



# 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*

*February 2021*


## RUSE



Over the years, we have worked with multiple Family Estates, prior to or upon the passing of the parents, to work through the disbursement, allocation and finally the resolution of how the family farms are to be distributed amongst the siblings or sold off. Believe me, it's harder to get out of a family partnership than to get into one. Typically what happens is one of the family members is involved in the family operation with Mom and Dad, where that member and Dad have an extremely close personal and business relationship. The other siblings live off the farm and have jobs that have nothing to do with the family farming operations. The off-farm family members and their spouses have no idea what will ultimately happen with the family estate. Once the plan is rolled out, the emotions get real, as more often than not, the siblings that are not involved in the operations feel as though a back room deal has been cut with Dad and something smells sneaky as the plan or the **Ruse (Roos)** is already in place without the other family members' knowledge. Family members then feel as though they are not loved equally, often cheated and deceived, creating contention in the family unit even though the perceived **Ruse** was put in place at Mom and Dad's consent to keep the family farms intact. We advise everyone to take a deep breath as there are multiple options that are fair and as we know that through our Ownership Interest Appraisal process, there are calculated resolutions that make sense and just may dispel the contention and smell of the **Ruse**.



STATE OF IOWA

Rooster Ag' has heeded the advice from 1851 to "head west, young man" by expanding our operations into **Iowa**. However, with a new twist, as Kelly, our Illinois Designated Managing Broker, is now also the Managing Broker License Holder for our westward expansion to **Iowa** ventures into Farmland Real Estate, Farm Management, Gold Standard Farmland Appraisals and certainly Crop Insurance. We have multiple contacts throughout **Iowa** we will align with to continue to expand our vast network in Agriculture and follow our Managing Broker's vision to "head west, young woman" by pressing westward for hers and our further opportunities in 

## WANTED

Up until just after the election, farmland sales had been slower than expected. Low grain prices, COVID, and the political climate all affected sales. Residential developments were stalled as well as sales of business operations, commercial and apartment buildings strangling the economy as well as the flow of 1031 Trade monies towards the tangible, stable investments in dirt and our beloved farmland. During the height of the COVID pandemic, farms over 50 acres were tough to sell. We ended up splitting up large parcels into multiple parcels to provide farmland opportunities to vegetable, organic and regenerative farming operations. Since the election, that trend continues; smaller farms are still in high demand as people wish to de-urbanize. Larger farms' sale velocity picked up as the previously contracted deals started closing, filling the 1031 Trade Funds pipeline. Institutional buyers are now active and rushing to get farms closed before planting season. Grain prices have rallied, making farming look optimistic, giving farmers the confidence to once again buy land. The heat is on and farms are **Wanted**. We need land to fulfill the now buyers' needs as outlined in the enclosed **Wanted** list. If you are interested in buying or selling, give us a call; we will meet you at your conference room, shop, or kitchen table to discuss today's land values, what's now available and what is ultimately **Wanted**.



# 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.

## February Weather Outlook

### Monthly Summary

Temperatures are favored to average warmer than normal. Precipitation is expected to total below normal.



Mostly sunny skies are favored from February 1-4. Expect a winter storm event from February 5-7.

Sunny and cold on February 8 and 9. Wintry weather from February 10-12. Sunny and cold from February 13-15.

A mix of sun, clouds and scattered precipitation on February 16 and 17. Sun on February 18. A rain to snow event on February 19 and 20 with lingering clouds on February 21 and 22.



Clouds with snow on February 23 and 24.

Sun returns on February 25-26 with a month-ending winter storm on February 27 and 28.



### February Astrology ~ It's in the Stars

By the time we get to the middle of February, we're past hardcore winter. The sun is rising ever higher, and you can feel the warming as you go outside. Spring is just around the corner. Other than viewing your favorite star constellation, viewing of planets will be disappointing 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 southeastern sky at sunrise at the end of the month, rising between Saturn and Jupiter.

**Venus** rises just before sunrise and will be lost to the rising sun.

**Mars** rises in the morning hours and is visible after sunset in the southwestern sky. Look for the moon to the left of Mars on Thursday, February 18. Mars will be visible throughout the month.



### A Glimpse Ahead

#### March Weather Outlook

**Precipitation** is expected to total below normal. Favored dates for heavier precipitation center on March 3, 9, 12, 13, 14, 20, 23, 24, 27, 28, 29 and 30.

#### Long-Range Weather Outlook

**April** expect above below normal temperatures with near normal precipitation.

**May** outlook favors slightly cooler temperatures and slightly above precipitation.

**June** weather calls for near normal rainfall and near normal temperatures.

**July** expect warmer than normal temperatures with near normal precipitation.

### ~ 2021 Full Moon Names ~

**January 28:** Wolf Moon

**February 27:** Snow Moon

**March 28:** Worm Moon

**April 26:** Pink Moon

**May 26:** Flower Moon

**June 24:** Strawberry Moon

**July 23:** Buck Moon

**August 22:** Sturgeon Moon

**September 20:** Harvest Moon

**October 20:** Hunter's Moon

**November 19:** Beaver Moon

**December 18:** Cold Moon



# Rooster Ag'

R E A L T Y

## Farms for Sale

**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—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' 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 180 in Annawan, IL. Excellent Soils with a PI of 138.7/ Good cash farm rent income & billboard in-come. **\$11,900 per acre**

**Kane County—Burlington/Plato Township—236.00 acres/226.00 tillable acres. Located between Burlington & Camp-ton Hills off Burlington Road.** Includes a 2-story farmhouse with a 4,000+/-sf machine shed along with multiple outbuildings. **Divisible via the north 63 acres & the south 173 acres \$9,500 per acre**

**Kendall County—Little Rock Twp—101.41± acres/94.88 tillable acres.** Excellent location off Little Rock Road & Gris-wold Springs Road in Plano, IL. **Adjacent to Walmart!** Good cash rental income. *Under Contract*

**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 options 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. **Divisible via 41 acres, 40 acres & 20 acres! \$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. **\$6,900 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—Rockford Township—404 acres/397 tillable acres. Located on the west side of the city of Rock-ford, IL.** Former Kennedy Homes Development Property. Good cash rental income. *Under Contract*



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.  
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Maple Park, IL 60151



### ~Normals for the Month~

#### JAN. 31 TO FEB. 6

AVG. HIGH **31**  
AVG. LOW **12**  
SUNSHINE **47%**  
DAYLIGHT HOURS  
Precipitation **0.38**

#### FEBRUARY 7 TO 13

AVG. HIGH **33**  
AVG. LOW **13**  
SUNSHINE **49%**  
DAYLIGHT HOURS  
Precipitation **0.35**

#### FEBRUARY 14 TO 20

AVG. HIGH **36**  
AVG. LOW **18**  
SUNSHINE **50%**  
DAYLIGHT HOURS  
Precipitation **0.39**

#### FEBRUARY 21 TO 27

AVG. HIGH **39**  
AVG. LOW **21**  
SUNSHINE **53%**  
DAYLIGHT HOURS  
Precipitation **0.44**



🐓 Denotes Sales by Rooster Ag' Realty

### RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twncshp	Acres	Price/Acre	Date	County	Twncshp	Acres	Price/Acre
12/20	DeKalb	Mayfield	101.0	\$9,695	12/20	🐓 LaSalle	Mission	47.0	\$12,234
12/20	DeKalb	South Grove	80.0	\$9,400	12/20	Lee	Willow Creek	173.0	\$9,697
12/20	🐓 DeKalb	Paw Paw	246.0	\$7,300	12/20	Lee	Bradford	74.0	\$9,769
01/21	🐓 Kane	Blackberry	25.0	\$20,200	10/20	LaSalle	Grand Rapids	160.0	\$10,250
12/20	Kane	Kaneville	155.0	\$9,125	01/21	🐓 Ogle	Forreston	76.37	\$11,785

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.



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**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 Route 38 & Somonauk Road, just northeast of the Ferrara Candy Distribution Center & the future Facebook Data Center. \$29,950 per acre**

**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 I88 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**



# WANTED

## LAND FOR READY BUYERS

**ILLINOIS: 400 TO 800 CONTIGUOUS ACRES IN ILLINOIS WITH AN ORGANIC CERTIFIED OPERATOR, GOOD SOILS.**

**NORTHERN IL NORTH OF I-90 INTO SOUTHERN WI: 400 TO 1,000 ACRES.**

**MCHENRY CO. WEST TO JO DAVIESS CO.: \$5 MILLION, LARGE PARCELS.**

**MCHENRY CO. NORTH OF I-90 TO THE WISCONSIN BORDER: \$500,000. GOOD SOILS PREFERRED.**

**DEKALB CO. NORTH INTO SOUTHERN WISCONSIN: \$12 MILLION, LARGE CONTIGUOUS PARCELS. CLOSING IN THE FIRST ¼ OF 2021.**

**DEKALB CO.: 80 TO 160 ACRES NORTH OF ROUTE 30 AND SOUTH OF MCGIRR ROAD, BETWEEN HINCKLEY & WATERMAN.**

**DEKALB CO.: 200 TO 400 ACRES JUST NORTH OR SOUTH OF ROUTE 30 TO LASALLE CO. LARGE FARMS WITH HIGH SOIL PI.**

**DEKALB CO.: 60 TO 100 ACRES, SOUTH OF DEKALB /AFTON TOWNSHIP.**

**DEKALB CO./KANE CO. (HINCKLEY, WATERMAN, BIG ROCK, SUGAR GROVE): 100 TO 160 ACRES FIRST TIME LAND BUYER LOOKING FOR BASE OF OPERATION, HOUSE, SHOP, MACHINE SHED : GRAIN FACILITY OPTIONAL.**

**KANE CO. TO KENDALL CO.: 80 ACRES BETWEEN PLANK ROAD & YORKVILLE ALONG OR EAST OF ROUTE 47.**

**KANE CO. (LILY LAKE/CAMPTON HILLS): 80 TO 100 ACRES.**

**KANE CO.: 100 TO 200 ACRES, LEASEBACK AVAILABLE. HIGH QUALITY SOILS PREFERRED.**

**KANE CO. (BIG ROCK/SUGAR GROVE): 20 TO 40 ACRES**

**SOUTHERN KANE CO. INTO KENDALL CO. SOUTH OF YORKVILLE: 100 TO 400 ACRES ON OR EAST OF ROUTE 47.**

**LASALLE CO.: 80 TO 160 ACRES GRAND RIDGE TOWNSHIP AREA.**

**-CONTACT JOE & TYLER-**

Joe: (630) 774-5887  
Tyler: (815) 451-1152



# Rooster Ag' Gold Standard



Farmland Appraisal Services

## APPRAISAL CHECKLIST

Please check all items that apply to your farm(s):

**NAME:** \_\_\_\_\_ **DATE:** \_\_\_\_\_ **STATE:** \_\_\_\_\_

### PURPOSE OF THE APPRAISAL:

- ☐ Estate Tax Valuation/IRS Compliant YES NO
- ☐ Sale of the Property
- ☐ Gift Valuation
- ☐ Bank Requirements
- ☐ Internal Valuation
- ☐ Other, please explain \_\_\_\_\_

If the appraisal is for Estate Tax, date of passing \_\_\_\_\_

### FORM OF OWNERSHIP:

- ☐ Owned individually
- ☐ Owned in Partnership
- ☐ Trust
- ☐ Joint Trust

### ANY ENCUMBRANCES:

- ☐ Right of First Refusal
- ☐ Buy-Sell Agreement
- ☐ Cross Sale Agreement
- ☐ Easements
- ☐ Less than majority interest
- ☐ Farmland Preservation Easement

If encumbered, please provide documentation

### LEASES:

- ☐ Farm Lease
- ☐ House Lease
- ☐ Solar Lease
- ☐ Wind Farm Easement Lease
- ☐ Cell Tower Lease
- ☐ CRP Contract

Please provide copies of any leases or contracts.

### STRUCTURES/IMPROVEMENTS

- ☐ House
- ☐ Machine Shed/Shop
- ☐ Grain Facility
- ☐ Livestock Buildings
- ☐ Other, please explain \_\_\_\_\_

**For more information, contact Joe Ludwig at (630) 774-5887**