

WELCOME  
to the  
2020 Land Pro  
VIRTUAL Fall Seminar





# 2020: an Uncharted Path

An Uncharted Path is the Only Route to Something New



Our mission has been, and always will be, to provide high-quality, comprehensive services that maximize the value of real estate through impeccable ethics, professional service, and ongoing education.

# At Your Service



**Jason Lestina ALC AFM**

Real Estate Managing Broker  
Accredited Land Consultant  
Accredited Farm Manager



**Ray Brownfield ALC AFM**

Managing Broker | Owner  
Accredited Land Consultant  
Accredited Farm Manager

**Pat Tomlinson**  
Real Estate Broker  
Certified Crop Advisor



**Chip Johnson**  
Real Estate Broker

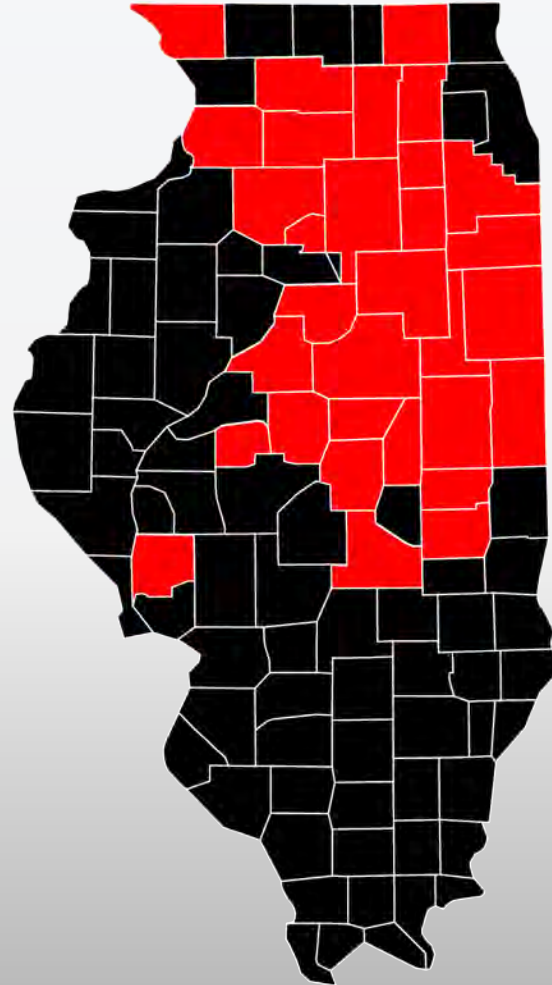


**Sandy Nehring**  
Director of Operations | Real Estate Managing Broker

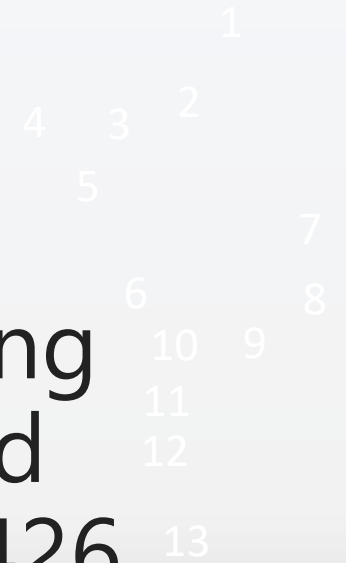


**Dave Oster**  
Real Estate Broker

# Sales History



Since 2013, Land Pro LLC was either the Listing Broker, Selling Broker, or Buyer Broker in land sales totaling over \$233,557,426 within thirty-one Illinois counties.

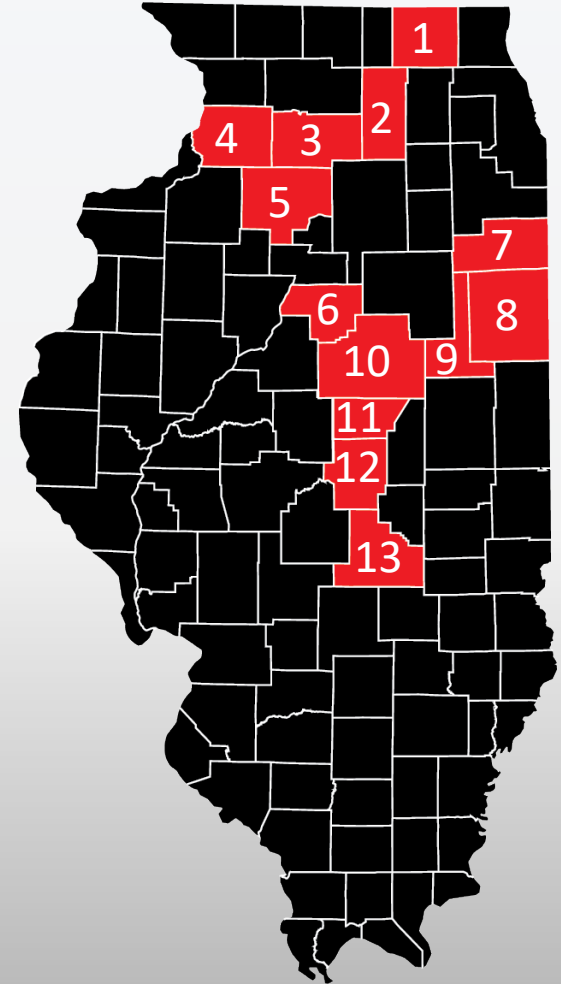


# 2019 Sales Transactions



	County	Transactions	Volume		County	Transactions	Volume
1	McHenry	2	\$3,772,790	8	Iroquois	1	\$2,645,280
2	DeKalb	1	\$2,550,000	9	Ford	1	\$1,344,000
3	Lee	1	\$1,351,720	10	McLean	1	\$480,300
4	Whiteside	1	\$1,330,614	11	DeWitt	1	\$2,921,161
5	Bureau	2	1,784,502	12	Macon	1	\$864,756
6	Woodford	1	\$1,255,170	13	Shelby	1	\$672,000
7	Kankakee	2	\$962,450				

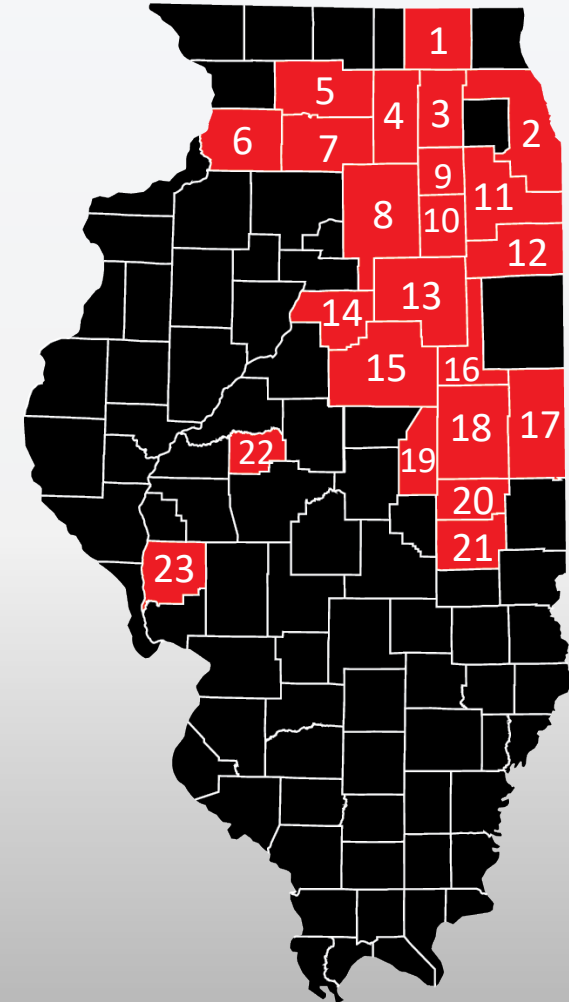
**Total 2019 Sales Volume- \$21,934,743**  
**Total 2019 Sales Transactions - 16**



# 2020 Property Management



	County	Acres		County	Acres
1	McHenry	660.4710	13	Livingston	234.00
2	Cook	34.00	14	Woodford	292.30
3	Kane	25.00	15	McLean	1,482.6840
4	DeKalb	467.6586	16	Ford	269.89
5	Ogle	201.90	17	Vermilion	563.849
6	Whiteside	436.93	18	Champaign	78.149
7	Lee	1,021.66	19	Piatt	559.29
8	LaSalle	134.89	20	Douglas	2,292.5160
9	Kendall	1,795.8203	21	Coles	555.1980
10	Grundy	79.86	22	Menard	441.24
11	Will	353.29	23	Greene	1,024.54
12	Kankakee	116.10	440.8459 – Clinton County Indiana		
<b>Total Acres Managed – 13,562.0818   Total Farms Managed - 48</b>					



# Current Illinois Land Market



1. Farmland
2. Recreational | Hunting | Getaway
3. Residential
4. Commercial
5. Path of Progress

# Farmland



- Stable sale prices. Maybe up 1%.
- Low inventory. Fewer auctions.
- High quality soils, well drained, high tillable, \$10,200-\$11,500/ac
- Less quality soils, poorer drainage, more non-tillable, \$5,500-\$9,500/ac



- Location. Location. Location
- Very selective market.
- Farm value can vary \$200 - \$500/ac within 5-10 miles.
- Most buyers are farmer/landowners adding acreage for longtime hold. ROI is less important.
- Investors/funds buying larger acreage for 5-15 year hold, medium to high quality. ROI of 3% or higher.

# Farmland



- Time element for highly motivated 1031 buyers.
- Many sellers are families divesting of multiple owners.



# Recreational | Hunting | Getaway



- COVID-19 and social unrest creating interest.
- High demand for 5-20 acres. Low inventory.
- Price range of \$3,000 - \$6,500/ac



- COVID-19 and social unrest creating “hot” suburban market.
- Buyers looking for good schools and transportation options.
- Favorable interest rates.
- Selling rapidly.
- Price range of \$250,000 - \$550,000

# Commercial



- COVID-19 and social unrest affecting downtown Chicago business.
- More online buying.
- Buyers seeking land for distribution centers.
- Money does not seem to be issue if desirable location.



# Commercial

- 504 acres (65 miles west of Chicago) just off an Interstate, sold to Facebook at \$80,275/ac.
- Farmland price = \$11,000/ac



# Path of Progress



- Very speculative.
- More housing demand may mean more demand for land.
- Of concern are the developments costs to the village.
- Does the property have entitlements? Are they nearby?



Thank you for joining us for the 2020 Land Pro LLC VIRTUAL Fall Seminar. Hopefully, next year on September 8, 2021, we can gather together in person.

