



April 2022

Looks like April has arrived with a feeling that winter still wants to stick around a bit longer. This time last year we were doing some field work in preparation for planting. Actually, I believe in central Illinois, a few early birds had planted some soybeans and corn.

Recently, the national weather service model indicated 41% of the United States is in varying phases of a drought. In 2021 it was 30%. In Illinois, it varies, but not of any serious consequence, so far. At this time, it appears that north of I-88, the soil moisture levels are more deficient. Based on information from my February newsletter regarding a potential global shortage of grain, if the crops in the United States are just average, the potential for more volatile commodity prices in to early 2023 could occur.

Many in the farm real estate industry, including Land Pro LLC, have had tremendous success selling farms using the auction method of sale within the past several months. The 2021 edition of the Illinois Farmland Values and Lease Trends (from a survey of members), indicates 43% of all farms sold in Illinois during 2021 were sold by the auction method. I do not have the 2020 auctions numbers, but I am pretty sure that 2021 had a notable increase in auctions.

Why auction? A relatively low supply and high demand market creates a very competitive atmosphere that tends to cause buyers to pay more when bidding against one another. We found the hybrid type of auction works best where pre-registered prospective buyers can bid through our online auction site, but also, we

hold a live, in-person auction at a location, not too far from the farm that is being auctioned, so prospective bidders can register at the door and participate in a live auction. The best of both worlds for those who want to participate in the auction.

A farm can be auctioned at any time of the year, but from April 1 through October 1, the auction season slows down considerably in that many prospective buyers are farming and observing crop conditions that will affect yield and profitability or are investors anticipating the potential outcome of their financial holdings, whether it be a 1031 tax deferred exchange or funds available from other investments.

If you, friends, relatives, or associates are thinking of selling a farm, now is not too early to make that decision to sell. Interview professional agriculture real estate companies who offer both private treaty and auction services. The company of your choice should lead you through the process of what needs to be done to properly prepare for a private treaty listing or auction. Experience has taught me to be successful using either method of sale. Time goes by very quickly, so earlier is better than a spur of the moment decision. We hope Land Pro LLC is one of the real estate companies chosen to interview.

Recently I heard, from a very reliable source, a farm operator in central Illinois was applying anhydrous ammonia nitrogen in less than desirable soil conditions, causing nitrogen loss. Sure hope he had locked in his price at last fall prices of about \$800 per ton, and not the current price of \$1,800 per ton. Industry professionals joke a little about the farmer who has got to be the first one out in the field and burn some diesel fuel. That may have not been so bad when anhydrous was \$500 per ton and diesel fuel was \$3.00 per gallon.

Ray L. Brownfield, ALC AFM
Designated Managing Broker | Owner
Accredited Land Consultant
Accredited Farm Manager
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UNDER CONTRACT



Eaton Smith Farm

Large contiguous tract of high-quality farmland near I-55 interchange, just 70 miles southwest of Chicago. 322.22± surveyed acres (300.49± tillable, 10.00 CRP acres), Section 10, Greenfield Township, T.31N.-R.8E., Grundy County Illinois. PI 130.1 (Reddick, Andres). Home and buildings. Main Street, Storm Road, Rice Road frontage. Ray L. Brownfield, Broker



Fritsch Farm Auction

Friday - March 11, 2022 (bid accepted)
1 Tract - \$18,200 per acre
110.8723± surveyed acres
111.88± tillable acres
PI 138.5



Dew Farm Auction

Tuesday - March 8, 2022 (bid accepted)

Tracts 1 & 2 - \$20,100 per acre

165.30± surveyed acres

159.06± tillable acres

PI 143.3

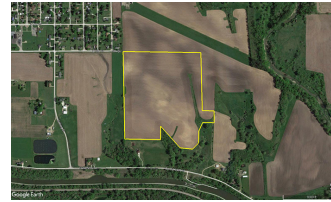
Land Pro LLC Listings



Sugar Grove 86 Farm

This 86-acre property lies in the path of progress and is situated near infrastructure facilities allowing for the future development of single-family homes. The gently rolling south facing slope could easily accommodate the development of a community solar farm and other green initiatives. Seller is willing to subdivide, if necessary.

86.869± acres (74.00± tillable). Subdivision Concept Plan available. Survey available. Sections 23 & 26, Sugar Grove Township, T.38N.-R.7E., Kane County IL. Adjacent to Aurora IL corp limits. Dave Oster, Broker



Larson Farm

The farm is adjacent to Wyanet Illinois. It is mostly all tillable and lends itself to many opportunities. If you are in the market to invest in a smaller farm, this is the one!

50.44± tax acres (48.92± tillable acres). PI 116.1. Section 21, Wyanet Township, Bureau County Illinois. Access from 5th Street. Chip Johnston, Broker

Professional Land Specialists

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