



Rooster Ag'

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

www.roosterag.com
Office/Fax · (815) 333-4354

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



Family Owned & Operated

January 2021

PRICE RALLY



This spring, we had some insight that corn and bean prices were going to have a **Price Rally**. All signs pointed to it, a sure thing. So a group of us here at Rooster Ag,' along with a buddy, went all-in. We were going to make a killing. After all, who knows more than us farm guys about corn and beans? When we rolled out the idea to Stason, our CEO, he warned us, "Guys, that is not a good idea," he said. "Let's go talk to the guys across the hall at Advance Trading, Inc. (ATI) and see what they think. So off we went to pick ol' Fred and Brett's brains. The look on their faces told the story of "that's probably not a good idea fellas." Of course, we knew better than the guys who work in the grain markets every day, so away we went, all except Stason. We pooled our money and let 'er rip. Within 10 days we realized we had lost our nest eggs, and the life of luxury was just going to have to wait. Since then, I talk to the guys at ATI on a daily basis. They showed me how to limit my risk, gain the upside of the market and take money out on the down market. It all seemed too easy. All we can say is, if you are interested in marketing grain, better call the guys from ATI for a solid, non-emotional approach to prosper from the next **Price Rally**—or in our case—the price decline.



Fred Dietz: (877) 827-3069
Brett Mapel: (888) 754-0171

ENHANCED COVERAGE OPTION (ECO)

It's that time of year again for farmers to start thinking about crop insurance to protect their large investment in producing a crop. They need to insure that farm payments or cash rent, seed, herbicides, insecticides, fertilizer, nitrogen, fungicides, equipment, and the cost and options to insure those input costs and/or protect profit is properly covered by the right crop insurance policies. While there are multiple options for farmers to insure their crop and income, a new plan has been rolled out called **Enhanced Coverage Option, or ECO**. This is an add-on to a farm's existing policy and covers the top end of a grower's costs that a typical crop insurance policy does not cover in the event of specific County lower-than-average yields and income. We have read through this policy and believe it is a great option for farmers for the 2021 crop season. Brian and Karl have studied this policy and have it down. They have cut through the minutia and created a bullet point list to help farmers determine if this new **ECO** is indeed another tool to add to their toolbox. Have questions? Give Brian or Karl a call; they will meet you at your shop, office or kitchen table to walk you through the benefits of this new **ECO**.

THE ANALYST

As part of our daily checks and balances associated with selling farms, an ever-growing factor to selling farms is **Analyzing** data. Having an **Analyst** is of the utmost importance to be successful in this arena. The **Analyst** needs to be well-versed in agriculture and must be able to dig into the various factors associated within the farm sales and Gold Standards of our appraisal process. We have that guy. Tyler Creath is our lead **Analyst** and Real Estate Broker. Ty\$ has it covered from comparable sales, soil PI, % tillable, ROI, tax bills, phone numbers, emails, website, signage, drone videos, marketing packets—the list is endless—but rest assured our lead **Analyst** Tyler has it covered. Need some Analyzing done? Give us a call, Tyler will dig through the minutia and bring all the factors to light as your own personal **Analyst**.





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 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.



January Weather Outlook

Monthly Summary

Temperatures are favored to average warmer-than-normal. Precipitation totals are expected to be near normal.

After some sun on January 1, look for clouds and light snow from January 2-4. After a mild day on January 5, we can expect rain to snow on January 6 with lingering light snow on January 7. Sunny skies on January 8-9. A good chance of measurable snow from January 10-12. Partly sunny with clouds south from January 13-15.

A major winter weather system is favored to move through much of the region sometime between January 16-20. Sun on January 21. A measurable snow on January 22-23. A general period of cloudiness with occasional snow flurry from January 24-28. Sunny and cold January 29-30. Clouds and light snow on January 31.



January Astrology ~ It's in the Stars

The days are slowly getting longer as the sun is getting a little higher in the sky, but we're still a ways away from significant sunshine. We're past the cloudiest time of year, so stargazing will be a little better this month.

Mercury continues to rise close to sunrise, and will be lost in the sun's glare for much of the month. It will be very low in the western sky at sunset at the end of the month.

Venus rises just before sunrise and you might be able to catch a glimpse of it low in the southeast skies. Viewing doesn't get much better during the month.

Mars rises in the afternoon and is visible after sunset in the southwestern sky. Look for the moon below Mars on Wednesday, January 20. If you have a telescope, you might notice that Uranus is in very close proximity to Mars.

Jupiter and Saturn rise and set closely together. Jupiter will be just above Saturn. You'll be able to view both planets setting for the first week of the month only low in the southwestern sky.



A Glimpse Ahead

Long-Range Weather Outlook

February is expected to experience warmer-than-normal temperatures.

Precipitation is expected to total below normal. Favored dates for heavier precipitation center on February 5, 6, 7, 10, 11, 17, 19, 20, 23, 27 and 28.

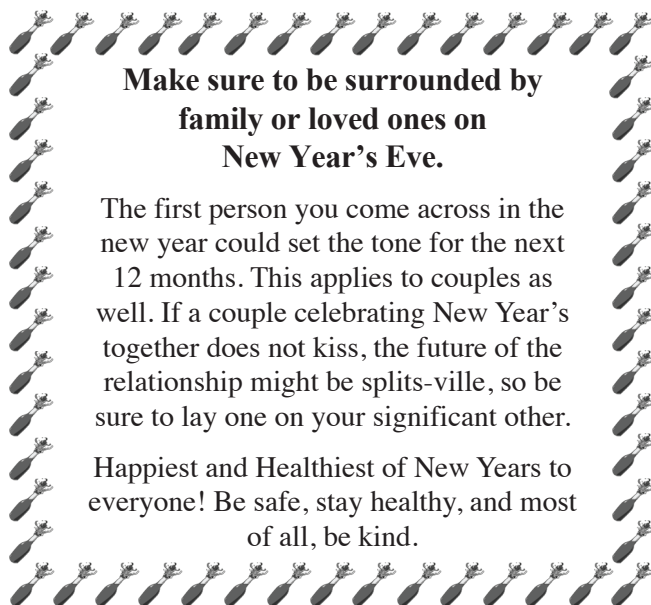
Long-Range Weather Outlook

March: Expect colder than normal temperatures with below normal precipitation.

April: Expect above below normal temperatures with near normal precipitation.

May: Outlook favors slightly cooler temperatures and slightly above-normal precipitation.

New Year's Fun Facts



Make sure to be surrounded by family or loved ones on New Year's Eve.

The first person you come across in the new year could set the tone for the next 12 months. This applies to couples as well. If a couple celebrating New Year's together does not kiss, the future of the relationship might be splits-ville, so be sure to lay one on your significant other.

Happiest and Healthiest of New Years to everyone! Be safe, stay healthy, and most of all, be kind.



Thursday, January 28th, look for a full moon!



Rooster Ag'

R E A L T Y

Farms for Sale

DeKalb County—Paw Paw Twp—246.22±/222.00± tillable acres. Located off Chicago Road on the DeKalb/Lee County line. Good soils with a soil PI of 131.20. Good cash rental income. **\$8,000 per acre** *CONTRACT PENDING*

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**

Henry County—Kewanee Twp—1,672 acres/1,117.58 tillable acres. Known to be one of the largest contiguous tracts of land for sale in Illinois. **Divisible via multiple parcel configurations ranging from 118 to 1,122 acres!** Good Farm Rent/CRP Income. **\$6,300 per acre**

Henry County—Kewanee Twp—210.62 acres/201.16 tillable acres. Located off State Highway 78 (an 80,000# road) on the north side of Kewanee, IL. Mostly tillable with a soil PI of 122.1. Good cash rental income. **\$9,000 per acre**

Henry County—Alba Twp—123.55 acres/118.48 tillable acres. Located North East of Atkinson, IL off E. 2400. Good soils with excellent yield history. Includes 1,350-foot electric irrigator which covers 113 tillable acres. Good cash rental income. **\$8,800 per acre**

Henry County—Annawan Twp—51± acres/50 tillable acres. Located east of Highway 78 on the north and south side of Lathrop Street south of I80 in Annawan, IL. Excellent Soils with a PI of 138.7/ Good cash farm rent income & billboard income. **\$11,900 per acre**

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**

Lake Co—Newport Twp—170± acres/160.30± tillable acres. Excellent location off of Rt. 173 in Wadsworth, IL. Rare tract for this size and location. Great 1031 Trade parcel. Cash Rental Income. **Divisible via multiple parcels ranging from 20 to 40 acres. \$9,250 per acre**

McHenry County—Grafton Township—101± acres/75± tillable acres. Excellent Location with frontage along Route 47. Good cash rental income. **\$9,900 per acre**

McHenry County—Marengo Twp—42.39 acres/41 tillable acres. Located off Kishwaukee Valley Road, just west of Route 23. Good cash rental income. Formerly slated for development. **\$6,370 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**

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**

McHenry County—Grafton Twp—61.94± acres/38.38± tillable acres: Situated between Route 47 & S. Union Road just north of Huntley, IL. Excellent Hunting property for Whitetail & Waterfowl. Hunting/Recreational/Farming Property! **\$425,000.00**

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 Township—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.**



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

ROOSTER AG' DIRECTORY



Kelly Ludwig	COO, Designated Managing Broker, Owner	(630) 546.8267
Stason Ludwig	CEO	(815) 762.2136
Jason Desplinter	Farm Manager, Independent RE Broker	(309) 644.2055
Steve Edwards	Farm Manager, Independent RE Broker	(630) 774.7470
Brian Bark	Crop Insurance Agent/Service	(815) 509.6568
Karl Viskne	Crop Insurance Agent/Appraisal Services	(630) 770.8708
Tyler Creath	Real Estate Broker/Service	(815) 451.1152
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774.5887



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



~Normals for the Month~

JANUARY 3 TO 9

AVG. HIGH **29**

AVG. LOW **11**

SUNSHINE **46%**

DAYLIGHT HOURS

Precipitation **0.40**

JANUARY 10 TO 16

AVG. HIGH **29**

AVG. LOW **10**

SUNSHINE **47%**

DAYLIGHT HOURS

Precipitation **0.35**

JANUARY 17 TO 23

AVG. HIGH **29**

AVG. LOW **10**

SUNSHINE **52%**

DAYLIGHT HOURS

Precipitation **0.35**

JANUARY 24 TO 30

AVG. HIGH **30**

AVG. LOW **11**

SUNSHINE **52%**

DAYLIGHT HOURS

Precipitation **0.35**



*** Denotes Sales by Rooster Ag' Realty

RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
09/20	DeKalb	Afton	78.0	\$9,472	11/20	Kane	Virgil	161.0	\$8,790
10/20	DeKalb	Malta	122.0	\$10,257	11/20	LaSalle	Osage	235.0	\$10,276
12/20	DeKalb	Milan	119.0	\$7,500	11/20	Lee	Brooklyn	115.0	\$8,996
11/20	Kane	Big Rock	234.0	\$9,500	10/20	Lee	Willow Creek	118.0	\$9,660
11/20	Kane	Big Rock	161.0	\$11,000	12/20	Ogle	Lafayette	148.0	\$7,999

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.



A Rooster Ag' Realty, Inc. Company

DeKalb County—Afton Township—78.49 acres/75.57 tillable acres. Located south of I88 at the NWC of Route 23 & Keslinger Road, just south of the Ferrara Candy Distribution Center & the future Facebook Data Center. **\$29,950 per acre**

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

Kane County—Blackberry Township—46.29± acres/34.61± tillable acres. Excellent location off Finley Road & Scott Road just south west of Route 47 & the new I-88 interchange. Perfect organic site! **\$990,000.00**

Kane County—Big Rock Twp—8.98 acres. Located at the SEC of Route 30 & the future Dauberman extension. Zoned MCU—Mixed Use Commercial. Includes a house along with multiple well-maintained outbuildings. **\$595,000**

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

DeKalb County—Waterman Lots—Excellent Location on the north side of Route 30 in Waterman, IL. 88 single family/duplex fully improved/shovel ready lots **\$895,000.** 51 single family partially developed lots **\$149,000 *Agent Owned**

DeKalb County—Squaw Grove Township—17.54± acres/11.16± tillable acres. Excellent spot for organic/regenerative/specialty farming. **\$159,000. *Agent Owned**



ROOSTER AG'

WHY IS OUR GOLD STANDARD FARMLAND APPRAISAL THE BEST VALUE?

When choosing a certified farmland appraiser, it is important to consider price and value. Price is what you pay, and value is what you get. Due to the multitude of factors that your farmland appraisal depicts, it is crucial to choose an appraisal that has an exact reflective value of your farm on the valuation date to limit your potential liabilities or improve your potential opportunities.

See What Rooster Ag's Gold Standard Farm Appraisal Can Do For You

FACTORS THAT A FARMLAND APPRAISAL MAY EFFECT:

- Audit protection
- Property's true value
- Estate resolution
- Family disbursement
- Bank collateral coverage
- Time value of a sale
- Step-up basis
- Capital gains tax
- Inheritance tax
- Operating loans
- Fractional ownership interest valuation
- Lack of marketability valuation
- Conservation easement valuation

EXAMPLE

For an estate in Illinois, every \$1,000,000 over \$4,000,000 that your estate is appraised at, you will owe a **minimum** of \$160,000 in Illinois estate taxes upon inheritance.

THE BEST VALUE WITH ROOSTER AG'

Rooster Ag's Gold Standard appraisal offers **the most defined approach** to certified farmland appraisals due to our in-depth understanding of influencing factors on the value of farmland, and our ability to apply those factors in a formula-based approach. Our system calculates the exact retrospective value of a farm **based on a multitude of factual data** because **the value of your land should never be guesswork.**



For more information on the Gold Standard farmland appraisal, or to request a Gold Standard farmland appraisal visit us at: