

STERLING LAND COMPANY

306 West 14th Street • Sterling, IL 61081

Monte Van Kooten
Broker/Owner
815-625-8617

James J. Anderson
Broker/Owner
815-718-1878

STERLING LAND COMPANY LAND REPORT November 9, 2011

Mercer County-October 29th-2 Parcels Sold 1 Mile west of Sherrard.
44 Acres of mostly Muscatune, Sable soils with a Productivity Index of 143.7
@8,800-\$61.66 per PI point. Farm apparently had drainage issues as well as
Power lines cutting through which kept the price down.
The adjacent 85 acres with a PI of 135.2 brought \$7,850 or \$60/PI point.

DeWitt County-November 4th-2 Parcels sold 8 to 10 miles Northwest of
Clinton-Nearly identical prices with 2 different buyers.
142.76 acres @\$10,800 and 87.9 Acres \$10,825
Each had a PI of 137.3 indicating average values per point of \$79.80.

McLean County-147 acres one mile north of Normal came on the market at
\$11,250/acre. Word is that it sold quickly at the full asking price.
Assuming that is true the PI of 139.7 would show \$80.53 per PI point.

Marshall County-2 Parcels sold November 1st 2 to 4 miles west of Wenona.
145 Acres @\$8,400-PI of 140.6 Value of \$61.88/point.
66.7 Acres @\$8,000-PI of 128.8-value of \$70.22/point.

Bureau County-3 parcels sold November 1st in the Bradford area.
182 acres sold in 2 parcels to the same buyer @\$9,172/Acre.
138.3 PI or \$68.29/point.
80 acres sold @\$8,700/Acre-136.6 PI for \$63.69/point.

Henry County-November 1-157 Acres 3 miles Southeast of Kewanee.
Sold @\$7,100/Acre with a 120.8 PI for \$62.44/point.

DeKalb County No Sale-November 4th, 134 Acres in Victor Township-
Chicago Road-Bidding stalled out at \$7,600/Acre-short of what was said to
be a buying number of \$8,200-PI of 124.3 with 10 acres nontillable.

STERLING LAND COMPANY

306 West 14th Street • Sterling, IL 61081

Monte Van Kooten
Broker/Owner
815-625-8617

James J. Anderson
Broker/Owner
815-718-1878

STERLING LAND COMPANY LAND REPORT November 22, 2011

\$24.6 Million land sale in Boone County on November 19th.

Actually over \$25 Million with the 3% buyers premium added to the winning bids.

48 parcels of land were offered for sale including-

14 parcels totaling 1,015 acres in a block in Spring Township, 2 miles south of I-90 and the city of Belvidere. Bidding on the land of this block reached about \$8,500 and was later included in a larger package of 31 parcels (2,403 acres) that sold to an individual bidder for \$7,699 per acre plus the 3% premium. Productivity Index on this block was about 128.

11 Parcels totaling 789 acres in Bonus Township about 3 to 4 miles Northeast of Belvidere. These were the best farm parcels offered for sale with a range 131 to 139 PI. Also part of the 31 parcel package.

9 Parcels totaling 653 acres were sold on the east and south sides of Capron in Boone Township. Range of PI were 115 and 129 with some wooded areas. There was a 70 acre parcel that brought just \$3,786.

3 parcels averaged over \$7,000 and the remaining 5 were part of that 31 parcel package.

There were 3 parcels totaling 245 acres between Loves Park and Caledonia with a PI of 125 that were also sold to the individual bidder.

Entire 3,379 acres averaged \$7,289/Acre plus the premium.

Lee County-November 19th-150 Acres-Wyoming Township southwest of Paw Paw- Outstanding soil map with Sable soils making up half of farm. Sold for \$9,200 with 141 PI and \$65.25 per Point.

Henderson County-November 15th-4 parcels totaling 314 acres were offered for sale just west of Raritan. A great example of the difference in value between the very best land and just less than the best land.

Parcels #1 and #3, 157.38 Acres with a PI of 144.9 came in at \$10,200/Acre-\$71.55/Point.

Parcel #2-82 Acres with 138.5 PI and some non tillable sold @\$7,900 for \$62.07/Point.

Parcel #4-75 Acres with 142.5 PI but sort of cut up with other issues sold @\$7,200 for \$57.04/Point.

STERLING LAND COMPANY LAND REPORT
November 22, 2011

Page 2

Sangamon County-November 8th-159.76 Acres-2 Miles North of Auburn on Old Route 66 brought \$12,100-PI of 135.8 showing \$91.25/Point.

Piatt County-November 9th-160 Acres about 8 Miles NE of Monticello-sold in 2 parcels-Said to have a 5 year average corn yield of 186 Bushels. Flanagan Drummer soils.

80 Acres Sold @\$10,650/Acre-PI-142.6 \$75.15/Point.

80 Acres sold @ \$9,925/Acre-PI-138.9 \$72.73/Point.

Winnebago County November 9th-Auction of 159 Acres-Located in Ill. Route 2 just across the Rock River from the Rockford Airport.

Offered for sale in 4 parcels-They claimed to have a standing bid of \$6,250/acre for the entire acreage-an hour later there was one bid of \$500/Acre for a 12.6 acre timber piece and one bid of \$6,300 per acre for the entire property.

Apparently the sellers did agree to accept the \$6,300 after the public auction concluded. PI on the tillable was 137.9 so \$51.93/Point.

Bureau/Marshall Counties November 10th-424.58 Acres-Just east and south of Bradford.

92.5 Acres in Bureau @\$9,200 with PI of 131.1 and \$72.98/Point.

149.5 Acres in Bureau @\$8,100 with PI of 135.5 and \$61.47/Point.

80 Acres in Marshall @\$8,600 with PI of 134.2 and \$64.89/Point.

80 Acres in Marshall @\$7,900 with PI of 133 and \$65.54/Point.

Moultrie County-November 10-157 Acres-Lovington Township southeast of Decatur.

65 Acres @\$9,600 with PI of 139.4 for \$68.87/Point.

92.7 Acres @\$9,200 with PI of 139 for \$72.69/Point.

STERLING LAND COMPANY

306 West 14th Street • Sterling, IL 61081

Monte Van Kooten
Broker/Owner
815-625-8617

James J. Anderson
Broker/Owner
815-718-1878

STERLING LAND COMPANY LAND REPORT December 7, 2011

Sterling Land Company completed 4 transactions in 3 Counties during the month of November including-

197 Acres in Carroll County, Lima Township @\$9,000 per Acre. Farm had a weighted Productivity Index of 137.1 making it \$69.74 per PI point.

143 Acres in Ogle County, Forreston Township just north of Forreston. Sold @\$7,450 with PI of 130 and \$65.56 per point.

80 Acres in Carroll County, Fairhaven Township @\$5,313 and PI of 112-\$68.99/Point.

151 Acres in Whiteside County, Fulton Township just east of Fulton. Sold for \$5,743/Acre with 102.4 PI and \$60.06/Point.

Other recent activity around the state-

A failed land auction in Jo Daviess County-November 30th-Bidding on 164 acres of land just west of Stockton stopped at \$4,925/Acre. It was not immediately apparent what the sellers would have been willing to accept.

Auction in Bureau County on 220 acres in Bureau County-November 26th-80 Acres sold for \$5,000/Acre with 121 PI and \$63.70/140 acre parcel sold for \$6,200 with 121 PI and \$52.19/point. The bidding ended and it was said that the sellers were expecting something like \$6,500 per acre across the board. When that failed to materialize they did ultimately accept the lower bids that were available.

351 Acres sold in Tazewell County-November 26th-Some of the best soil types in the world were sold in 3 parcels. Nearly all Sable, Tama and Ipava. Located in Hittle Township about 3 miles south of Minier and about 20 miles SW of Bloomington.

151 acres sold for \$12,500-PI was 140.9 for \$89.28/Point.

80 acres sold for \$11,700-PI was 140.8 for \$83.51/Point.

120 acres sold for \$11,250-PI was 142 for \$79.89/Point.

200 Acres in Champaign County-December 6th-Another Excellent Farm-Mostly Drummer-Flanagan soils with 142.7 PI-5 miles west of Champaign sold for \$10,700. Said to have a 5 year Corn Yield average of 192.7 bushels. Allocating about \$100,000 for the home shows \$74.46/PI point.

STERLING LAND COMPANY LAND REPORT

December 7, 2011

Page 2

160 Acres in Woodford County-November 30th-Drummer-Flanagan-Saybrook soils with 137 PI-3 miles Northeast of El Paso sold for \$9,767/Acre for \$74.60/Point.

155 Acres in Dekalb County-December 2nd-Drummer-Elburn Soils with 142.8 PI. 2 Miles North of Shabbona on University Road sold for \$12,000 or \$85.55/point.

406 Acres in Ogle County-November 25th-5 Miles NE of Polo-sold in 2 parcels.
178 Acres sold for \$7,000-PI was 128 for \$63.87/Point.
228 Acres sold for \$7,060-PI was 132.3 for \$58.47/Point.

388 Acres in Marshall County-November 18th-Just SW of Henry or 30 miles north of Peoria. Irrigated land Sold in 3 parcels.
121 Acres sold for \$7,400-PI was 119 for \$62.83/Point
149 Acres sold for \$7,000-PI was 112 for \$69.24/Point.
118 Acres sold for \$6,300-PI was 99 for \$70.48/Point
Productivity Index on these parcels would not take into account the value of the irrigation systems.

302 Acres in Logan County-November 30th-Just on the north edge of Lincoln-sold in 5 parcels ranging from 35 to 115 Acres.
Average price was \$8,857/Acre-mostly Good soils with residential zoning and some manufacturing zoning, neither of which seemed to enhance the value.

STERLING LAND COMPANY

306 West 14th Street • Sterling, IL 61081

Monte Van Kooten
Broker/Owner
815-625-8617

James J. Anderson
Broker/Owner
815-718-1878

STERLING LAND COMPANY LAND REPORT December 20, 2011

A Failed Land Auction in Bureau County-December 14th. 354 acres of land were offered for sale in 5 parcels. Just on the south edge of Princeton this property had been listed for sale for some time at a price of nearly \$10,000 per Acre. Not sure who thought it was a good idea to offer it by public auction.

Parcels 1, 2 & 4 totaling 117.96 with 67.5 tillable and the balance mostly wooded stalled out at \$1,428 per acre.

Parcels 3 & 5 totaled about 236 acres with 185 tillable managed to reach \$4,254/Acre-so the average for the entire offering was \$3,312/Acre.

Productivity on the larger parcel was 121 so that bid was about \$45/PI point. No announcement was made as to what might have been a buying number.

64.9 Acres sold in DeWitt County-December 14th-2 Miles north of Clinton.
Mostly Tama/Ipava soils with 142 PI.
Sold for \$11,750/Acre for \$82.39/Acre.

80 Acres sold in Piatt County-December 10th -3 Miles south of Cerro Gordo and about 10 Miles NE of Decatur. Drummer/Flanagan Soils with 144 PI.
Sold for \$10,914/Acre for \$75.79/PI Point.

47 Acres in Kane County-recently went under contract at \$8,200/Acre.
2 Miles from Hampshire this Bank Owned land would likely have brought about \$12,000/Acre a few years back.
PI of 128.2 for \$63.96/Point.

396 Acres sold in Ford & Iroquois Counties-December 15th-in 4 tracts.
Parcels were located east of Cullum, IL.

150 Acres-Iroquois sold for \$10,300/Acre with 130.3 PI and \$84.10/Point.
Selma/Pella Soils

46 Acres-Ford County sold for \$11,950/Acre with 132.3 PI and \$90.72/Point.
Milford/Pella Soils

80 Acres-Ford County sold for \$11,950/Acre with 133 PI and \$93.47/Point.
Selma/Pella Soils

120 acres-Ford County sold for \$8,500/Acre with 126.3 PI and \$71.85/Point.
Elliot/Ashkum Soils

STERLING LAND COMPANY LAND REPORT

December 20, 2011

Page 2

201 Acres sold in Adams County-December 7th-2 parcels

129 acres sold for \$5,900-PI was 121.3 for \$60.81/PI Point.

72 acres sold for \$7,900-PI was 122.5 for \$74.73/PI Point.

Farms were located about 12 Miles NE of Hannibal, MO.

828 Acres sold in Stephenson County-December 8th-Located in Rock Run

Township, eastern Stephenson County just south of Davis and about 20 miles NW of Rockford. Mostly B & C quality soils. Sold in 7 Parcels.

110 Acres sold for \$3,650/Ac-PI of 115.4 for \$45.88/PI Point.

99 Acres sold for \$6,700/Acre-PI of 117 for \$57.30/PI Point.

180 Acres sold for \$3,875/Acre-PI of 116 for \$46.22/PI Point.

152 Acres sold for \$4,900/Acre-PI of 114.5 for \$57.98/PI Point.

96 Acres sold for \$5,700/Acre-PI of 104.4 for \$54.94/PI Point.

139 Acres sold for \$4,300/Acre-PI of 125.3 for \$63.44/PI Point.

It should be noted that the land was encumbered by a 2012 cash rent lease of \$140 per tillable acre.