

MATT ADAMS

REALTOR®

Email: Matt@PeoplesCompany.com

Mobile: 515.423.9235

Office: 515.222.1347

Peoples Company - Clive
12119 Stratford Drive, Suite B
Clive, IA 50325



PROFILE

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 & 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 real estate 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 29,000 acres and a market value of \$159 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. He currently lives in the Des Moines Metro with Rochelle and their dog, Bandit.

EDUCATION

University of Northern Iowa, Bachelor of Arts - College of Business (Finance and Real Estate), 2009, Cedar Falls, Iowa

AFFILIATIONS

Peoples Company Shareholder

Peoples Company Board Member (2013 - 2016 & 2018 - 2020)

Peoples Company "A" Player Award - 2020

Peoples Company Top Producer Award - 2016

Des Moines Area Association of Realtors Circle of Excellence Volume Award - (2013 - 2019)

Realtors Land Institute APEX Producer Award (2017, 2019, 2020)

Realtors Land Institute - Past President

Des Moines Area Association of Realtors (DMAAR)

Iowa Association of Realtors - Member

Iowa Auctioneers Association - Member

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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