



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 2026

STOICISM



Many of you know, I have been struggling with health as well as personal items that have changed my life significantly. I make frequent trips to Mayo Clinic, have moved twice and been through multiple court appearances to preserve what I have built. I get asked often, how I continue to stay active, positive in work, play and life. Of course, prayer as well as prayers from many of my close friends, family, and customers have been a staple to the calm I have come to possess. One other mindset that is also key to coping with my issues at hand, is the philosophy of Greek mythology called **Stoicism** and the mindset to operate off of *reason vs. emotions*, to not fear the change, not sweat the small stuff, and don't value others opinions above my own, to not seek revenge, not to start from behind by taking care of others' to-do lists before my own. A tough one here for me, was to not always have an opinion, to let it go and not always have a response. To not look outside myself for approval of my actions. I focused on putting other people first, realizing there is always another pathway open and realizing that the obstacles I faced was a chance to try a new path and *the obstacle was the way*. I took each day step-by-step, I discarded my anxiety for simple reasoning, as the anxiety was not going to resolve my situation. I made sure I was focused on being *well begun is half done*, by getting the most important things for each day done first. I was strict with myself, realizing that others opinions are theirs, and mine are mine. Another very tough mindset for me was not to resent people, it was tough but essential to my mindset. I had to ask myself what was essential and do fewer things better. Remembering things didn't happen to me, they happened for me. My focus is to move the ball forward for myself and others, and most of all to do everything as if *life is short and seize the day*. Which is much easier for me to do through support from all, prayer and by practicing the mindset of **Stoicism**.



SALE LEASE BACK

Over the years we have worked with multiple savvy farmers / land investors who have purchased farms and improved them via drain tile improvements to gain more tillable acres, building improvements, and general cleaning up of a farm to increase a farm's value. A solid plan! Then they look to sell the farm to an investor and retain the farming rights in what we refer to as a **Sale Lease Back**. This plan worked well and still does, but over the last few years we expanded on the **Sale Lease Back** approach. The difference here is that we determine the total fair market value and a Sales Price for the farm utilizing our Gold Standard Appraisal Software. Then we calculate the formulated cash rent rate per acre utilizing our Farm Management Cash Rent Formula. Here is where the difference comes into play. We take the agreed upon sales price, then calculate the total annual rent and multiple it by 2 or 3 years to be determined by the Seller and Buyer for a combined total rent dollar amount for that time period. We then divide that total rent dollar amount by the gross acres of the farm to come up with a dollar per acre value. Then as part of the purchase contract we deduct that amount per acre off the agreed upon sales price to reduce the contracted sales price which includes a 2 or 3 year **Sale Lease Back** at \$0 rent. Utilizing this approach can reduce commissions as well as capital gains taxes to the Seller if they are not 1031 trading. It also gives the Buyer a guaranteed cash rent up front that they do not have to pay income taxes on. Additionally, the Buyer can depreciate any excess soil fertility, existing tile, fence, buildings, etc. on the farm through Rooster Ag's Farm Depreciable Asset Valuations, giving them further tax benefits to improve their position in buying the farm. If this sounds like something that may be of interest to you, of course consult with your accountant, and then give us a call. We will be happy to meet you at your office, conference room, shop or kitchen table to discuss a **Sale Lease Back**.

ROOSTER AG'®

I get asked all the time, "How did you come up with the name **Rooster**?" Originally I had the company set up as Farm Land Realty, but then as this was back in my Hintzsche days, I was in a meeting with a group and we were discussing the internet chemical sales business with an independent consultant by the name of Ron Farrell. Ron was talking about an internet search engine called **Rooster**! Every time he would say **Rooster** in his Iowa-Missouri accent I'd get goosebumps. I turned to my left and whispered to John Hintzsche, "**Rooster Ag**" ... "sounds like a helluva name for a fertilizer company doesn't it?" Then once more "**Rooster**", Ron said, and it hit me, **Rooster Ag' Realty**. I wrote it down and slid it over to John and he smiled wide-eyed and nodded! Then I had a graphic arts guy design me a **Rooster** with an attitude! The rest is history and now you know the story of the **Rooster**!



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 general 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 short-term, 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
March 3rd
Worm Moon
(Blood Moon)



March Weather Outlook

Summary



Temperatures are favored to average colder than normal. Precipitation is expected to total below normal. Sunny skies are favored from March 1-3. A rain to snow event is possible from March 4-6. Expect passing showers on March 7-8. Snow possible on March 9. Cold but sunny from March 10-12. Rain or snow on March 13-14. Sun and clouds on March 15-16. Snow in the forecast on March 17-18. Sun on March 19. March 20-26 is expected to be an active period with a rain to snow event possible. Mostly sunny and cooler temperatures to end the month from March 27-30. Showers on March 31.



Morning Planets: Mercury (dawn), Mars (dawn)
Evening Planets: Venus (dusk), Jupiter, Uranus

Worm Moon (Blood Moon)

A total lunar eclipse will be visible Tuesday, March 3, 2026. The eclipse begins around 2:44 a.m. CST, with maximum totality (when the moon turns red) occurring at 5:33 a.m. CST, and ends at 6:24 a.m. CST before the moon sets.

March Astronomy ~ It's in the Stars



Not a lot of viewing opportunities again this month but there will be a total Lunar Eclipse. The good news is that the days are getting longer and Spring begins on Friday, March 20. We gain 84 minutes of daylight this month.

Mercury rises just before sunrise and is lost in the sun's glare. Your best opportunity is at the very end of the month when Mercury rises at 5:44am and the sun at 6:28am.

Venus will be best viewed as it sets, just before sunset. Viewing will be better the last 12 days of the month. Venus sets before the moon on Friday, March 20.

Mars will not be viewable due to its daytime hours.

Jupiter will be viewable in the east after sunset throughout the month and will be visible until the early morning overnight hours. The moon and Jupiter rise together on Wednesday and Thursday, March 25-26.

Saturn is lost in the sun's glare this month.

Future Weather Outlook

April is expected to experience cooler than normal temperatures.

Precipitation is expected to total above normal. Favored dates for heavier precipitation center on April 1, 2, 3, 4, 6, 7, 11, 12, 16, 18, 19, 21, 23, 26, 27, 28, and 29.

May outlook favors colder than normal temperatures and above normal precipitation.

June expect cooler than normal temperatures with below normal precipitation.

~ March ~

Dates to Remember:

March is Women's History Month

Daylight Savings Time Begins. Sunday, March 8

International Women's Day. Sunday, March 8

National Pi Day. Saturday, March 14

St. Patrick's Day. Tuesday, March 17

Spring Begins 9:46am. Friday, March 20

* **Rooster Ag' 2026** *
* **Flip Calendars now available.** *
* **Contact us!** *



~Farmland for Sale~

NEW! Hancock County—La Harpe Twp—216± acres/135.84± tillable acres. Excellent mix of farmland, recreational/hunting property, and creek. Farmland has a Soil PI of 106.3. This property is conveniently located off E Co Rd 2500 near IL State Route 9. Property is just south of the town of La Harpe, IL. **\$7,500/acre.**

Kane County—Campton Twp—184.58± 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. A Fixer-upper house with multiple barns. Excellent location at Beith Rd & Route 47. Excellent income potential. **Call for details.**

LaSalle County—Osage Twp—21.40 acre Swine Facility. North Facility— (3) buildings with 4,500 hog spaces, South Facility—(3) buildings with 3,700 hog spaces. (2) 1.4 million gallon slurry-stores. Contracts with the Hanor Company currently generating \$27,000+/month of Facility & Management income. **\$1,400,000**

UNDER CONTRACT! DeKalb County—Mayfield Twp—53.54± acre Solar Farm is an exceptional income-generating investment! Solar lease started in 2025 can provide a stable, long-term income stream with minimal involvement. This property is located at the NEC of Glidden Road and S. Mayfield Road. **\$33,000/acre. Kicks off a 4.35% Cash-on-Cash ROI.**

UNDER CONTRACT! 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! Winnebago County—Seward Township—240± acres/228± tillable acres. High quality, income producing farmland with a Soil PI 140.5. Convenient location just south of U.S. Route 20. A great farmland property that would make a solid addition to an investment portfolio. **\$11,950/acre**

~Off-Market Farms For Sale~

Boone County, Spring Township— 74± acres/69± tillable, Soil PI 113 *SOLD!*

Bureau County, Walnut Township— 311± acres/281± tillable, Soil PI 115 *UNDER CONTRACT!*

DeKalb County, Genoa Township— 110± acres *UNDER CONTRACT!*

DeKalb County, Mayfield Township— 132± acres/124± tillable, Soil PI 137.8

Will County— 1,200+ acres

7,000± Acres of Off-Market Opportunities Available!

Give us a call for additional information and pricing details!



DeKalb County—Cortland Twp—106.97 acres/101 tillable. Located at the NWC of Route 38 & Loves Road. Zoned C-2—General Commercial, Annexed into the Town of Cortland. **\$39,000 per acre**

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



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~Normal Averages for the Month~

March 1 to 7	March 8 to 14	March 15 to 21	March 22 to 28	March 29 to April 4
Avg. High 41	Avg. High 44	Avg. High 47	Avg. High 50	Avg. High 53
Avg. Low 22	Avg. Low 24	Avg. Low 27	Avg. Low 29	Avg. Low 32
Sunshine 48% Daylight Hours Precipitation 0.46	Sunshine 51% Daylight Hours Precipitation 0.51	Sunshine 54% Daylight Hours Precipitation 0.59	Sunshine 54% Daylight Hours Precipitation 0.68	Sunshine 56% Daylight Hours Precipitation 0.79

Denotes Sales by Rooster Ag' Realty, Inc.
B/B Denotes Buyer's Broker Program

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Township	Acres	Price/Acre	Soil PI	Date	County	Township	Acres	Price/Acre	Soil PI
12/25	Boone	Flora	40	\$10,931	128.0	12/25	DeKalb	Clinton	80	\$12,000	140.0
12/25	Boone	Spring	74	\$9,440	113.0	11/25	Hancock	Rocky Run	33	\$8,450	115.0
12/25	Bureau	Ohio	159	\$15,900	136.0	12/25	Henry	Clover	60	\$14,000	135.0
12/25	Bureau	Wyanet	75	\$14,200	133.0	11/25	Kendall	Little Rock	164	\$17,000	142.0
01/26	DeKalb	Sandwich	106	\$16,031	141.0	12/25	LaSalle	Groveland	120	\$12,000	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**



FARMLAND INVESTMENT SPECIALIST DIRECTORY

LANDMEN:

- Dalton Jahntz**, Director of Sales/Real Estate Broker (630) 525-1431
- Cory Schleifer**, Real Estate Administrator (779) 902-2572
- Chris Otte**, Marketing (847) 710-1837
- Stason Ludwig**, CEO (815) 762-2136
- Joe Ludwig**, COB, Designated Managing 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
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