

Energy & Enthusiasm Lead Minnesota Auctioneer to International Title

Heller Group - 1 Stop Realty, Inc. Licensee Wins National Auctioneer Award

For Immediate Release: National Auctioneers Association, Overland Park, Kansas

After three times in the finals, Fladeboe-Duininck claims top spot.

July 29, 2010, Overland Park, Kan.- “We did it Dad!” were the words that echoed from the microphone held by Kristine Fladeboe-Duininck, BAS, Fladeboe Auctions, Minneapolis, after being named the 2010 International Auctioneer Champion (IAC). After several years of competing against her peers for the prestigious title, Kristine was crowned champion before a crowd of hundreds of auctioneers in Greensboro, N.C. On July 16 during the National Auctioneers Association (NAA) International Auctioneers Conference and Show. Over 75 auctioneers from around the world competed in the industry’s premier competition this year.

Fladeboe-Duininck, 36, has been an IAC finalist in 2005, 2007 and 2009, outperformed her fellow competitors for this year’s title. IAC champions are regarded as the best auctioneers in the industry. As the women’s division champion, Kristine will serve the industry as an ambassador travelling throughout the country next year training auctioneers and representing the industry before the public. North Carolina auctioneer Eli Detweiler, Jr. will join Kristine as an ambassador as the men’s division champion. A highlight of an IAC champion’s year is serving as the lead auctioneers at the annual St. Jude Toy Auction. Every year St. Jude Children Research Hospital hosts an afternoon auction where children learn to bid call like an auctioneer and bid on free toys donated by the NAA.

“I found my professional passion when I became an auctioneer, and I look forward to representing auctioneers from across

the country in this position in the coming year,” Fladeboe-Duininck said.

The IAC is hosted by the NAA and held every year at the International Auctioneers Conference and Show. IAC competitors are judged on their presentation, chant, voice timbre, body language, interview answers and other performance elements in effective auctioneering. The live, public auction took place in the ballroom of the Sheraton Hotel at the Four Seasons.



Visit the following link to watch Fladeboe-Duininck at the 2010 IAC; <http://www.youtube.com/watch?v=0nka9RWzKSk>

A second generation auctioneer, Fladeboe-Duininck now owns the business with her father Dale and siblings, Glen and Kimberly. In addition; Kristine, Dale and Glen are all real estate licensees of the Heller Group-

1 Stop Realty, Inc. of Olivia, Minnesota who specialize in farmland auctions. Fladeboe-Duininck specializes in selling farms by real estate auction and conducting farm and benefit auctions. Annually, Fladeboe Auctions, raise money for more than 125 Minnesota organizations, across the state. In 2009, the family business raised over \$4.8 million for non-profit groups. Kristine resides in Spicer, MN with her husband, Jamie and two children Elsie and Harris.

Kristine Fladeboe-Duininck say’s:

“I am a farm kid who loves to put on blue jeans and sell a farm, and I also love being at black-tie gala events in downtown Minneapolis raising money for our nonprofits. The auction business is a unique profession where you can bring people together to maximize competition and get top dollar for a farm or critical revenue to support our nonprofits.”

“The coolest thing...I often told myself if I ever had the opportunity to win, I would love to have my dad be there. So to call him up on stage, with about 1,500 people there, and just to have him share the joy with me was...there wasn’t a dry eye in the place.”

“It is so exciting because I will have many opportunities to speak to the public, to share my passion, to talk about the industry. However, it is not about me, but about what I do to touch the lives of others. It is about what I can do at either an auctioneering level or a personal level to make a difference!”

**Kristine, all of us at 1 Stop
are so proud of you!**

Olivia Office Celebrates

Olivia Holds Open House

Pat Keltgen, REALTOR®

On April 16, 2010, Heller Group, 1 Stop Realty, Inc.'s office in Olivia joined by the Olivia Chamber of Commerce held an "after 5" party for the Olivia Chamber members and clients of Heller Group. About 150 people stopped by the office to see Heller Group's new location and what they offer for services. It was a good time had by all!

Roger Heller stated "We decided to have the after 5 party as we had made a lot of changes in the past year. Roger and his sales

staff transferred their real estate licenses to 1 Stop Realty in the beginning of 2009 and moved their office in August. We wanted to showcase our new business, location, and staff." A majority of the staff and their spouses were on hand for the event. They were: Roger and Arlene Heller, Patricia Keltgen, Gary and Holly Hotovec, Kristine Fladeboe-Duininck, Dale and Grace Fladeboe, and Ron and Glorian Sander. Glen Fladeboe and his wife were unable to attend.



The Chamber Ribbon Cutting



Unknown, Arlene Heller, Roger Heller, Pat Keltgen
Second row: Chuck Blem of KOLV radio, Rob Thurston of Thurston, Inc.



Front: Ron Sander, Naomi Heller Endter.
Second row: Colin Berg, American Bank, Linda Stadther, Park View Village, Don Orth, Hometown Bank.

The Housing Corner

Market Slowly Improving, Just Give It Some Time

Jan Schley GRI, REALTOR®



We are in full swing of summer. I had hoped to report that the Housing Market was back to where it should be; the good news is that it has improved, however there are not as many sales taking place as there was when the Tax Incentive program was in place. That has expired and I do not know if anything is being considered to replace it.

Banks are allowing Short sales, this means if your lender agrees, it is possible to list and sell your property for less than is owed against it. This does not work for everyone but is an option to check out. Interest rates are very affordable and there are more jobs available with less impending lay-offs.

Unfortunately there are some homeowners being forced into foreclosure on their properties, due to job loses or other circumstances beyond their control.

I do not know when all all of this is going to turn around for the better, but I know it will, it just takes time and patience for the market to right itself again.

**Check our website for
current listings!**

www.1stop-realty.com

2 Ole lived across River from Clarence who he didn't like at all. They all the time were yelling across the river at each other. Ole would yell to Clarence, "If I had a vay to cross dis river, I'd come over dere an beat you up good, yeah sure ya betcha by golly!" This went on for years. Fi-

Financing The Farm, Securing Your Investment

Where Are Capital Gain Rates Going?

Wendy Forthun, Vice President, Associate Broker, REALTOR®



Simply put, a capital gain is the difference between what you paid for an investment and what you received when you sold that investment. If you made a profit on the investment, then you have a capital gain. If you lost money on the investment, then you have a capital loss.

In 2003 the rate on long term capital gain was reduced to 15% or 5% for people in the 15% or lower tax brackets. In 2008, the 5% bracket was further reduced to 0%. Both rates were scheduled to expire in 2008; however they were later extended through 2010, as a result of the Tax Increase Prevention and Reconciliation Act signed into law on May 17 2006 by former President George W Bush.

As we all know, good things do come to an end. With congressional intervention, in 2011 these reduced tax rates may be scheduled to revert back to the rates that were in affect before 2003. See chart below.

Cashing in on lower capital gains taxes

For tax years 2008, 2009 and 2010, long-term capital gains taxes are eliminated for some low- and moderate-income individuals. This zero-tax break may end Jan. 1, 2011, when all capital gains rates could revert to pre-2003 levels, unless Congress extends the current law.

Ordinary income tax bracket	Long-term capital gains rate by tax year		
	2007	2008, 2009 & 2010	2011
10%	5%	0%	10%
15%	5%	0%	10%
25, 28, & 35 %	15%	15%	20%

Therefore, if you're thinking of selling you should consider some tax planning strategies that could defer or possibly eliminate the impact on your tax bill. The following are some potential tax planning ideas that are allowed by the IRS that enable the taxpayer to defer their capital gain while staying within the law:

-Accelerate the sale or payments from an existing sale into 2010. If you are not able to do this, there are other alternatives to lessen the effect of the capital gain rate increase.

-Installment sale, this lets a person stretch the profits from a sale across several years paying taxes only on the gains received in that particular year.

-Structured sale, this is when the payments from a sale are guaranteed by a life insurance company. The structured sale option eliminates the risk to the seller that the buyer will at some point default on the payments and the seller will end up receiving the property back that has decreased in value.



-1031 Tax Deferred Exchange, which allows taxpayers to exchange qualified properties for other certain types of qualified properties. This process is done identical to a standard sale as long as the taxpayer never has control of the money. Both properties must be like kind properties (investment or business use properties to qualify).

-One last idea could be the **charitable trust** option. This trust is irrevocable and can be established by a donor to provide an income stream to a beneficiary. This can also be referred to as a 664 Trust. The payments can be fixed amounts (charitable remainder annuity trust) or a percentage of the trust principal (charitable remainder unitrust), which are then paid to the beneficiary. A charitable remainder unitrust paying a fixed percentage offers some flexibility in the distribution of income, which may be very helpful in retirement planning.

Given the capital gain rate increase represents a 33.33% higher effective tax rate; there is significant motivation for owners already considering a potential sale in the near future to truly consider action in 2010. Beyond avoiding a higher tax rate on long term capital gains, sellers also need to carefully plan the timing of a potential exit in 2010.

If you're concerned about a possible 2011 increase, please give us a call so we can help you and your tax consultant plan ahead and minimize your tax burden. For additional information regarding capital gains, visit www.irs.gov.

Cooking With Jan

Macaroni Vegetable Salad

Jan Schley GRI, REALTOR®



Jill's Macaroni Vegetable Salad

2 boxes ring macaroni {cooked}
1 cup celery {cut up fine}
1 cup onions {chopped}
2 cucumbers {diced}
2 cups carrots {shredded}
Small amount of broccoli {chopped for color}

Dressing:

1½ cups Miracle whip
1½ cups sugar
½ cup vinegar
salt and pepper to taste

Method:

Mix vegetables and macaroni together in large bowl. In a separate bowl mix together the dressing, pour over vegetables and macaroni. Stir until everything is coated, garnish with broccoli. This is a tasty summer time salad from my family recipe cookbook--ENJOY !



Reflections On Past Summers

The crops are looking good, some corn stalks even reaching 8 to 10 feet tall! Hopefully there will be fewer storms, and no damage, so that the crops can continue to grow towards a tremendous harvest this fall.

Summer has always been my favorite time of year starting way back when I was a kid. School was out and every kid knows that that means, 3 whole months of fun! We lived on a farm and there was much work to do, yet our family managed to get in on many activities. Our big event was going to northern Minnesota fishing for a WHOLE WEEK. After crops were cultivated and between hay cuttings, our family and a couple of neighborhood families would head up north. We usually went to the same resort each year, renting a cabin, boat and life jackets. We were fortunate, dad owned a 2 horse power Johnson motor--so you can guess how big our boat was, yet we seemed to always catch lots of fish, and they

were big ones too. We didn't bring many home but instead ate them fresh, we had fish for breakfast, dinner and supper.

Other fun times were going to town on Saturday night; the band would play in the band shell, folks would buy groceries and visit with friends and us kids would go to the movies, which cost 12 cents. Many Sundays after the chores were done, we would pack a picnic lunch and go to one of the Faribault lakes fishing, sometimes it was just our family, many times neighbors went too. Of course we had to be home again in time to get the cows milked. Then after that we would have a fish fry!

Once in awhile on a hot Sunday afternoon we would go into town to the root beer stand for a treat. Many Sundays we would get together with our cousins, usually at our grandpa and grandmas place. We had a fun filled day of playing softball, croquet and other outdoor games, of course grandma fed us good too. We were fortunate to all live in the same area, that made it easier to get together.

Late summer was always fair time. We were in 4-H and showed at our local Dodge County fair Jersey cows and Black Poland China Pigs were our main exhibit; I wasn't into baking or sewing. Many fond memories linger in my mind of summertime. It mainly consisted of doing things with family and neighborhood friends.

Times have changed....boats are bigger, fish are fewer and smaller, few resorts left that rent cabins, no Saturday night grocery shopping, band playing or movies in town We all lead busy lives, not as many family and neighborhood get togethers. Most everything we do for fun now days costs a lot of money. I don't deny that modern technology has made life much easier for most everyone and that isn't all bad. Yet sometimes I think it might be okay to slow down a pace or two and enjoy some of these good old fashioned times.

**Hope you and yours
had a wonderful Summer!**



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, Kasson: 507-634-7033, Olivia: 320-523-1050.

4 he sees a sign on the bridge an he stops to read it, then he turns around and comes back home. Lena asked, "why did you come back?" Ole said, "Lena, I tink I change my mind 'bout beatin' up dat Clarence, you know, dey put a sign on da bridge dat says "Clarence is 13 ft. 6 in." You know, he don't look near dat big when I yell at him from across da river!"

Thoughts From The 'Dirt Peddler'

On Land Values

By Kirk Swenson, Broker, President



If, 25 years ago, I had told my neighbors north of Mantorville that they would be running an international business, they would have thought I was off my rocker. That is, however, what all farmers are doing today.

In the years past, you would find that your crops didn't even make it out of state before being consumed; now there is a very good chance that the corn you just planted, or the beans harvested will end up on another continent entirely.

We are all affected by the international market, just look at the "limit up" wheat trade last week; that wasn't because local demand had increase, it was because of circumstances in Russia.

One of the questions I get asked a lot by farmers is if we will see a recurrence of the 80's land values collapse. My answer to that is it's real unlikely. Take a look at a few of the differences:

- Agriculture is one of the least leveraged asset classes in the business world. Current new real estate loans are 60% of appraisal, not 85-90% as in the late 70's and early 80's. According to the USDA, 65% of farmers reported having no debt outstanding on their farm business balance sheet.
- Interest rates are at all time lows with fixed rates. Remember the loans of the 80's at 9% that were variable and went to 19%.
- The world population is growing, and productive land is not increasing. Most of the arable land (with a possible exception of some in Brazil) has been developed. What has not been converted to crop land is too wet, dry, hot, or cold to do so in the first place.
- New technology has increased yield potential and new advances in crop genetics have created opportunities for reduced input farming.
- Add to all of these changes the increased demand for farmland as an investment. This investment is not done just by outsiders but by many of our neighbors. Farmland is returning anywhere from 3 ½% to 5% of purchase price. Safe in-

vestments such as bank certificates or treasury bills will not come close to that. My comparison of the flag, apple pie, motherhood, and farmland as representing good core value has never been truer and really fits today's investment planning philosophy.

- Will there be changes in land values? Yes, there will be times of correction but, just as in the past; land will be a good long term hold in anybody's portfolio.

For all of the aforementioned, it may also be a good time to sell land. There are many reasons to do so; demand is at all time highs, it is an excellent time to take advantage of the market to reduce debt and use some sale leaseback opportunities that may work to an operator's advantage, to avoid possible capital gains rate increases, (Look to Wendy's article on page 3 for an in-depth look at how the capital gains rates may change, and how it might affect you and your land investment).

Finally, we are starting our planning for the next cropping year. Our professional farm management is the thing that "fills the gap" between the land owner and the land operator. We have a few options to simple cash rent and we would be happy to discuss those with you. That service can be used by absentee land owners, retired farmers, or anyone that wants to put the third party benefit and oversight into their land ownership plan.

The Bottom Line:

Land is one of the most precious commodities a person can own. It is limited and constantly in demand; unlike a stock or bond, land will always exist and have its own intrinsic value no matter the economy.

--Kirk

Let me add my congratulations to Kristine on being honored by her peers in the auction business. We are proud to have the Fladeboe group with us.

What's For Sale?

~ NEW LISTING ~



INVESTOR SPECIAL

\$1,716,000

312 +/- Acres Two parcels, 308 +/- Acres Tillable
Can be divided, in Mower County
Sale leaseback

Top notch soils, lots of tile, good rental neighborhood.

Call **Wendy Forthun** for more details at **507-251-1637**
or email at wendy@1stop-realty.com

160+/- ACRES & 8+/- ACRE BUILDING SITE

Chippewa County, Sec 14, Lone Tree Twp.



152+/- Acre **prime tillable land**. 2002 Timber frame 1 ½ story house, with 3 bedrooms, 3 bathrooms, finished basement, loft, and two car garage. Surrounded by mature grove. Raymond MN area.

Call **Kristine Fladeboe Duinick** for more details at **320-212-9379** or email at Kristine@1stop-realty.com



40 ACRE FARMLAND

DODGE CO. MN
MLS# 4022512 - \$210,000

40 ac with 35.2 tillable, very good soils, tiles, approx. 3.8 acres of pasture ground. Possession after fall crop removal. 2.5 miles west of Mantorville.

Contact **Wayne Alberts** or **Wendy Forthun** for more details
at **507-696-0955** wayne@1stop-realty.com or
507-251-1637 wendy@1stop-realty.com

47.5 ACRE HUNTING LAND WITH INCOME

\$85,000

47.5 acres, Southeast of Maynard, MN
CRP & CREP Income. Pheasant, Deer, Waterfowl.
Seller Financing Available



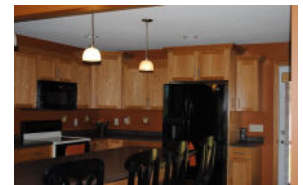
Call **Roger Heller** for more details at **320-523-1050** or
email Roger@1stop-realty.com



2 +/- ACREAGE

MLS# 4021772 - \$203,900

21052 600th St Dodge Center, MN 55927



This acreage is its own hidden gem. A completely remodeled home with 4 brms, 2 bath, and a 3 car garage. Everything is new, basement to roof! From the beautiful custom solid oak kitchen cabinets, the enormous walk in closet, to the brand new fire place in the cozy family room—you just need to pack up and move on in! Such beautifully planned and laid out acreages rarely exist for this price—take advantage of its local and snatch it up while you can!

Contact **Wendy Forthun** or **Wayne Alberts** for more details at
507-251-1637 wendy@1stop-realty.com or
507-696-0955 wayne@1stop-realty.com

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

www.1stop-realty.com

154.5 ACRE FARMLAND

OLMSTED CO. MN
MLS# 4021982 - \$594,500



154.5 acres of good farmland in Olmsted County. 101.7 acres tillable, average CPI values. Whether you're looking for addtl acres to add to your current farming operation, or looking for income producing opportunities, this parcel has it!

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138.10 ACRE FARM

RENVILLE & MEEKER CO. MN
57479 Meeker-Renville County Line Road (6 miles west of Hutchinson)



It has a very well kept building site and is located on a good blacktop road with a new sewer system in 2006, many out buildings, some recreational land for potential hunting and a grove of mature trees. There are 112+/- tillable acres in both Renville and Meeker Counties.

Call **Gary Hotovec** for more details at 612-202-5090 or e-mail Gary@1stop-realty.com

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Rio Corp.
Baudette, Minnesota FARM

A LARGE SCALE FARM OPPORTUNITY
Wheat - Oilseeds Producer

±3,972 acres with ±2,600 acres tillable plus 146.2 acres in CRP and CRP filter strips and 200 acres planted to trees.
Extensive River Frontage Recreational Land

Call **Roger Heller** for more details at 320-523-1050 or email Roger@1stop-realty.com

45 ACRE FARM SITE

MLS# 4021671 - \$479,000

26020 600th St Mantorville, MN 55955



You must see this one of a kind 45 acre farmsite! Great for any type of animals, or a small construction company in need of space. Located on blacktop road with newly remodeled house. Central air, forced air heat, and hot water heat. 3 bedroom, 2 bath, with a basement family room with a wood burning fireplace. Insulated shop with attached machine shed, cattle barns, quonset shed, and silos.

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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.

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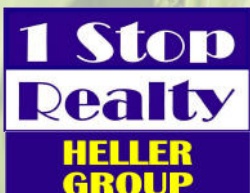


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