



# Rooster Ag'

**Farmland Real Estate · Farm Management  
Federal Crop Insurance · Farm Appraisal Services**

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*~ Don't let your money collect dust, Invest in dirt! ~*

***A Family Owned Company***

**September 2020**



## **COVID Opportunities**

Throughout my Ag and Real Estate career, I have found that adversity creates opportunity. We see the same adversity today as a result of **COVID** and the **Opportunities** it is providing for those who are willing to adapt to change and move beyond the old school normal and look towards the new

**COVID Opportunities** that have arrived. While we may lose in one area, we can make it back in another and create new products and services as a result of changing rules, regulations and procedures beyond our old ways of doing business. Example: The appraisal and valuation process of an acre of farmland has been done the same for years. While the system worked, it was often disputed. Today, we have more banks, family estates, land holding companies, and investors whom need their farm value accurately depicted. Due to the old systems inaccuracies I could no longer put the Rooster name on the multiple farmland appraisals and market analysis we were commissioned to perform. As a result, our real estate division aligned with our appraisal division to create a new market analysis system that is based on a multitude of factors that depict what a farms true value is on a particular day, the system is automated and can kick out a farms per acre valuation in less than an hour. I see the media is saying "There is not much land on the market at this time for the 1031 Trade buyers or other buyers" not in our world... by applying our system, we have analyzed our existing listings, talked with the owners, and have adjusted the list prices to salable price points. The system has also provided us the opportunity to add multiple/quickly salable listings for a combined 44.6+ million of available farms. Where this **COVID Opportunity** has provided the opportunity to bring *more* available land for the farmland investors. Have questions or want to see how the system works? Give us a call, we will meet you at your conference, shop, or kitchen table to discuss this new system created as a definite result of **COVID Opportunities**.

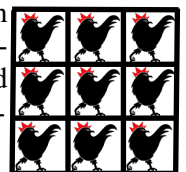


## **2021 Farm Lease**

We have been busy writing **2021 Farm Leases** and are excited to do so. We have been analyzing **2021 Farm lease** options for months. At Rooster Ag' we understand that this year more than ever, there is a lot to consider when writing a **2021 Farm Lease**, including presidential election, tariffs, COVID, Input costs, current grain markets and Government programs just to name a few. Rooster Ag' Farm Management understands each of these factors and can help take the emotion out of establishing a fair cash rent, which is based on a multitude of formulated facts. When you would like to discuss your options, please do not hesitate to give Jason DeSplinter a call at (309) 644 -2055 for some insight and direction on writing your **2021 Farm Leases**.

## **Social Network**

In this era of Social Media, I have a hard time wrapping my head around the amount of people that can be reached though this form of advertising. We spend a considerable amount of time, money and energy to advertise our company digitally, but we still find our **Social Networking** provides us the majority of our clients. Once we provide our services to one, just like the 1980's Faberge Shampoo commercial, that person tells two friends, and so on and so on, expanding our **Social Network**. Today we are all connected through this old school **Social Network** and now Social Media. The old 1929 theory of six degrees of separation presents that anyone person was linked to anyone in the world by 6 mutual introductions or less. Now today 91 years later, Facebook says based on their users we are now separated by 3.74 people. Seems unbelievable, but it's on social media so it has to be true. We appreciate all the referrals you have been providing us through the old school of you tell two friends, further confirming the efforts of our hard work ethics and the power of our ever-growing **Social Network**.



# ~ Weather Almanac ~

## by Meteorologist Frank Watson



### September Weather Outlook

Here is your September Weather Almanac prepared by Consulting Meteorologist Frank Watson. Frank can be reached at [Watsonwx@aol.com](mailto:Watsonwx@aol.com) or online at [WeathermanWatson.com](http://WeathermanWatson.com).

Temperatures are favored to average warmer than normal. Precipitation is expected to total above normal. Clouds and showers are expected to open the month on September 1-2. Look for sun on September 3-4. September 5-11 will be active with clouds and rain. Expect locally heavy rainfall totals. Sunnier and drier weather is expected from September 12-23 with chances for rain on September 14, 17 and 19. Clouds and rainfall chances increase from September 24-26. Expect sun on September 27-28. Clouds and passing showers to end the month on September 29-30.



*"Autumn, the season that teaches us change can be beautiful."*



### Weather Trivia

#### "THE FULL MOON BRINGS THE FROST"

Frequently the first frost comes around the time of the full moon. That may well happen this year, especially, since the moon is full on October 2, which is a common time for the first frost. However, this is no physical reason that there should be any connection between the time of a frost and the phase of the moon.

### September Astronomy Calendar

Here we are already into September and the last quarter of the year. I hope you found the opportunity last month to catch Comet Neowise. The Fall Equinox occurs on Tuesday, September 22 at 8:30am when the sun's rays fall directly over the equator.

**Mercury** will be lost in the sun's glare throughout the month.

**The moon is Full on Wednesday, September 2.**

**Venus** rises in the very early morning hours and will be visible for several hours before sunrise in the eastern sky. Look for Venus to the right of the waning crescent moon on Monday, September 14.

**The last Quarter moon is Thursday, September 10.**

**Mars** rises after sunset in the east and will be visible throughout the night. A good month for viewing. Look for the moon next to Mars on Saturday, September 5.

**The moon is New on Thursday, September 17.**

**Jupiter** rises in the evening hours before sunset and will be viewable after sunset and for a few hours after midnight to start the month, then setting shortly after midnight to end the month. Look for Jupiter to the upper right of the moon on Thursday, September 24. That's Saturn to the left of Jupiter.

**The first Quarter moon is Wednesday, September 23.**

**Saturn** rises along with Jupiter throughout the month and will be to the left of Jupiter. Saturn will be to the upper right of the moon on Friday, September 25.

**Morning Planets:** Venus, Mars, and Uranus.

**Evening Planets:** Mercury (dusk), Jupiter and Saturn.

### October Weather Outlook

October is expected to experience warmer than normal temperatures.

**Precipitation** is expected to total wetter than normal. Favored dates for heavier precipitation center on October 1, 2, 4, 5, 6, 7, 10, 13, 20, 26, and 30.

### Long-Range Weather Outlook

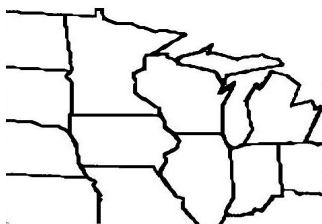
**November** expect above near temperatures with wetter normal precipitation.

**December** outlook favors normal temperatures and below normal precipitation.

**January** outlook favors warmer than normal temp. and near normal precipitation.

**February** warmer than normal temperatures with below normal precipitation.

**March** expect colder than normal temperatures with below normal precipitation.




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 week 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, 30-year National Weather Service averages. These figures draw on the long history of systematic observations begun by the U.S. Army in 1817.



## Northern Illinois Ag' Center

*A Rooster Ag' Company* 

*"Where work gets done!"*

**www.niac.farm**

1100 S. County Line Rd. Maple Park, IL 60151

# 46± acres, Woods, River & Pond, Hunting Property LaSalle County, Mission Township · Listed at: \$575,000



### THE DETAILS

**Gross Acres:** 46±

**RE Taxes:** \$11,204.07

**Price:** \$575,000

Beautiful cabins tucked away in Mission Township, IL. Includes hot tub, pond, guest cabin, and 46± acres for recreational activities away from the city. Great opportunity to own a personal retreat.

**\*Adjacent 106± acres of farmland available!\***

**Contact:** Tyler Creath

**(815) 451-1152**

**tyler@roosterag.com**



## FARMLAND FOR SALE

**DeKalb County—Milan Twp—117.36± acres/115.58± tillable:** Located at the intersection of Keslinger & Tower Rd. 98% Tillable, with 115.58 tillable acres of good soils and an average PI of 132. Good cash rental income. **\$8,995 per acre**

**DeKalb Co – Cortland Twp— 327,717bu Grain Facility with 10,101±SF of building space.** Seller will include a tower dryer in the sale if a purchaser desires. Well maintained and recently painted. Great for specialty crops or Organics. **\$395,000.00**

**Kendall County—Little Rock Twp—101.41± acres/94.88 tillable acres.** Excellent location off Little Rock Road & Griswold Springs Road in Plano, IL. **Adjacent to Walmart!** Good cash rental income. **\$9,500 per acre**

**LaSalle Co—Mission Twp—106± acres/80± tillable acres.** The property includes 220' of frontage on the Fox River. Excellent mix of productive farmland & wooded recreational/hunting land. **\$6,850 per acre (Additional 47± acres with 2 cabins for sale, see below)**

**McHenry County—Seneca Twp—30.40 acres/27.65 tillable acres.** Excellent location at the NEC of W. South Street & Hobe Road in Woodstock, IL. Good cash rental income. **\$8,600 per acre**

**McHenry Co—Nunda Twp—116.55± acres/89± tillable acres: Good Soils with a 127.8 Productivity Index.** Great location off Crystal Lake Road. Excellent Investment Property. Good cash rental income. **\$7,692 per acre**

**Winnebago County—Pecatonica Twp—697± acres/633± tillable acres.** Located north of Pecatonica, IL with road frontage on the east side of Pecatonica Road. Good soil quality, with well maintained waterways/drainage. Good cash rental income. **\$8,900 per acre**

**Winnebago County—Rockford Twp—404 acres/397 tillable acres.** Located on the west side of the city of Rockford, IL. Former Kennedy Homes Development Property. Good cash rental income. **\$8,900 per acre**

**CHECK OUT OUR DRONE VIDEOS ON OUR WEBSITE @ [www.roosterag.com](http://www.roosterag.com)**

## RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twnshp	Acres	Price/Acre	Date	County	Twnshp	Acres	Price/Acre
07/20	Kane	Kaneville	74.0	\$8,596	05/20	McHenry	Hebron	195.0	\$6,683
07/20	Kane	Blackberry	36.0	\$10,027	07/20	Ogle	Mt. Morris	83.0	\$10,039
07/20	Lee	May	160.0	\$7,687	05/20	Stephenson	Rock Gr.	101.0	\$8,589
04/20	McHenry	Alden	50.0	\$8,000	06/20	Stephenson	Rock Run	105.0	\$8,010
04/20	McHenry	Hartland	154.0	\$7,998	07/20	Will	Peotone	74.0	\$8,774

*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](http://www.landsalesbulletin.com) or calling 608-329-4210.*



**Rooster Ag'**  
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Maple Park, IL 60151



## NORMALS FOR THE MONTH

<b>AUG 30 TO SEPT 5</b>
AVG. HIGH..... <b>79</b>
AVG. LOW..... <b>54</b>
SUNSHINE..... <b>66</b>
% DAYLIGHT HOURS
Precipitation <b>.93</b>

<b>SEPT 6 TO 12</b>
AVG. HIGH..... <b>83</b>
AVG. LOW..... <b>59</b>
SUNSHINE..... <b>69</b>
% DAYLIGHT HOURS
Precipitation <b>1.01</b>

<b>SEPT 13 TO 19</b>
AVG. HIGH..... <b>82</b>
AVG. LOW..... <b>58</b>
SUNSHINE..... <b>72</b>
% DAYLIGHT HOURS
Precipitation <b>.98</b>

<b>SEPT 20 TO 26</b>
AVG. HIGH..... <b>81</b>
AVG. LOW..... <b>56</b>
SUNSHINE..... <b>68</b>
% DAYLIGHT HOURS
Precipitation <b>0.98</b>

<b>SEPT 27 TO OCT 3</b>
AVG. HIGH..... <b>84</b>
AVG. LOW..... <b>60</b>
SUNSHINE..... <b>70</b>
% DAYLIGHT HOURS
Precipitation <b>.99</b>