

2024 2nd QUARTER KERN COUNTY AG VALUES



Presented by: Michael Ming, ARA

ABOUT US

Introducing Lee & Associates Central California

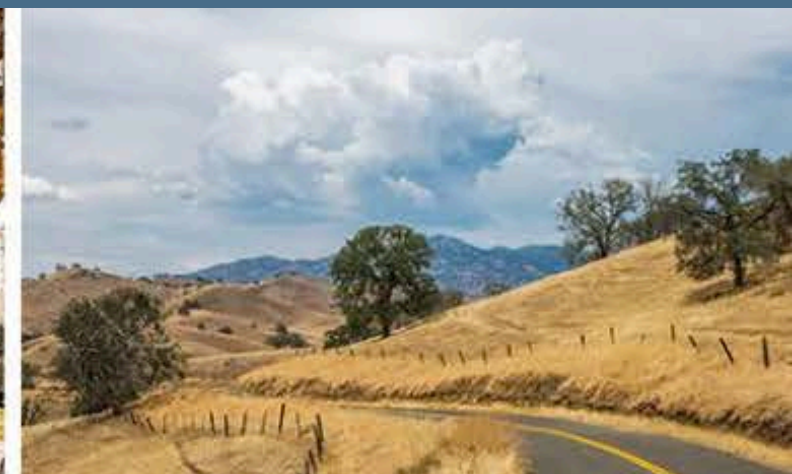


Founded in February 2023, Lee & Associates Central California is a full-service commercial real estate firm specializing in industrial, agricultural land, office, and investment brokerage from Bakersfield to Fresno. Our company is built on a broker-owned platform that encourages cooperation and collaboration that optimizes results for all of our clients. Lee & Associates is known for its commitment to providing superior market intelligence and professional service from true experts in commercial real estate. As business owners ourselves, we understand the value of working with experienced professionals who are tops in their field, and we are committed to helping you make real estate decisions that will make your company thrive.

WHAT SETS US APART?

Since 1979, Lee & Associates has been attracting the best and brightest in the industry who share an entrepreneurial spirit and commitment to delivering world-class service through local market expertise and state-of-the-art resources. Now a powerful organization of top professionals, the company enjoys its hard-earned reputation as a top tier international commercial real estate brokerage and integrated services provider.

Our structure makes our culture unique and attracts like-minded entrepreneurs who leverage their expertise to spur innovation and help Lee & Associates sustain a competitive advantage. As shareholders of the company this separates us from our competition and creates one common goal; to provide seamless, consistent execution and value-driven market-to-market services to our clients.



[Click here to learn more about Lee & Associates Central California](#)

ABOUT US

Introducing Alliance AG

Alliance Ag Services, Inc. was established in 2002 as the first full-service brokerage and consulting firm in the southern San Joaquin Valley of California. We are now serving our customers from the San Joaquin Delta to the Arizona and Mexico borders.

Alliance Appraisal, a service within our company, was established in 1959 as the first full-service appraisal firm in the southern San Joaquin Valley of California.

Our goal is to provide efficient, reliable, and professional brokerage, leasing, consultation, and litigation support services to our clients. Our staff consists of a licensed Broker, Broker Associates, licensed Agents, and research associates who are experienced in agricultural, renewable energy, and water banking property transactions



OUR SERVICES

WHEN SELLING AGRICULTURAL INVESTMENTS

- Provides a full market analysis
- Recommends pricing strategy
- Offers a choice of sales methods
- Has a local, state, regional and national network of qualified buyers
- Is familiar with all investments, from row crops, permanent plantings, open ground, solar property acquisitions
- Effectively presents the property to prospects
- Uses negotiating skills to reach a satisfactory transaction

FROM DATE OF LISTING TO PURCHASE AND SALE AGREEMENT

- Verify desired parcel sizes and configurations
- Personally contact known prospects
- Prepare all advertising, brochures, flyers, mailings and other promotions
- Place ads with sellers approval
- Follow up on all inquiries
- Email brochures to prospective buyers
- Conduct property tours with prospective buyers
- Keep seller updated on all interested parties





OUR SERVICES cont.

FROM PURCHASE AND SALE AGREEMENT TO CLOSE OF ESCROW

- Open escrow and choose a title company
- Coordinate with buyer and seller regarding due diligence inquiries
- Assist buyers, sellers, and attorneys to a successful close

BECAUSE AAS IS A FULL-SERVICE BROKERAGE COMPANY, WE ARE AVAILABLE TO:

- Manage the real estate transaction to meet sale objectives
- Obtain maximum sale price from the current market
- Make recommendations to enhance the sale of the asset
- Work closely with all family members to have this transaction go as smoothly as possible

MICHAEL'S PROFESSIONAL QUALIFICATIONS

APPRAISAL EXPERIENCE

1989 - 1998 Technical Support, Alliance Appraisal Company

1998 - 2003 Vice President, Alliance Appraisal Company

2004 - Present President/Owner, Alliance Appraisal, LLC

2005 - Present President/Owner/Broker, Alliance Ag Services, Inc.

EXPERT WITNESS & APPRAISER

Expert Witness in Municipal and Superior Courts of the County of Kern

Expert Witness United States Tax Court

Expert Witness in United States Bankruptcy Court for the Eastern District of California

Contracting Appraiser for National Fish and Wildlife

Approved Contractor, United States Department of the Interior, Bureau of Reclamation

Approved Contractor, United States Department of Justice

PROFESSIONS AND COMPANIES

Real Estate Appraisal

Appraiser/Owner, Alliance Appraisal LLC | www.allianceappr.com

Property Types:

- Agricultural - All types located within California, Arizona, and Nevada
- Commercial - Ag-Commercial and other similar land uses
- Industrial - Ag-Industrial and other similar land uses
- Renewable Energy - Solar, Wind, and Water

Real Estate Brokerage

Broker/ Owner, Alliance Ag Services, Inc. | www.allianceagservices.com

Property Types:

Open Row Lands | Permanent Plantings | Grazing Lands | Ag-Commercial | Ag-Industrial Water Banking | Rural Residential | Residential Lands | Transitional Agricultural Lands | Renewable and Resource lands including Solar, Wind, Water, and Petroleum

**In excess of \$1,430,000,000 (\$1.43 billion) in company Agricultural real estate transactional value.
These transactions represent buyers, sellers, lessors, and lessees of agricultural properties.**



WATER DISTRICT TRENDS & VALUES

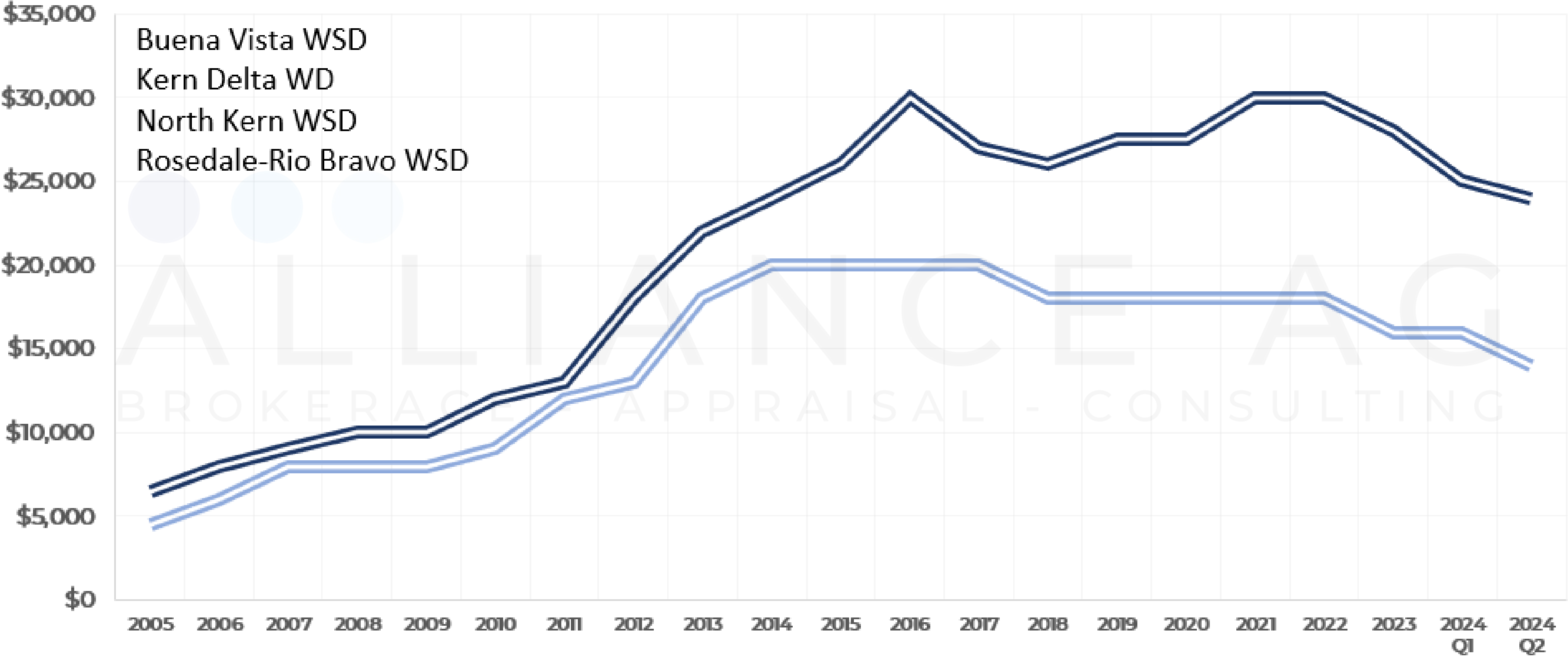


The following slides will go over Kern County's Water Districts trends and values for the past 18 years.

Included are Ag land values in State Water Districts, River Districts, Federal Water Districts, Undistricted Lands(White Land), and for Almonds, Pistachios, Citrus and Table Grapes.

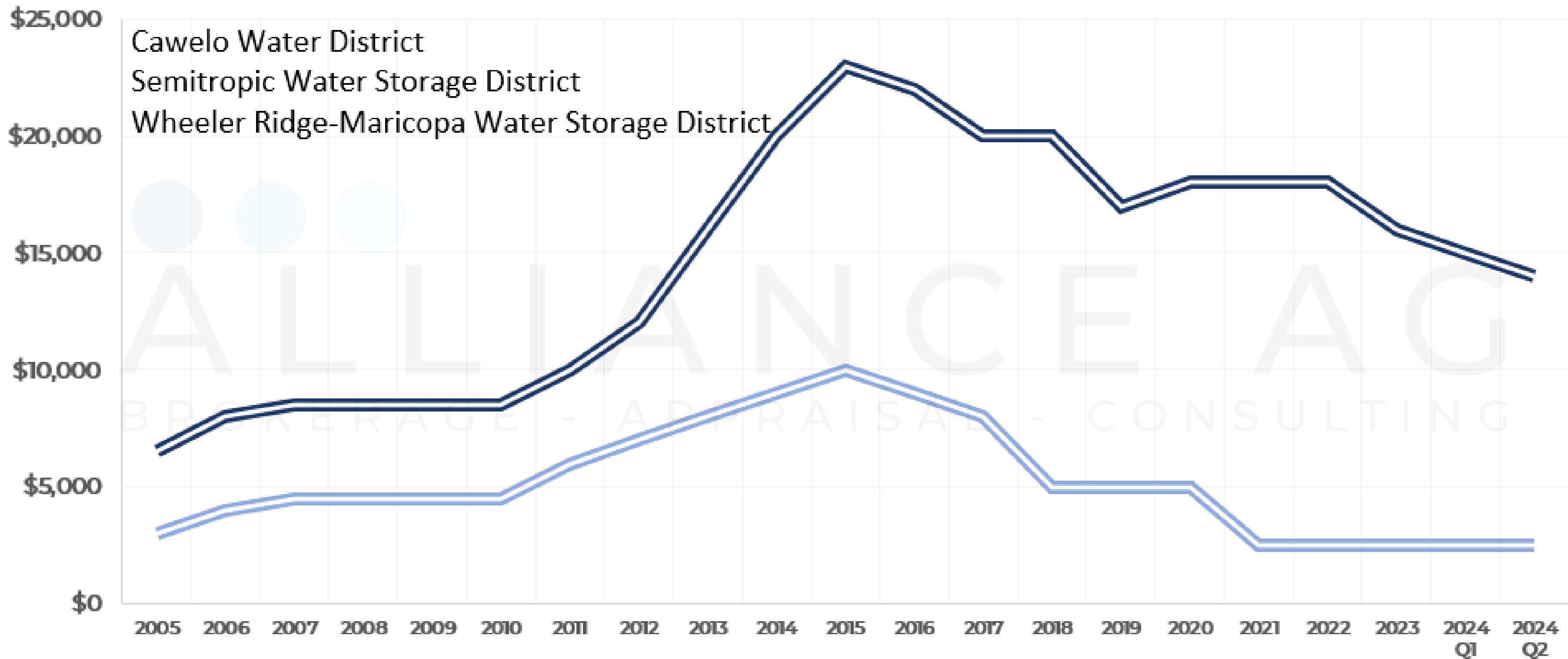
OPEN FARMLAND KERN RIVER WATER DISTRICTS

= Lower Value Range
 = Higher Value Range



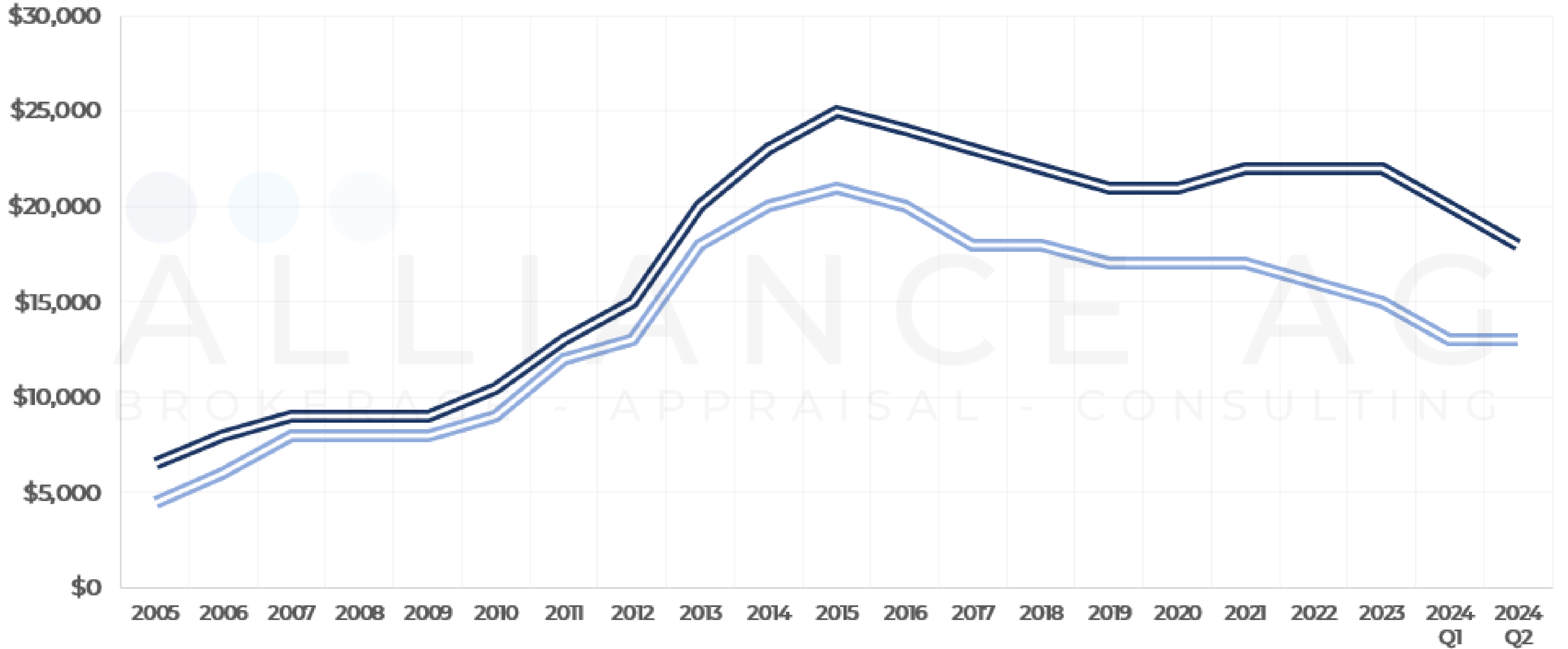
OPEN FARMLAND STATE WATER DISTRICTS

Low Value Range High Value Range



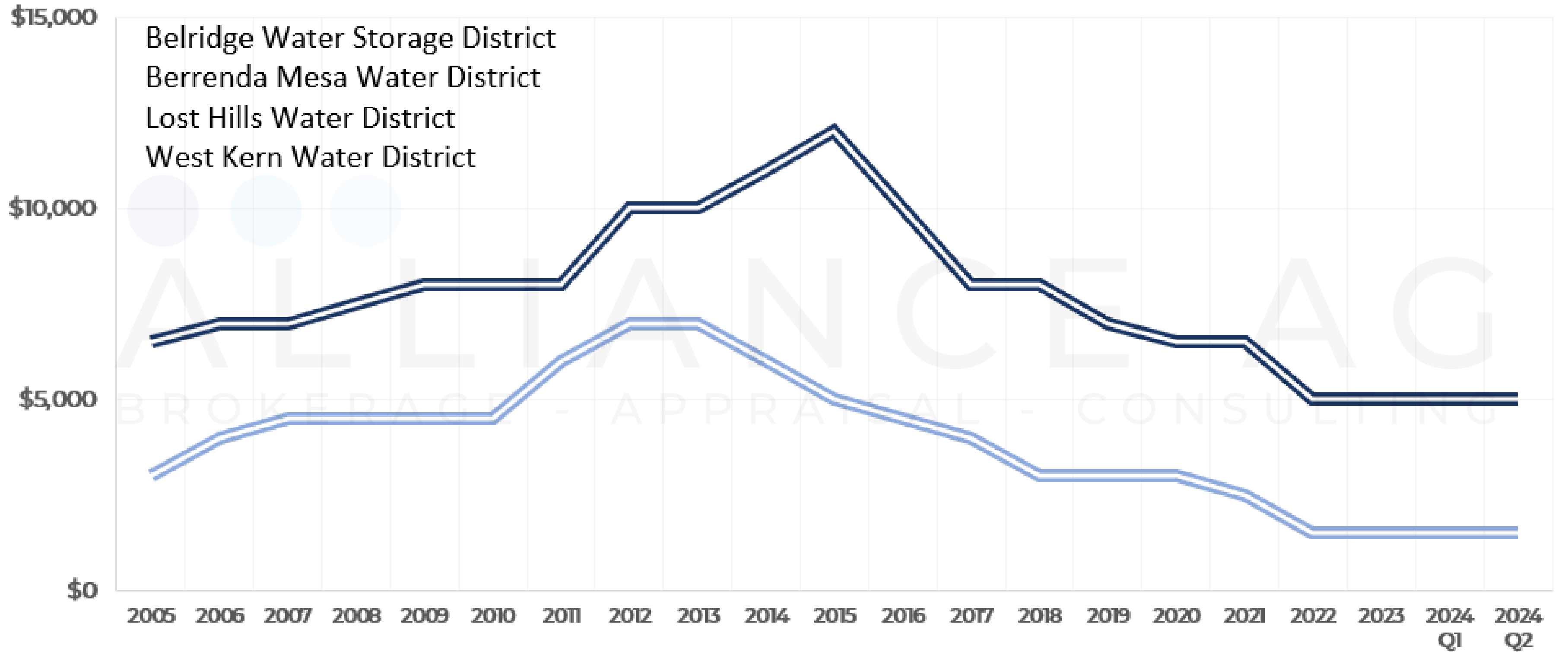
OPEN FARMLAND FEDERAL WATER DISTRICTS

Low Value Range High Value Range



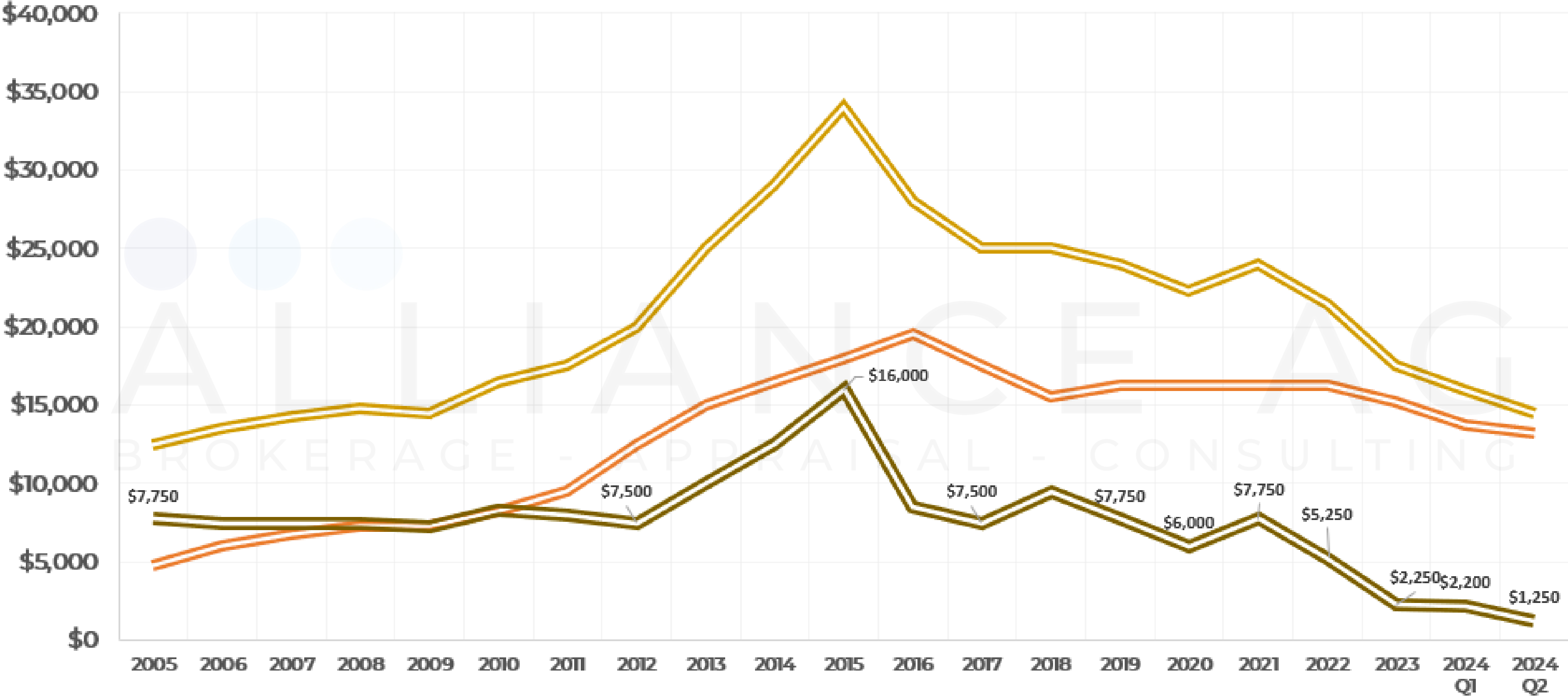
OPEN FARMLAND STATE WATER DISTRICTS

Low Value Range High Value Range



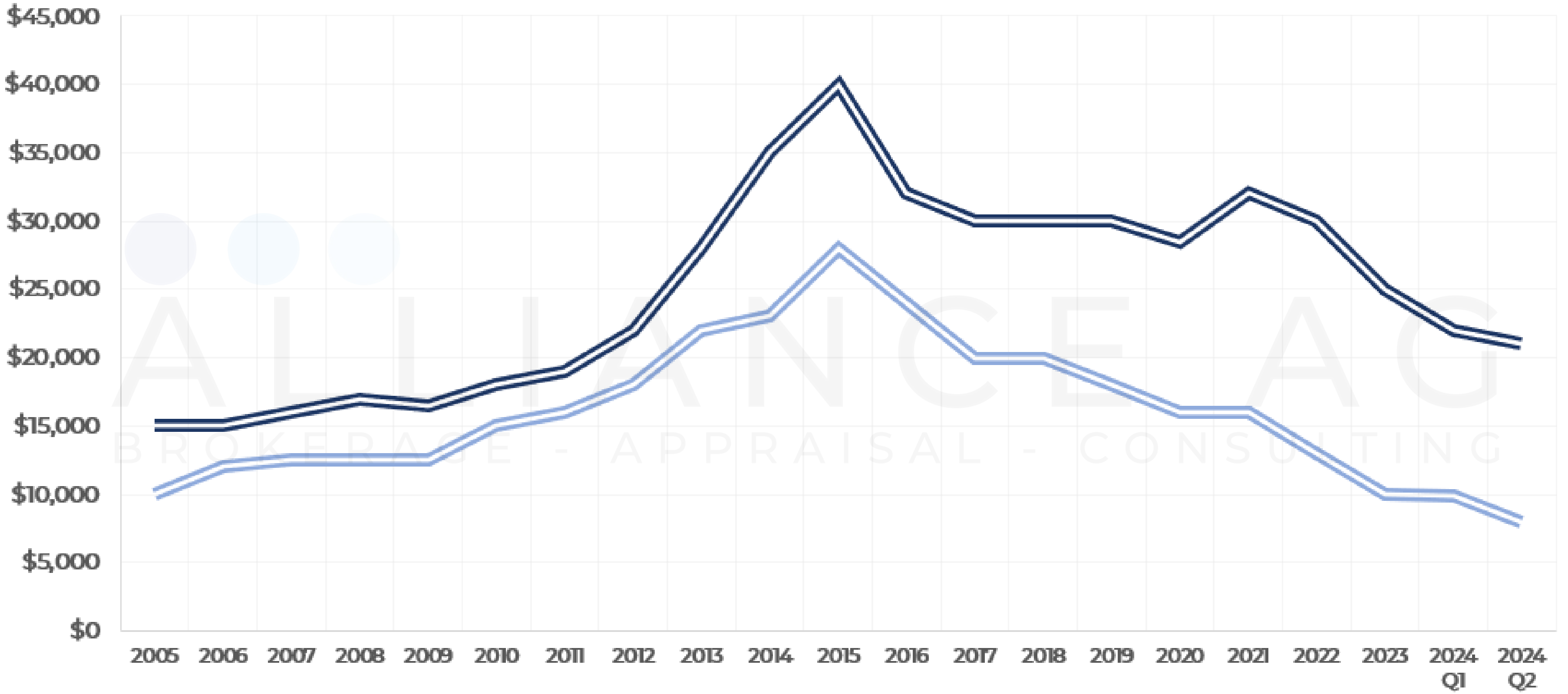
ALMOND ORCHARD CONTRIBUTIONS

▬ Mean Almond Orchard Value
 ▬ Mean Land Value
 ▬ Orchard Allocation



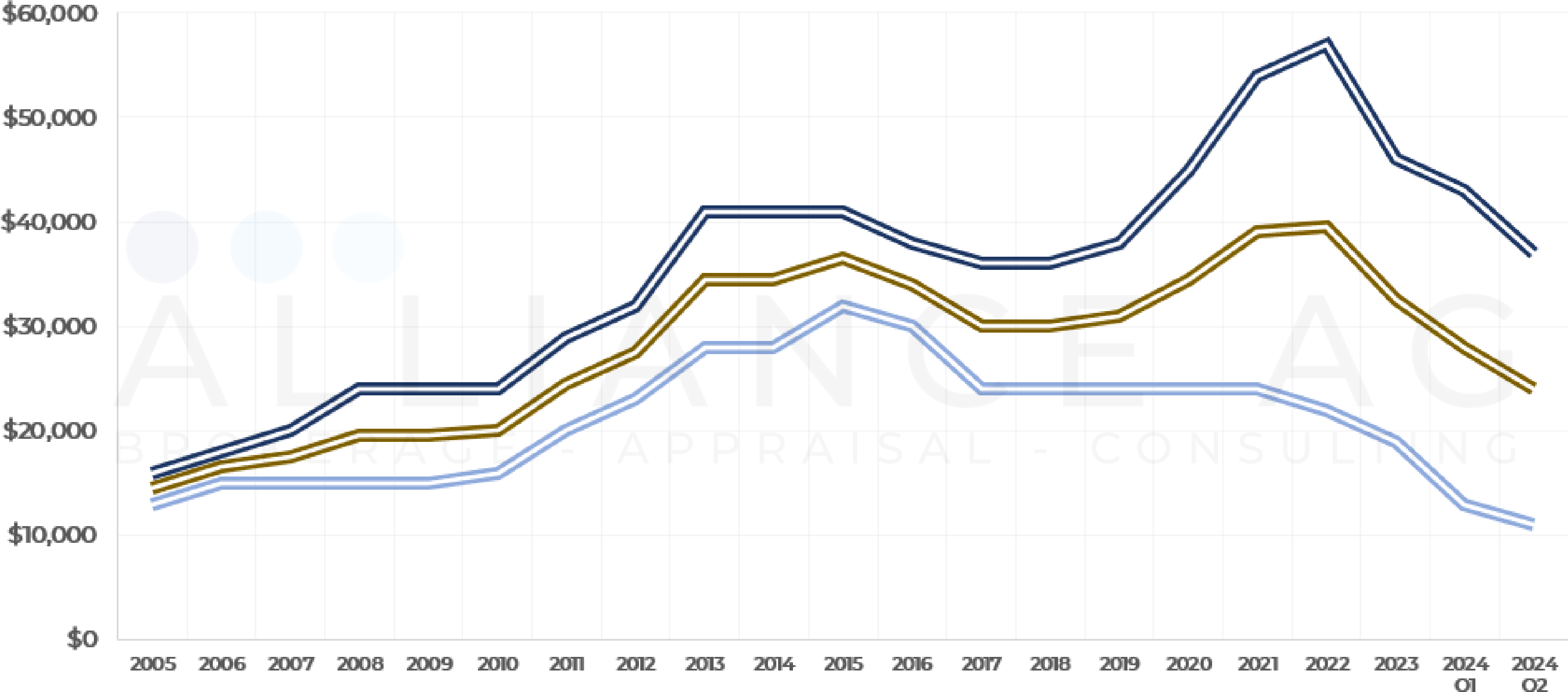
ALMOND ORCHARDS

Low Value Range High Value Range



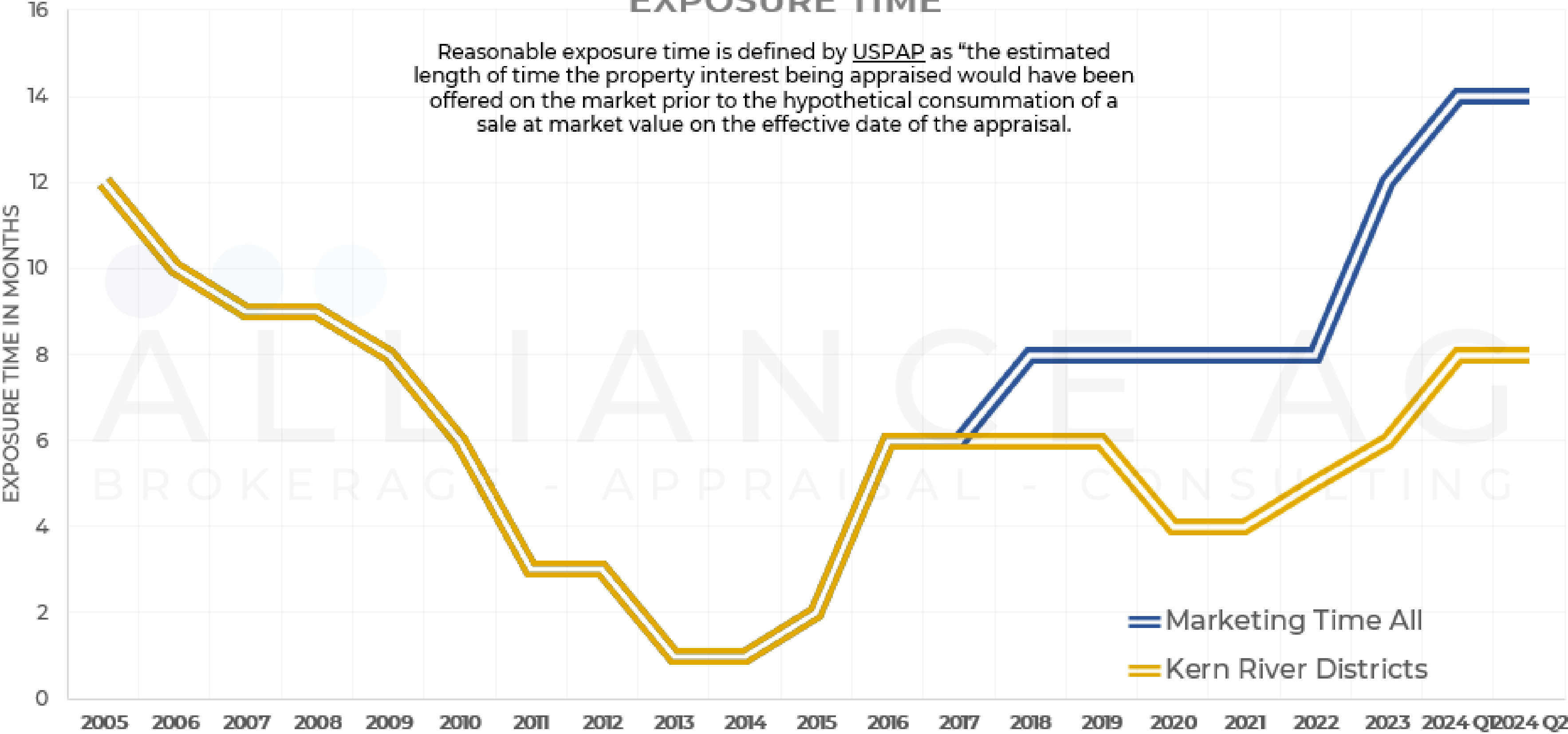
PISTACHIO ORCHARDS

Low Value Range High Value Range Mean



KERN COUNTY AGRICULTURE EXPOSURE TIME

Reasonable exposure time is defined by USPAP as "the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal."



We offer brokerage, valuation, financing, and consulting services on all Agricultural property types. To discuss specific property values in today's market, call or email me.

Michael Ming, ARA

Principal - Broker

Cal DRE Broker #00951819

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QUESTIONS?

