

Quarterly Combine

Thoughts From The Dirt Peddler

Kirk Swenson, President, Broker, REALTOR®



It appears the 2017 harvest is mostly completed. There is plenty of fall tillage to be done, but with the size of today's equipment, that can go very quickly. The word I hear from our operators is that beans had fair yields, but the corn was exceptional to best ever.

The sales activity is strong, with 1031 exchanges and out-right purchases running about neck and neck. We have completed exchanges from Ohio, out to Georgia and Arizona and are in the middle of one to Colorado.

There seems to be more interest from buyers than land for sale right now. As I think many of you have heard from me, in times of correction the slightly lower quality land drops in price from the high quality. In other words, the differential in price more closely reflects the difference in productivity now more than in rapidly escalating times. This continues to be true.

If you review the Land Survey from the Realtors Land Institute in IA, it appears that land prices may have stabilized somewhat, as they are reporting a 2% increase in all types of land, which is the first state wide increase since 2013. Our own research is showing MN land prices to be relatively flat, with exceptions of high quality soils and/or high demand

neighborhoods. There still are some \$9,000+ per acre sales, not many, but a few. These sales have generally been 80 acre pieces of 90+ CPI in strong neighborhoods.

Much of the news is good right now, but the per acre price pressure could continue. That could be even more true if interest rates go up, crop profitability holds or drops, or the new tax law eliminates the Section 1031 Tax Deferred Exchange.



We currently have a number of good farms for sale at good prices. We are booking some new farm listings for auction, which will help with assessing the demand.

On a final note, we are saying goodbye to my longtime (notice I didn't say old as that would age us both) friend and excellent farm real estate broker/manager, Roger Heller and his group, as they are forming a new company in Olivia. We thank them all for the last 8 years of association with 1 Stop Realty, Inc. and wish them well in their new endeavor. I look forward to continued collaboration in the future.

Combining What's Happening With What You Need!

“Times They Are A-Changin’”



Wendy Forthun, ALC, Vice President, Broker, REALTOR®

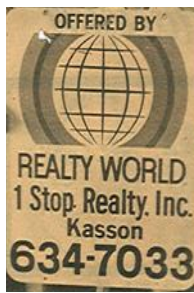
As Bob Dylan sang it, we are experiencing it. We are undergoing many changes lately. We have so many things to share with you and thought what better place to start than right here in the Quarterly Combine! Some sad, some exciting and some amazing things are going on in our world.

As Kirk mentioned, our colleagues & friends with Heller Group 1 Stop Realty, Inc, are departing us and breaking off onto their own. Roger Heller, Pat Keltgen, Gary Hotovec and Brian Fernholz, are setting out for a new adventure with their newly formed real estate company, Heller Group Land Co., LLC.

This group of experienced agents joined our team in 2009 and it has been such a great pleasure working alongside them through numerous transactions. We have shared many great experiences together, from land auctions, to seminars and national conferences. In our business we don't look at other land brokerages as competition, we look at them as resources and networks. All of us in this business are more than willing to help fellow land professionals with any situation they or their clients may have. That's what we are all here for, is to find a successful solution to a client's need. We look forward to continuing our long term relationship together and we wish them all the best on their new voyage!



1 Stop Realty, Inc. was founded in the early 1970's by the late Warren E. Swenson as a full service real estate marketing firm in Kasson. That's 40+ years ago! We are doing new and exciting things only because we started off somewhere great. Over the last four decades, 1 Stop Realty has had many different looks and we have decided it's that time again to freshen up our image. We are working diligently on giving our marketing, website, logo etc. a renewed look.



We will continue to be “The Experienced Farmland Professionals” you have come to know and trust over the last 40+ years, but with new enthusiasm and more great service. Watch for upcoming changes to our company, with the same friendly and trusted professionals you have come to expect.

In other news, with the increased activity we have had, we are **looking to expand our team of great land professionals** and are looking for anyone that has the drive and or experience in farming or the real estate business. We will help guide you along a career path that is rewarding and successful. Contact Wendy if this sounds like something you or someone you know may have an interest in.

Until the next edition, from all of us at 1 Stop Realty, we want to you wish you a very Merry Christmas and a Happy New Year!

Cooking With Jan

Hamburger Soup

Jan Schley, Contributing Author



1 lb. hamburger
1 cup cut up potatoes
2 teaspoons salt

INGREDIENTS

1 cup cut up cabbage
½ cup diced onion
3 cups water

1 cup diced carrots
¼ cup rice
4 cups tomato juice



METHOD

Brown hamburger and cook vegetables in the 3 cups of water until nearly done. Add browned hamburger and 4 cups of tomato juice, simmer 1 hour. This is an easy and tasty soup that will warm you up for our colder days ahead. ENJOY!

Yes, I did retire from the real-estate business, but I am pleased to announce that 1 Stop Realty, Inc. has asked me to continue writing “Cooking With Jan”, for the Quarterly Combine. Thank you for the positive responses we have received from my recipes. I look forward to sharing more with you.

Just a brief note since Roger and I retired from 1 Stop Realty, Inc. Our great grand baby boom has begun! On Sept 26th, Marshall arrived and 2 weeks later, twins Bengerman and Charolette arrived and they are adorable. Our next anticipated births are January and April, which will give us a total of 7 great grandchildren. We also have two older great grandchildren, Layla and Natalie. We love them all and are happy we can be part of their lives.

Harvest is well on the way. Fortunately for our area, reports of yields have been good. Hope you are having a successful and safe fall. Enjoy the upcoming holidays, however you choose to celebrate. Like I said before, I am delighted to still be a part of this Quarterly Combine. You make it possible.

South East MN Crop Report



Wayne Alberts, GRI, Broker, REALTOR®

Well this has been quite a year. Planting got off to a good start with timely rains and a great June and July. August on the other hand was cooler than normal, but the corn handled the cool temps really well. During pollination, with no stress from heat or lack of moisture, the ears filled out completely. Corn was set back a bit on growing degree units, but still looked to be doing well. September came and the temperatures warmed up some, but we never got enough heat to make up for what we lost in August.

The soybeans didn't do well during that time either. The cool weather set them back a couple weeks and they never recovered from that. Usually we start to harvest soybeans in late September and into the first week or so of October and then we can move on to corn. As I am writing this on November 1st there are still plenty of beans to be harvested and it's snowing.

The corn harvest has been slow, the yield is very good, but the moisture is high, in the low 20's. It's too early to say what the yield will be, but it seems to be another phenomenal corn crop for SE Minnesota.

The bean yield has been mixed but still mostly good. There were problems with white mold because of the cooler than normal August temps and the ground never quite dried out under the bean canopy.

Everyone have a safe harvest. Don't be in a hurry and do something senseless because you're in a rush, remember you are not the only one that is behind now. Just take your time and do it right. Sometimes the faster you try to go, the farther behind you become. Slow and steady wins the race and keeps you safe to be able to do the best job in the world, The American Farmer.

Lena: “Remember Ole, Ven you come back from fishin; I’m waitin’ to hear doze three little vords I like to hear.” Ole: “Oh yah, is dinner ready?”

Featured Listings

5,516 ± Acres - Lake of the Woods County MN

Here is a farm that will fit either a generational growing farm operation or investors wanting diversity in geographic location and enterprise. This offering is unique in its size and the quality of the land and improvements. Rarely in Minnesota do we get a chance to offer 4,763 ± tillable acres of pattern tiled land with newer grain terminal all located in one county, this is a complete farming unit. The cropping possibilities are diverse from corn and soybeans to specialty grasses and edible beans. Some splits may be possible.



Grain Terminal

Brand new for 2013 crop year, 550,000 bu capacity with a tower grain dryer, enclosed 70' commercial scale with office and 2 legs located to capture market carry. Well located at the intersection of two blacktop county roads, 8 miles north of Williams.

Zippel Township Land

2,240 ± gross acres of contiguous pattern tiled land with 1,995 ± tillable acres. Good soils and level elevation. Many crop alternatives; corn, soybeans, wheat, barley, grass, canola and others. It has a good shop, multiple outbuildings and 57,000 bu grain storage. There is a good crop and rental history with low real estate taxes.

Rapid River & Spooner Townships Land

3,276.73 ± gross acres with 2,740.68 ± tillable acres located in Rapid River and Spooner Townships. Majority of the farm is pattern tiled, has excellent soils and great location.



For more information or an information packet, contact:
Kirk Swenson 507-634-7033 or kirk@1stop-realty.com
Wendy Forthun 507-251-1637 or wendy@1stop-realty.com



Don't forget to check out our website for more details!

www.1stop-realty.com

4

Liked what you see? We have detailed information sheets and brochures on all offerings. Let us mail you information on the property(ies) you are interested in. Call us at: 507-634-7033 or visit our website at www.1stop-realty.com.

Featured Listings

116 ± Acres of Farmland



Section 10 Shell Rock Township Freeborn County, MN

116 ± gross acres with 115 ± tillable acres with a 87.9 CPI. Good soils with a great location. Historic, long term tenant available if desired. Good add on or new agricultural investment.

Section 13 Kalmar Township Olmsted County, MN

88.54 acres of farmland with 85 ± tillable acres. Rent it out for additional income, add to your current farming operation or start a new one right here. This property has future development potential.

88 Acres ± Farmland



1,269 ± Contiguous Acres



Sections 4,5,8,9,17 & 20 Ripley Twp Dodge County, MN

1,268.97 ± gross acres with 1,165.18 ± tillable acres. This farm is one of a kind, with the majority of it being pattern tiled with great soils and a good location. It's not very often that these large contiguous pieces of farmland come up for sale.

Ye Old Required Disclaimer:

This newsletter is intended as general information to our clients and friends on agricultural subjects. It is not intended to render specific advice; such advice can only be given when related to actual situations and will be different for each person. If you have any questions, please contact "The Experienced Farmland Professionals" today at: 507-634-7033.

“The Experienced Farmland Professionals!”

20 4th Street SE
Kasson, MN 55944
Phone: 507-634-7033

**1 Stop
Realty**

www.1stop-realty.com
info@1stop-realty.com

FARMLAND SALES - FARMLAND MANAGEMENT - FARMLAND AUCTIONS

Our Mission:

To handle all your Agricultural real estate needs, in a professional friendly manner, so that sellers, buyers, landlords, and tenants have a pleasant and enjoyable experience.

Kirk E. Swenson, President



kirk@1stop-realty.com
507-634-7033

Wendy Forthun, ALC



wendy@1stop-realty.com
507-251-1637

Wayne Alberts, GRI



wayne@1stop-realty.com
507-696-0955

Jan Schley



Contributing Author

Tammy Alberts, GRI



tammy@1stop-realty.com
507-319-3479