



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

February 2025

ATTENTION FARMERS!!



Do you want to gain more acres or maintain farms you currently rent that may be in jeopardy of being sold? Rooster Ag' may have the solution that we can provide through our Buyers Broker Program. Looking to 2025 it promises to be a big year in land sales due to investors wanting farmland as cash investments to diversify portfolios or to effectuate 1031 Trades. If they in fact get their money, and decide to buy farms we will need land to fill their needs and there is not much currently available to the general buying public. As such we are on the hunt for Farmland and Farmers to satisfy these investor's specific goals. If you are interested in aligning with Rooster Ag' and our Investor pool, our first steps are to meet with you to walk you through our cash lease, how it is formulated and review your Bio of operations. If you are comfortable with this fact driven approach to Farm Leasing, then keep your eyes and ears open for farms that may be for sale or are currently for sale in your wheelhouse. If you are the first one to make us aware of this opportunity, if the investor is comfortable with your Bio of operations, and they get the Farm bought, we will encourage the landowner to rent you the Farm on what we refer to as our *Lifetime Lease*. Interested?? Give us a call and we will meet you at your office, conference room, shop, or kitchen table to put the pieces of the puzzle all together to help you *Grow Your Business!*



TEETER TOTTER

Over the last 35 years of being farmland brokers we have seen investors of farmland desires to achieve a 5% net return on investment, go to 4%, then overnight it went to 3% where it has stayed for years until recently. Today, farmland prices have remained steady albeit grain prices and rents declining putting pressure on desired ROI's. Where today with the low inventory of farms available, we are seeing formulated net ROI's of 2 to 2.5%. Some 1031 Trade investors are saying I'm not going to buy a farm and only earn a 2 to 2.5% ROI. I will simply pay the capital gain tax and put the cash in CD's and earn 5% ROI. This is where the **Teeter Totters**, so consider this. If you 1031 Traded one hundred percent of those funds including the money you would've paid in taxes into tangible farmland, you are buying more farmland that is earning you an additional 2-2.5% ROI versus nothing on that portion if you would have paid the tax. So depending on what your basis may be and what your tax liability is, you may be making a big mistake. We ran the numbers on a \$1,000,000 sales price with a basis of \$500,000, where capital gains tax would apply on \$500,000. If you paid the tax and put the rest in CD's it would take you 6 years of return on those CD's to catch up with an investment in farmland earning 2.25% on the \$1,000,000 farmland investment. Now understand, that's if the CD's stay at 5% and cash rents stayed the same, which I'm betting won't be the case. The CD also will not have any Internal Rate of Return (IRR) i.e. appreciation and more than likely will not have the buying power it did 6 years prior. So before you bite the bullet and pay the tax it may be worth meeting us at your office, conference room, shop, or kitchen table and have us reevaluate your numbers to see where the **Teeter Totters** and reconsider **Investing in Dirt**.

LANDMEN & LANDWOMEN

I was out for dinner and a few drinks with some friends one Friday at Schmidt's Towne Tap in Elburn when I noticed this good looking dude with his wife, both in their early 60's, coming through the door. He was dressed in a starch white long-sleeved shirt, a black wool vest, wrangler jeans and boots. They sat down at the bar next to us and I had to ask what he did for a living. He and his family had been in the tool business in Illinois for 150 years and now lived in Texas. He then asked what I did, I told him I sold farms, he said "oh a **Landman**." So there it is, whether we are Real Estate Brokers, Farm Managers, Appraisers, Paralegals, Accountants, Marketing Experts or the CEO we are all Linked to the Land and from this point forward we are all **Land Investment Specialists and the Landmen and Landwomen of Rooster Ag'!**

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 work 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

February
12th

Snow Moon



February Weather Outlook Summary



WEATHER FORECAST

Temperatures are favored to average colder than normal. Precipitation is expected to total above normal. Sunny and cold temperatures are favored from February 1-3. A period of passing snows are expected from February 4-13. Snow totals will be on the light side. A winter storm event is favored around February 14-17. Sunny and cold from February 18-20. Winter storm event is expected around February 21-22 with lingering clouds and light snow from February 23-24. Sun on February 25. Winter storm event is favored to end the month from February 26-28.

Dates to Remember:

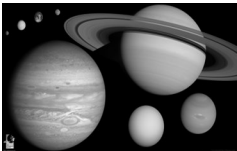
February 2—Ground Hog Day
February 9—Super Bowl Day
February 14—Valentines Day
February 18—Presidents Day



Evening Planets: Mercury, Venus, Mars,
Jupiter, Saturn, Uranus & Neptune

No morning planets this month

February Astronomy ~ It's in the Stars



We gain 1 hour and 9 minutes of daylight this month.

Mercury is lost in the sun's glare much of the month. Mercury sets with the 1-day old new moon on Friday, February 28.

Venus will be in the southwest sky and visible for several hours after sunset. Venus sets with the moon the evening of Saturday, February 1. Saturn is the planet just below Venus much of the month.

Mars is visible in the eastern sky at sunset much of the month and is out all night. Mars and the full moon rise together on Sunday, February 9.

Jupiter is in the southeastern sky at sunset and will be visible until the very early overnight hours. The moon and Jupiter rise together on Thursday, February 6.

Saturn will be visible in the evening hours after sunset in the southwestern sky, setting several hours after sunset to open the month and under an hour at the end of the month.

Future Weather Outlook

March expect above normal temperatures with above normal precipitation.

Precipitation is expected to total above normal. Favored dates for heavier precipitation center on March 3, 10, 11, 15, 16, 17, 18, 22, 23, 25, 27, 30, and 31.

April outlook favors slightly cooler temperatures with near normal precipitation.

May expect warmer than normal temperatures with below normal precipitation.

~ February ~



Soybean oil-based ink used in printing this newsletter.



~Farmland for Sale~

NEW LISTING—Lee County, Willow Creek Twp—74.85 acres/72.98 tillable acres 97.5% tillable with great soils with a Soil PI of 125.9. Excellent location off of Woodlawn Road, just northeast of the I-39 & Route 30 interchange. **\$13,500 per acre**

UNDER CONTRACT! DeKalb County, Clinton Twp—80.00 acres/48.89 tillable/29.60 CRP with a soil PI of 142.7. Rare High Quality Legacy Farm Opportunity. CRP contracts expire September 30th, 2025, currently generating \$385 per acre on 29.60 acres annually. **\$11,950/acre**

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. **Divisible! \$13,200/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**

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/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/acre**

Lee County—Lee Center Twp—65.95 acres/54.68 tillable. Excellent mix of income producing farmland, pond and woods/recreational land. Divisible, with potential for two buildable parcels. **\$8,950/acre**

~Land Wanted For Ready Buyers~

80 acres in Central DeKalb County Or Central Kane County. **Funds Available Now!**

\$2 million in Sangamon County. Mostly Tillable Class A Soils. **Funds Available Now!**

80 to 160 acres in DeKalb County—Clinton & Squaw Grove Townships. **Funds Available Now!**

160+ acres in the Kane County, Big Rock & Kendall County, Plano areas. **Funds Available Now!**

\$5 to \$10 million in Kendall/Grundy Counties, **Leasebacks available! Funds Available March!**

\$8 million in DeKalb & Lee Counties, **Leasebacks Available! Funds Available in April!**

\$6 million in Kane, DeKalb, Boone, McHenry Counties, **Leasebacks available! Funds Available in April!**



A Rooster Ag' Realty, Inc. Company

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, commercial and or data center. **\$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~

<i>February 2-8</i>
<i>Avg. High.....32</i>
<i>Avg. Low.....12</i>
<i>Sunshine 53%</i> <i>Daylight Hours</i>
<i>Precipitation 0.46</i>

<i>February 9-15</i>
<i>Avg. High.....34</i>
<i>Avg. Low.....14</i>
<i>Sunshine 56%</i> <i>Daylight Hours</i>
<i>Precipitation 0.35</i>

<i>February 16-22</i>
<i>Avg. High.....36</i>
<i>Avg. Low..... 17</i>
<i>Sunshine 59%</i> <i>Daylight Hours</i>
<i>Precipitation 0.40</i>

<i>Feb 23 to March 1</i>
<i>Avg. High.....38</i>
<i>Avg. Low..... 19</i>
<i>Sunshine 57%</i> <i>Daylight Hours</i>
<i>Precipitation 0.42</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
11/24	DeKalb	Cortland	57.00	\$15,500	139.0	11/24	Lee	Amboy	60.00	\$8,000	84.0
12/24	DeKalb	Kingston	44.00	\$10,909	131.0	11/24	Lee	Brooklyn	100.00	\$14,000	132.0
12/24	DeKalb	Milan	461.00	\$16,651	143.0 ☛	01/25	Lee	Brooklyn	25.12	\$8,600	110.1
12/24	DeKalb	Victor	118.00	\$15,500	141.0	12/24	Lee	Hamilton	156.00	\$11,300	123.0
10/24	Jo Daviess	Guilford	193.00	\$8,160	78.0	12/24	Ogle	Lafayette	79.00	\$13,500	126.0

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**



FARMLAND INVESTMENT SPECIALIST DIRECTORY

LANDMEN:

Dalton Jahntz , Director of Sales/Real Estate Broker	(630) 525-1431
Tyler Creath , Real Estate Broker	(815) 451-1152
Chris Otte , Marketing	(847) 710-1837
Stason Ludwig , CEO	(815) 762-2136
Joe Ludwig , COB, Real Estate Broker/Farm Manager, Owner	(630) 774-5887

LANDWOMEN:

Zoe Quinn , Farm Management Coordinator	(815) 824-8270
Nicole Speizio-De Paz , Appraisal Manager	(631) 905-2074
Patty Boncimino , Real Estate Paralegal	(630) 880-5794
Kathy Eller , Accounting Manager	(847) 217-9274
Nancy Wilkison , Real Estate Administrative Assistant	(815) 762-8337
Kelly Ludwig , Designated Managing Broker, Owner	(630) 546-8267





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NEWLY LISTED!



The Woodlawn Road Farm

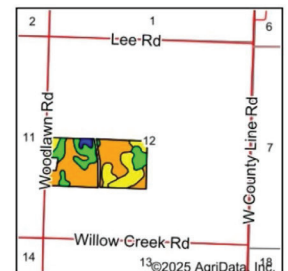
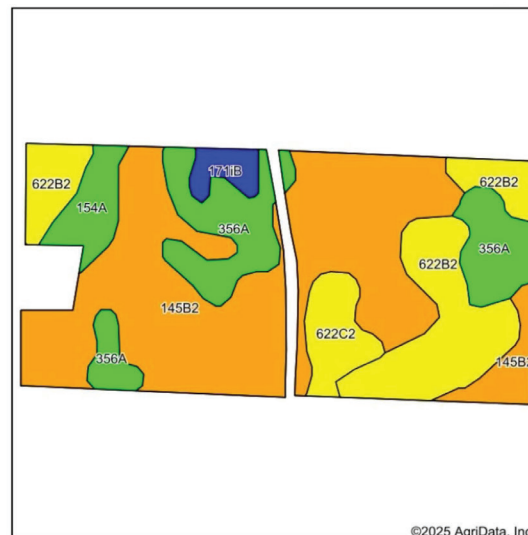
- Lee County, Willow Creek Twp
- Located Near Lee, IL on the East Side of Woodlawn Road, Just North of Route 30.
- Gross Acres: 74.85±
- Tillable Acres: 72.98±
- SOIL PI: 125.9

Price:

\$13,500 Per Acre

- *Outstanding farmland investment!*
- Limited time opportunity.
- Nicely located & high quality farmland.
- Property is 97.50% tillable.

Soils Map



State: Illinois
County: Lee
Location: 12-38N-2E
Township: Willow Creek
Acres: 72.98
Date: 1/8/2025



Soils data provided by USDA and NRCS.

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Soil PI of 125.9



Scan the QR code
to view listing
or visit
www.RoosterAg.com

Contact Rooster Ag' Realty

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BUYERS BROKER

Over the years Rooster Ag' has utilized a Buyer's Broker program where we pursue farms for Buyers, the majority of whom are looking to invest 1031 Trade Monies. These buyers enlist Rooster Ag's team of Land Investment Specialists, the Landmen and Landwomen of Rooster Ag', as Buyer's Brokers to find them farms that fit their desired specific needs. For this ***Buyer's Broker service*** the Buyer takes care of our compensation, ***not the Seller***.

As it sits today, we are engaged with multiple investors who are receiving their 1031 Trade Monies throughout 2025 to the tune of tens of millions and climbing. In order to fulfill their desires, we need Land and with Land we need Farmers.

So, we are enlisting Farmers, Bankers, Attorneys, Accountants and any Landowners who may be considering selling to contact us with any farms that may be available or that are for sale for us to utilize to fulfill these Buyers' desires.

Benefits of the Rooster Ag' Buyer's Broker Program:

- Buyer pays the Broker, ***not the Seller***.
- Rooster Ag's Buyer's Broker program provides opportunities to the Sellers to cash in with these Buyers and to the Buyers to purchase farms that are Off-Market that prospective Buyers would never know were available.
- Rooster Ag' will include Farm Management for no charge on the initial farm lease term and encourage the new Landowner to work with the Farmer who brought them the opportunity.
- Buyers and Sellers will have the full service of Rooster Ag' Gold Standard Farmland Appraisals and its appraisal software used to accurately value farms.
- Rooster Ag' will provide Farm Depreciable Asset Valuation (FDAV) Reports to ensure a Buyer does not miss out on any tax benefits that come with purchasing a farm. These write-offs will typically offset the Buyers Broker compensation in actual tax savings.

For more details on our Buyer's Broker program, check out our website at ***www.roosterag.com*** or call any of our Farmland Investment Specialists, the Landmen & Landwomen of Rooster Ag'.