



2025 4<sup>th</sup> QUARTER  
KERN COUNTY  
AG VALUES



Presented by: Michael Ming, ARA  
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# 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



Woodland

Oakdale

Fresno/Kerman

Bakersfield

Carpinteria

WE SERVICE ALL OF CALIFORNIA  
AND HAVE AGENTS UP AND DOWN  
THE STATE TO ASSIST YOU



STEPHEN KRITSCHER  
WOODLAND & OAKDALE  
(530) 405-6036



JANIE GATZMAN - OAKDALE  
(209) 262-8214



NAT DIBUDUO - FRESNO  
(559) 240-2277



RYAN METZLER - FRESNO  
(559) 905-2706



GREG ARCHER - KERMAN  
(559) 269-0097



BILL HAMMERSTROM  
KINGSBURG  
(559) 799-3330



FRANK OBERTI - BAKERSFIELD  
(559) 696-6523



FRANK CECCHINI  
BAKERSFIELD & STOCKTON  
(209) 597-4138



EMILY MING  
BAKERSFIELD & CARPINTERIA  
(661) 343-1618



GEORGE MING  
BAKERSFIELD & SANTA BARBARA  
(661) 805-7747



MICHAEL MING  
BAKERSFIELD & CARPINTERIA  
(661) 343-2367

# MICHAEL'S PROFESSIONAL QUALIFICATIONS

## EXPERIENCE

1989 - 1998 Technical Support, Alliance Appraisal Company  
1998 - 2003 Vice President, Alliance Appraisal Company  
2004 - Present President/Owner, Alliance Appraisal, LLC  
2023 - 2025 President/Co-Managing Partner, Lee & Associates Central California  
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](http://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](http://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 \$1.63 billion in company Agricultural real estate transactional value. These transactions represent buyers, sellers, lessors, and lessees of agricultural properties.**

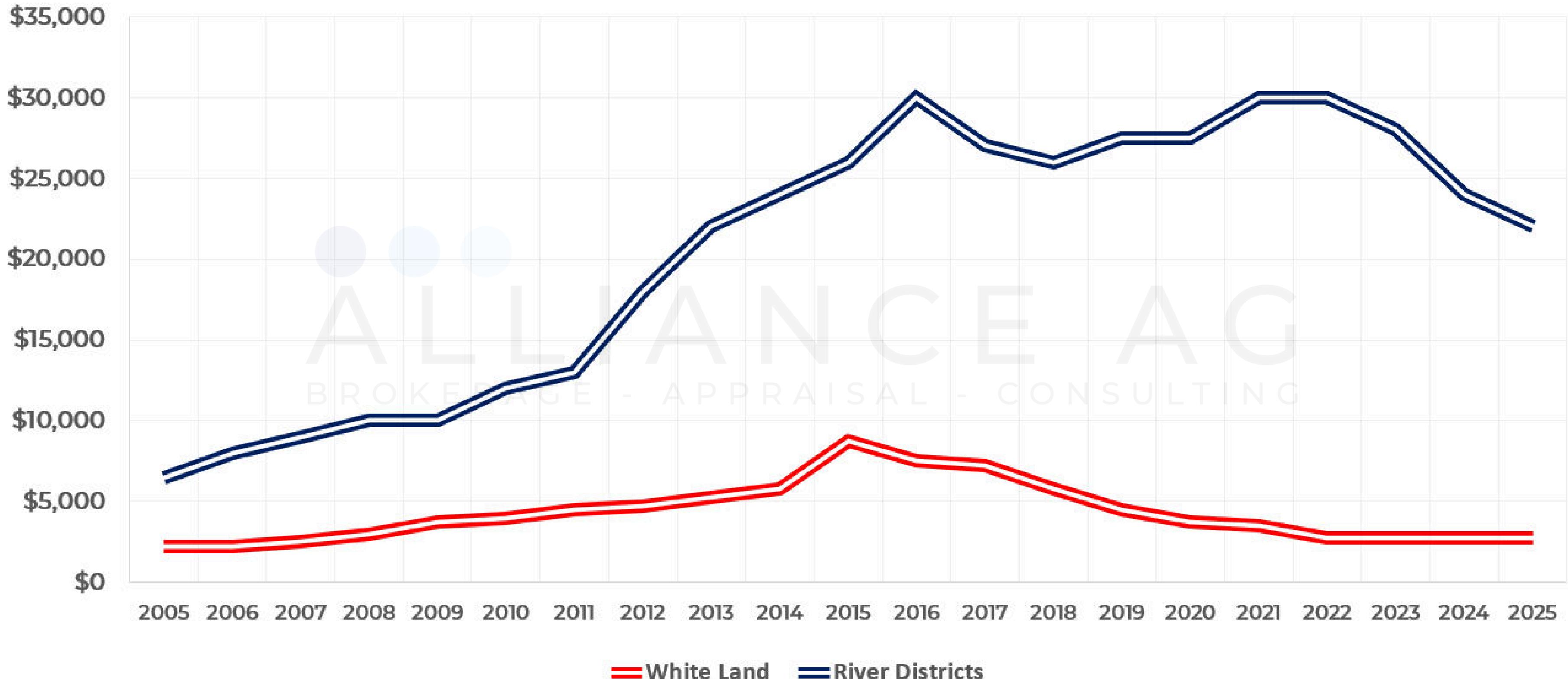
# WATER DISTRICT TRENDS & VALUES



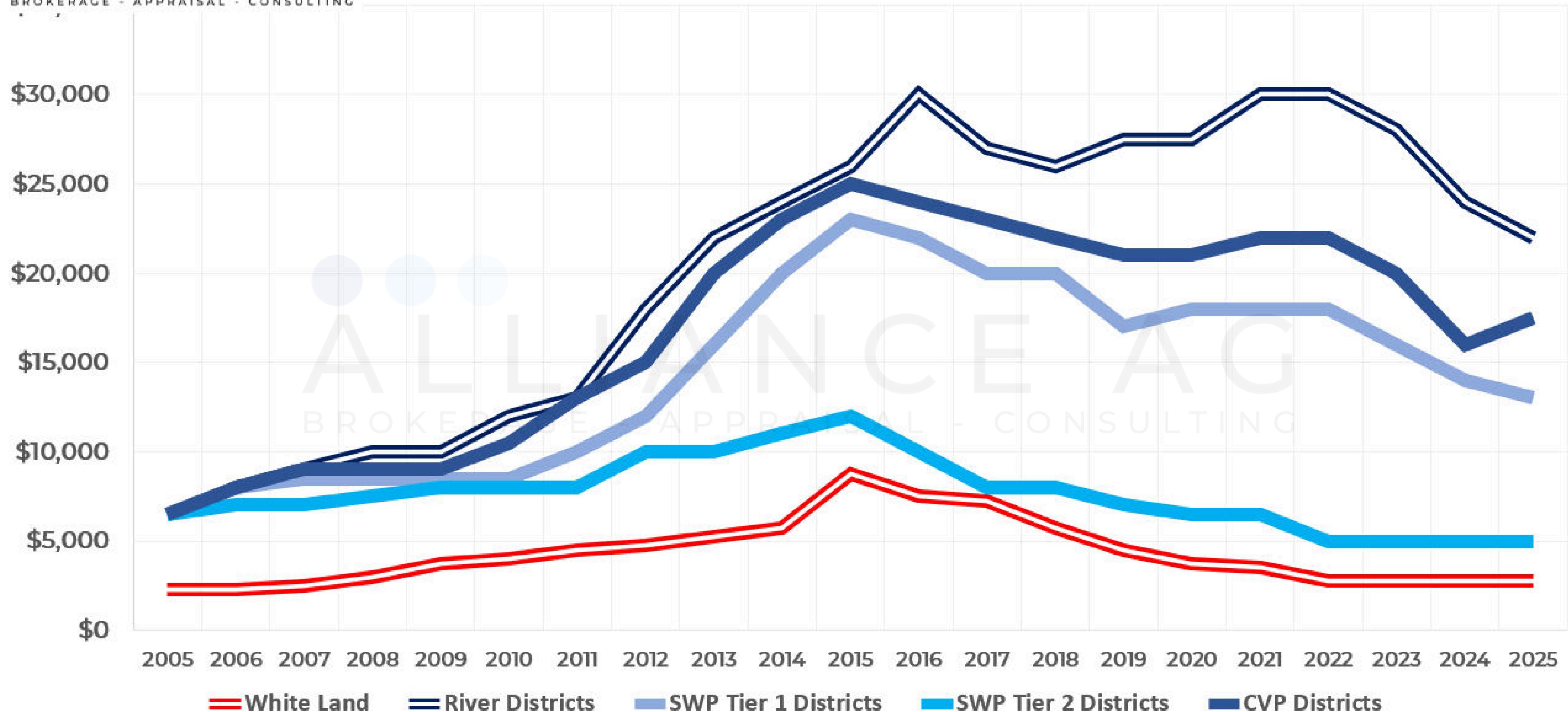
The following slides will go over Kern County's Water Districts trends and values for the past 21 years.

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.

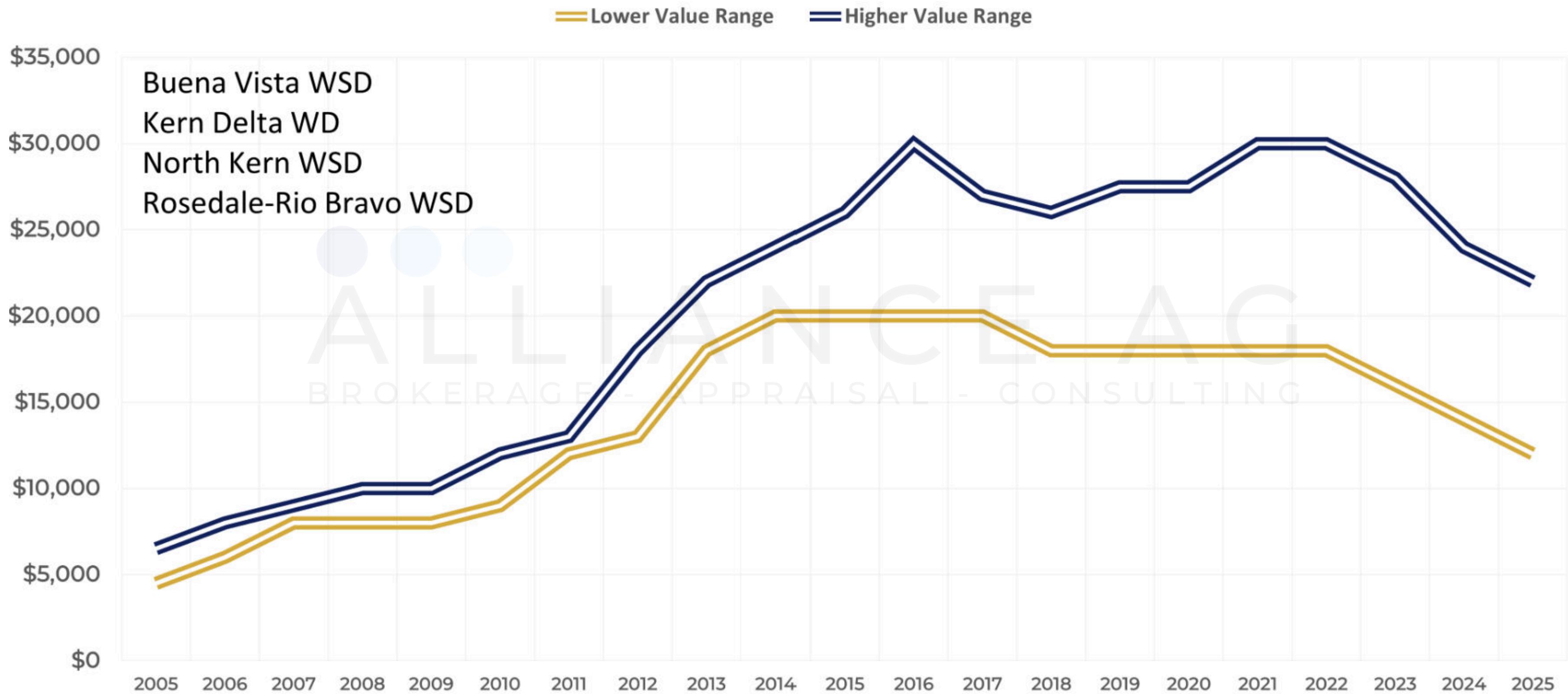
## SGMA WATER RISK WEDGE



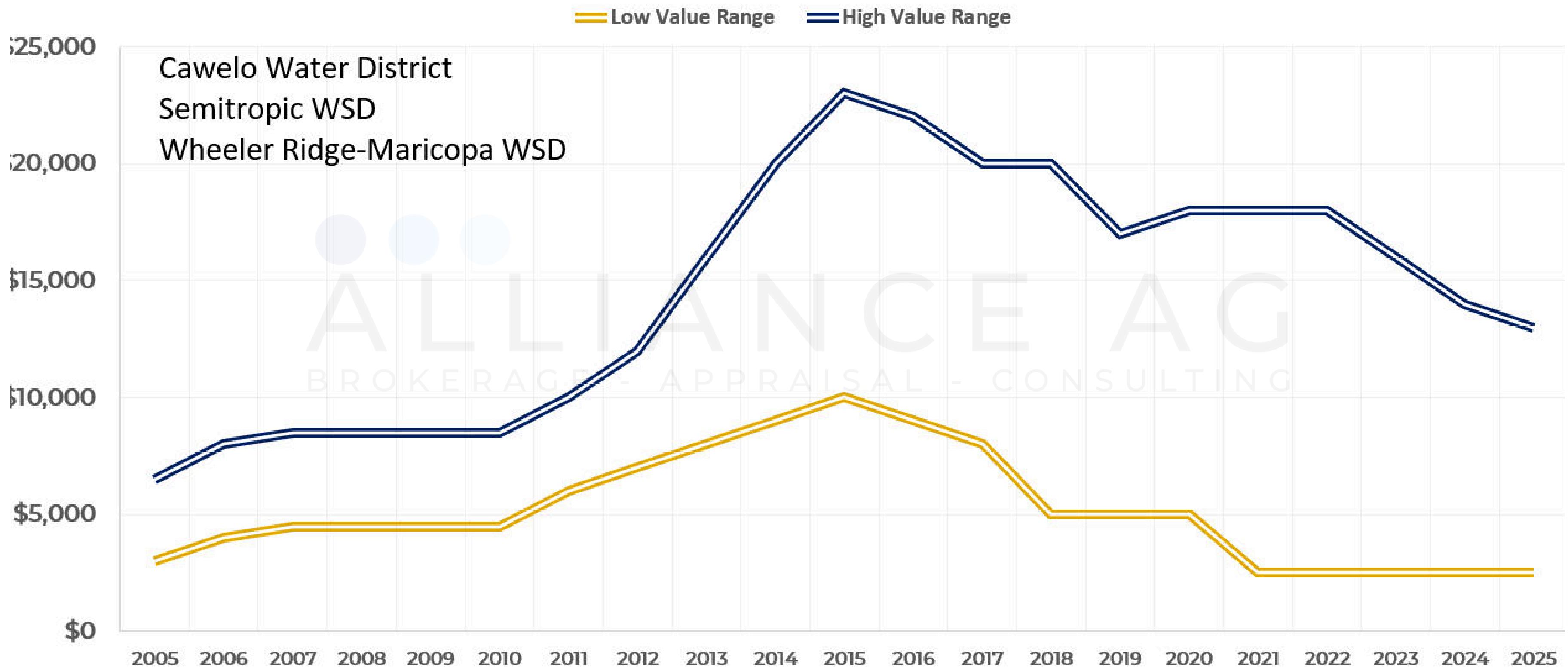
## SGMA WATER RISK WEDGE



## OPEN FARMLAND KERN RIVER WATER DISTRICTS

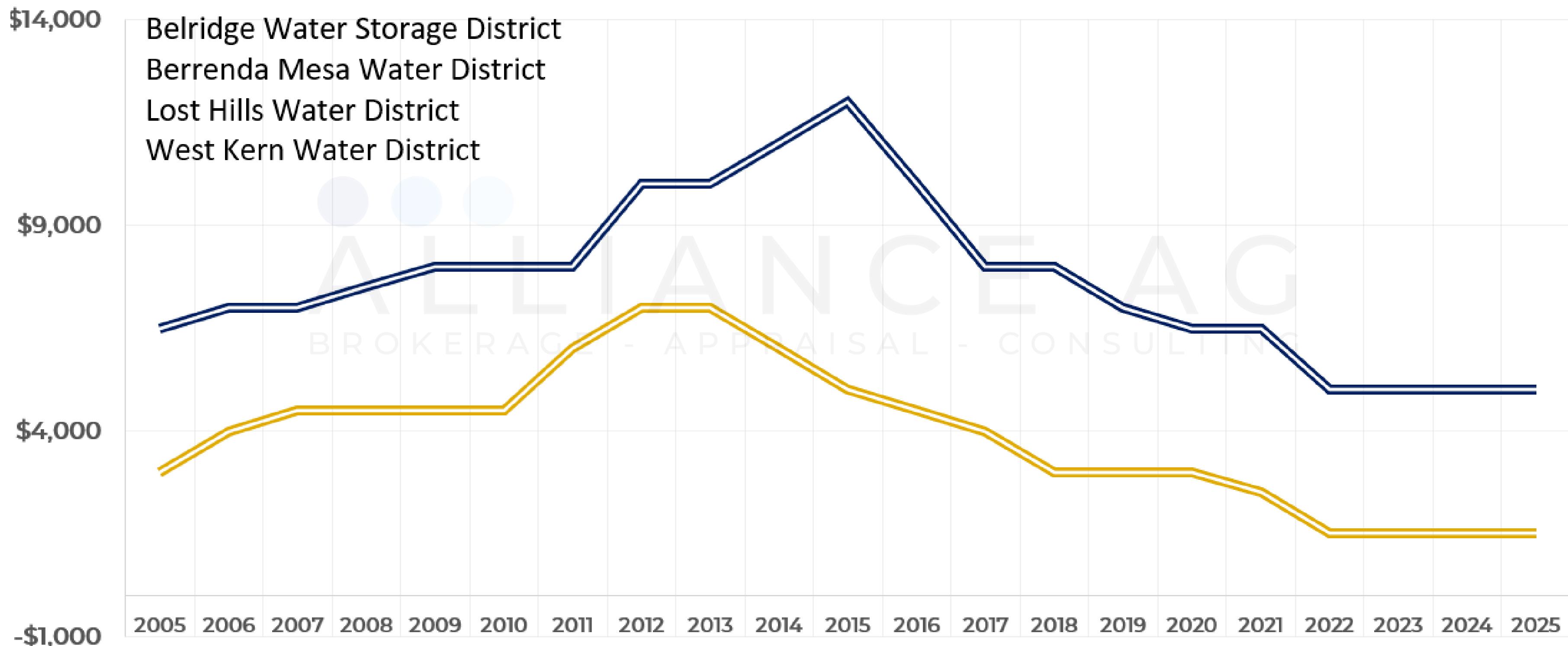


## OPEN FARMLAND STATE WATER DISTRICTS

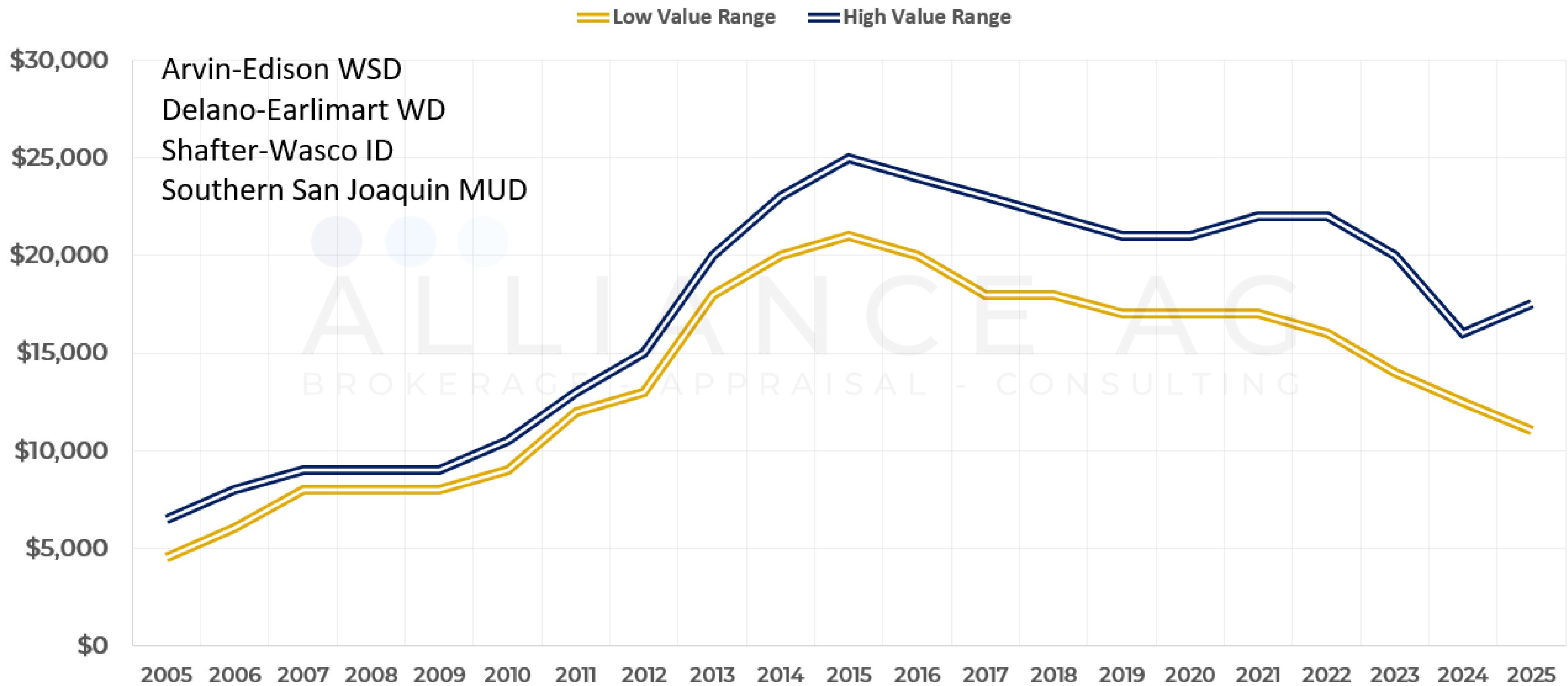


## OPEN FARMLAND STATE WATER DISTRICTS

 Low Value Range     High Value Range

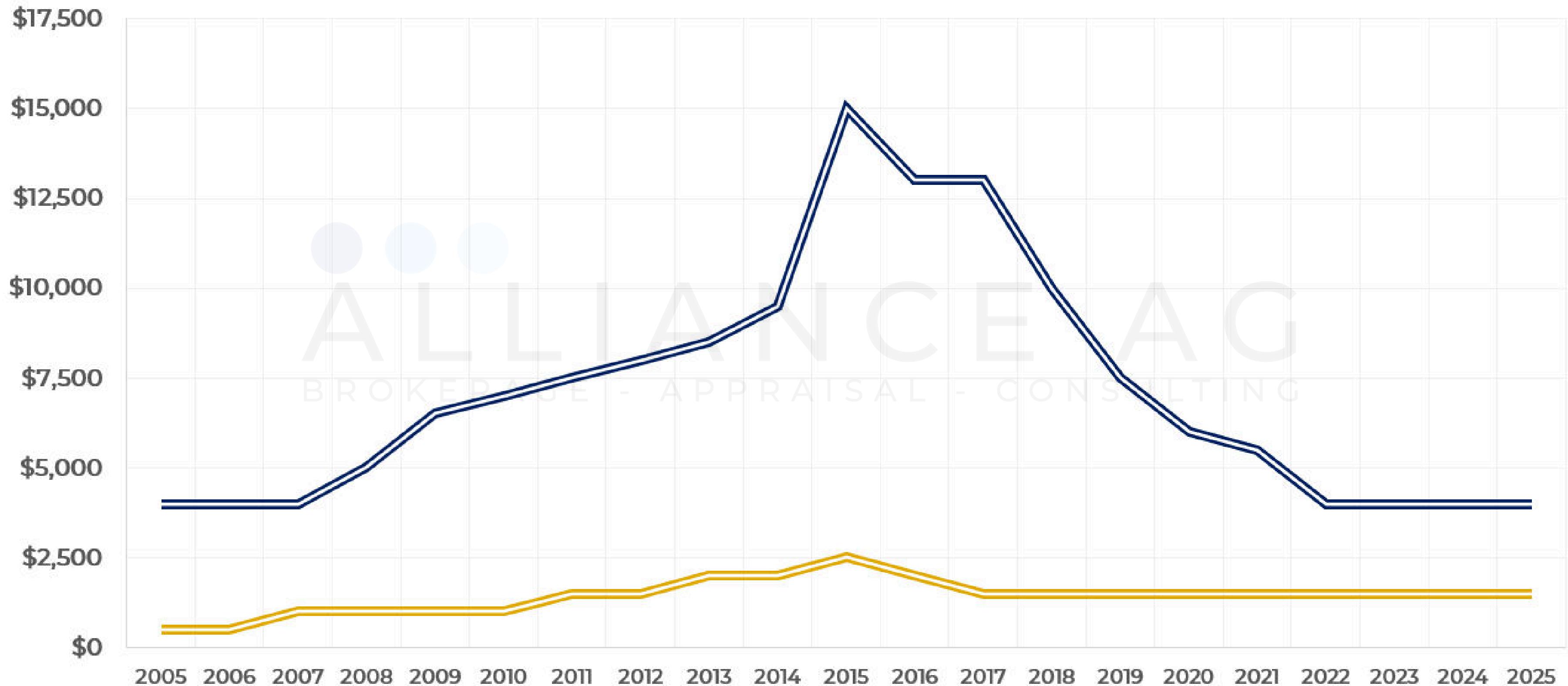


## OPEN FARMLAND FEDERAL WATER DISTRICTS



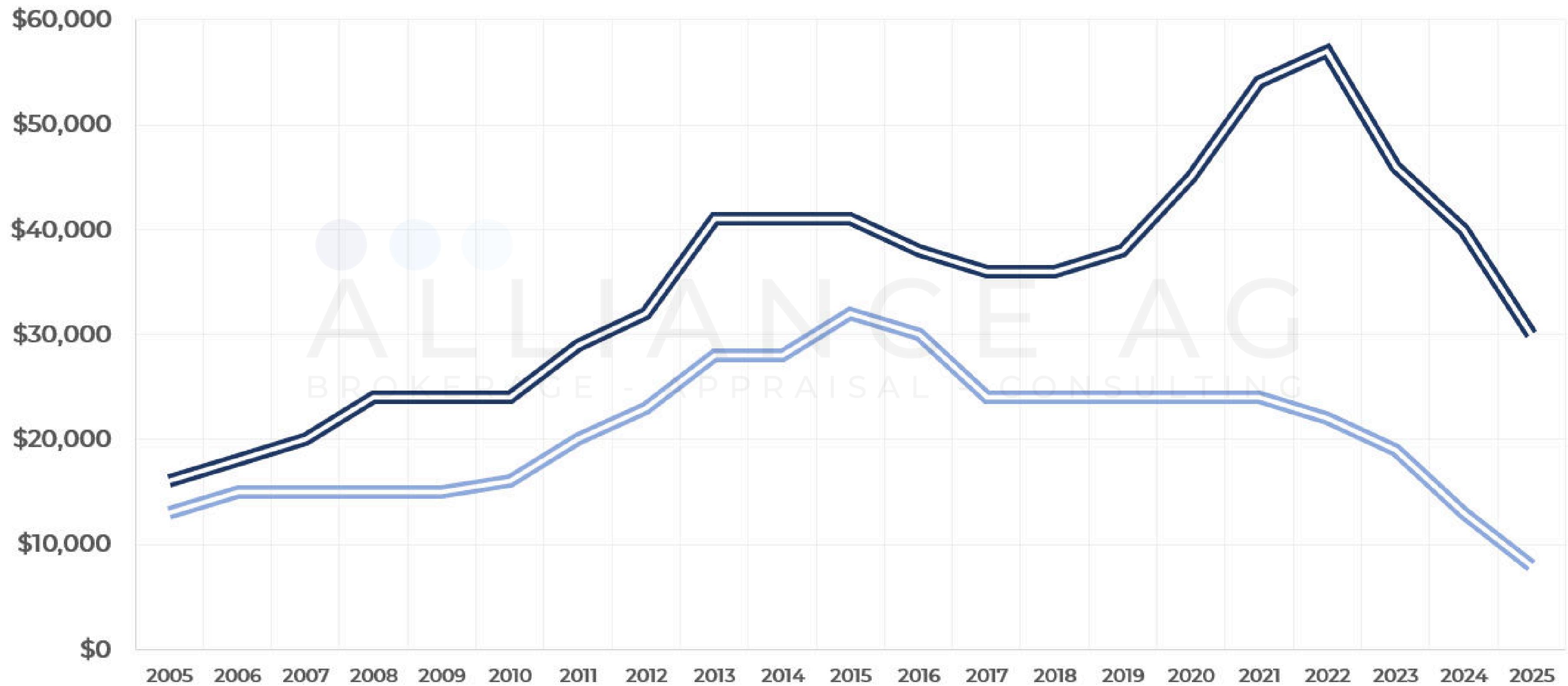
## WHITE LAND AREAS

Low Value Range    High Value Range



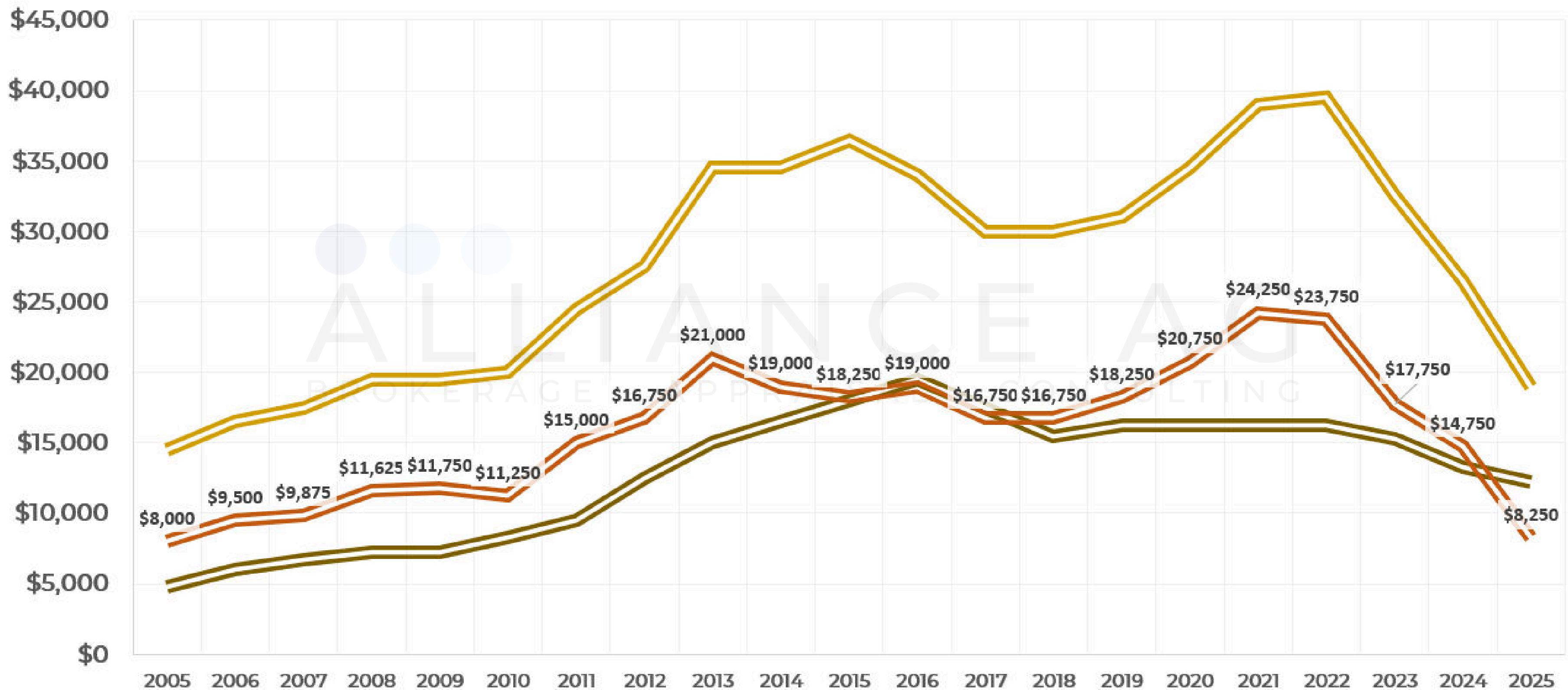
## PISTACHIO ORCHARDS

— Low Value Range    — High Value Range



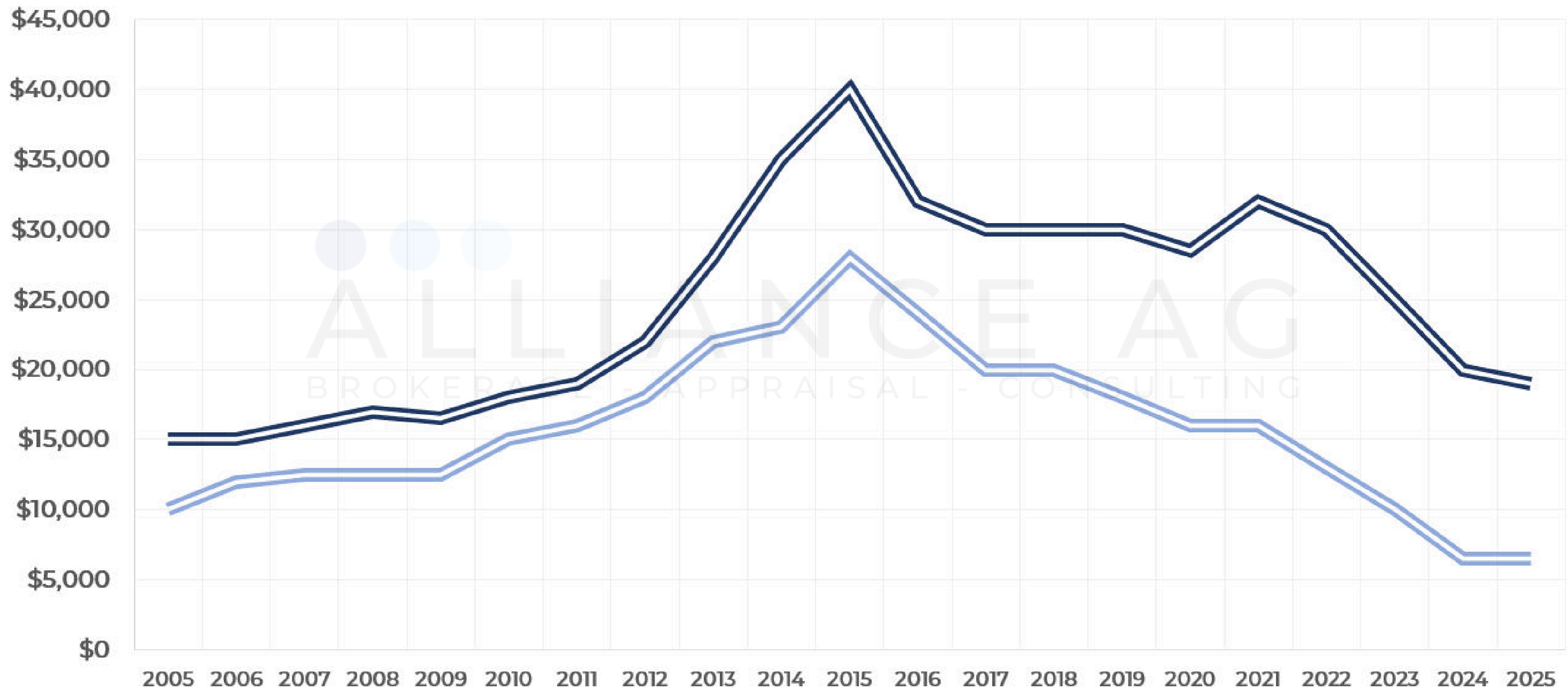
## PISTACHIO ORCHARD CONTRIBUTIONS

Mean Pistachio Orchard Value    Mean Land Value    Orchard Allocation

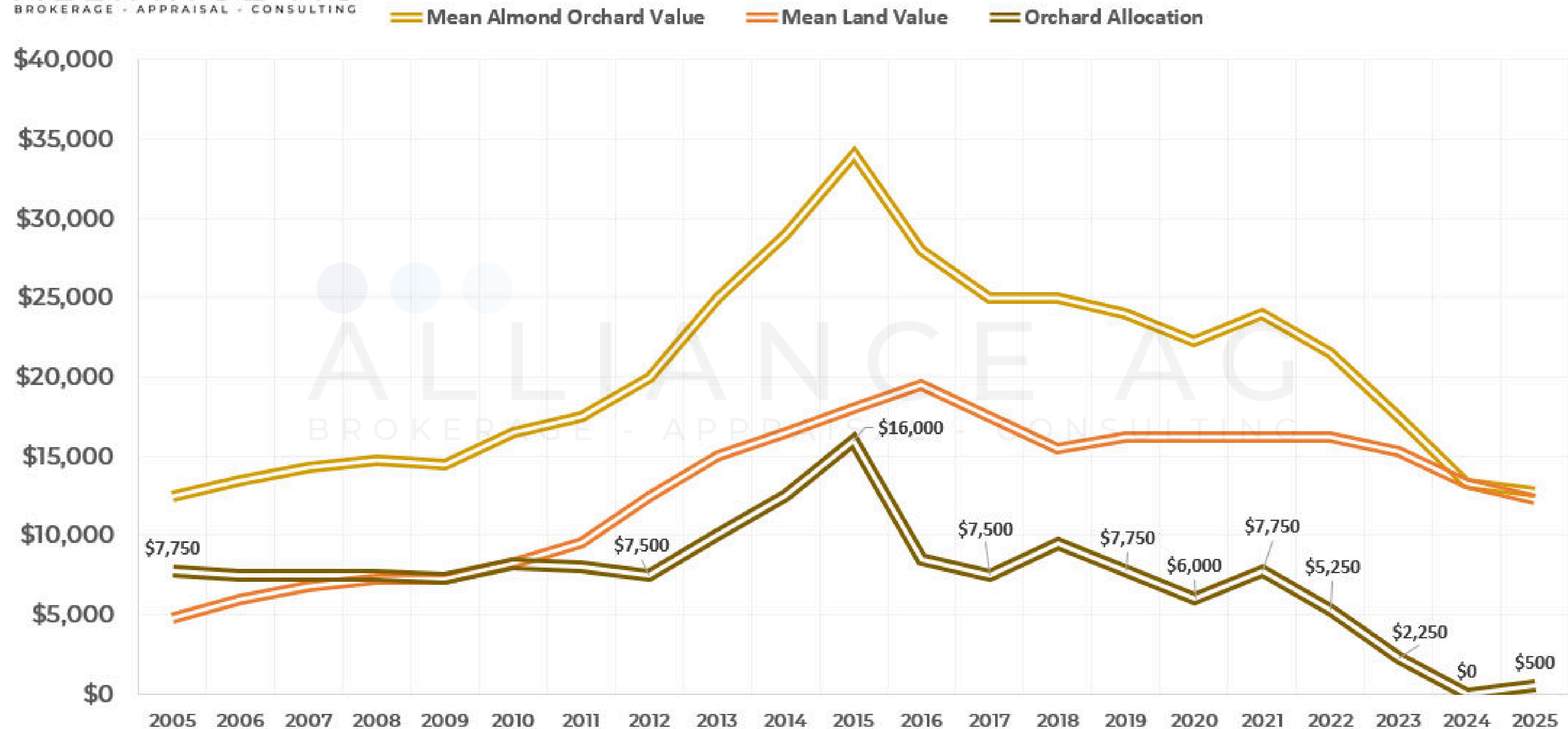


## ALMOND ORCHARDS

— Low Value Range    — High Value Range



## ALMOND ORCHARD CONTRIBUTIONS





**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.**

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