of farm and land assets through traditional listings and a variety of land auction formats.

Matt has embraced the collaborative culture of the company and serves as a mentor to his co-workers by training several of the land agents within the company. He's been recognized as a top producer by Peoples Company and the brokerage industry with individual sales for the five most recent years of over 39,100 acres and a market value of $280 million dollars. Matt is well-versed in the complex structure of transactions including but not limited to 1031 Tax Deferred Exchanges, Seller Financing Land Contracts, Rights of First Refusals, Purchase Options, Tenant in Common Agreements, land owned by corporations, and properties with multiple owners.

Matt grew up in the small West Central Iowa town of Breda where he spent many summers bailing hay and tending to livestock for nearby farmers. He currently lives in the Des Moines Metro with his wife, Rochelle, and their dog, Bandit.

EDUCATION

University of Northern Iowa, B.A. Finance and Real Estate, 2009, Cedar Falls, Iowa

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MEMBERSHIPS & AFFILIATIONS

- Peoples Company Shareholder
- Peoples Company Board Member (2013-2016, 2018-2020)
- Peoples Company “A” Player Award (2020)
- Peoples Company Top Producer Award (2016, 2021, 2022)
- REALTORS® Land Institute APEX Top 20 Nationally (2020, 2021, 2022)
- REALTORS® Land Institute APEX Producer Award (2017, 2019, 2020, 2021, 2022)
- Des Moines Area Association of REALTORS® Circle of Excellence Volume Award (2013-2019)
- REALTORS® Land Institute - Past President
- Des Moines Area Association of REALTORS® (DMAAR)
- Iowa Association of REALTORS® - Member
- Iowa Auctioneers Association - Member

PUBLICATIONS

A Case for Land Contracts
Land Values: Trending Up
Auction vs Listing: How Should I Sell My Farm?
Crop Insurance Affecting Cash Rents and Land Values
The Effects of Inflation on Farmland Values

LICENSES

Iowa: S59699000
Minnesota: 40694122