

# **STERLING LAND COMPANY**

306 West 14th Street • Sterling, IL 61081

Monte Van Kooten  
Managing Broker  
815-718-2244

James J. Anderson  
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815-718-1878

## **STERLING LAND COMPANY LAND REPORT**

**November 7, 2013**

**Sterling Land Company recently listed for sale 160 Acres in Lee County, Dixon Township-Nearly All Tillable-\$9,750/Acre  
Details-[www.sterlinglandcompany.com](http://www.sterlinglandcompany.com)**

## **OTHER LAND ACTIVITY AROUND THE STATE**

**A lot of people have been expecting land prices to drop some-what with corn prices trending down to \$4 a bushel. Maybe next year and maybe for marginal land but there is not much evidence to support that view now and plenty of evidence showing high quality land to be strong and getting stronger in some cases.**

**582 Acres sold at public auction in Peoria County-November 6-Princeville Township-**  
Just north and west of Princeville about 15 miles northwest of Peoria.  
8 tracts of varying size were on the block. Overall average turned out to be \$13,524/Acre with 130.2 Productivity Index for \$112.23/PI Point.  
There were 3 individual tracts that came in at \$16,000/Acre as follows-  
77.18 Acres with 138.6 PI for \$119.74/PI Point.  
66.63 Acres with 130.5 PI for \$128.85/PI Point.  
79.3 acres with 139.8 PI for \$114.45/PI Point.

**158.72 Acres sold at public auction in Woodford County-October 31-Linn Township-**  
9 miles west of Minonk.  
Sold for \$12,250/Acre with 141 PI indicating \$89.06/PI Point.

**960 Acres sold at public auction in Douglas County-November 1-Newman Township-20 miles southeast of Champaign.**  
Sold for \$14,583/Acre with Productivity Index of 136.6 for \$108.15 per PI Point.  
Farm was said to have had \$1.6 million of pattern tile installed in recent years.  
The land was offered for sale in 8 parcels using the combination method. But from about \$13,000/Acre all of the action was between 3 bidders vying to buy the entire 960 acres.  
Top bidder being the owner of the Jimmy John Sandwich restaurant chain. Beck's Hybrid Seed Company was runner up bidder.

**355 Acres sold in a private transaction-Christian County-October -Mt. Auburn Township-20 miles southwest of Decatur.**  
Sold for \$8,873/Acre with 126.9 PI indicating \$73.01/PI Point.

**184 Acres sold at public auction in Rock Island County-October 30-Zuma Township-15 miles northeast of the Quad City Airport.**  
Sold for \$8,325/Acre with 126.7 PI indicating \$69.67/PI Point.



**1,021 Acres sold at public auction in Schuyler County-November 4-near Rushville and about 25 to 30 miles south of Macomb.**

**Overall average was \$7,677/Acre but included one parcel (Land Only) of 34.89 acres with 139.4 PI that came in at \$20,500/Acre. Also 3 parcels totaling 137 acres and PI of 134.4 came in at \$14,000/Acre.**

**River bottom type land near the Illinois River sold for just \$6,500/Acre with PI's of 127.**

**539 Acres sold at public auction in Grundy County-October 30-Mazon, Vienna and Wauponsee Townships-a few miles south of Morris west of Illinois Rt. 47.**

**Overall average was \$12,784/Acre with PI of 138.2 for \$93.76/PI Point.**

**Individual break down of the parcels-**

**264.8 Acres sold for \$13,900 with PI of 142.5 for \$97.54/PI Point.**

**40 Acres sold for \$13,900 with PI of 144 for \$100.55/PI Point.**

**155.8 Acres sold for \$11,750 with PI of 135.9 for \$87.36/PI Point.**

**78.5 Acres sold for \$10,500 with PI of 124.8 for \$88.65/PI Point.**

**272 Acres sold at public auction in LaSalle County-November 6-Grand Rapids Township-7 miles southeast of Ottawa. 4 Tracts were created and offered using "Buyers Choice" method of sale. First successful bidder bought the entirety.**

**Sold for \$13,550/Acre with 141 PI indicating \$100.21/PI Point.**

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## **STERLING LAND COMPANY LAND REPORT**

**November 22, 2013**

**A tremendous number of land sales taking place right now around the state.  
In contrast to our comments 2 weeks ago about high quality land staying very  
bullish a number of the sales cited here read like disappointing earnings reports.  
Maybe we are now seeing some market response to lower corn prices.**

**235 Acres sold at public auction near El Paso.-November 19-10 miles north of Normal.  
Sold in 2 Parcels.**

**77 Acres-Woodford County sold for \$11,500/Acre with 133.8 PI for \$85.95/PI Point.**

**158 Acres-McLean County sold for \$10,200/Acre with 133.1 PI for \$76.73/PI Point.**

**153 Acres sold at a sealed bid auction in Ogle County-November 13-Flagg Township.  
1 mile west of Rochelle.**

**Sold for \$10,800/Acre-Productivity Index was 141.2 indicating \$79.07/PI Point.**

**160 Acres sold at public auction in McLean County-November 19-Bloomington Township-  
3 miles east of Bloomington-sold in 2 parcels.**

**80 Acres sold for \$11,800/Acre with 126.5 PI for \$93.28/PI Point.**

**80 Acres sold for \$11,700/Acre with 136.2 PI for \$87.54/PI Point.**

**161.67 Acres sold at public auction in Logan County-November 14-Chester Township.  
5 miles south of Lincoln.**

**Sold for \$11,600/Acre with Productivity Index of 140.9 for \$83.57/PI Point.**

**272 Acres sold at public auction in Macon/Shelby Counties-November 19-12 miles south of  
Decatur. Offered for sale in 3 parcels-but sold to one buyer for one price.**

**Buyer was said to have been Howard Buffett.**

**Sold at \$11,500/Acre with 139.8 PI for \$85.33/PI Point.**

**2 separate farms with Wind Turbines sold on the same day in the same Township.  
Henry County-Weller Township. West of Galva.**

**Local appraisers felt the presence of those turbines were pretty much neutral in  
the sale prices.**

**162.9 Acres sold for \$13,100/Acre with 135.2 PI for \$98.83/PI Point.**

**This parcel included 3 Turbines paying \$6,905 each annually.**

**129.6 Acres sold for \$11,800/Acre with 136.3 PI for \$87.19/PI Point.**

**This parcel included 2 turbines paying \$7,964 each annually.**

**80 Acres sold at public auction in Macon County-November 21-South Macon Township. 11  
miles south of Decatur.**

**Sold for \$11,400/Acre with Productivity Index of 138.1 for \$83.41/PI Point.**



**293 Acres sold at public auction in Henry County-November 15-Galva Township-**  
A couple of miles west of Galva-sold in 3 parcels.

155.37 Acres sold for \$14,000/Acre with 139.6 PI for \$100.85/PI Point.

40.47 Acres sold for \$13,200/Acre with 136.6 PI for \$ 97.77/PI Point.

97.01 Acres sold for \$10,200/Acre with 135.1 PI for \$ 97.23/PI Point.

Overall average was \$12,631/Acre-137.9 PI for \$99.41/PI Point.

**80 Acres sold at public auction in LaSalle County-November 15-Troy Grove Township-**  
4 miles south of Mendota.

Sold for \$15,000/Acre with 143.8 PI indicating \$109.37/PI Point.

**A "No Sale" on 200 Acres offered at public auction in Champaign County-November 7-**  
Crittenden Township-15 miles south of Champaign.

Bidding stalled out at \$9,325/Acre-Farm had a PI of 130.6-so \$73.23/PI Point.

Seller was looking for \$10,000/Acre-Auction company expected to accomplish that  
within a few days after the auction date.

**77 Acres sold at a sealed bid auction in Bureau County-November 7-Concord Township**  
12 miles west of Princeton.

Sold for \$8,400/Acre-Productivity Index was 134.9 for \$62.27/PI Point.

**150 Acres sold at public auction in Champaign County-November 7-Ogden Township**  
15 miles northeast of Urbana.

Sold for \$11,066/Acre with Productivity Index of 137.8 for \$81.94/PI Point.

**120 Acres sold at public auction in Bureau County-November 8-Westfield Township**  
9 miles northwest of Peru.

Sold for \$14,400/Acre plus 1% buyers premium. Productivity Index was 139.6 for  
\$104.78/PI Point.

**149 Acres sold at public auction in Warren County-November 14-Floyd Township-**  
10 miles southwest of Galesburg.

88.6 Acres sold for \$13,000/Acre with 138.1 PI for \$101.71/PI Point.

60.6 Acres sold for \$ 8,200/Acre with 129 PI for \$ 83.74/PI Point.

**77.21 Acres sold at public auction in Sangamon County-November 21-**  
Mechanicsburg Township-10 miles northeast of Springfield.

Sold for \$14,200/Acre with Productivity Index of 140 for \$104.42/PI Point.

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## **STERLING LAND COMPANY LAND REPORT**

**December 6, 2013**

### **LAND AUCTION**

**STERLING LAND COMPANY & AUCTIONEER GORDON STADE**

**388 ACRES-Bureau County**

**Fairfield Township**

**Public Auction will be held on**

**January 14, 2014 at 10:00 am**

**Check web site for details**

**[www.sterlinglandcompany.com](http://www.sterlinglandcompany.com)**

**Sterling Land Company closed on the sale of 4 farms-**

<b>40 Acres-Carroll County-</b>	<b>\$ 12,500/Acre</b>
<b>192 Acres-Bureau County-</b>	<b>\$ 6,500/Acre</b>
<b>155 Acres-LaSalle County-</b>	<b>\$ 8,200/Acre</b>
<b>56 Acres-Whiteside County-</b>	<b>\$ 8,500/Acre</b>

### **Other land activity around the state.**

**80 Acres offered for sale at public auction in Bureau County-November 22-Macon Township-18 miles southwest of Princeton.**

**The bidding actually stalled out at \$7,900/Acre which was not acceptable to the sellers. Apparently a deal was struck subsequent to the auction at \$9,000/Acre. Productivity Index was 139.3-so \$70.80 per PI Point.**

**117.76 Acres sold at public auction in Stark County-November 25-Valley Township-20 miles north of Peoria. Sold in 2 parcels**

**82 acres sold for \$15,150/Acre with PI of 141 for \$111.32/PI Point.**

**35.76 acres sold for \$14,847/Acre with 140.7 for \$108.32/PI Point.**

**This land sold in February, 2007 for \$5,240/Acre-so the average price of \$15,058/acre represents a robust **16% annual compounded appreciation** over nearly 7 years. Not even including the annual income generated.**



**160 Acres sold at public auction in Henry County-November 25-Atkinson Township.**  
3 miles north of Atkinson.  
Sold for \$10,500/Acre with PI of 124.3 for \$89.15/PI Point.

**133.23 Acres sold at public auction in Warren County-November 23-Ellison Township.**  
14 miles southwest of Monmouth. Sold in 3 parcels.  
84.8 acres sold for \$7,050/Acre with PI of 118.4 for \$67.87/PI Point.  
33.19 acres sold for \$3,350/Acre. Timber, Creek and grass land.  
15.24 acres sold for \$1,250/Acre. Mostly timber with easement for access.

**205 Acre-"No Sale" public auction in Lee County-December 3-Palmyra Township**  
between Sterling and Dixon.  
Bidding stalled out at \$6,750/Acre, farm had a 121.5 PI-so \$65.45 per PI Point.  
It was announced that the farm could be bought for \$7,750/Acre if done in the next  
20 minutes. There did not seem to be any takers.

**228.8 Acre-"No Sale" public auction in Douglas County-November 26-North Sargent**  
Township 15 miles east of Arcola.  
Bidding stalled out at \$7,000/Acre, farm had a 126.5 PI-so \$62.95 per PI Point.

**120 Acres sold at public auction in McDonough County-November 29-Scotland Township.**  
7 miles southeast of Monmouth.  
Sold for \$6,200/Acre with PI of 118.3 for \$67.92/PI Point.

**393 Acres sold at public auction in Bureau County-December 5-Greenville Township.**  
20 miles northwest of Princeton.  
Average price was \$7,068/Acre with PI of 119.4 for \$66.18/PI Point.  
Individual tracts-  
205 Acres sold for \$4,848/Acre with 112.9 PI for \$52/PI Point.  
69 Acres sold for \$8,383/Acre with 118.4 PI for \$72.03/PI Point.  
90 Acres sold for \$10,605/Acre with 133.2 PI for \$81.56/PI Point.  
29 Acres sold for \$8,585/Acre.

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## **STERLING LAND COMPANY LAND REPORT**

**December 17, 2013**

### **LAND AUCTION**

**STERLING LAND COMPANY & AUCTIONEER GORDON STADE**

**388 ACRES-Bureau County**

**Fairfield Township**

**Public Auction will be held**

**January 14, 2014 at 10:00 am**

**Check web site for details**

**[www.sterlinglandcompany.com](http://www.sterlinglandcompany.com)**

### **Other land activity around the state.**

**116 Acres sold at public auction in Piatt County-December 13-Willow Branch & Monticello Townships. Just west of Monticello.**

**Sold for \$11,700/Acre with Productivity Index of 142 for \$83.11/PI Point.**

**74 Acres sold at public auction in LaSalle County-December 12-Troy Grove Township.**

**3 miles south of Mendota. Adjacent to the sale we reported on in our November 22 Land Report that sold for \$15,000/Acre.**

**Sold for \$15,500/Acre with PI of 143.9 for \$109.93/PI Point.**

**311 Acres sold at public auction in Bureau County-December 12-Macon Township.**

**15 miles southwest of Princeton. Mostly Drummer and Elburn soils.**

**Offered and sold in 4 individual tracts-**

**63 Acres sold for \$11,400/Acre.**

**89 Acres sold for \$11,200/Acre.**

**70 Acres sold for \$11,000/Acre.**

**89.8 Acres sold for \$10,000/Acre.**

**Overall Average price was \$10,850/Acre with PI of 142.9 for \$75.93/PI Point.**

**234 Acres sold in a private transaction in Bureau County-Closed on December 12-Bureau Township-North of Princeton.**

**Sold for \$12,500/Acre with PI of 129.6 indicating \$97.41/PI Point.**



**308 Acre-"No Sale" public auction in Kendall County-December 12-Seward Township**  
10 miles southeast of Yorkville.

Not only was this a no sale it was a "No Bid" auction. Which is to say that people in attendance tell us no one was willing to bid even \$5,000 for this farm which as you might expect had lots of problems-drainage issues, power lines, pipe lines etc.  
Bryce-Swygert farm with about 260 tillable acres and Productivity Index of 120.9.

**186.66 Acres sold at public auction in Coles County-December 12-North Okaw Townships.** 8 miles southwest of Arcola.  
Sold for \$12,400/Acre with Productivity Index of 140 for \$88.63/PI Point.

**240 Acres sold at public auction in Lee County-December 13-Willow Creek Township.**  
10 miles south of Rochelle.  
Sold in 3 Parcels-  
82.78 Acres sold for \$7,400/Acre with 131.5 PI for \$59.04/PI Point.  
77.3 Acres sold for \$7,500/Acre with 138.5 PI for \$58.46/PI Point.  
79.9 Acres sold for \$9,600/Acre with 136.4 PI for \$74.98/PI Point.  
Overall Average - \$8,165/Acre with PI of 135.3 for \$64.22/PI Point.

**417 Acres sold at public auction in Kankakee County-December 10-Pilot Township-15 miles southwest of Kankakee.** Included 2 homes, grain storage and other improvements.  
Overall Average was \$11,918/Acre with Productivity Index of 132.3 for \$98.08/PI Point.

**97 Acres sold at public auction in Stephenson County-December 7-Dakota Township-**  
9 miles northeast of Freeport.  
Sold for \$9,000/Acre with PI of 119.6 for \$94.34/PI Point.

**118 Acres sold in a private transaction in Whiteside County-Closed on December 4-**  
Tampico Township-5 miles southwest of Tampico.  
Sold for \$8,883/Acre with PI of 136.3 indicating \$68.79/PI Point.

**78.4 Acres sold at public auction in DeWitt County-December 10-Nixon Township.**  
12 miles northwest of Monticello. Sable/Ipava soils.  
Sold for \$12,050/Acre with PI of 139.9 for \$87.10/PI Point.

**782 Acre-"No Sale" public auction in Grundy County-December 11-Erienna Township**  
Industrial zoned rail property. Just east of Seneca.  
Top bid was \$3,649,000 or about \$4,666 which works out to be \$7,071 per Tillable Acre.  
Seemed to be about 1 Million dollars short of a buying number.

**160 Acres sold at public auction in Mercer County-December 8-Greene Township.**  
8 miles southeast of Aledo. Just 92 Tillable Acres.  
Sold for \$5,500/Acre with PI of 111.7 for \$85.63/PI Point.

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