



Rooster Ag

Farmland Real Estate · RA Commercial Properties
Farm Management · Section 180 Valuation
Gold Standard Farmland Appraisal Services
www.roosterag.com

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

Family Owned & Operated

October 2026

FEAR



When I was a little kid, I was afraid of the dark and the dentist. At the time I didn't understand that **Fear** is a survival mechanism that is instilled in all of us, and ultimately what keeps us alive and safe. The question is what to do when **Fear** arises? You can stay still, run from it, or face it! In today's world environment I believe that business is being operated in a state of **Fear** where people have elected to stay still and see when the boogie man is going to pass, the wars end, gas/diesel drops, interest rates come down, fertilizer prices drop, then we can get on with what we presumed as our normal life without the discomfort of the **Fear** of the unknown for that is instilled in us all. But what if we **Face** this **Fear** and attack it? What opportunities will open up? Believe me, they will and they are there right in front of us today. Time to get unstuck and learn to adapt to the environment we are now in today vs staying still is the key. When we didn't know how to ride a bike, we fell down, but now it's second nature. Once we do not have the **Fear** of falling down in this environment we can go like the wind, vs remaining stuck in the middle of staying still. It's time to act, look at the opportunities in front of you with a new set of eyes and objectives. Take that shot, confront those **Fears**, move forward with gusto, and seize the moment that presents itself. Have ideas? Give us a call and we will meet you at your office, conference room, shop, or kitchen table to discuss the opportunities you see as a result of this economic **Fear!**



Sea Goat: Capricorn Image of Panic / **Fear**.

THE SCOUT

Over the last 3 weeks we have taken to the roads **Scouting** the 230 fields we manage throughout Illinois and Wisconsin. Through this process we believe that 20% of the crops look excellent while 40% look good and the other 40% are fair to poor, entirely from the excess rain that has occurred throughout this crop season. Keep in mind that it is hard to get out in the fields to determine exactly how much water damage has occurred, so the harvest yield numbers will tell the final tale. Once the crops are out of the fields, we will make another round of boots on the ground farm management to see if we have any tile problems that can be determined by our **Scout**. Time for the rain to stop and harvest can come off without a hitch.

MOTIVATED BUYERS

The world of real estate is always experiencing its ebbs and flows of Buyers and Sellers in the market, and rarely do they align where we see both a large number of **Motivated Buyers** and Motivated Sellers at the same time. At the beginning of 2026 we knew of well over \$100M in **Motivated Buyers** looking to invest in farmland, largely looking to capitalize on 1031 Trade tax benefits, and at the same time there were very few farms available for them to purchase in their desired wheelhouse. Where today we are seeing the opposite, we are seeing more farms coming to the market, but there is now a lack of **Motivated Buyers**. However, land prices have remained strong, so **Motivated Buyers** are looking for deals or relocating to areas where land is cheaper. We continue our efforts on a daily basis, analyzing farms to bring to the market to be prepared when we come across a **Motivated Buyer!**

MAKE AN OFFER

Now that there are more farms coming on the market, many people believe that several of the farms are priced 20% above fair market value and these farms are not generating a lot of interest due to the current lack of 1031 Trade Funds in the market and are overpriced. When faced with this scenario, our answer is simple, "**Make an Offer**". In many cases these Sellers know that their property is priced over the market and are willing to negotiate. Who knows what will happen when you **Make an Offer**, you may just end up getting a deal done!

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 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.



Full Moon

October 26th

Hunter's Moon



October Weather Outlook Summary



Temperatures are favored to average warmer than normal. Precipitation is expected to total below normal. Sun is expected to dominate much of the first nine day of the month with the best chances for scattered rain coming on October 3-5. A chance for a rain event is favorable from October 10-11.

Clouds and cooler weather is expected from October 12-17. Sunshine and warmer temperatures are favored from October 18-21. Warmer temperatures are expected to trigger showers and thunderstorms from October 22-24. Some clouds on Sunday, October 25 then sunny skies from October 26-28. Clouds and showers may put a damper on Halloween as showers are expected from October 29-31.



Morning Planets: Mars, Jupiter, Saturn, Uranus

Evening Planets: Mercury (dusk), Venus (dusk), Saturn, Neptune

October Astronomy ~ It's in the Stars



Mercury will be lost in the sun's glare this month.

The last Quarter moon is on Saturday, October 3.

Venus will be setting in the evening twilight and will be difficult to view. Venus sets with the moon on Monday, September 14.

The moon is New on Saturday, October 10.

Mars rises during early morning hours and will be visible before sunrise in the eastern sky. Look for the moon to rise ahead of Mars on Monday, October 5.

The first Quarter moon is on Sunday, October 18.

Jupiter rises after Mars in the very early morning hours and will be visible in the eastern sky until sunrise. The moon will rise with Jupiter on Tuesday, October 6.

The moon is Full on Sunday, October 25.

Saturn rises in the late evening hours and will be visible through the night. Look for the moon rising to the upper right of Saturn on Friday, October 23.

Hunter's Moon

Traditionally, people in the Northern Hemisphere spent October preparing for the coming winter by hunting and preserving meats, giving it its Anglo-Saxon name Hunter's Moon.

Future Weather Outlook

November is expected to experience above normal temperatures.

Precipitation is expected to total above normal.

Favored dates for heavier precipitation center on November 3, 4, 9, 13, 14, 18, 21, 25, and 28.

December outlook favors above normal temperatures with wetter than normal precipitation.

January expect warmer than normal temperatures with below normal precipitation.

~ October ~ Dates to Remember:

Columbus Day / Indigenous Peoples' Day. Mon., Oct. 12

Halloween. Saturday Oct. 31

Daylight savings ends. Sunday, Nov. 1

(Set clocks back 1 hour.)

October Interesting Info ...

- The Orionids meteor shower, which comes from debris off Halley's Comet, peaks October 21-22, 2026.
- The Great Chicago Fire took place from October 8 to October 10, 1871.



~Farmland for Sale~

Kane County—Kaneville Twp—216.86± acres/214± tillable acres. Property consists of quality, income producing farmland with a Soil PI of 120.9. East portion of farmland is enrolled in the Kane County Conservation Easement and Farmland Protection Programs. **\$14,495/acre.**

Boone County—Bonus Twp—135.08± acres/90± tillable acres. Farmland has a Soil PI of 111.1. Land includes a 15± acre wooded section. *Land is divisible!* Property is annexed into Village of Poplar Grove, IL. with Zoning Code of R-1, Single-Family Residential District. **\$12,950/acre.**

Kendall County—Na-Au-Say Twp—98.91± acres/85.00± tillable acres. Farmland has a Soil PI of 129.1. Land is Pattern Tiled. Property has three (3) Grain Bins that are rented out. *Rare opportunity in a high demand area.* It is annexed into the City of Joliet, IL with Zoning Code of R-1B Single-Family Residential District. **\$18,950/acre.**

Kendall County—Na-Au-Say Twp—237.67± acres/216.28± tillable acres. Farmland has a Soil PI of 129.7. Exceptional find annexed into the City of Joliet, IL! Zoning Code of R-1B Single-Family Residential District. **\$18,950/acre.**

Will County—Manhattan Twp—157.71± acres/154.20± tillable acres. Farmland has a Soil PI of 125.1. Good income generating property. It is located on the southwest end of Manhattan, IL in Will County and is just west of Rt. 52. **\$18,950/acre.**

DeKalb County—DeKalb Twp—440.50± acres. Transitional Land in the *Opportunity Zone*. Slated for development ... Golden Opportunity! **\$25,950/acre.**

Kane County—Elburn—174.58± acres/168.90 ± tillable acres. Farmland has a Soil PI of 128.2. Exceptional location off IL Route 47, just north of Elburn, IL. **\$18,950/acre.**

~Off-Market Farms For Sale~

DeKalb County, Genoa Township— 110± acres/107± tillable, Soil PI 137.7

DeKalb County, Pierce Twp/Afton Twp— 167.01± acres/158.06± tillable, Soil PI 132.2

DeKalb County— 88± acres/81± tillable, Soil PI 137.5 (House with 3,200± sq. ft. metal building.)

Will County— 1,200+ acres

A Variety of Off-Market Opportunities Available! Give us a call for more info & pricing details!



~Commercial / Development Properties~

McHenry County—Nunda Twp—276.28± acres. Development Potential! Property is conveniently located on the southern end of McHenry, IL and is just west of IL Rt. 31 & the Fox River. It is near current residential communities, McHenry High School, a hospital, businesses, the Chain O'Lakes, and more. **\$79,950/acre.**

Kendall County—Oswego Twp—3± acres. Excellent Location with Development Potential! Property is located on the corner of a busy intersection at Rte 30 & Rte 34. It is surrounded by residential communities, a hospital, shopping, restaurants, and other businesses.. **\$26.00/sq ft.**

Kane County—Big Rock Twp—296± acres. Exceptional Potential Development Opportunity! The assemblage is located along the BNSF Rail Line, near U.S. Route 30. Major accessible transportation routes include BNSF Rail Line, Rt. 30, Rt. 34, Rt. 47, Rt. 56, and I-88. BNSF Rail Line Access Capability. Potential development opportunity in the Chicago MSA expansion corridor. **\$78,000/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.**

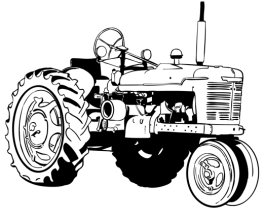
DeKalb County—Cortland Twp—106.97 acres/101 tillable. Excellent Location ... Priced Right! Located at the NWC of Rte 38 & Loves Road. Zoned C-2—General Commercial, Annexed into the Town of Cortland. **\$39,000/acre.**



Rooster Ag'
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"In October, a maple tree
before your window lights
up your room like a great
lamp." – John Burroughs

~Normal Averages for the Month~

Oct 4 to Oct 10	Oct 11 to Oct 17	Oct 18 to Oct 24	Oct 25 to Oct 31	
Avg. High 67	Avg. High 64	Avg. High 61	Avg. High 57	
Avg. Low 42	Avg. Low 39	Avg. Low 36	Avg. Low 34	
Sunshine 69%	Sunshine 70%	Sunshine 60%	Sunshine 53%	
Daylight Hours	Daylight Hours	Daylight Hours	Daylight Hours	
Precipitation 0.63	Precipitation 0.56	Precipitation 0.60	Precipitation 0.64	

✦ Denotes Sales by Rooster Ag' Realty, Inc.

B/B Denotes Buyer's Broker Program

H/F Denotes Property Includes Hog Facility

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Township	Acres	Price/Acre	Soil PI	Date	County	Township	Acres	Price/Acre	Soil PI
07/26	Bureau	Milo	232	\$12,500	133.0	07/26	Kane	Kaneville	360	\$15,000	133.0
07/26	Bureau	Dover	46	\$14,700	131.0	06/26	Kane	Plato	36	\$16,667	91.0
08/26	DeKalb	Cortland	81	\$15,750	136.0	✦ 08/26	H/F LaSalle	Osage	21	\$33,878	N/A
05/26	Grundy	Mazon	34	\$14,800	138.0	07/26	LaSalle	Miller	74	\$14,750	130.0
06/26	Jo Daviess	West Galena	40	\$11,100	93.0	06/26	Lee	East Grove	40	\$9,645	112.0

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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