RoosterAg'

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 **May 2024**

110%

To be successful in the real estate business I find that we have to give a **110%**. Giving 100% means giving everything we got, giving **110%** means giving 10% more than humanly possible. If we're going to help you achieve your goals, we need 100% of our staff giving **110%** 100% of the time. If only 50% of our staff gives **110%** and 50% of our staff gives 90%, I'll guarantee you 100% we would only be 50% successful. Suppose only 50% of 100% of our staff gave only 50% and 25% of 100% of our staff only gave 25% and the other 25% of 100% of us were not feeling 100%, then our company would be in a heap of trouble! That's why you can expect 100% of us giving **110%** 100% of the time!! Whether you are buying or selling, give us a call and we will meet you at your office, conference room, shop, or kitchen table and give you the **110%** you deserve 100% of the time!

LAND MARKET

Today the Buyers & Sellers objectives of farmland do not match. Factors include: few 1031 Trade funds are available, meaning less Buyers in the market, election uncertainty, lower grain prices, high farm interest rates, means approximately 70% down is required to cash flow a class A farm, CD rates 4%-6% keeping cash investors on the sidelines waiting for deals on farmland. Class A farms and farms a neighbor may want are remaining strong, where Class B&C farms are on the decline and recreational ground remains strong. Land funds continue to push into the market picking up a good portion of the farms that are selling in this unique **Land Market**.

THE GOLD STANDARD

An appraisal by definition is "an *expert estimate* of the value of something". Once we started looking at the way farmland appraisals were *estimated* we were shocked as to what we felt was the calculated validity of the existing appraisal process was, and that *expert's opinion* wasn't anywhere close to our preconceived notion on how a farm appraisal was calculated, so we went to work and created **Rooster Ag' Gold Standard Farmland Appraisal** software. First, we take the subject farm, then we find a minimum of 3 recent comparable sales in the immediate area of the farm we are analyzing, a pretty standard practice. Then we mixed it up by cross analyzing the subject farm to the recent sales comps soils, not necessarily the soil types like Drummer, Saybrook, Bryce Swygert but each farm's specific Soil Productivity Index (PI) created by the University of Illinois Extension Office which is applied a number which can range from 100 on a lesser quality (Class-C soils) farm to 147 on a high quality (Class-A soils) farm. Next we cross reference the percent farmable/tillable of the subject farm to the comparable sales, giving us the data we need to compare our subject farms farmable/tillable farm to the comp's percent farmable/tillable. Both these functions of a farm's soil PI and % tillable are turned into a mathematical calculation *versus an estimate* of the subject farm to each comparable sale to create a +/- calculated valuation of the sales comps to the subject farm. The last part of **The Gold Standard** software calculation is **R**eturn **O**n **I**nvestment, where we take the subject farms actual production history of corn yield, utilizing Federal Crop Insurance data, which is implemented into Rooster Ag's proprietary *Cash Rent Calculator* to determine each specific farms formulated cash rent per tillable acre x the tillable acres minus the farms real estate tax, giving us that farm's actual net income to cross reference to the comparable sales valuation to determine the farms projected ROI valuation. We found this income approach to be much more accurate than the standard approach of utilizing State or County averages. Once all this is complete the system combines all the valuations together to determine the subject farm's valuation per acre. We utilize this same **Gold Standard** software to create a farms market value range, which we have utilized to date on 102,495.40 acres valued at a combined total of $909,135,502.46 providing a huge data base, providing our clients an immediate valuation of their farm assets and gives our real estate division a road map of true value of any farm. Simply put… this system works. If you are in need of an Appraisal or Market Analysis, give Nicole a call at (631) 905-2074 and she will hook you up while following the appraisal industries well received **Gold Standard**!

Weather Almanac

by Meteorologist Frank Watson

Full Moon

May 23

Corn Planting 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.

May Weather Outlook

Summary

Temperatures are favored to average cooler than normal. Precipitation is expected to total above normal. Clouds and passing showers possible on May 1-2. Expect some sun on May 3. Clouds and rain on May 4-5. Mostly sunny from May 6-9. Rain on May 10. Sun on May 11-12. Clouds and showers on May 13-14. Clouds on May 15. Good chance for locally heavy showers and thunderstorms around May 16-18. Lingering showers and thunderstorms May 19-20. Sun on May 21-22. A period of some sun with showers and thunderstorms from May 23-28. Sun on May 29. Sun with a chance for showers or thunderstorms on May 30-31.

May Astronomy ~ It's in the Stars

For the month we gain 57 minutes of light from May 1 to 31. By the end of the month we total just over 15 hours of daylight.

Mercury rises just before sunrise and will be lost in the sun's glare.

Venus 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. Look for Mars rising before the waning crescent moon on the morning of Sunday, May 5.

Jupiter is lost in the sun's glare for the month.

Saturn can be found rising several hours before sunrise in the eastern sky. Look for Saturn rising with the moon the mornings of Friday, May 3 and Thursday and Friday, May 30-31. Viewing improves throughout the month.

Future Weather Outlook

June's outlook favors above normal temperatures with below normal precipitation.

Precipitation is expected to total below normal. Favored dates for heavier precipitation center on June 3, 5, 7, 9, 10, 14, 20, 21, 22, 26, 27, 29, and 30.

July expect above near normal temperatures with below normal precipitation.

August expect warmer than normal temperatures with below normal precipitation.

~May Fun Facts~

May 1 is May Day. Mark the return of spring by bringing in branches of forsythia, lilacs, or other flowering shrubs from your region.

May 5 is Cinco de Mayo

May 12 is Mother's Day—don't forget! Do you have something planned to show appreciation for your mother?

May 28 is Armed Forces Day, which honors those who serve in all branches of the United States Military.

May 27 is Memorial Day—a poignant reminder of the tenacity of life. It's tradition to raise the flag on this day.

Soybean oil-based ink used in printing this newsletter.

~Farmland for Sale~

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**

NEW LISTING! Grundy County – Erienna Twp – 38.53+ acres/15.87+ tillable acres with great soils with a PI of 125.4 right along the Illinois River. The property makes for an excellent hunting property, while also having income from the productive land. **$8,950 per acre**

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 barns and two steal buildings 5,000 sq ft and 14,000 sq ft with ample power and a huge well. 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**

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**

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**

UNDER CONTRACT! Iroquois County—Onarga Twp—70.00 acres/69+/- tillable. Great soils, well drained with extensive drainage tile installed. **$13,995 per acre**

UNDER CONTRACT! Grundy County – Norman Twp – 324.84+ acres/26.11+ tillable. Excellent variety of matured Oaks, Hickory & Walnut Trees among others. The property makes for a great hunting with unique terrain and water sources with ponds and a large creek through the property. **$4,950 per acre**

~Bid Basis/Auctions~

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

RA Commercial REALTY

A Rooster Ag' Realty, Inc. Company

NEW LISTING—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**

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 in 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'
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~Normal for the Month~

May 5 to 11	*May 12 to 18*	*May 19 to 25*	*May 26 to June 1*	*June 2 to 8*
Avg. High……69	*Avg. High……72*	*Avg. High……74*	*Avg. High……76*	*Avg. High……78*
Avg. Low…… 56	*Avg. Low…….59*	*Avg. Low…… 62*	*Avg. Low…… 51*	*Avg. Low…….53*
Sunshine 57% Daylight Hours	*Sunshine 59% Daylight Hours*	*Sunshine 61% Daylight Hours*	*Sunshine 62% Daylight Hours*	*Sunshine 60% Daylight Hours*
Precipitation 0.88	*Precipitation 0.84*	*Precipitation 0.89*	*Precipitation 0.91*	*Precipitation 0.97*

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	DeKalb	Genoa	60.00	$15,750	144.0	02/24	Grundy	Saratoga	153.00	$20,778	128.0
12/23	DeKalb	Pierce	167.00	$12,500	132.0	03/24	Henry	Cornwall	220.00	$10,842	117.0
01/24	Ford	Mona	93.00	$14,000	131.0	03/24	Kane	Hampshire	72.00	$12,000	122.0
02/24	Grundy	Goodfarm	155.00	$17,975	131.0	04/24	Kendall	Little Rock	141.50	$17,000	138.1
02/24	Grundy	Greenfield	106.00	$14,152	131.0	02/24	Lee	Franklin Grove	100.00	$11,750	119.0

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

ROOSTER AG' DIRECTORY

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