

## MARKET TRENDS

# SOUTHERN CALIFORNIA *AGRICULTURAL LAND*

↑ SALES VOLUME

↓ PRICING

Year-Over-Year Change

### TOP SALE TRANSACTIONS 3Q-4Q 2023

Property	County	Notes	Sale Price	Acres	\$/Acre
Various Sites in Holtville	Imperial	Row Crop Land	\$27,487,500	2,411	\$11,400
3478 E Hueneme Rd	Ventura	Strawberries / Row Crop Land	\$10,000,000	97	\$103,423
Pauma Valley	San Diego	Avocado Orchard	\$7,731,200	193	\$40,058
5930 Santa Rosa Rd	Santa Barbara	Ranch & Vineyard	\$6,000,000	1,099	\$5,458
1625 Road 2	Santa Barbara	Row Crop Land	\$5,400,000	159	\$34,039

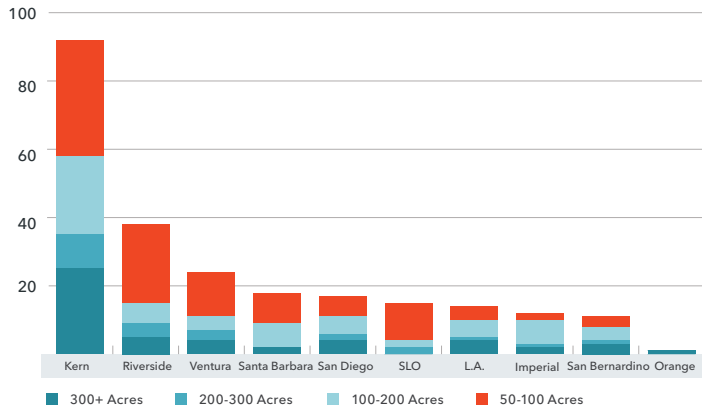
### MAJOR LISTINGS 4Q 2023

Property	County	Notes	Asking Price	Acres	\$/Acre
County Line Road	Kern	Pistachios & Rangeland	\$44,500,000	3,120	\$14,262
1505 Camino Meleno	Santa Barbara	Rangeland & Four Lots	\$35,000,000	556	\$62,950
Dairy Ave	Kern	Almond Orchard	\$30,100,000	1,471	\$20,460
NWC of Paso Robles Hwy & WestSide Hwy	Kern	Pistachios & Fallow	\$27,500,000	981	\$28,039
Ave 74 & Pierce St	Riverside	Vegetables / Row Crops & Dates	\$26,393,250	1,056	\$25,000

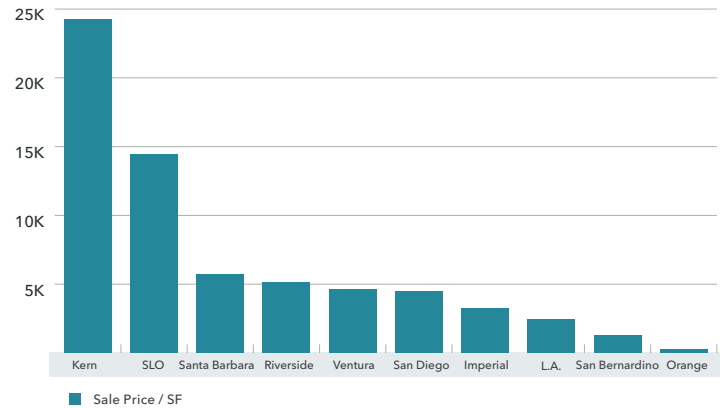
### MARKET BREAKDOWN

	Total Count	Total Acres	Avg Listing Price	Avg \$/Acre
Imperial	12	14,414	\$3,900,000	\$14,000
Kern	92	24,243	\$4,500,000	\$15,000
Los Angeles	14	3,222	\$700,000	\$8,000
Orange	1	237	\$200,000	\$1,000
Riverside	38	2,428	\$5,100,000	\$34,000
San Bernardino	11	5,119	\$1,100,000	\$7,000
San Diego	17	1,240	\$2,250,000	\$12,000
San Luis Obispo	15	5,713	\$5,150,000	\$5,000
Santa Barbara	18	4,444	\$10,150,000	\$35,000
Ventura	24	4,616	\$10,150,000	\$22,000
<b>Total</b>	<b>242</b>	<b>65,676</b>	<b>\$4,400,000</b>	<b>\$15,000</b>

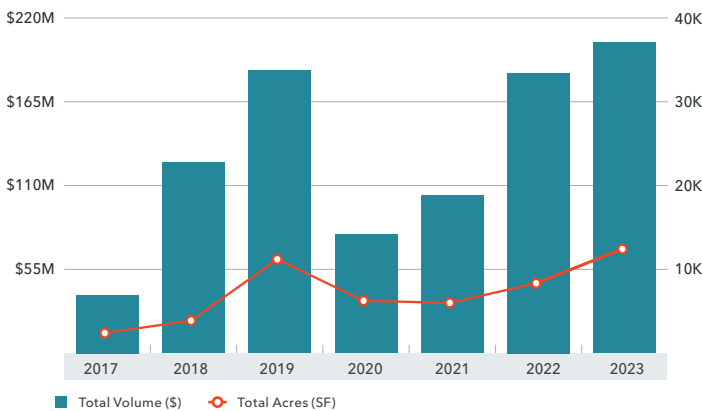
CURRENT LISTINGS BY SIZE (COUNT)



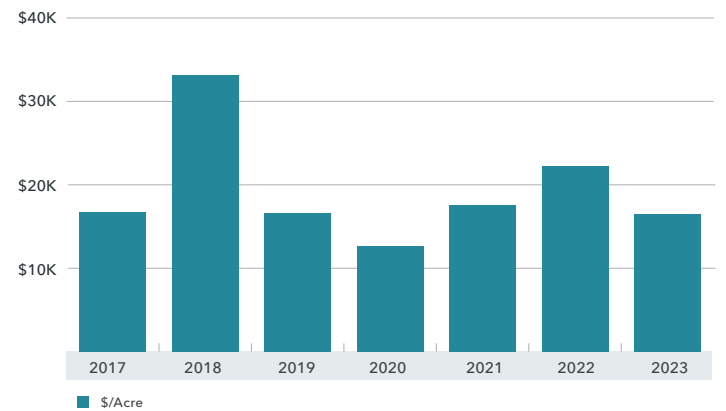
CURRENT LISTINGS BY SIZE (TOTAL ACRES)



SALES VOLUME



AVERAGE SALES PRICE/ACRE



Data Source: CoStar



Kidder Mathews is the largest, independent commercial real estate firm on the West Coast, with 900 real estate professionals and staff in 20 offices in Washington, Oregon, California, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, consulting, project and construction management, and debt equity finance services for all property types.

The information in this report was composed by the Kidder Mathews Research Group.

**GARY BARAGONA**  
Vice President of Research  
415.229.8925  
gary.baragona@kidder.com

**ERIC PAULSEN**  
Regional President, Brokerage  
Southern California & Arizona  
949.557.5000  
eric.paulsen@kidder.com  
LIC N° 01001040

<b>COMMERCIAL BROKERAGE</b>	<i>\$12B</i> TRANSACTION VOLUME ANNUALLY	<i>41.2M</i> ANNUAL SALES SF	<i>32.1M</i> ANNUAL LEASING SF
<b>ASSET SERVICES</b>	<i>53M</i> MANAGEMENT PORTFOLIO SF	<i>771+</i> ASSETS UNDER MANAGEMENT	<i>250+</i> ASSET SERVICES CLIENTS
<b>VALUATION ADVISORY</b>	<i>2,800+</i> ASSIGNMENTS ANNUALLY	<i>42</i> TOTAL APPRAISERS	<i>23</i> WITH MAI DESIGNATIONS

This information supplied herein is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material, including, but not limited to, statements of income and expenses. Consult your attorney, accountant, or other professional advisor.