

STERLING LAND COMPANY

306 West 14th Street • Sterling, IL 61081

Monte Van Kooten
Broker/Owner
815-625-8617

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STERLING LAND COMPANY LAND REPORT

November 2, 2012

MAJOR PUBLIC LAND AUCTION STERLING LAND COMPANY & AUCTIONEER GORDON STADE

**Public Auction will be held on
December 1, 2012**

10:00 A.M. 658 Total Acres M/L-Prophetstown, Illinois

Check web site for details

www.sterlinglandcompany.com

Sterling Land Company closed on the sale of 4 farms-

100 Acres-Champaign County- \$10,000/Acre

122 Acres-Whiteside County- \$10,900/Acre

130 Acres-Whiteside County- \$ 7,900/Acre

101 Acres-Whiteside County- \$ 7,900/Acre

Other land activity around the state.

**156.18 Acres sold in McLean County-November 1-Anchor Township-25 Miles
Northeast of Bloomington.**

Sold for \$11,000/Acre with Productivity Index of 136.3 for \$88.58/PI Point.

**158 Acres sold in Macon County-October 31-Hickory Point Township-Just on
the north side of Decatur. Mostly Drummer-Flanagan soils.**

Sold for \$11,400/Acre with PI of 140.5 for \$85.07/PI Point.

**157.76 Acres sold in Moultrie County-October 26-Marrowbone Township-15
Miles Southeast of Decatur. Purchased by Howard Buffett son of the
legendary investor. The story is that he opened the bidding at \$12,000 with
what turned out to be the one and only bid. Interesting strategy.
Sold for \$12,000/Acre-Productivity Index of 139.1 for \$87.30/PI**

**200 Acres came on the market in Douglas County-Garret Township-7 Miles
Northwest of Tuscola-sold within a couple of weeks of hitting the market at
something less than the asking price of \$12,950.**

Productivity Index of 140 so sale price was about \$89.00/PI Point.

785 Acres sold in DeWitt County-October 26- Southwest of Farmer City.
Sold in 6 Farm Tracts.
Overall Average was \$10,643/Acre PI of 139.6 for \$77.62/PI Point.

164.6 Acres sold in Stark County-October 25-West Jersey Township-30 Miles Northwest of Peoria. Sold in 2 tracts.
North Half sold for \$15,500/Acre-Productivity Index of 141.8 for \$111.83/PI Point.
South Half sold for \$14,500/Acre- Productivity Index of 134.2 for \$110.14/PI Point.

160 Acres sold in Ford County-October 26-Peach Orchard Township-35 Miles North of Champaign. Mostly Class C type soils-Bryce-Swygert.
Said to have a Ten Year Corn Production Average of 155 bu.
Sold for \$7,950/Acre with PI of 117.4 for \$68.53/PI Point.

557 Acres sold in Henry County-October 26- Cornwall Township 7 Miles Northeast of Cambridge.
Sold in 3 Parcels.
158 Acres sold for \$12,000/Acre- PI was 140.4 for \$85.69/PI Point.
157 Acres sold for \$10,600/Acre- PI was 134.5 for \$78.81/PI Point.
231 Acres sold for \$7,900/Acre- PI was 127.1 for \$64.97/PI Point.

70 Acres sold in Kankakee County-October 23-Pilot Township-4 Miles Southeast of Herscher. Elliott-Ashkum Soils. Farm sold subject to a "Wind Easement" that paid \$560 per year. Said to have a 10 Year Corn Average of 170 bushels per Acre.
Sold for \$8,400/Acre with Productivity Index of 125.4 for \$67.66/PI Point.

207 Acres sold in Whiteside County-October 22-Newton Township-Halfway between Erie and Albany.
Sold for \$9,334/Acre with Productivity Index of 110.9 for \$91.63/PI Point.

A "No Sale" Land Auction in LaSalle County-October 19-Dayton Township-217 Acres with 187 Tillable bordering Interstate 80 on the northeast edge of Ottawa.
Bidding stalled out at \$9,100/Acre-Sellers would have accepted \$11,000.
Apparently a few years back, Pre-Recession there was serious interest on this property in the \$20,000 to \$25,000 range for development.

325 Acres sold in Schuyler County-October 19- Littleton Township 20 Miles South of Quincy. Excellent soils with Ipava Silt Loam being the most prevalent.

Sold in 5 Parcels.

19.2 Acres sold for \$12,800/Acre- PI was 139.8 for \$92.52/PI Point.

83 Acres sold for \$12,800/Acre- PI was 138.9 for \$95.24/PI Point.

76.85 Acres sold for \$12,500/Acre-PI was 137.9 for \$94.02/PI Point.

81.12 Acres sold for \$12,100/Acre-PI was 135.3 for \$89.56/PI Point.

64.61 Acres sold for \$9,600/Acre- PI was 130.9 for \$76.30/PI Point.

Average price for entire acreage was \$11,918/Acre- \$89.75/PI Point.

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STERLING LAND COMPANY LAND REPORT

November 16, 2012

LAND AUCTION

STERLING LAND COMPANY & AUCTIONEER GORDON STADE

December 1, 2012

660 Total Acres M/L-Prophetstown, Illinois

www.sterlinglandcompany.com

82.5 Acres sold in Menard County-November 10-Petersburg Township-Edge of Petersburg about 20 miles Northwest of Springfield. 75% Ipava & Sable. Sold for \$16,750/Acre with Productivity Index of 138.3 for \$123.66/PI Point.

80.48 Acres sold in Christian County-November 15-Mosquito Township-6 Miles North of Stonington. 93% Ipava & Sable. Sold for \$14,000/Acre with Productivity Index of 142.3 for \$98.88/PI Point.

78.3 Acres sold in Bureau County-November 10-Fairfield Township-12 Miles Southeast of Prophetstown. Lends itself to Irrigation and possible seed corn production. Sold for \$12,600/Acre with PI of 118.6 for an impressive \$108.36/PI Point.

18 Hole Golf course in Whiteside County-November 11-A few miles outside of Sterling. 138 Acres-Had been in existence 40 years as an 18 hole course, longer as the original 9. Offered for sale at auction after being on the market for some time at \$975,000. Bidding was lackluster with an apparent top bid of \$650,000. Unsubstantiated rumor suggests an agreement was reached after the public auction at \$750,000. It was said that the buyer intended to convert the property to pasture for grazing cattle. Based on that information it seems that it sold for \$5,435/Acre. Half of the price for average farmland these days.

311 Acres sold in Lee County-November 14-Reynolds Township-4 Miles South of Rochelle. Sold in 2 tracts.

230.57 Acres Sold for \$12,600/Acre with PI of 142.2 for \$88.83/PI Point.

80.54 Acres Sold for \$11,300/Acre with PI of 139.8 for \$84.00/PI Point.

80 Acres sold in Christian County-November 15-Locust Township-5 Miles Southeast of Taylorville.
Sold for \$14,400/Acre with Productivity Index of 135 for \$102.41/PI Point.

148.37 Acres sold in LaSalle County-November 7-Eagle Township-5 Miles West of Streator. Sold in 2 tracts.
78 Acres Sold for \$10,997/Acre with PI of 143 for \$78.57/PI Point.
70.37 Acres Sold for \$11,436/Acre with PI of 144 for \$80.88/PI Point.

360 Acres sold in Livingston County-November 14-Long Point & Reading Townships-10 to 12 Miles Southeast of Wenona. Sold in 5 tracts.
Ranged from \$12,400 to \$15,200 per Acre.
Overall average was \$13,504-PI of 137 for \$98.55/PI Point.

154 Acres sold in Carroll County-November 9-Wysox Township-6 Miles Northwest of Milledgeville. Cut up by a creek-45% "C" slope.
Sold for \$12,828/Acre with PI of 134.9 for \$102.31/PI Point.

160 Acres sold in Warren County-November 8-Hale Township-Just west of Monmouth. 67% Muscatune Silt Loam
Sold for \$12,800/Acre with PI of 143.6 for \$89.41/PI Point.

171 Acres sold in Henderson County-November 2-Media Township-17 Miles Southwest of Monmouth. Sold in 3 tracts.
62.75 Acres Sold for \$7,400/Acre with PI of 110.4 for \$67.03/PI Point.
69.4 Acres Sold for \$8,800/Acre with PI of 118.7 for \$86.11/PI Point.
39 Acres Sold for \$1,450/Acre. Mature timber, spring and Creek.

94.76 Acres sold in Henry County-November 10-Osco Township-8 Miles Southwest of Geneseo.
Sold for \$11,500/Acre with PI of 124.7 for \$99.37/PI Point.

71.2 Acres sold in Macon County-November 8-Harristown Township-Northwest edge of Decatur.
Sold for \$12,250/Acre with PI of 140.2 for \$98.05/PI Point.

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STERLING LAND COMPANY LAND REPORT

November 30, 2012

LAND AUCTION

STERLING LAND COMPANY & AUCTIONEER GORDON STADE

December 1, 2012

660 Total Acres M/L-Prophetstown, Illinois

www.sterlinglandcompany.com

Sterling Land Company closed on the sale of 158 Acres in Carroll County-Wysox Township.

Sold for \$12,250/Acre. Productivity Index of 137.2 for \$92.97/PI Point.

Sterling Land Company also closed on the sale of 200 Acres in Whiteside County-Ustick Township.

Sold for \$10,500/Acre. Productivity Index of 124 for \$85.95/PI Point.

Other Land Activity around the State-

237 Acres sold in Lee County-November 27-Lee Center Township-12 Miles Southwest of Rochelle. Interesting that successful bidder was 86 years old. Sold for \$14,000/Acre with Productivity Index of 137.7 for \$105/PI Point.

85.2 Acres sold in McLean County-November 29-Allin Township-15 Miles SW of Bloomington.

Sold for \$14,000 with 137.6 PI for \$103.57/PI Point.

243.8 Acres sold in Champaign County-November 28-Condit Township-10 Miles North of Champaign. Sold for \$13,100/Acre with Productivity Index of 137.7 for \$105/PI Point.

240 Acres Closed in Carroll County-November 26-Elkhorn Township-6 Miles NE of Milledgeville. Sold for \$8,350/Acre with PI of 130.8 for \$71.26/PI Point. Going in the way back machine to 1989 this same farm sold for \$1,125/Acre. So today's price would represent **8.5% annual appreciation compounded over 23 years. Not including farm income of course.**

216.2 Acres sold in McLean County-November 28-Allin Township-15 Miles SW of Bloomington. Mostly Sable, Ipava and Osco soils. Sold in 2 tracts. Said to be a new high price for McLean County farmland.

156.2 Acres sold for \$15,200 with 141.7 PI for \$108.03/PI Point.

60 Acres sold for \$14,200 with 142.2 PI for \$102.07/PI Point.

118 Acres sold in Henry County-November 28-Atkinson Township-2 Miles North of Atkinson.

Sold for \$7,539/Acre with Productivity Index of 122.8 for \$62.34/PI Point.

Something of a controlled experiment as this same parcel sold in April of 2008 for \$5,307-indicating a **7.5% annual appreciation** since that sale.

1,278 Acres sold in Bureau County-November 16-Bureau Township-6 to 10 Miles Northwest of Princeton. Offered and sold in 10 parcels.

Average price of the farmland was \$12,670/Acre with an average PI of 138.1 for \$96.33/PI Point.

There was also a small parcel of wooded land that brought \$7,676/Acre.

123 Acres sold in Macon County-November 20-South Wheatland Township-5 Miles Southwest of Decatur.

Sold for \$14,400/Acre with Productivity Index of 137.7 for \$105/PI Point.

219 Acres sold in Jo Daviess County-November 24-Elizabeth Township-12 Miles Southeast of Galena. 86.5 Acres tillable with the balance in pasture and buildings, including Home, barn, silos and other small buildings.

Sold for \$4,600/Acre.

468 Acres sold in Bureau/Henry County-November 27-Sold in 3 Parcels.

201.97 Acres in Bureau/Fairfield sold for \$12,700/Acre with Productivity Index of 121 for \$105.73/PI Point. 5 Miles south of Tampico.

108.5 Acres in Bureau/Manlius sold for \$8,900/Acre with PI of 125.5 for \$73.38/PI Point. 1 Mile west of Manlius.

158 Acres in Henry/Alba sold for \$7,700/Acre with PI of 113.2 for \$68.02/PI.

4 Miles Northwest of Annawan. Same land sold for \$3,975/Ac in early 2005- Equating to about an **9.5% annual appreciation** increase.

160 Acres sold in McLean County-November 20-About 26 Miles northeast of Bloomington. Sold in 2 tracts.

80 Acres in Cropsey Township Sold for \$13,000/Ac.-PI 134 for \$99/PI Point.

80 Acres in Anchor Township sold for \$11,400/Ac.-PI 132.5 for \$88/PI Point.

160 Acres sold in Knox County-November 16-Ontario Township-About 10 Miles Northeast of Galesburg. Sold in 3 tracts.

40 Acres sold for \$14,000/Acre with 139.8 PI for \$100.14/PI Point.

60 Acres sold for \$14,400/Acre with 142.4 PI for \$101.12/PI Point.

60 Acres sold for \$13,500/Acre with 139.7 PI for \$96.64/PI Point.

Overall Average of \$13,963/Acre with 140 PI for \$99.86/PI Point.

72.7 Acres sold in Warren County-November 15-Floyd Township-8 Miles Southeast of Monmouth. Wooded Pasture land with creek and spring. Sold for \$3,700/Acre.

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STERLING LAND COMPANY AUCTION RESULTS

DECEMBER 1, 2012

Sterling Land Company and Auctioneer Gordon Stade completed a public auction in Prophetstown, IL on December 1, 2012 for the sale of 660 acres of top quality land in Whiteside County.

By all accounts the sale was highly successful. Spirited bidding on all 5 parcels led to a completed auction in less than one hours time.

There was a nice complement of outside investors along with local landowners and area farmers. Something over 200 people were estimated to be in attendance.

Winnings Bids were as follows-

Parcel #1-352.84 Acres sold for \$13,300/Acre

Parcel #2- 92.47 Acres sold for \$14,600/Acre.

Parcel #3-170.91 Acres sold for \$14,500/Acre.

Parcel #4-Brick Home with 5 acres sold for \$165,000.

Parcel #5-38.9 Acres-Mostly Pasture sold for \$7,000/Acre.

Total Overall Average was \$13,572/Acre for 659.96 Acres.

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STERLING LAND COMPANY LAND REPORT

December 18, 2012

Sterling Land Company brokered the sale of 6 farms in December so far including-

**60 Acres in Ogle County
76 Acres in Ogle County.
240 Acres in Bureau/Henry County
53 Acres in Ogle County.
75 Acres in Winnebago County
80 Acres in Carroll County.**

Other Activity around the State

80 Acres sold in Stark County-December 15-West Jersey Township-28 Miles NW of Peoria. 74% Ipava Silt Loam.

Sold for \$14,050/Acre with Productivity Index of 141 for \$101.03/PI Point.

119.51 Acres sold in Douglas County-December 11-Tuscola Township-Just Northeast of Tuscola.

Sold for \$13,250/Acre with Productivity Index of 140.2 for \$95.31/PI Point.

179 Acres sold in Stephenson County-December 12-Loran Township-8 Miles Southwest of Freeport. Said to have sold for about \$11,500.

Productivity Index of 138.5 indicating \$91.18/Point.

305 Acres sold in Knox County-November 29-Galesburg Township-2 Miles South of Galesburg. Sold in 3 Tracts.

103 Acres sold for \$12,700/Acre -PI of 137.7 for \$97.43/PI Point.

162 Acres sold for \$14,600/Acre-PI of 141.7 for \$104.13/PI Point.

40 Acres sold for \$12,700/Acre-PI of 135.4 for \$99.52/PI Point.

158 Acres sold in Whiteside County-December 4-Tampico Township-One Mile Southeast of Tampico. Sold in 2 Tracts.

95.8 Acres sold for \$7,200/Acre -PI of 108.3 for \$72.37/PI Point.

57.46 Acres sold for \$4,700/Acre-PI of 104.1 for \$44.73/PI Point.

129.6 Acres sold in DeWitt County-December 10-Santa Anna Township-1.5 Miles Northwest of Farmers City.

Sold for \$13,900/Acre with Productivity Index of 137.2 for \$104.30/PI Point.

77.25 Acres sold in Henry County-December 12-Clover Township-10 Miles Southwest of Cambridge.

4 Year Corn Production Avg. of 193 Bu./Acre.

Sold for \$13,500/Acre with Productivity Index of 140.3 for \$96.22/PI Point.

183 Acres sold in Bureau County-December 7-Berlin Township-6 Miles Northeast of Princeton.

Sold for \$12,210/Acre with Productivity Index of 135 for \$91.19/PI Point.

316 Acres sold in Winnebago County-December 8-Harrison Township-10 Miles Northwest of Rockford. Sold in 3 tracts.

72.8 Acres sold for \$10,000/Acre with PI of 130.7 for \$78.76/PI Point.

166 Acres sold for \$8,600/Acre with PI of 123.3 for \$71.36/PI Point.

76.8 Acres sold for \$7,000/Acre with PI of 117.9 for \$59.68/PI Point.

Overall Average was \$8,705/Acre with PI of 123.7 for \$70.40/PI Point.

89 Acres sold in Knox County-November 30-Orange Township-3 Miles Southeast of Knoxville. Over 80% Ipava Silt Loam.

Sold for \$13,800/Acre with Productivity Index of 139.9 for \$105.77/PI Point.

85.2 Acres sold in McLean County-November 29-Allin Township-15 Miles SW of Bloomington.

Sold for \$14,000 with 137.6 PI for \$103.57/PI Point.

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