RoosterAg'

Farmland Real Estate · RA Commercial Properties
Farm Management · FDAV · Federal Crop Insurance
Gold Standard Farmland Appraisal Services

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THE GOLD STANDARD

Don't let your money collect dust, invest in dirt!

Family Owned & Operated **April 2025**

WHAT'S THE DEAL

I get asked daily **What's the Deal** with farmland values? Do you think if investors in Farmland wait the prices will drop? My response is simple, not anytime soon. We have seen high interest rates and lower grain prices where the farmland prices for the most part have remained stable or increased in specific locations due to Buyer's specific desires that are not hinged to farming or an ROI. Back some 25 years ago we sold farms and were able to achieve a 5% net return from cash renting the farm out to a farmer, where it then dropped to 4%, then overnight to 3%, where it has remained for years. Where today 1.5% to 2.5% catches most net ROI on farmland. So, **What's the Deal**? Farmland sales have become completely disconnected from income derived from cash rent. As such, *Farmland has become an asset on to itself, just like gold*, being acquired for its capacity to protect wealth with returns based on historic appreciation not ROI. Where the expression "Buy land, they aren't making any more of it" should be accompanied with "and the United States loses roughly 1.8 million acres of farmland annually due to urbanization, residential development and other land uses not associated with farming". This factor along with large amounts of cash in the hands of investors that are struggling to find safe harbors to store wealth have discovered there is no better place to store wealth than in Farmland and to that fact, there are limited farms available to purchase! That's **What's the Deal.**

MOVE YOUR FEET

When watching my sons play hockey, I would often yell "**Move Your Feet**"! One parent asked, "why do you tell him that?" Simple. In hockey, if you are not moving your feet, you are coasting and if you **Move Your Feet**, you will make things happen: i.e scoring opportunities, great checks, turnovers, and opposing team penalties. This same action also applies to life and business. During the 1930's in the heart of the Great Depression, the highest paid person in the United States was a soap salesman out of Boston. He would get up every morning and **Move His Feet**. He would make his rounds by visiting stores selling his soap, introducing himself to those who were not selling his soap yet. He checked and stocked shelves, encouraged store employees and took care of his business. He was paid on commission and by **Moving His Feet**, working and tending to his business, he earned the highest income of any working American! In today's uncertain times, we all need to focus and tend to our business and **Move Our Feet**, to be rewarded in business, life and hockey!

1031 HOLDING RULES

If you are invested in farmland real estate, you are probably familiar with the term **1031 Trades**. Where a seller of a property can trade that property into a like-kind tax deferred exchange. Like-kind, a building to a farm qualifies as they are like-kind as they are both investment properties. Where once you close on the property you are selling the money cannot come into your possession, rather needs to be placed in a 3rd party intermediary. Once you have closed on the property you are selling you have 45 days to identify your replacement **1031 Trade** property, then you have 180 days to close that property to effectuate your trades which will defer your tax burden. We have been performing **1031 Trades** for ourselves and our clients for 30+ years and back then there was concern brought up by accountants saying that if you purchase a property with **1031 Trade** funds and wanted to again trade that property into another one that you should hold the first property for at least one year before you sell it again so as the IRS would not look at you as a dealer. As if they did you would not qualify for the exchange advantage. Well, we never paid attention to the caution provided and never had a problem trading properties under the suggested year. So now we hear that **1031 Trade** properties need to be held for two years or the **Two-Year Holding Rule**. Many may think this rule is a formal requirement, it is not, if the Buyer and Seller are related then the **Two-Year Holding Rule** applies. If not, then the IRS does not mandate a specific holding period, not even a year! Have questions about **1031 Trades**, feel free to give us a call and we will meet you at your office, conference room, shop, or kitchen table to discuss the specifics on the **1031 Holding Rules**.

W e a t h e r   A l m a n a c

by Meteorologist Frank Watson

Full Moon

April 12th

Pink 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 particular counties we serve and reflect the average high and low temperatures, plus average amount of sunshine and precipitation experienced 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, 30-year National Weather Service averages. These figures draw on the long history of systematic observations begun by the U.S. Army in 1817.

April Weather Outlook

Summary

Temperatures are favored to average slightly cooler than normal. Precipitation is expected to total above normal. Sun is favored on April 1-2. Passing showers are expected from April 3-5. Sun on April 6. A good chance for showers and thunderstorms from April 7-10. Sun returns from April 11-14. Cloudy with rain on April 15-16. Enjoy some sun on April 17-18. A passing shower is favored on April 19-20. Sunny skies and cooler temperatures are in the forecast from April 21-23. Light rain on April 24-25. Sun on April 26. Showers and cooler temperatures to end the month from April 27-30.

Dates to Remember

Friday, April 18 Good Friday

Sunday, April 20 Easter

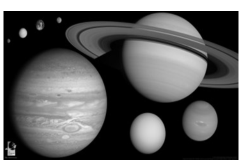
Tuesday, April 22 Earth Day

Monday, April 28 Arbor Day

Evening Planets: Mars, Jupiter, Uranus

Morning Planets: Mercury, Venus, Saturn, Neptune

April Astronomy ~ It's in the Stars



The planets Mercury, Venus and Saturn are morning planets this month and will be rising together just before sunrise.

Venus will be low in the eastern sky before sunrise and you might be able to catch a glimpse of it before it becomes lost in the sun's glare. Venus rises just ahead of the moon on Friday, April 25.

Mars is high in the southern sky at sunset much of the month and will be visible into the very early overnight hours. Mars and the crescent moon rise together on Saturday, April 5.

Jupiter is in the southwestern sky at sunset and will be visible until midnight. The moon and Jupiter rise together on Wednesday, April 2 .

Saturn is low in the eastern sky, rising near and after Venus but before Mercury. Viewing prospects, although weak, will improve toward the end of the month. Look for Saturn rising after the moon and below Venus on Thursday, April 24.

Future Weather Outlook

May is expected to experience warmer than normal temperatures.

Precipitation is expected to total wetter than normal. Favored dates for heavier precipitation center on May 3, 4, 6, 7, 8, 9, 12, 14, 15, 16, 17, 18, 19, 25, 27, and 28..

June expect cooler than normal temperatures with near normal precipitation.

July outlook favors warmer than normal temperatures and below normal precipitation.

~ April Fun Facts ~

Even dust bunnies and flower blossoms are moving….

- Bedroom dust hanging in the air, illuminated by shafts of sunlight, settles at the rate of an inch an hour.
- The continental plate we're on typically moves an inch a year. The fastest, carrying Hawaii northwest, zooms at 4 inches a year.
- The quickest bacteria sprint the width of a human hair in a mere second, which lets them cross a damp kitchen counter in an hour. (No wonder diseases spread.)
- And during the next month or two, springtime's awakening of blossoms moves poleward at 0.6 mph, or 1 kilometer per hour, about the rate of a parent pushing a stroller.

That's a wonderful image—that tree buds opening into leaves is a process that creeps northward at the rate of a slow walk.

RoosterAg' REALTY

~Farmland for Sale~

UNDER CONTRACT! 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**

Kane County—Campton Twp—194.58± 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. **$20,600/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**

SOLD! 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**

~Buyer Broker Farms For Sale~

Winnebago County, Winnebago Township— 395 acres/304 tillable, Soil PI 128.3

Winnebago County, Seward Township— 229 acres/228.24 tillable, Soil PI 140.5

Ogle County, Leaf River Township— 355 acres/265.72 tillable, Soil PI 112.7

Kendall County, Seward Township— 80 acres/70.08 tillable, Soil PI 116.0

DeKalb County, Mayfield Township— 124 acres/120 tillable, Soil PI 137.8

Champaign County, Sadorus Township— 219 acres/218 tillable, Soil PI 143.7

Sangamon County, Lanesville Township—160 acres/159 tillable, Soil PI 140.8

Give us a call for additional information and pricing details!

RA Commercial REALTY

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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**

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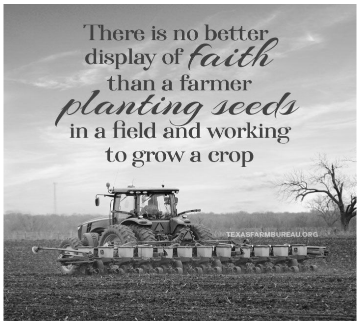

~Normal for the Month~

MAR29-APRIL 5	APRIL 6-12	APRIL 13-19	APRIL 20-26	APR 27- MAY 3
AVG. HIGH......53	AVG. HIGH......56	AVG. HIGH......59	AVG. HIGH......62	AVG. HIGH......65
AVG. LOW...... 32	AVG. LOW...... 34	AVG. LOW.......36	AVG. LOW...... 38	AVG. LOW...... 41
SUNSHINE 57% DAYLIGHT HOURS	SUNSHINE 58% DAYLIGHT HOURS	SUNSHINE 55% DAYLIGHT HOURS	SUNSHINE 56% DAYLIGHT HOURS	SUNSHINE 56 % DAYLIGHT HOURS
Precipitation **0.79**	*Precipitation* **0.88**	*Precipitation* **0.92**	*Precipitation* **0.97**	*Precipitation* **0.91**

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
02/25	Boone	Spring	351.00	$12,803	137.0	01/25	Lee	Lee Center	118.00	$10,250	120.0
01/25	Bureau	Dover	196.00	$18,217	141.0	01/25	Lee	Lee Center	65.95	$8,100	119.0
02/25	DeKalb	Afton	69.00	$15,500	138.0	03/25	Lee	Willow Creek	74.85	$11,500	125.9
02/25	Kane	Burlington	40.00	$14,500	126.0	01/25	Whiteside	Fenton	145.00	$11,251	123.0
01/25	LaSalle	Northville	75.00	$16,265	122.0	02/25	Whiteside	Tampico	80.00	$12,500	127.0

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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