



Rooster Ag'

Farmland Real Estate · RA Commercial Properties

Farm Management · 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!



Family Owned & Operated

March 2022

Farmland's ROI



Over the years **Farmland's Return On Investment "ROI"** has been an important factor in Investors investing in dirt. Where 20 years ago our strike point was 5% **ROI**, overtime it dropped to 4%, then overnight it dropped to 3% where it has remained steady for the last several years. Today the 3% is under pressure due to **Farmland** prices increasing over the last six months. This is due to a short supply which is driving the price points higher to fulfill the current demand, driving the net **ROI** down in many cases to 2.5% or less, depending on the farm's characteristics. Now one might believe that since corn and bean prices have rallied that the cash rents have rallied right along with it. While in many cases **Farmland** rents have increased, they have not increased to keep the **ROIs** at 3% or above at today's per acre land sale prices mostly due to Farmers rising input costs. What we are seeing is farm listings coming to the market with list prices formulated out at a 2% to 2.5% net **ROI** and seeing sales prices of true farmland (i.e., no development potential) kicking off a net **ROI** from 2%-3% in the majority of the sales. At these price points some landowners are running the numbers and are willing to sell their farms and either reposition those funds to other assets, or pay the capital gains tax and have the cash liquid for other opportunities. Have questions or would like us to run your farm through our Gold Standard Farmland Appraisal software to give you a real feel of what your farm is worth in today's market? Give us a call and we will meet you at your conference room, shop or kitchen table and run a market analysis using recent comparable sales cross referenced with soil PI, % tillable and of course as part of the valuation, the **Farmland's ROI**.

Wallet Share

An important factor to consider when investing in land is the Farmer's profitability. It's true, if a Farmer doesn't have the land to rent, they don't have opportunity to make money on that acre of ground. Conversely, if a Farmer rents the ground they need to make money or what's the point? Over the past several years a Farmer's gross income on an acre of farmland has been divided up fairly consistently on a % ratio of the cost of production or "**Wallet Share**". Fertilizers, seed, chemicals, crop insurance, interest, labor, fuel, machinery and of course, the land all take their % of **Wallet Share** leaving the grower whatever **Wallet Share** is left as profit. With production costs on the rise with some inputs up 2 and 3X over the 2021 crop year, grain prices will need to continue to rise to offset those increases, or the Farmer and Land Owner's % of **Wallet Share** will be under pressure. Our Farm Management division is analyzing the history and the future of the % of **Wallet Share** to determine if the Farmer and the Land Owner can keep their % of **Wallet Share** moving forward. Have questions, call, text or email Jill Smith, our head of Farm Management. She will bring you up to speed on the evolution and the future of **Wallet Share**.



The "Solutionist"

The definition of a **Solutionist** is an individual or company that solves problems. Whether you are looking to buy or sell a farm, have your farm managed for peace of mind that the land is well taken care of and you're getting a fair ROI, have the right insurance coverage on your crops from revenue and yield coverage to wind and hail, or need an appraisal to value your farm assets for any reason, Rooster Ag' is your **Solutionist**! When you contact us for any of the above reasons or anything Ag' related, we become your personal **Solutionist**! In today's environment of more and more people working from home and doing Zoom meetings, conference calls, texting and emails, people have lost the art of face to face meetings where you can see and feel emotion and build relationships in both personal and business. For that very reason, we will be more than a personal **Solutionist**, we will be an in person, personal **Solutionist**!

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 over a 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.



Full Moon

March 18th

Worm Moon



March Weather Outlook

March Summary



A sunny start to the month will give way to increasing clouds and a rain to snow event from March 4-5. Sunny and cooler temperatures are favored from March 5-7.

A period of clouds, sun and occasional precipitation is expected from March 8-12. Precipitation prospects appear favorable from March 13-16 and again from March 18-19.



Sunny skies expected from March 20-21. A rain or snow event is favored from March 22-23 and again from March 25-28. Partly sunny skies are expected from March 29-31.

Future Weather Outlook

April is expected to experience colder than normal temperatures.

Precipitation is expected to total near normal. Favored dates for heavier precipitation center on April 2, 3, 8, 11, 12, 13, 14, 23, 24, 28, and 29.

Long-Range Weather Outlook

May expect near temperatures with near normal precipitation.

June expect warmer than normal temperatures with near normal precipitation.



**Morning Planets: Mercury (dawn),
Mars & Saturn**

Evening Planets: Uranus

March Astronomy ~ It's in the Stars



March will see an increase of 1 hour and 24 minutes of daylight. Daylight Saving Time begins on Sunday, March 13. Spring begins on Sunday, March 20 at 10:33am.

Mercury rises low in the southeast sky in the morning twilight to open the month. It will be too bright out to view.

Venus rises early enough before sunrise to open the month to be viewed low in the southeastern sky. Venus, Saturn, Mars and the last quarter moon will be grouped together before sunrise the morning of Monday, March 28.

Mars rises to the lower right of Venus to open the month and will be seen grouped together with Venus and Saturn.

Saturn, which was lost from view in February, will be seen rising in the hour before sunrise after March 20. By the end of the month Saturn will be between the brighter Venus and Mars.

Jupiter is lost in the sun's glare.

Remaining Full Moons for 2022

Pink Moon (Apr)
Flower Moon (May)
Strawberry Moon (Jun)
Buck Moon (Jul)
Sturgeon Moon (Aug)
Harvest Moon (Sep)
Hunters Moon (Oct)
Beaver Moon (Nov)
Cold Moon (Dec)

Fun Facts

"In like a Lion, out like a Lamb"

March 6th—The Day of The Dude encourages participants to honor *The Big Lebowski* by takin' 'er easy all day, man, and maybe buying a new rug—it'll really tie the room together.

March 14th—Pi Day

March 17th—St. Patrick's Day

March 22nd—National Ag' Day



~Farmland for Sale~

HOT BUY - Kane/DeKalb County – Burlington/Sycamore Townships – 227.36 +/- acres/ 212.05 +/- tillable acres. Lease is still open for 2022. This rare farm is located on Lakin Road just north of Route 64. Mostly tillable with excellent soils. Soil PI is 134.8. **\$12,695 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. **\$29,908 per acre**

Kane County—Blackberry Twp—46.29± acres/34.61± tillable acres. 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**

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**

Ogle County -Flagg Township - 30+/- acres/28.42 tillable acres. Located in Section 25, Flagg Township. Partially zoned improved commercial and located in the industrial park on the south edge of the City of Rochelle. **\$24,000 per acre**

~Wanted Land for Ready Buyers~

\$8.5M - Land just North or South of US Rte 30 into Northern LaSalle County. Funds Available the first 1/4 of 2022.

\$5M - North of Rte 72 to Rte 90. Funds available the end of Q4 2022.

\$10M - DeKalb, Lee, Ogle, Kane. Lease back available. Funds available the second quarter of 2022.

\$3M - Yorkville, Sugar Grove, Lily Lake. Lease back available. Funds available NOW.

\$2.3M - Northern Illinois. Lease back available. Funds available the first quarter of 2022

\$3.2M - Somonauk, Sandwich, Lake Holiday. Lease back available. Funds available NOW.

\$1.5M - Yorkville, Plano, Sandwich. Funds available NOW.

\$2M - Sublette, Walnut, Amboy. Funds available NOW.

\$3M - Hinckley, Waterman, Shabbona. Lease back available. Funds available NOW.

\$1.5M - Waterman, Shabbona. Funds available NOW.



DeKalb Co – Cortland Township - 2 Commercial Buildings totaling 10,400±SF. Concrete floors and ample power in a great location in the middle of town. Well maintained and recently painted. Property also has 327,700bu grain storage bins. **\$340,000.00**

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**

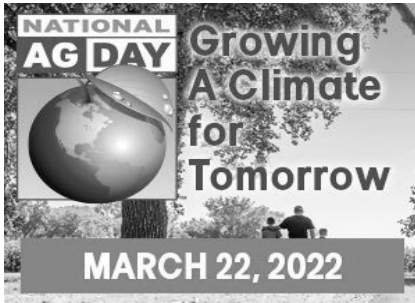
Kane County—Big Rock Twp—8.98 acres—Under Contract. Located at the SEC of Route 30 & the future Dauberman extension. Includes a house along with multiple well maintained outbuildings. **\$595,000**

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.**



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



~Normal for the Month~

MAR 1 TO MAR 5	MARCH 6 TO 12	MARCH 13 TO 19	MARCH 20 TO 26	MAR 27 TO APR 2
AVG. HIGH 41	AVG. HIGH 44	AVG. HIGH 47	AVG. HIGH 50	AVG. HIGH 53
AVG. LOW 22	AVG. LOW 24	AVG. LOW 27	AVG. LOW 29	AVG. LOW 32
SUNSHINE 57% DAY-LIGHT HOURS	SUNSHINE 54% DAY-LIGHT HOURS	SUNSHINE 54% DAY-LIGHT HOURS	SUNSHINE 57% DAY-LIGHT HOURS	SUNSHINE 56% DAY-LIGHT HOURS
Precipitation 0.46	Precipitation 0.51	Precipitation 0.59	Precipitation 0.68	Precipitation 0.79

✈ Denotes Sales by Rooster Ag' Realty

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
01/2022	Boone	Flora	108.00	\$11,080	✈ 01/2022	Kane/Kendall	Aurora/Oswego	189.51	\$11,600
12/2021	DeKalb	Clinton	95.00	\$13,999	✈ 12/2021	Kane	Kaneville	43.00	\$12,000
01/2022	DeKalb	DeKalb	121.00	\$12,437	12/2021	Kendall	Big Grove	115.00	\$11,046
12/2021	DeKalb	Victor	64.00	\$10,000	10/2021	Kendall	Little Rock	160.00	\$9,562
01/2022	Kane	Burlington	50.00	\$10,000	12/2021	McHenry	Hartland	96.00	\$9,895

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:
www.roosterag.com



ROOSTER AG' DIRECTORY



Kelly Ludwig	Designated Managing Broker, Owner	(630) 546-8267
Stason Ludwig	CEO	(815) 762-2136
Dalton Jahntz	Appraisal Manager	(630) 525-1431
Kristi Dummer	Marketing Specialist	(224) 723-9399
Steve Edwards	Farm Manager, Independent RE Broker	(630) 774-7470
Karl Viskne	Crop Insurance Agent/Appraisal Services	(630) 770-8708
Megan Rossler	Real Estate Paralegal	(920) 621-9940
Nicole Speizio-De Paz	Executive Administrative Assistant	(631) 905-2074
Tyler Creath	Real Estate Broker	(815) 451-1152
Jeff Dickey	Crop Insurance	(815) 757-3788
Jillian Smith	Farm Manager	(815) 901-5074
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774-5887