



# Rooster Ag

Farmland Real Estate · RA Commercial Properties  
Farm Management · FDAV · 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 2024**

## OWNER'S EYES



When I was 18 years old and went to work with my good friends the Hintzsche's, I was given the opportunity beyond what one may

of considered a typical employee's opportunities, I was included in operational meetings, enrolled in agronomy/sales classes, innovation projections and trained in agronomy first hand with boots on the ground experience to become a Certified Crop Advisor (CCA). But one of the most important things I was ever taught was to look at the Company with "Owner's Eyes" trained to understand profit and loss which was a fine line to walk. I was given the opportunity as if I was a family member to make decisions and instructed by Rich to handle any situation that may occur on my own accord, to never spend the company's money any different than I would spend my own, to never ask his sons how to handle a situation, as if I did, he really wouldn't need me. He said to take on responsibilities as if the company was my own, under **Owner's Eyes**. That opportunity along with valuable lessons has been the basis of our Rooster Ag Team and where we all have input into the day to days with weekly meetings showing profit and losses, all expenses and victories, where we all share in any profits. Our staff is well educated and driven, so it is easy to see the desire in their eyes to take care of our customers, each other's needs and provide the service our customers expect by applying the special techniques of **Owner's Eyes**.



## FDAV

If you are buying, were gifted or inherited farmland you more than likely have tax write-offs looming in those farms that can be written off against your regular income. We call this Farm Depreciable Asset Valuations (**FDAV**). Now serving Illinois, Iowa, Indiana, Wisconsin, Missouri, Minnesota, Michigan, and Ohio. Need a report? Give any of us a call.

## VALUE OF YOUR LAND

As part of our appraisal division, we also perform market analysis on farmland that reflects the current **Value of Your Land**. This analysis utilizes recent comparable farmland sales within the market area of the subject farm and analyzes their soil productivity index (PI), the percentage of tillable land on each farm and compares it to that of your farm. Paired with calculations of the potential capitalization rate of your farm, we determine this spot-on market analysis. Whether you are interested in buying, selling, or simply curious, we will deliver an accurate, fact-based valuation so you can make the most informed decision. Give us a call today for a complimentary market analysis accompanied by our plat, aerial, soils, and topography maps of your farm. We'll meet you at your office, conference room, shop, or kitchen table to show you what the **Value of Your Land** is today.

## FIRE AND BRIMSTONE

**Fire and Brimstone** is a sobering expression about poor life decisions that promise severe consequences if for an afterlife of a hot, harsh, "smelly", and unfavorable environment. It is such a sobering concept that it makes some folks reflect on, examine their actions, and repent in order to avoid purgatory. The same feelings may apply to some questionable investment decisions made, like putting money into pig sperm or fish tank platform shoes, directing investors to reflect on their investments and to diversify into a solid investment, like farmland. Farmland if taken care of, has an unlimited useful life and an annual ROI. Some don't realize it, but farmland even sequesters carbon, and there are also tax deductions associated with owning farmland. Let's see a stock or a CD at a bank do that! A Section 1031 Tax Deferred Exchange can be a great way to exchange an investment or business property, and re-invest into other investment properties, such as farmland. The process of purchasing land can be done remotely by utilizing all the available tools we have to value farms, including technologies such as drone videos, online meeting apps, e-mail, cell phones, etc. Internal Rate of Return (IRR) is the historic essence of owning farmland, now and for future generations to come. If you're thinking to, or are currently looking to invest in farmland, give us a call we will meet you at your office, conference room, shop, or kitchen table and we can help you avoid the investment toils of **Fire and Brimstone**.

# Weather Almanac



by Meteorologist Frank Watson



Full Moon

March 25th

Worm Moon



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 general counties we serve and reflect the average high and low temperatures, plus average amount of sunshine and precipitation experienced 100 years ago in the area over the past 100 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.

## March Weather Outlook

### Summary



Temperatures are favored to average warmer than normal. Precipitation is expected to total drier than normal. Mostly sunny skies to open the month from March 1-3. Expect a passing shower from March 4-6. Some sun on March 7-8. Showers on March 9. A fairly dry period is favored from March 10-17 with the best chance for precipitation on March 14 and 16. Precipitation prospects increase from March 18-23 with cooling temperatures. Look for some sun on March 24-25. Clouds and passing showers are favored from March 26-28. Expect sun and warmer temperatures from March 29-31.

#### ~ Dates of Note ~

Daylight Saving time Sunday, March 10 @ 2am.

St. Patrick's Day, March 17

Palm Sunday, March 21

Good Friday, March 29

Easter Sunday, March 31

### Future Weather Outlook

**April** outlook favors colder than normal temperatures and above normal precipitation.

**Precipitation is expected to total above normal.** Favored dates for heavier precipitation center on April 3, 4, 6, 7, 8, 11, 12, 16, 17, 19, 20, 21, 23, 24, 25, 28, and 29.

**May** expect cooler than normal temperatures with above normal precipitation.



Morning Planets: Venus, Mars

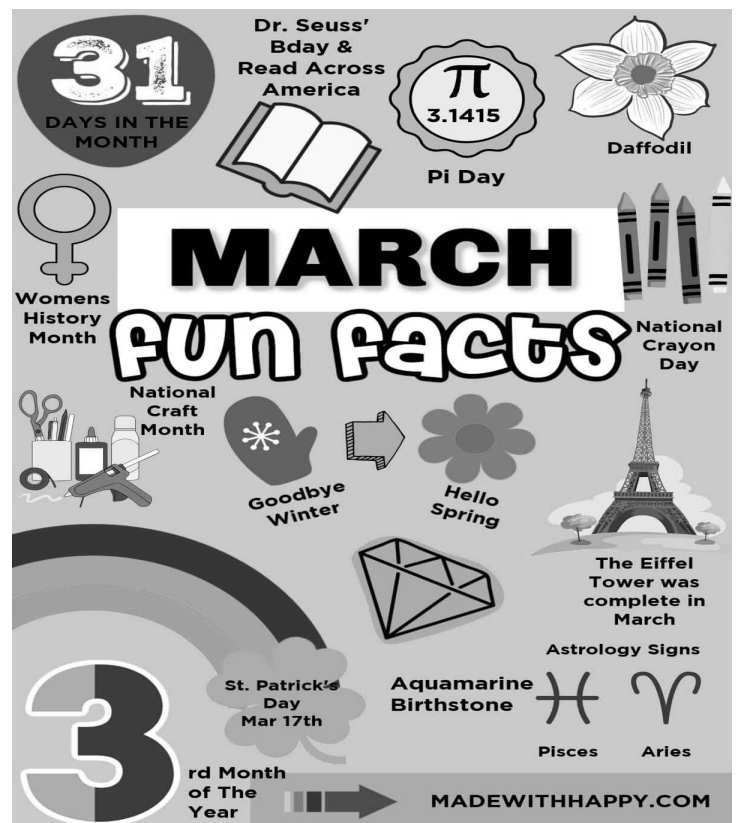
Evening Planets: Jupiter, Uranus, Mercury

### March Astronomy ~ It's in the Stars



We gain nearly an hour and a half of sunlight this month. By the end of the month the sun will be setting at 7:19 pm as we spring forward to Daylight Saving Time on Sunday, March 10. Spring begins on Tuesday, March 19 at 10:06 pm.

**Mercury** rises in the morning and will be lost in the sun's glare for much of the month. Look very low in the western sky in the evening twilight after Tuesday, March 19 to catch a glimpse. **Venus** rises too close to sunrise and is lost in the sun's glare for the month. **Mars** is a morning planet this month and is low in the eastern sky before sunrise and will be difficult to see. **Jupiter** rises during the morning hours and will be in the southern sky at sunset. It will be easily viewable during the evening hours. **Jupiter** and the moon rise together on Wednesday, March 13. **Saturn** rises during the morning hours and will be lost in the sun's glare. The moon is full on Monday, March 25.





## ~Farmland for Sale~

**Kane County—Campton Twp—194.58± acres/118± tillable acres currently in production with the potential for additional acres to be brought into production, excellent soils with a PI of 126.9.** Two Fixer-upper houses with multiple buildings. Excellent location off Beith Road & Route 47. Excellent income potential. **\$20,500 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**

**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. **UNDER CONTRACT**

**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**

**Winnebago County—Harrison Twp—51.13± acres/43.45± tillable acres.** Located off Oliver Road nestled along the Pecatonica River. Excellent mix of income producing farmland & recreational/hunting property. **\$16,000 per acre**

***We have several off-market farmland opportunities ripe for Buyer's Broker Acquisitions.  
Lease backs available. Give us a call before they're gone!***

## ~Bid Basis/Auctions~

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



**DeKalb County—DeKalb Twp—124.33± acres.** Located on the corner of Route 38 and Peace Road. Zoned for multiple uses including: multi-family housing and commercial. **\$2.98 per sf**

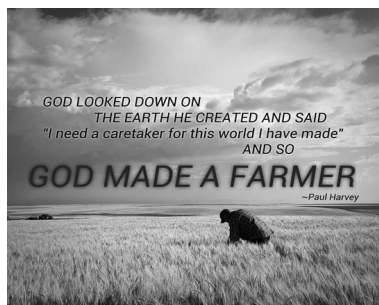
**DeKalb County—Cortland Twp—57.18 acres/53.50± tillable acres. Located at the SEC of Route 38 & Somonauk Road,** just northeast of the Ferrara Candy Distribution Center & the future Facebook Data Center **\$29,950 per acre**

**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~

<i>March 4 to 9</i>	<i>March 10 to 16</i>	<i>March 17 to 23</i>	<i>March 24 to 30</i>	<i>March 13 to April 6</i>
<i>Avg. High.....42</i>	<i>Avg. High.....45</i>	<i>Avg. High.....48</i>	<i>Avg. High.....51</i>	<i>Avg. High.....54</i>
<i>Avg. Low..... 22</i>	<i>Avg. Low.....25</i>	<i>Avg. Low..... 28</i>	<i>Avg. Low..... 30</i>	<i>Avg. Low..... 32</i>
<i>Sunshine 53% Daylight Hours</i>	<i>Sunshine 56% Daylight Hours</i>	<i>Sunshine 59% Daylight Hours</i>	<i>Sunshine 57% Daylight Hours</i>	<i>Sunshine 59% Daylight Hours</i>
<i>Precipitation 0.54</i>	<i>Precipitation 0.54</i>	<i>Precipitation 0.57</i>	<i>Precipitation 0.56</i>	<i>Precipitation 0.53</i>

☛ Denotes Sales by Rooster Ag' Realty

#### RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Township	Acres	Price/Acre	Soil PI	Date	County	Township	Acres	Price/Acre	Soil PI
☛ 02/24	Boone	Spring	119.30	\$15,000	135.3	☛ 02/24	DeKalb	Cortland	106.97	\$14,000	134.1
12/23	Bureau	Berlin	149.00	\$14,440	138.0	01/24	DeKalb	South Grove	190.00	\$13,050	125.0
☛ 01/24	DeKalb	Clinton	120.00	\$10,000	125.0	01/24	Lee	Wyoming	368.00	\$16,062	141.0
01/24	DeKalb	Squaw Grove	155.00	\$13,700	139.0	☛ 02/24	Lee	Viola	312.93	\$10,785	127.6
☛ 02/24	DeKalb	Genoa	176.73	\$14,200	134.4	☛ 01/24	McHenry	Riley	34.36	\$7,000	133.4

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.

**View our listings as well as more information at Rooster Ag' online at:  
[www.roosterag.com](http://www.roosterag.com)**



#### ROOSTER AG' DIRECTORY



Kelly Ludwig	Designated Managing Broker, Owner	(630) 546-8267
Stason Ludwig	CEO	(815) 762-2136
Dalton Jahntz	Director of Sales/Real Estate Broker	(630) 525-1431
Kathy Eller	Accounting Manager	(847) 217-9274
Chris Otte	Marketing	(847) 710-1837
Zoe Quinn	Farm Management Coordinator	(815) 824-8270
Nancy Wilkison	Real Estate Administrative Assistant	(815) 762-8337
Patty Boncimino	Real Estate Paralegal	(630) 880-5794
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
Tyler Creath	Real Estate Broker	(815) 451-1152
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774-5887