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| Table 1: Rural Mainstreet Economy Last 2 Months & One Year Ago: (index > 50 indicates expansion) |
|  | Jan. - 19 | Dec. - 19 | Jan. - 20 |
| Area economic index | 51.5 | 50.2 | 55.9 |
| Loan volume | 55.8 | 50.0 | 48.5 |
| Checking deposits | 67.6 | 61.1 | 76.5 |
| Certificates of deposit and savings instruments | 47.1 | 50.0 | 60.3 |
| Farmland prices | 37.9 | 52.8 | 45.6 |
| Farm equipment sales | 40.9 | 27.9 | 35.0 |
| Home sales | 45.7 | 58.6 | 59.1 |
| Hiring  | 55.7 | 60.0 | 61.8 |
| Retail business | 52.9 | 51.4 | 45.6 |
| Confidence index (area economy six months out) | 45.7 | 45.8 | 50.0 |

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| Table 2: The Rural Mainstreet Economy, January 2020 |
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|  |  | Percentage of bankers reporting |
|  | Deep Recession | ModestRecession | No Growth | Modest Expansion | StrongGrowth |
| How would you describe the economy in your area? | 0.0% | 17.7% | 64.7% | 16,6% | 0.0% |
|  |
|  |  | Percentage of bankers reporting |
|  | Greater than 15% reduction | 1% - 15%Reduction in Sales | No change in sales | 1% - 15% Increase in Sales | Greater than 15% Gain in Sales |
| In terms of agriculture equipment sales for dealers in your area for 2020, what do you expect? | 5.9% | 44.1% | 47.1% | 2.9% | 0.0% |
|  |
|  |  | Percentage of bankers reporting |
|  | Little or no Threat | Modest Threat | A significant Threat | The greatest threat |
| How big of an economic issue is property taxes to farm profitability in your area? | 8.8% | 58.8% | 32.4% | 0.0% |