



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

September 2022

5 WHYS



When I was a kid I was always curious as to **Why** things were done the way they were. But as the youngest of 7, I did not dare to ask

Why, it was what it was and I learned to accepted it. Today with the crew here at Rooster Ag, I have encouraged my staff to break the rules and ask **Why** we do what we do a certain way and not be afraid to change it for the better good of agriculture, our customers, employees, their families and our company. As an "Outlaw" is defined as "living on the outside of the written law" I encourage them all to be "Outlaws" and ask, **Why**. Recently I was exposed to an approach called the **5 Whys** by my middle son Dakota who has his Master of Health Administration, and is implementing a system called the **5 Whys** while working with the VA Hospital in Lexington, Kentucky. The **5 Whys** is a method for analyzing problems within a business organization to improve, systems, policies, and procedures. By digging into a **5 Whys** framework of addressing an item and asking **Why** 5 times we can trouble shoot, improve quality, analyze procedures and create new systems to better serve all involved once the **5 Whys** are answered. I realize today that the **5 Whys** has been engrained in me my whole life. I have found that it can be applied to oneself, family, friendships and business. Have questions, don't be afraid to ask, **Why**?



FARMLAND VALUES

Throughout 2022 we have been seeing strong **Farmland Values** across Illinois, Wisconsin, Iowa and Indiana. Our Gold Standard Farmland Appraisal division has performed Market Analysis' on over 16,500 acres with a combined value over \$220,000,000. As a result, our real estate team has an excellent grasp on what a farm will sell for in this marketplace as we have closed/contracted over 5,400 acres worth of farms here in 2022, thus far. There is speculation that the increased interest rates, uncertainty with current economy, volatile corn price, and input costs are having a negative impact on the **Farmland Values**. Conversely, we are continuing to see strong land sales and expect that trend to continue into the last quarter of 2022, and the first quarter of 2023, due to multiple 1031 Trade Investors coming into the market trading their life's work into a stable, secure, and tangible investment. Because of the anticipated profits this year, due to high grain prices, Farmers are also looking to add farms to their portfolio to expand their operations, further pointing towards strong land sales to continue. Considering buying or selling? Give us a call, we can meet you at your office, conference room, shop or kitchen table to discuss your goals, run the farms you are considering buying or selling through our Gold Standard Farmland Appraisal system to determine where the **Farmland's Value** shakes out in this now market.

FARM BUDGETS & FARMLAND LEASING

Not very often do high yields and high prices occur at the same time, typically they are at the detriment of each other. Farmers were blessed with a bountiful crop and rising grain prices coming off harvest 2021 and the 2022 crop looks promising. We are coming off a prosperous year in agriculture; however, the 2023 outlook has some apprehension as **Farm Budgets** are perceivably getting squeezed. Aggressive interest rate hikes, fertilizer and fuel costs are expense categories that are being evaluated closely to determine how these factors effect the wallet share portion of farm rent and profit. Rooster Ag's disciplined approach to **Farmland Leasing** is being applied while working with both farmers and landowners creating solutions that are good for the farmer, landowner, and the land. Have questions, give Jill a call, we will meet you at your office, conference room, shop, or kitchen table to discuss the effects of today's **Farm Budgets & Farmland Leasing**.

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, 20-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

September 10

Harvest Moon



September Weather Outlook

September Summary

Clouds and showers are favored to open the month on Thursday, September 1. Expect a series of passing showers mixed in with periods of sun from Friday to Wednesday, September 2 to 7. Locally heavy rain



totals are likely from Thursday to Monday, September 8 to 12. A fairly quiet and sunny period is expected from Tuesday to Monday, September 13 to 19. A shower threat is possible around September 15. Clouds and rain are favored on Tuesday, September 20. A mostly sunny and dry period is expected from Wednesday to Monday on Thursday and Friday, September 29-30.



September Astronomy ~ It's in the Stars



It's been a hot summer and this month we usher in Fall. I'm not sure we welcome Fall as it means an end to summer. Maybe the cooler days will seem comforting? Fall begins at 8:03 pm on Thursday, September 22. **Mercury** rises low in the eastern sky in the morning to open the month while setting in the evening twilight hours. It will not be visible this month. **Venus** rises in the eastern sky just before sunrise to open the month and will be tough to view. **Mars** rises in the eastern sky a few hours after sunset and will be visible throughout the overnight hours. Look for Mars to the right of the moon on Saturday, September 17. The bright star to the right of Mars is Aldebaran. **Jupiter** rises in the eastern sky after sunset. Look for Jupiter to the left of the moon on Saturday, September 10. **Saturn** offers great viewing this month. It rises shortly after sunset to open the month and sets shortly before sunrise. In aother words, it will be visible much of the night. Look for Saturn above the moon on Wednesday, September 7.

Future Weather Outlook

October is expected to experience below normal temperatures.

Precipitation is expected to total near normal. Favored dates for heavier precipitation center on October 1, 4, 5, 6, 7, 10, 14, 23, 25, and 30.

Long-Range Weather Outlook

October expect below normal temperatures with near normal precipitation.

November expect warmer than normal temperatures with below normal precipitation.

December expect warmer than normal temperatures with below normal precipitation.



Morning Planets: Venus (dawn), Mars, Jupiter, Uranus

Evening Planets: Mercury

All night: Saturn

September Fun Facts





UNDER CONTRACT—DeKalb County—Cortland Township—25± acres/24 tillable acres. Located on the south side of E. North Ave on the east side of Cortland, IL. Excellent potential future development property. Excellent soils, with a Soil PI of 140.5. **Zoned I-1 Industrial & Annexed into the Town of Cortland. \$15,700 per acre**

UNDER CONTRACT—Kendall County— Bristol Township - 198.29± acres/182.17± tillable acres. In Sections 9 & 10, Bristol Township. Located at the southwest corner of Galena Road & Cannonball Road in the City of Yorkville. **\$13,950 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. **Price Reduced to \$24,875 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**

McHenry County—Grafton Township— 71.50± acres/66.71± tillable acres. Excellent Location at the NEC Haligus Road & Ackman Road in Lakewood, IL. Zoned: R-1 current use— Farm. **\$18,950 per acre**

Rock County—Beloit Township, Wisconsin— 116± acres/90.83± tillable acres. Located in Section 20 of Beloit, Wisconsin. Just west of the City of Beloit, 2.5 miles from HWY 213 & HWY 81 junction. Conveniently located near power station, providing for a solar option that is in place. **\$9,450 per acre**

Rock County—Beloit Township, Wisconsin— 103.87± acres/ 99.50± tillable acres. Located in Sections 19 & 20 of Beloit, Wisconsin. Just west of the City of Beloit, 2.5 miles from HWY 213 & HWY 81 junction. Located directly next to the 116± acre Beloit farm listed above for a nice assemblage. **\$10,950 per acre**

~Wanted Land for Ready Buyers~

- \$5M - North of Rte 72 to Rte 90.** Funds available the end of Q4 2022.
- \$3M - Yorkville, Sugar Grove, Lily Lake.** Lease back available. Funds available NOW.
- \$2.3M - Northern Illinois.** Lease back available. Funds available NOW.
- \$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—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— 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**

Ogle County -Flagg Township - 30± acres/28.42± tillable acres. Located in Section 25, Flagg Township. Zoned B-3 Commercial and located in the industrial park on the south edge of the City of Rochelle. **\$24,000 per acre**

Winnebago County—Roscoe Township—146.88 acres/146.09 tillable acres, Zoned Commercial Highway & Light Industrial. Located less than a mile west of I-90 at the NWC of Willowbrook Road & Rockton Road. **\$26,950 per acre**



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



~Normal for the Month~

SEP 4 TO 10
AVG. HIGH.....78
AVG. LOW..... 53
SUNSHINE 62% DAY-LIGHT HOURS
Precipitation 0.89

SEP 11 TO 17
AVG. HIGH.....76
AVG. LOW.....50
SUNSHINE 61% DAY-LIGHT HOURS
Precipitation 0.83

SEP 18 TO 24
AVG. HIGH.....73
AVG. LOW..... 48
SUNSHINE 66% DAY-LIGHT HOURS
Precipitation 0.76

SEP 25 TO OCT 1
AVG. HIGH.....71
AVG. LOW..... 45
SUNSHINE 67% DAY-LIGHT HOURS
Precipitation 0.69



☛ Denotes Sales by Rooster Ag' Realty

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
07/2022	DeKalb	Afton	40.00	\$13,836	06/2022	LaSalle	Ottawa	125.00	\$11,811
07/2022	DeKalb	Afton	38.00	\$14,508	06/2022	LaSalle	Mendota	136.00	\$12,750
06/2022	DeKalb	Cortland	72.00	\$16,307	08/2022	☛ McHenry	Hebron	22.65	\$13,500
06/2022	Kane	Campton	41.00	\$12,836	05/2022	Ogle	Flagg	78.00	\$10,470
07/2022	☛ Kane	Burlington	228.31	\$11,875	07/2022	☛ Winnebago	Roscoe	223.66	\$10,600

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
Jillian Smith	Farm Management Coordinator	(815) 901-5074
Dalton Jahntz	Appraisal Manager	(630) 525-1431
Kristi Dummer	Marketing Specialist	(224) 723-9399
Karl Viskne	Crop Insurance Agent/Appraisal Services	(630) 770-8708
Jeff Dickey	Crop Insurance Agent	(815) 757-3788
Brittany Hebler	In-House Corporate Attorney	(815) 494-6112
Megan Rossler	Real Estate Paralegal	(920) 621-9940
Nicole Speizio-De Paz	Trainee Appraiser	(631) 905-2074
Steve Edwards	Real Estate Broker/Farm Manager	(630) 774-7470
Samantha Vazzano	Real Estate Broker	(815) 321-2282
Tyler Creath	Real Estate Broker	(815) 451-1152
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774-5887