



Rooster Ag

Farmland Real Estate · RA Commercial Properties
Farm Management · FDAV · Federal Crop Insurance
Gold Standard Farmland Appraisal Services

www.roosterag.com

Office/Fax · (815) 333-4354

Don't let your money collect dust, invest in dirt!



THE GOLD STANDARD

Family Owned & Operated

September 2023

Tools of the Trade



When one thinks of **Tools of the Trade**, you may think of a carpenter's hammer, saw, level and nails that are required to do their job effectively. To be effective in selling farmland we have developed our own **Tools of the Trade** by utilizing our mapping programs, drone videos, soil type analysis, Gold Standard Farmland Appraisals & Market Analysis software, Farm Management Systems, Cash Rent Calculator, Return on Investment Calculator, Soil Tests, Farm Depreciable Asset Valuation program, Crop Insurance Systems, Client Update process, Paralegal closing preparation program and our own Listing Documents & Contracts specifically formulated for the buying and selling of farmland minus all the legalese. But with all these **Tools of the Trade**, we would be dead in the water if it was not for our highly motivated Rooster Ag' Team who are committed to Agriculture, these are our real **Tools of the Trade**. We all work well together with the focus of client satisfaction and getting the job done. Need a contractor to Buy or Sell a farm, give us a call we will meet you at your office, conference room, shop, or kitchen table and show you how we all can get the job done by applying Rooster Ag's **Tools of the Trade**.



Solar

Solar, Solar, Solar all we hear about is **Solar** and everyone's hopes to get rich quick. Here is an update that may be a game changer to allow more owners of farmland a better opportunity to do just that. On January 27, 2023, Governor Pritzker signed a new bill utilizing the Illinois Public Act 102-1123 in regards to **Solar** that establishes the standards for commercial **Solar** farms. This new policy restricts Counties and Municipalities from regulating the development of **Solar** facilities with standards that are more restrictive than the State's **pro-Solar** & renewable energy regulations. i.e. Counties and Municipalities *may not* adopt regulations that permanently or temporarily disallow commercial wind or **solar** energy facilities from being developed or operated in any district that allows agricultural or industrial uses, that's right... *agricultural* uses. This is a big change for most Counties and Municipalities' successful attempt to keep **Solar** farms at bay. This new renewable energy bill *is in favor* of **Solar** and renewable energy, so there is a continued push from **Solar** companies seeking land for **Solar** purchases or leases that have per acre lease rates three to six times that of row crop rental rates. These companies are typically offering options for a potential **Solar** lease in the future with little money down which encumber one's property, allowing the optionee the opportunity to flip their option to the end user (the solar developer). If you are considering **Solar** on your farm(s), give us a call, we will meet you at your office, conference room, shop, or kitchen table to discuss your goals and how you may be able to achieve them, utilizing of all things, **Solar**.

Quandary

As predicted, there is a lot of farms coming to the market and more to come to fill the demand of buyers. How things change in a year, where last year there was a limited supply of farmland and multiple buyers, that on top of the high 2023 cash rents fueled the fire of supply and demand to push farmland prices to new highs. Today grain prices are 20% lower, as such cash rents will be lower accordingly, owners of cash can earn 5-6% on annuities or CD's and farmland interest rates have doubled on farm loans. All these factors spell a **Quandary** for the land markets. Who will be the buyers, a neighbor, a young farmer, a 1031 trade investor, a buying group, a solar dude, what price are they willing to pay, what return do they desire, if any? The **Quandary** is determining the true value of a farm today, where to value a farm we look at past sales, cross referenced by soil types, % tillable and ROI (Cash Rents). Those past sales were not effected by today's variables, thus the **Quandary**. Time will only tell the story of what unfolds in the land market and give us the true answers of the new land value and put an end to this short-term **Quandary**.

Weather Almanac



by Meteorologist Frank Watson



Weather projections, features and facts created by Bruce Watson for our Weather Almanac are presented as scientific guidelines as to what we might expect over a large area of the Midwest, as well as our part of the state and general service area. The "Normals" appearing on the back page are provided for the particular counties we serve and reflect the average high and low temperatures, plus average amount of sunshine and precipitation experienced in weeks to week in the area over the past 170 years. Frank Watson utilizes a model that Bruce Watson specially designed, based on weather observations that much more clearly represent our local climate than do shorter, 20-year National Weather Service averages. These figures draw on the long history of systematic observations begun by the U.S. Army in 1817.



Full Moon

September 29

Harvest Moon



September Weather Outlook

September Summary

Temperatures are favored to average above normal. Precipitation is expected to total near normal. Chances are slight, at best, for precipitation, September 1-6. Precipitation prospects increase from September 7 to



14. Expect clouds and locally heavy rainfall totals, especially on September 8, 12 and 14. Dry and sunny on September 16-17. Expect scattered showers and thunderstorms September 18-19. Showers and thunderstorms are favored on September 21-22. Expect rain September 24 with sun on September 23, 25 and 26. Clouds and showers September 27-29. Partly cloudy on September 30.

* The term "harvest moon" refers to **the full, bright Moon** *
* **that occurs closest to the start of autumn.** The name dates *
* from the time before electricity, when farmers depended on *
* the Moon's light to harvest their crops late into the night. *
* The Moon's light was particularly important during fall, *
* when harvests are the largest. *

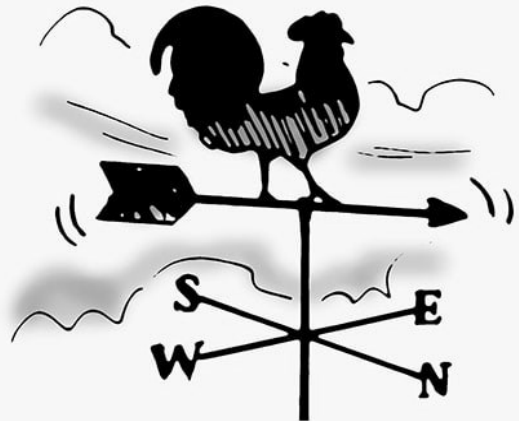
September Astronomy ~ It's in the Stars



The Autumnal Equinox occurs at 1:50 am (central time) on Saturday, September 23. The sun's rays cross the Equator, giving the globe a day of equal day and night. Our days will continue to become shorter until Thursday, December 21. **Mercury** is lost in the sun's glare throughout much of the month. You might be able to view it low on the eastern horizon in the early morning twilight before sunrise the last week of the month. **Venus** will be viewable in the morning a couple hours before sunrise. Look for the waning crescent moon to the upper left of Venus on Monday, September 11. **Mars** will be lost in the sun's glare this month. **Jupiter** rises in the evening hours after sunset and will be visible throughout the month during the overnight hours. The moon and Jupiter rise together the evenings of Monday, September 4 and Saturday, September 30. **Saturn** rises in the evening and can be viewed until the morning twilight. The moon and Saturn rise together the evening of Tuesday, September 26.



Morning Planets: Mercury, Venus, Jupiter, Uranus
Evening Planets: Mars, Saturn & Neptune



*"When the wind is in the east,
It's good for neither man nor beast.
When the wind is in the north,
The old folk should not venture forth.
When the wind is in the south,
It blows the bait in the fishes' mouth.
When the wind is in the west,
It is of all the winds the best."*



~Farmland for Sale~

Kane County—Campton Twp—267± acres/170± tillable acres, excellent soils with a PI of 128. Multiple Fixer-upper house and buildings. With 100,000 square feet under roof. Excellent location off Beith Road & Route 47. Excellent income potential. **\$19,950 per acre**

Kane County—Blackberry Twp—46.29± acres/34.61± tillable acres, excellent soils with a PI of 137.7. Fixer-upper house and buildings. Excellent location off Finley Road & Scott Road just south west of Route 47 & the new I88 interchange. **\$21,400 per acre**

Kane County—Big Rock Twp—81± acres/74.52± tillable acres, excellent soils with a PI of 131.5. The farm is adjacent to the village of Big Rock. Includes a house and outbuildings, located off of Wheeler Road. **\$20,500 per acre.**

Kane County—Big Rock Twp—140± acres/137.11± tillable acres. The farm is located on the south side of Wheeler Road and is adjacent to the village of Big Rock. **\$19,950 per acre.**

Kane County—Big Rock Twp—55± acres/38.76± tillable acres. Located off of Route 30, adjacent to the village of Big Rock. Includes a house, detached garage, a cool barn, and a pond! **\$1,295,000.00**

Kendall County— Kendall Twp—63.38± acres/61.75± tillable acres, excellent soils with a PI of 139. Located off of Immanuel Road, just 2 miles from the city limits of Yorkville. **\$19,950 per acre**

Kendall County— Little Rock Twp—140.61± acres/138.89± tillable acres, excellent soils with a PI of 138.1. Located off of Lions & Millington Roads. Farm includes a house and buildings. **\$19,995 per acre**

Kendall County— Fox Twp—132.73± acres/120.76± tillable acres, excellent soils with a PI of 133.4. Located just south of Route 71 between Yorkville & Newark, IL. **UNDER CONTRACT**

McHenry County — Riley Twp—34.36± acres/29.97± tillable acres. Located off Grange Road, west of Route 23. Excellent mix of income producing farmland & recreational hunting land. **\$7,100 per acre**

McHenry County — Riley Twp—93.26± acres/92± tillable acres. Located on the south side of Anthony Road, just west of the new Route 23 & I-90 Interchange. **\$15,000 per acre**

DeKalb County— DeKalb Twp— 160.35± acres/ 151.74± tillable acres, excellent soils with a PI of 133.1. Located off of N. 1st Street, great location! Has outbuildings and grain bins. **\$19,950 per acre**

DeKalb County—Genoa Twp—176.73± acres/ 171.56± tillable acres, excellent soils with a PI of 134.4. Located off of Melms Road, just west of the DeKalb/Kane County Line. **\$15,000 per acre, divisible via an 80 and 96.73 acre parcels.**

DeKalb County—Genoa Twp—106.97± acres/ 99± tillable acres. The farm is situated between DeKalb & Cortland, IL at the NWC of Route 38 & Loves Road. Zoned General Commercial (GC) and annexed into the town of Cortland. **\$15,000 per acre**

Boone County—Boone Twp—105± acres/ 102.16± tillable acres. Includes 44 acres located off of 173 adjacent to the village of Capron and 61 acres located off Burr Oak Road. **\$12,950 per acre**

Boone County—Boone Twp—121± acres/ 117± tillable acres, excellent soils with a PI of 135.3. Located off Carlson/Garden Prairie Road on the south side of I-90. **\$15,000 per acre**

LaSalle County— Grand Rapids Twp—159.46± acres/130.89± tillable acres, with a soil PI of 119.4. Located 7.8 miles south of Marseilles & 7 miles northeast of Streator. **\$9,750 per acre, divisible via 40/40/80 acre parcels or two 80 acre parcels.**

Winnebago County— Harrison Twp—51.13± acres/43.45± tillable acres. Located off Oliver Road nestled along the Pecatonica River. Excellent mix of income producing farmland & recreational/hunting property. **\$16,000 per acre**

~Bid Basis/Auctions~

Interested in a Bid Basis or Auction Listing? Contact our Auction Manager Samantha Vazzano today at (815)321-2282.



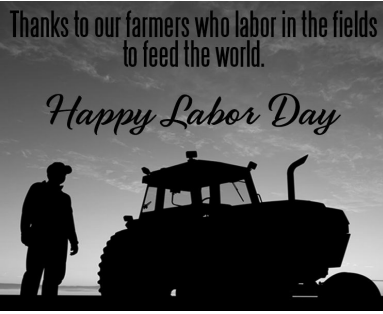
DeKalb County—Cortland Twp-57.18 acres/53.50± tillable acres. Located at the SEC of Route 38 & Somonauk Road, just northeast of the Ferrara Candy Distribution Center & the future Facebook Data Center \$29,950 per acre

Ogle County—Flagg Twp - 30± acres/28.42± tillable acres. Located in Section 25, Flagg Township. Zoned B-3 Commercial and located in the industrial park on the south edge of the City of Rochelle. **\$21,500 per acre**

Kane County— Big Rock Twp-3.75 acres. Located at the SWC of Route 30 & the Dauberman extension. Zoned MCU- Mixed Use Commercial. Excellent location to open your business! \$250,000



Rooster Ag
1100 S. County Line Rd.
PO BOX 297
Maple Park, IL 60151



~Normal for the Month~

September 3 to 9	September 10 to 16	September 17 to 23	September 24 to 30
Avg. High 79	Avg. High 77	Avg. High 75	Avg. High 73
Avg. Low 54	Avg. Low 52	Avg. Low 50	Avg. Low 47
Sunshine 61%	Sunshine 56%	Sunshine 59%	Sunshine 68%
Daylight Hours	Daylight Hours	Daylight Hours	Daylight Hours
Precipitation 0.91	Precipitation 0.84	Precipitation 0.78	Precipitation 0.71



Denotes Sales by Rooster Ag Realty

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Township	Acres	Price/Acre	Soil PI	Date	County	Township	Acres	Price/Acre	Soil PI
06/2023	Ford	Drummer	195.00	\$15,210	138	05/2023	Kendall	Seward	194.00	\$12,500	120
05/2023	Henry	Yorktown	248.00	\$10,500	117	06/2023	LaSalle	Earl	81.00	\$15,499	137
07/2023	Kane	Blackberry	100.00	\$13,007	123	06/2023	LaSalle	Wallace	92.00	\$16,960	142
05/2023	Kendall	Oswego	50.00	\$13,073	133	06/2023	Lee	Franklin Grove	79.00	\$12,626	146
07/2023	Kendall	Seward	153.00	\$11,499	120	05/2023	McHenry	Dunham	216.00	\$11,577	124

The sales reported are randomly chosen from the most recent issue of the Illinois Land Sales Bulletin, a bi-monthly report on farmland sales of 20 acres or greater. This data is obtained from the transfer declarations recorded at 90+ courthouses around the state. Subscriptions are available by visiting www.landsalesbulletin.com or calling 608-329-4210.

View our listings as well as more information at Rooster Ag' online at:



ROOSTER AG' DIRECTORY



Kelly Ludwig	Designated Managing Broker, Owner	(630) 546-8267
Stason Ludwig	CEO	(815) 762-2136
Dalton Jahntz	Director of Sales/Real Estate Broker	(630) 525-1431
Karl Viskne	Crop Insurance Agent	(630) 770-8708
Jeff Dickey	Crop Insurance Agent	(815) 757-3788
Kathy Eller	Accounting Manager	(847) 217-9274
Zoe Quinn	Administrative Assistant	(815) 824-8270
Megan Rossler	Real Estate Paralegal	(920) 621-9940
Nancy Wilkison	Real Estate Administrative Assistant	(815) 762-8337
Nicole Speizio-De Paz	Appraisal Manager/Trainee Appraiser	(631) 905-2074
Steve Edwards	Real Estate Broker/ Farm Manager	(630) 774-7470
Samantha Vazzano	Real Estate Broker/Auction Manager	(815) 321-2282
Doug Maple	Real Estate Broker	(630) 333-7203
Tyler Creath	Real Estate Broker	(815) 451-1152
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774-5887