



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!



THE GOLD STANDARD

Family Owned & Operated

July 2024

LANDSLIDE



Since last August I have expected a reduction in farmland prices, essentially a **Landslide** due to a multitude of factors. However, the farmland values have remained strong despite interest rates doubling on a farm loan versus 18 months ago. Today on a class A farm valued at \$15,000 per acre it would require 70% down to cash flow. This along with strong T-bonds & CD's earning 4-6% out runs farmland's 2% ROI at projected 2025 cash rents have kept most investors on the sidelines looking for a deal. Over the past year, limited farmland availability gave investors limited options to choose from, so prices remained strong. Most of the sales over the last year have been land funds, i.e. groups of investors pooling monies for shares of the farm, largely geared towards non genetically modified crops (i.e. not resistant to roundup), organic farming as well as carbon reduction farming practices (cover crop & no-till). We are currently working with multiple prospective buyers with over \$60 million to invest in farmland, but simply put the private investors in farmland are cautious and their objectives do not line up with the limited Sellers objectives as they are uneasy and are not going to move until they see the **Landslide**. There is an old saying in the grain business that "high prices cure high prices" which has happened, where the price of corn has dropped 21% over the last 12 months. This alone is a major factor associated with land values, but low inventory has proven to be the biggest factor keeping land prices strong despite grain prices. Today the limited inventory situation is being cured with multiple farms becoming available with motivated Sellers, which to me spells a **Landslide**.



THE ART OF THE DEAL

When buying or selling a farm it is important that all aspects of a farm sales **Art of the Deal** are addressed. Rooster Ag' is well poised to ensure the **Art of the Deal** is effectuated without flaws, where we represent both Buyers and Sellers of farmland. We perform spot on market valuations and accurate rent calculations of the subject farm which is essential in any farm deal. The farm perimeters are flown with a drone providing a bird's eye view of the farm, our marketing division puts the farm on our website, posts it on our digital marketing platforms, provides marketing packets to prospective buyers along with our recognizable signage posted on farms when given consent. We then provide weekly updates to our clients on our progress. Once the negotiations and our contract of the **Art of the Deal** are finalized our paralegal staff takes over communicating daily with both sides Attorneys to ensure the earnest money is deposited and keeps in touch with them during their limited Attorney review period. Prior to closing we look over and review the closing documents to ensure all is as negotiated, including accurate real estate tax and rent prorations. During this time we attain bids from surveyors or any other bids required for other items desired to get the deal over the finish line. After the closing, as part of the **Art of the Deal**, we work with the purchasers in obtaining reports generated by our Farm Depreciable Asset Valuations (FDAV) division following the IRC Codes 179 & 180 to take advantage of the Depreciable Assets that loom in a farm. We also offer up our Farm Management services as part of the **Art of the Deal** for the initial lease term of the farm. Finally, prior to real estate taxes being due we provide a timely letter reminding Seller/Purchaser of prorations so everyone remembers who pays what. Have questions, give us a call we will meet you at your office, conference room, shop, or kitchen table to discuss the **Art of the Deal**.

2025 FARM LEASES

Need assistance on writing your **2025 farm leases**? Rooster Ag' is here to assist you on writing your leases by proudly offering several fact-based leasing options all designed to fit the specific needs of landowners, while also assisting the tenants on easily adapting to their new leases. Give us a call today and we can help you analyze options for your **2025 farm leases**.

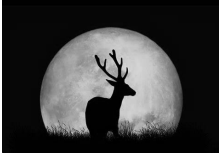
Weather Almanac



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 historical counties we serve and reflect the average high and low temperatures, plus average amount of sunshine and precipitation experienced in weeks to month 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 21st
Buck Moon



July Weather Outlook Summary



Temperatures are favored to average near normal. Precipitation is expected to total near normal. Expect sun from Monday to Wednesday, July 1-3. Increasing clouds with showers and thunderstorms are favored on Thursday, July 4. From July 5 to 13 we'll settle into a summertime pattern of daytime sun with chances for showers and thunderstorm development. Showers and thunderstorm chances increase from July 14-16. Sun is favored on July 17-18. Passing storms are expected on July 19, 21, 22 and 23. Sunny and hot July 24-25. A mix of sun and passing showers and thunderstorms from July 26 to 31.

Dates to Remember

Earth at Aphelion (furthest from the sun) on July 4th.

Kane County Fair July 17-21

Illinois State Fair August 8-18

Future Weather Outlook

August expect warmer than normal temperatures with below normal precipitation

Precipitation is expected to total near normal. Favored dates for heavier precipitation center on July 3, 4, 6, 7, 8, 9, 11, 14, 15, 19, 21, 22, 23, 26, and 29.

September outlook favors near normal temperatures and below normal precipitation.

October expect cooler than normal temperatures with below normal precipitation.

Morning Planets: Mars, Jupiter, Neptune, Uranus and Saturn

Evening Planets: Mercury

July Astronomy ~ It's in the Stars



A new moon falls on July 5th, making for a dark July 4th evening for fireworks viewing.

Mars is a morning planet this month and is in the eastern sky during the very early morning hours. Look for Mars rising after the waning crescent moon on the morning of Monday, July 1 and again after the last quarter moon on Tuesday, July 30.

Jupiter rises in the early morning hours after the planet Mars. The moon and Jupiter rise together on Wednesday, July 3 and again on Wednesday, July 31. That is the planet Aldebaran to the left of Jupiter.

Saturn can be found rising just after midnight to start the month and at 10pm by the end of the month. You'll be able to view Saturn during the overnight hours. Look for Saturn rising with the moon during the late evening hours of Tuesday, July 23.

~July Fun Facts~

4TH DAY IN JULY
Americans eat 150,000 each year on the 4th

Uncle Sam's hat has become a recognizable symbol of American patriotism

One World Trade stands 1776 feet tall after the year of Independence

The # of stars represent the 50 states and the stripes represent the original 13 colonies

13
America started with the 13 colonies

4TH OF JULY FUN FACTS

Massachusetts was the 1st state to recognize July 4th as an official holiday in 1781.

Santa Clara, CA hosts the "All-City Picnic & Parade," where participants dress up as fruits & vegetables

The 4th of July Parade in Bristol, Rhode Island, holds the record for being the oldest.

John Adams is credited with adding fireworks to the 4th of July celebrations.

Eating Salmon is a traditional 4th of July food in New England

The Liberty Bell was rung to announce important events & to gather people for meetings about freedom

July 4th, 1776 adopted the Declaration of Independence & marks the birth of American Independence

1776

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~Farmland for Sale~

NEW LISTING! Boone County—Poplar Grove Twp—136.85 acres/117 tillable acres with a Soil PI of 117.1. Former Kennedy Homes Development property for Residential/Commercial lots. Limited Time Opportunity! **\$12,950 per acre**

NEW LISTING! Boone County—Spring Twp—115.52 acres/113.16 tillable acres with a Soil PI of 138.7. Organic Certification in place. Excellent Farm Rental Income. Considerable amount of Drainage tile improvements. **\$15,950 per acre**

NEW LISTING! Kendall County—Oswego Twp—189.51 acres/175 tillable acres with a Soil PI of 138.7. Former Inland Development property. Excellent frontage along Route 30 adjacent to the Montgomery Farm & Fleet. **\$14,950 per acre**

NEW LISTING! Kendall County—Na-Au-Say Twp—139.38 acres/125.81 tillable acres with a Soil PI of 126.7. Annexed into the City of Joliet, formerly under contract w/Newman Homes. Excellent location, with road frontage along Chicago & McKanna Road. **\$14,950 per acre**

IOWA -NEW LISTING! Cass County – Edna Twp – 100.45+ acres/71.90+ tillable acres with a soils CSR of 82.4. Located off of Wichita road. Excellent mix of income producing farmland & hunting property. **\$12,950 per acre**

IOWA- NEW LISTING! Cass County – Eden Twp – 80.02+ acres/76.46+ tillable acres with a soils CSR of 59.8. Located off of 730th street. Farm can be divide into two 40 acre parcels, lets talk! **\$12,950 per acre**

Kane County—Campton Twp—154.58± acres/130.58± tillable acres currently in production with the potential for additional acres to be brought into production, excellent soils with a PI of 129.8. Two Fixer-upper houses with multiple barns and two steel buildings 5,000 sq ft and 14,000 sq ft with ample power and a huge well. Excellent location at Beith Rd & Route 47. Excellent income potential. **\$21,600 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**

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 next to major development! Has outbuildings and grain bins. **\$19,950 per acre**

~Bid Basis~

Interested in a Bid Basis Listing? Contact Us!

COMING SOON—Rare 146.65 acre Kane County, Big Rock Township Farm!

Awesome farm, being offered as divisible via (2) 70± acre parcels.

Call for details!



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DeKalb County— Clinton Twp—21± acres. Former development property, 56 partially developed lots. Approximately 1,000 semi loads of stock piled top soil included with the property. **\$110,000 or \$5,238 per acre**

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 large Industrial development/data center. **\$22,500 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'
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~Normal for the Month~

<p><i>July 1 to July 6</i></p> <p><i>Avg. High.....84</i></p> <p><i>Avg. Low.....59</i></p> <p><i>Sunshine 72%</i> <i>Daylight Hours</i></p> <p><i>Precipitation 1.04</i></p>	<p><i>July 7 to 13</i></p> <p><i>Avg. High.....84</i></p> <p><i>Avg. Low.....60</i></p> <p><i>Sunshine 72%</i> <i>Daylight Hours</i></p> <p><i>Precipitation 0.98</i></p>	<p><i>July 14 to 20</i></p> <p><i>Avg. High.....85</i></p> <p><i>Avg. Low.....61</i></p> <p><i>Sunshine 72%</i> <i>Daylight Hours</i></p> <p><i>Precipitation 0.98</i></p>	<p><i>July 21 to 27</i></p> <p><i>Avg. High.....84</i></p> <p><i>Avg. Low..... 61</i></p> <p><i>Sunshine 74%</i> <i>Daylight Hours</i></p> <p><i>Precipitation 0.98</i></p>	<p><i>July 28 to Aug.3</i></p> <p><i>Avg. High.....84</i></p> <p><i>Avg. Low..... 61</i></p> <p><i>Sunshine 70%</i> <i>Daylight Hours</i></p> <p><i>Precipitation 0.98</i></p>
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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
05/2024	Boone	Manchester	69.00	\$12,626	113.0	04/2024	Kane	Burlington	61.00	\$14,344	130.0
03/2024	Bureau	Manlius	79.00	\$12,748	131.0	04/2024	Kane	Hampshire	115.00	\$13,037	138.0
04/2024	DeKalb	Afton	160.00	\$12,408	133.0	05/2024	Lee	Bradford	159.00	\$16,884	142.0
05/2024	DeKalb	Clinton	235.00	\$12,146	135.0	04/2024	Lee	Palmyra	225.00	\$14,173	136.0
05/2024	Grundy	Erienna	38.35	\$6,950	131.7	05/2024	Ogle	Byron	150.00	\$15,377	120.0

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**



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