



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

July 2023

Options



The buyer pool for farmland has hit the pause button. We are stacking up listings and buyers broker agreements. Where as of today we have a combined listings and buyers brokers totaling over \$90 million. These buyers are not interested in any of the farms we currently have listed as they are looking for farms with specific criteria, in specific locations or looking to buy farms under today's perceived market while taking their time to weigh all of their **options**. The proof will be in upcoming auctions, which I am betting if two neighbors don't want that farm, the sales price will be some 30% below the seller's expectation. As it takes two strong buyers to make a successful auction, but only takes one buyer to make a successful listing. It should be of no surprise that we are recommending a Standard Listing or our Bid Basis program over our auction format as better **options**. Here's how our programs work: We run the farm through our Gold Standard Farmland Appraisal process to determine a suggested listing or opening bid price point. On both listing types we fly the farms with drones, get signs up and effectuate our marketing plan. Then we identify qualified prospects, walk them through the farm's intricacies and encourage offers at above or below the suggested listing or opening bid price point. The difference here compared to an auction, which will be imperative this year more than ever, is we allow the buyer **the option** to format the offers based on their specific terms versus the limited terms of an auction. We also cooperate with other brokers which never happens at an auction, which further limits the auctions buying pool. Once we receive all proposals, we meet with the Seller (s), to consider their **options** and determine how they wish to proceed. Once that determination has been made, we contact all interested parties to make them aware of the landowners desires, then we sell the farm! If you are thinking of buying or selling, give us a call, we can meet you at your office, conference room, shop or kitchen table to discuss all of your **options**.

Under all is Land

The phrase "**Under all is Land**" is the preamble of the National Association of REALTORS® Code of Ethics. It indicates that as real estate professionals we should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. We should help in the creation of productive farms and the preservation of a healthy environment. Of course, this is not verbatim, but sums up our duties at Rooster Ag' to our clients. **Under all is Land** literally, at Rooster Ag'. From farmland sales, crop insurance, farm management, appraisals and FDAV, the underlying, all encompassing, common denominator is land. When you think of Rooster Ag', you think of land. Land is the root of all real estate, whether it's a large farm, buildings, houses or an ocean front lot, the price and demand all stems from the land it's on. Location, location, location. In order to preserve our land, utilize it to its highest and best use, and preserve a healthy environment, we must take into consideration the servants of the land and its owners. If you're thinking of buying or selling, gifting, appraising, insuring or need a valuation for tax purposes, give the professionals at Rooster Ag' a call after all, we know **Under all is Land**. ~ Kelly Ludwig

Farm Leases

The crop is in the ground and looking good, the June 24th rain was a welcome site and certainly much needed. Our Farm Management Divisions sights are set on writing our 2024 **farm leases**, where by August 1st we expect to have 95% of our existing **farm leases** in place, all based on facts not emotions. Have questions or need a hand, give us a call, we can meet you at your office, conference room, shop or kitchen table to discuss your 2024 **farm leases**.



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 in weeks to weeks 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

July 3

Buck Moon



July Weather Outlook

July Summary

Temperatures are favored to average warmer than normal. Precipitation is expected to total below normal. After a sunny July 1, expect scattered showers and thunderstorms from July 2-7. Sun on July 8.



The period from July 9-12 may give us our best chance for meaningful rain totals. A return of hit or miss showers and thunderstorms are favored from July 13-18.

Drier and hotter weather is expected from July 19-26. A line of showers and thunderstorms is favored to move through from July 27-29. Mostly sunny on July 30-31.

* The Full Buck Moon, when the new antlers of *
* buck deer push out from their foreheads in *
* coatings of velvety fur. *
* *****

July Astronomy ~ It's in the Stars



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

Venus will be best viewed the first weeks of the month, setting in the west. Look for Venus below the moon and Mars the evening of Thursday, July 20.

Mars will be in the western sky at sunset and will be best viewed after sunset for about an hour. Look for Mars to the left of the moon on Thursday, July 20. Mars and Venus will be seen together with Mars above Venus.

Jupiter rises in the overnight hours and will be visible in the eastern sky before sunrise. Look for the moon to the right of Jupiter on Tuesday, July 11.

Saturn rises in the late evening hour and can be viewed until sunrise. Look for the moon to the lower left of Saturn during the early morning hours of Friday, July 7.

Future Weather Outlook

August is expected to experience near normal temperatures.

Precipitation is expected to total above normal. Favored dates for heavier precipitation center on August 6, 8, 9, 10, 11, 13, 17, 18, 20, 24, 25, 26, 29 and 31.

Long-Range Weather Outlook.

September expect above normal temperatures with near normal precipitation.

October expect colder than normal temperatures with above normal precipitation.



Morning Planets: Jupiter, Saturn, Uranus, Neptune

Evening Planets: Mercury (dusk) Mars & Venus

July Fun Facts

Fourth of July Fun Facts



We celebrate on the Fourth of July in honor of the nation's birthday, July 4, 1776. This date marks when 56 of our Founding Fathers signed the Declaration of Independence.



The Fourth of July is also known as Independence Day

Almost **65%** of Americans plan to have a BBQ or picnic on July 4th



150M hot dogs are consumed on the holiday



Fourth of July is America's #1 drinking holiday



190M pounds of beef are bought in preparation to celebrate

A total of...

\$6.77Billion

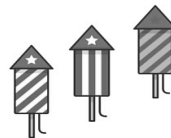
is spent on food just for our nation's birthday!

Although the Fourth of July has been celebrated for many years, it was not declared a Federal holiday until 1870



Ever wondered how many Americans watch fireworks on July 4th? About

43%



There have been 27 different official U.S. flags throughout history



Advantage Solutions would like to wish you and your family a safe and happy Fourth of July!



~Farmland for Sale~

Kane County—Campton Twp—267± acres/170± tillable acres, excellent soils with a PI of 128. Multiple Fixer-upper house and buildings. With 100,000 square feet under roof. Excellent location off Beith Road & Route 47. Excellent income potential. **Limited Time Opportunity! \$19,950 per acre**

Kane County—Blackberry Twp—46.29± acres/34.61± tillable acres, excellent soils with a PI of 137.7. 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**

Kane County—Big Rock Twp—221± acres/210.58± tillable acres, excellent soils with a PI of 129.8. The farm is adjacent to the village of Big Rock. Includes two houses, and outbuildings. **\$23,700 per acre , divisible via three 40± acre parcels, a 100 acre parcel or parcels ranging from 18 acres to 40 acres including house and buildings.**

Kendall County— Kendall Twp—63.38± acres/61.75± tillable acres, excellent soils with a PI of 139. Located off of Immanuel Road, just 2 miles from the city limits of Yorkville. **\$19,950 per acre**

Kendall County— Little Rock Twp—140.61± acres/138.89± tillable acres, excellent soils with a PI of 138.1. Located off of Lions & Millington Roads. Farm includes a house and buildings. **\$19,995 per acre**

McHenry County — Riley Twp—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 County— DeKalb Twp— 160.35± acres/ 151.74± tillable acres, excellent soils with a PI of 133.1. Located off of N. 1st Street, great location! Has outbuildings and grain bins. **\$19,950 per acre**

DeKalb County—Genoa Twp—176.73± acres/ 171.56± tillable acres, excellent soils with a PI of 134.4. Located off of Melms Road, just west of the DeKalb/Kane County Line. **\$16,000 per acre, divisible via an 80 and 96.73 acre parcels.**

LaSalle County— Grand Rapids Twp—159.46± acres/130.89± tillable acres, with a soil PI of 119.4. Located 7.8 miles south of Marseilles & 7 miles northeast of Streator. **\$9,750 per acre, divisible via 40/40/80 acre parcels or two 80 acre parcels.**

~Bid Basis/Auctions~

Interested in a Bid Basis or Auction Listing? Contact our Auction Manager Samantha Vazzano today at (815)321-2282.

~Buyers Broker~

Whether you are on a 1031 Trade timeline or looking to invest Capital into farmland you will soon find out, that like everything else these days, that finding farmland inventory that meets your criteria may be a real challenge. Need help? Simply reach out today to one of our Brokers to employ Rooster Ag' to be your personal Buyers Broker. We will prioritize you as a Buyer, go after specific farms you have identified or search for land that meets your criteria on timeline to contract/close a property, desired acreage, total amount to invest, exact location, and your desired net ROI. Now more than ever "Time is Truly of the Essence".

~Wanted Land for Ready Buyers~

- \$3M - Yorkville, Sugar Grove, Lily Lake.** Lease back available. Funds available NOW.
- \$2.5M - Northern Illinois & Southern Wisconsin.** Lease back available. Funds available NOW.
- \$2M- Northern Illinois & Southern Wisconsin.** Funds available NOW.
- \$3M - Hinckley, Waterman, Shabbona.** Lease back available. Funds available NOW.
- \$3.4M- Boone, DeKalb, Winnebago, Ogle, Stephenson.** Funds available NOW.
- \$1M- Southern Kendall County.** Funds available NOW.



UNDER CONTRACT—DeKalb County—DeKalb Twp - 8.47 acres. The property is located off of Annie Glidden Road within the City of DeKalb and within the Enterprising Zone. Zoned Light Commercial. **\$275,000.00**

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**

Ogle County—Flagg Twp - 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. **\$21,500 per acre**

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



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



~Normal for the Month~

July 2 to 8 Avg. High 82 Avg. Low 62 Sunshine 70% Daylight Hours Precipitation 1.09	July 9 to 15 Avg. High 83 Avg. Low 63 Sunshine 72% Daylight Hours Precipitation 1.03	July 16 to 22 Avg. High 83 Avg. Low 63 Sunshine 72% Daylight Hours Precipitation 0.96	July 16 to 22 Avg. High 83 Avg. Low 63 Sunshine 72% Daylight Hours Precipitation 0.96	July 30 to Aug. 5 Avg. High 81 Avg. Low 61 Sunshine 70% Daylight Hours Precipitation 0.89
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✦ Denotes Sales by Rooster Ag' Realty

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Township	Acres	Price/Acre	Date	County	Township	Acres	Price/Acre
05/2023	DeKalb	Clinton	94.00	\$16,500	05/2023	Kendall	Seward	80.00	\$12,500
05/2023	DeKalb	Squaw Grove	96.00	\$13,485	04/2023	Kendall	Seward	256.00	\$11,000
05/2023	Ford	Dix	79.00	\$13,736	04/2023	McHenry	Marengo	75.00	\$13,000
05/2023	Kane	Burlington	41.00	\$11,970	05/2023	✦ McHenry	Nunda	220.00	\$23,245
03/2023	Kane	Hampshire	75.00	\$11,751	04/2023	Ogle	Dement	50.00	\$15,000

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



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Stason Ludwig	CEO	(815) 762-2136
Dalton Jahntz	Director of Sales/Real Estate Broker	(630) 525-1431
Karl Viskne	Crop Insurance Agent	(630) 770-8708
Jeff Dickey	Crop Insurance Agent	(815) 757-3788
Kathy Eller	Accounting Manager	(847) 217-9274
Zoe Quinn	Administrative Assistant	(815) 824-8270
Megan Rossler	Real Estate Paralegal	(920) 621-9940
Nancy Wilkinson	Real Estate Administrative Assistant	(815) 762-8337
Nicole Speizio-De Paz	Appraisal Manager/Trainee Appraiser	(631) 905-2074
Steve Edwards	Real Estate Broker/ Farm Manager	(630) 774-7470
Samantha Vazzano	Real Estate Broker/Auction Manager	(815) 321-2282
Doug Maple	Real Estate Broker	(630) 333-7203
Tyler Creath	Real Estate Broker	(815) 451-1152
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774-5887