



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

October 2021

Land Buyer Initiative



While the land market is still operating at what is perceived to be ahead of pace, the **Land Buyer Initiative** or the lack thereof has changed the game and actually now has slowed the land buying pace. Many **Land Buyers** have adopted a “wait and see” approach, unless a unique opportunity arises that promises certain upside, or of course, if the land is right next door to one of their current farmland assets. The reasons for the **Land Buyer Initiative** and fresh approach to buying land varies with each investor. The concerns are that, we are in the middle of a land bubble, low interest rates are driving speculators to the market eating up the inventory of quality farms, current perceived escalated grain prices which drive land rents are not sustainable which in turn creates uncertainty to the **Land Buyer's** ROI, proposed new gift, estate, 1031 and capital gain tax changes potentially having huge implications going forward, of course COVID and the long term economic and health effects it possesses. The good news for the **Land Buyer Initiative** concerns is the land inventory is beginning to shake loose due to the Generational Shift of Family Estates deciding to sell farms, largely due to concerns of the proposed tax implications now providing inventory for **Land Buyers**. Investors chasing Bill Gates' lead to “invest in dirt,” for the most part don't like the ROI a true farm kicks off, so it is not feasible to buy land with borrowed monies, making interest rates seemingly moot. Grain prices have been stable for months at potentially new inflationary price points allowing farmers to propose higher rents for 2022 and beyond supporting the land prices to inflate to now stable price points that don't support the bubble theory. COVID concerns while still prevalent are not as front and center as in the past and have not had a negative impact on land sales, but more over an influx in smaller farm parcel sales from folks looking to deurbanize. The now **Land Buyer and Seller Initiative** is to take charge and act before others do. Rooster Ag' and its staff have adapted as well to fulfill the need by changing our **Initiative** and the way we do business by analyzing and understanding the now market and finding opportunities for both Buyers and Sellers of land. Want in? Give us a call to discuss your own **Land Buyer or Seller Initiative**.

2022 Farm Lease

If you are considering changing your **2022 Farm Lease**. Remember, that in the State of Illinois, on verbal leases and depending on how your written farm lease is structured any change of terms to a farm lease needs to be made in writing prior to October 31, 2021 in order to be valid. Have questions or need a hand? Give us a call, we will meet you at your conference room, shop or kitchen table to walk you through your 2022 Farm Lease. Questions on Cash Rent? Check out our Cash Rent Calculator on our website at <https://www.roosterag.com/tools-and-resources/>

Ownership Interest

If you own or may inherit a farm with multiple **Ownership Interest** in the farm, you may qualify for Lack of Marketability and **Ownership Interest** discounts as to the gifting of or Estate valuation of your farm. Why is this important? The current gift and tax exemption is \$11.7 million and a new law proposed by congress could drop it all the way down \$1,000,000 starting in 2022. Utilizing our Gold Standard Appraisal with lack of marketability and ownership discount can help you save potentially millions in taxes. Need help? contact Dalton Jahntz, our appraisal manager.

Weather Almanac



by Meteorologist Frank Watson



Full Moon


October 20th




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.

October Weather Outlook

October Summary

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

 Off and on showers with occasional sunshine is favored from Friday to Thursday, October 1-7. Sunny skies on Friday and Saturday, October 8-9. Showers on Sunday and Monday, October 10-11. Passing showers on October 13-14. A period of sun from October 15-19.

Clouds and showers are favored from Thursday to Tuesday, October 21-26. Sunny on Wednesday, October 27. Clouds and showers from Thursday to Sunday, October 28-31.

October Astrology ~ It's in the Stars



The nights are now longer than daytime. We lose an hour and twenty minutes of daylight during the course of the month with the sun setting at 5:48 on October 31.

Mercury is a morning planet and is lost in the sun's glare for the first half of the month. You should be able to see Mercury low in the eastern sky before sunrise beginning on Sunday, October 17 to the end of the month.

Venus can be seen setting in the southwestern sky throughout the month at dusk. Look for Venus to the left of the waxing crescent moon on Friday, October 15.

Mars is lost in the sun's glare throughout the month.

Jupiter rises before sunset and will be visible throughout the overnight hours. Look for the moon below Jupiter on Thursday and Friday, October 14-15. The last Quarter moon is Thursday, October 28.

Saturn rises before sunset in the southeastern sky and will be visible during much of the overnight hours. Look for Saturn to the right of Jupiter throughout the month and above the moon on Wednesday, October 13.



November Weather Outlook

November is expected to experience cooler than normal temperatures.

Precipitation is expected to total drier than normal. Favored dates for heavier precipitation center on November 1, 5, 11, 14, 15, 17, 18, 20, 21, 26, 29, and 30

December expect warmer than normal temperatures with below normal precipitation.

January expect warmer than normal temperatures with above normal precipitation.

February expect warmer than normal temperatures with near normal precipitation.



Morning Planets: Mercury, Mars, Uranus,

Evening Planets: Jupiter, Saturn, Neptune

October Fun Facts

4th National Cinnamon Bun Day



10th National Walk to a Park Day



15th National Cheese Curd Day



22nd National Make a Dog's Day—throw your dog an extra bone!



28th National First Responders Day



29th National Cat Day



31st Halloween!



DeKalb County—DeKalb Township—159.83 acres.155.18 tillable acres.—Under Contract. Premium Class A Farm. Located just 2.3 miles from NIU and 1.20 miles from the DeKalb city limits. Includes a 4 acre farmette with a house, machine shed and barns. **\$17,250 per acre**

Lee County—Willow Creek Township—230 acres/214 tillable acres—Under Contract. Located at the SEC of Paw Paw Road & Winterton Road, just east of I-39. Good soils with a Soil PI of 126.2. Excellent farm rental income. **\$10,950 per acre**

Kendall/Kane County—Oswego/Aurora Township—234 acres/209 tillable acres. Located adjacent to the Montgomery Farm & Fleet off Route 30. Additional land available. Excellent Soils with a soil PI of 139.8 **\$12,950 per acre**

LaSalle County, Mission Township—103.23± acres/80± tillable acres. Located just south of Sheridan, IL with frontage along the south side of N. 3959th Road. **Excellent mix of income producing farmland & recreational/hunting land** with frontage along the Fox River. **\$7,450 per acre**

Lake Co—Newport Township—100± acres/79.13± 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, 40, 80 or 100 acres. \$9,250 per acre**

McHenry County—Grafton Township—61.94 acres/38.38 tillable acres. Excellent location adjacent to the Lenar Talamore Development. Good income potential on the 38+ tillable acres, with recreational acres including woods and a creek line. **\$425,000**

McHenry County – Riley Township—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**

DeKalb Co – Cortland Township— 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. **\$340,000.00**

Kane County -- Kaneville Township -- 42.97 acres/ 42.40 tillable acres. Located east of County Line Road on the south side of Keslinger Road. Great soils with a PI of 136. **\$12,495 per acre**

**View our listings as well as more information at Rooster Ag' online at:
www.roosterag.com**



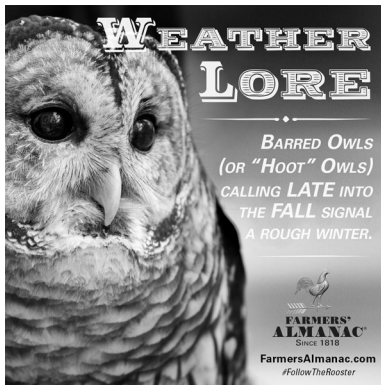
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~Normal for the Month~

October 3 to 9	October 10 to 16	October 17 to 23	October. 24 to 30	Oct. 31 to Nov.6
Avg. High.....68	Avg. High.....65	Avg. High.....61	Avg. High.....58	Avg. High.....54
Avg. Low..... 42	Avg. Low.....39	Avg. Low..... 37	Avg. Low..... 34	Avg. Low..... 32
Sunshine..... 67 % Daylight Hours	Sunshine..... 69 % Daylight Hours	Sunshine..... 70 % Daylight Hours	Sunshine..... 60 % Daylight Hours	Sunshine..... 53 % Daylight Hours
Precipitation 0.63	Precipitation 0.57	Precipitation 0.59	Precipitation 0.63	Precipitation 0.70

🐔 Denotes Sales by Rooster Ag' Realty

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
09/2021	🐔 Boone	Flora	81.69	\$9,425	06/2021	Kane	Hampshire	140.00	\$11,000
07/2021	DeKalb	Kingston	75.00	\$8,750	06/2021	Kendall	Seward	99.00	\$10,678
06/2021	DeKalb	Mayfield	120.00	\$9,000	08/2021	LaSalle	Osage	124.00	\$8,970
08/2021	Kane	Hampshire	201.00	\$9,894	07/2021	Lee	Sublette	40.00	\$10,000
08/2021	Kane	Sugar Grove	87.00	\$14,406	06/2021	McHenry	Riley	94.00	\$11,302

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.



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DeKalb County—Afton Twp—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 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

Kane County—Big Rock Twp—270 acres/250.86 tillable acres. Located on the west side of Big Rock, IL with frontage along Route 30, Wheeler Rd & Davis Rd. Excellent cash rental income as well as income from 2 houses and multiple outbuildings on the farm. \$38,808 per acre

Kane County—Blackberry Twp—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

Kane County—Big Rock Twp—8.98 acres. Located at the SEC of Route 30 & the future Dauberman extension. 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

Kendall County—Oswego Twp—15 acres. Located at the hard corner lighted intersection of Route 30 & 5th Street in Montgomery, IL Adjacent to the Farm & Fleet. Zoned B-3. \$5.51 per square foot.

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