



## April 2023

The calendar says that it is Spring, but it is well known that spring in Illinois usually comes with variable weather conditions including some cold days and some warmer days, with frequent, and sometimes, violent storms. The good news is that we are replenishing our subsoil moisture supply, which is needed. Of course, we farmers can never be happy and now want it to dry out one of these days so planting can begin.

When driving by farmsteads, I see planting rigs hooked up to the tractor, reminding me of a NASCAR event when it is announced, "Start your engines!" And for sure when travelling down the road, be certain to move out of their way. In all seriousness, please do watch out for moving farm machinery. They are usually at a much lower speed than non-farm vehicles.

Just for some minutiae, Texas is 52% corn planted ahead of schedule, Mississippi is 2% behind schedule, Arkansas is 2% behind schedule, and Louisiana has 5% of their soybeans planted.

March was the month of going to meetings to learn and network with other agriculture real estate professionals. Early in the month, I attended the REALTORS® Land Institute National Land Conference in Denver, Colorado and visited with other United States land real estate brokers. In sharing our Land Pro

LLC tremendously successful 2022, I found that most had experienced well above average buyer interest as well. That included large trophy ranches in the western mountain states from those who are financially able to make such purchases, to Florida where there seems to be a continued population explosion, even after the dreadful hurricanes, and the Midwest which set an historic record for land appreciation starting in 2019 and gaining momentum through 2022.

Lest we forget, land is a tangible asset which is sought by many for varying reasons throughout the entire United States. You can walk on it and enjoy a pride of ownership, and again my oft times quote from Mark Twain, "Buy land, they're not making it anymore." While at this meeting, I humbly accepted the APEX 2022 Top Twenty Producer Award for closing more than \$50M in real estate transactions.

Next up was the Illinois Society of Professional Farm Managers and Rural Appraisers (ISPFMRA) and REALTORS® Land Institute Illinois Chapter Annual Farmland Values and Lease Trends meeting in Bloomington, Illinois. The highlights were that Class A soils, on the average across Illinois, sold at a gain of 45% from 2021 through 2022. In just 2022, Class A soils were up 16%, Class B up 17%, Class C up 7%, Class D up 7%, and recreational land up 17%. In my entire career I have never seen this robust appreciation factor in all soil classifications.

We know all markets go through cycles, including land. Many of us felt with escalating interest rates, inflationary production costs, and roller coaster commodity markets, we could see some weakening of the market. To date that has not happened. [Land Pro LLC](#) auctioned a 39.40 acre Class A farm in LaSalle County on March 15 with an accepted bid of \$17,900 per acre. Many thought the sale price would be \$15,500-\$16,000 per acre.

Recently, we became aware of Class A land in central and west central Illinois selling at auction in the range of \$17,000-\$21,000 per acre. This tells us there is still strong cash buyer demand and may remain so for a longer period than many of us envisioned. Next fall appears to be a continued opportunity for land buyers. We recently booked an auction for October 17, 2023, and with fingers crossed, there will be more auctions coming this fall and early winter.

Lastly, I want to provide what I feel can be very valuable information to all landowners. Green energy, including wind turbines, solar panels, and carbon injection is gaining momentum due to government promotion and funding. Like it or not, the reality is getting ready and knowing how to deal with representatives who are literally contacting landowners by email, regular mail, and phone calls to sign you up for a long-term lease or in some cases land acquisition.

While attending the ISPFMRA Bloomington meeting, Laura A. Harmon, Associate Counsel for the Illinois Farm Bureau, gave an outstanding presentation about green energy and made a very valid point. When approached by the green energy companies with a contract, "**Don't Be a Lone Wolf.**" They will pick you off one by one and the contract will always be in their favor. If there is interest in signing a contract, get a group of neighboring landowners together who were also contacted. Contact Laura at 309.557.2470, and she will refer you to attorneys who have experience in working with the green energy companies. Not all attorneys have this experience.

Have a great Easter and hopefully next month, I can discuss Illinois planting progress.

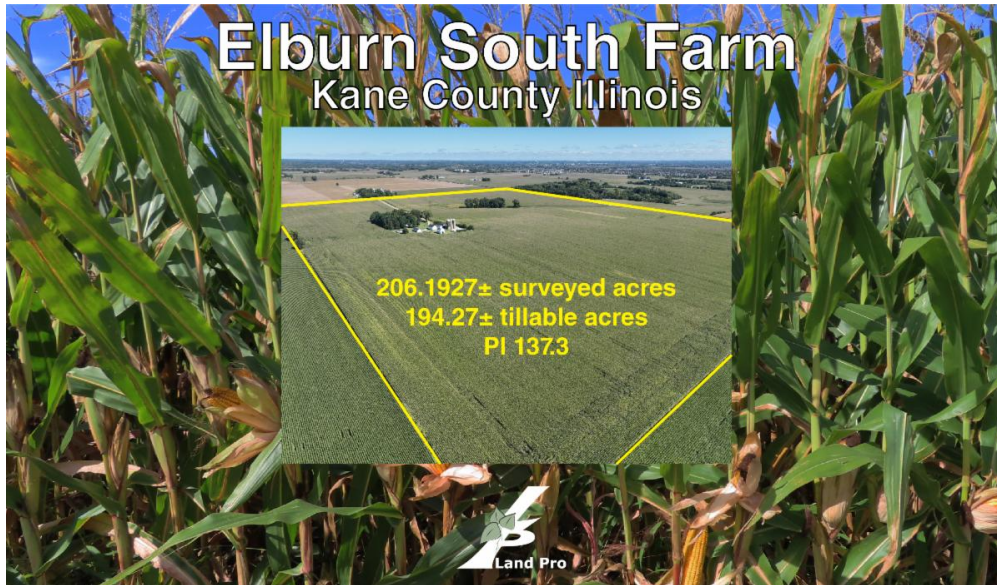
Ray

**Ray L. Brownfield, ALC AFM**  
Designated Managing Broker | Owner  
Accredited Land Consultant  
Accredited Farm Manager  
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## Land Pro LLC Listings

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### Elburn South Farm

**High Quality. Class A Soils. Well Drained.**

The Elburn South Farm is a 206.1927± surveyed acre high quality Class A soil farm with a Productivity Index of 137.3. It contains 194.27± tillable acres which are leased for 2023 at a very attractive cash rental rate. There is a set of farm buildings along with a 3-bed, 2-bath home that is rented through the end of 2022.

The location is excellent with Hughes Road frontage on the north side and Bunker Road frontage on the east side, only 1.5 miles southeast of Elburn, 6.8 miles west of Batavia, 7.3 miles southwest of Geneva, 11.7 miles southwest of St. Charles, and 47.0 miles west of Chicago. The Illinois Route 47/I-88 interchange is only 2.5 miles southwest of the farm. It is an excellent investment opportunity with potential for future development.

[Ray L. Brownfield](#), ALC AFM Broker

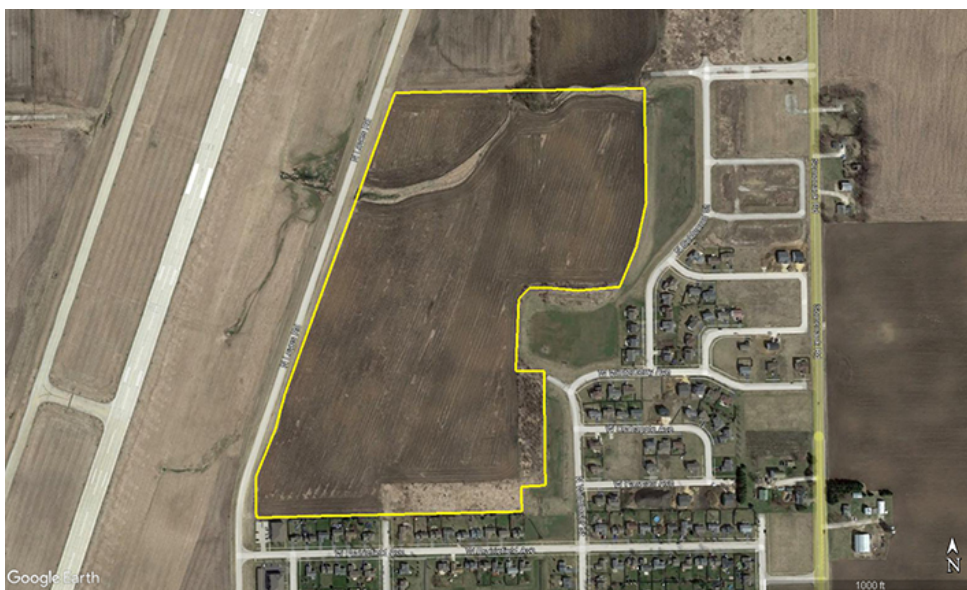


### Cortland Farm

*Future Residential Development  
Annexed to Cortland, Illinois  
Platted for Subdivision*

The Cortland Farm located in Section 17 of Cortland Township and contains 56.64± surveyed acres (53.69± tillable acres). The soils have a PI of 138.2 and are comprised mostly of Danabrook and Elpaso.

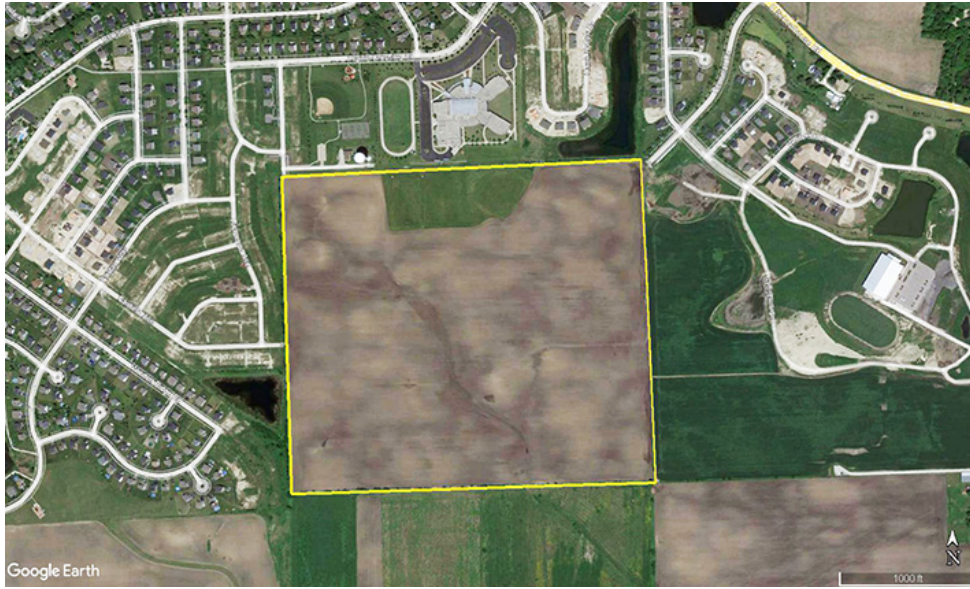
The 2021 real estate taxes were \$2,811.64 (\$49.64/ac), there are no buildings, the property is multi-zoned, is annexed to Cortland, Illinois, and is adjacent to DeKalb, Illinois. [Dave Oster](#), Broker



### Hudson Lakes Property

*Future Residential Development  
Platted for Subdivision*

141.29± acres (10.00 acres to be donated to school to the north), annexed to Yorkville IL, platted for subdivision. Kendall Township, Section 10, Kendall County IL, PI 124.0 (Saybrook, La Rose, Elpaso soils). [Dave Oster](#), Broker



**UNDER CONTRACT**

Myers Farm

39.403± acres  
(36.43± tillable acres)  
PI 142.2

**UNDER CONTRACT**

Ray L. Brownfield ALC AFM  
Land Pro LLC  
Designated Managing Broker

20th ANNIVERSARY  
2003-2023

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**Myers Farm**  
accepted bid: \$17,900/acre  
39.403± acres | 36.43± tillable acres  
PI 142.2 | Section 1 | no buildings  
Meriden Township | LaSalle County IL

**SOLD**

# Hull Farm

Lee County Illinois



## Hull Farm

\$12,800/acre

77.424± acres | 70.92± tillable acres

PI 126.9 | Section 10 | buildings

Amboy Township | Lee County IL

## Thinking of Selling?



The Land Pro LLC auction marketing system attracts serious, qualified buyers to every sale, regardless of whether it is a traditional live in-person event or live online. Our specialized expertise will ultimately maximize the sale price of your property, whether by auction or private treaty. Visit [Land Pro LLC Auctions](#) to find out if your property is suited for an auction!

### *Professional Land Specialists*

Land Pro LLC | 2681 US Hwy 34 | Oswego IL 60543 | 331.999.3490





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