

MARKET TRENDS

SOUTHERN CALIFORNIA  
AGRICULTURAL LAND

↓

SALES VOLUME

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PRICING

Year-Over-Year Change

TOP SALE TRANSACTIONS

Property	County	Notes	Sale Price	Acres	\$/Acre
5660 Teale Rd	Kern	Fallow - Row Crops, Almonds, Vegetables	\$17,844,000	637	\$28,001
10840 Zachary Rd	Kern	Non-Contiguous: Row Crops	\$16,447,500	570	\$28,861
55 Mail Rd	Santa Barbara	Vineyard	\$16,000,000	347	\$46,087
5070 Santa Maria Mesa Rd	Santa Barbara	Vineyard	\$16,000,000	200	\$80,000
Santa Maria Mesa Rd	Santa Barbara	Vineyard	\$16,000,000	201	\$79,432

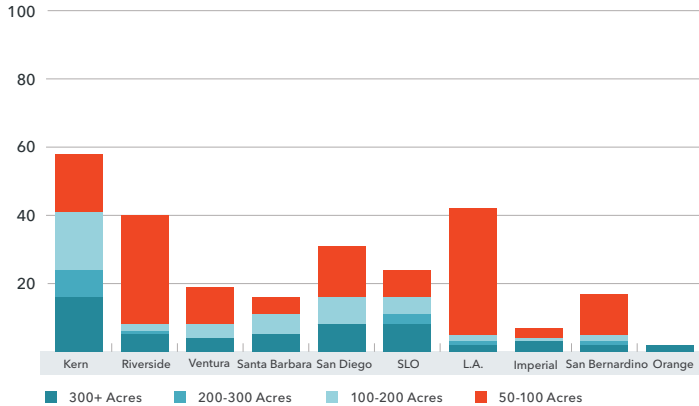
MAJOR LISTINGS

Property	County	Notes	Asking Price	Acres	\$/Acre
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
1820 Santa Monica Rd	Santa Barbara	Pistachios & Fallow	\$29,000,000	2,840	\$10,211
Highway 62 Midland Rd	Riverside	Vegetables / Row Crops, Dates, & Hemp	\$25,000,000	3,324	\$7,521
Wilkins Rd	Imperial	Citrus Orchard	\$19,900,000	1,754	\$11,345

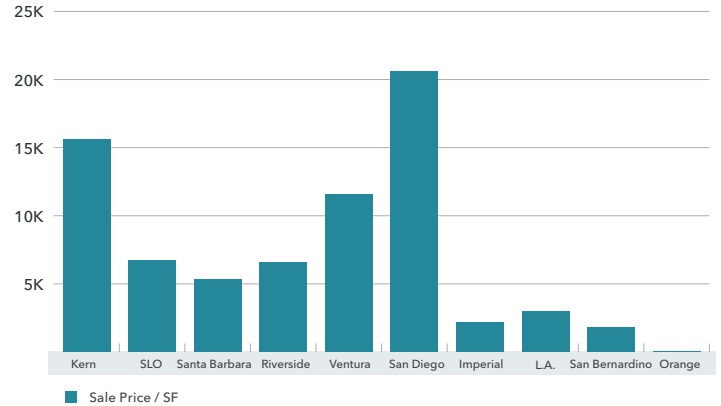
MARKET  
BREAKDOWN

	Total Count	Total Acres	Avg Listing Price	Avg \$/Acre
Imperial	7	6,733	\$3,900,000	\$14,000
Kern	58	15,586	\$4,500,000	\$15,000
Los Angeles	42	2,175	\$700,000	\$8,000
Orange	2	62	\$200,000	\$1,000
Riverside	40	2,974	\$5,100,000	\$34,000
San Bernardino	17	6,551	\$1,100,000	\$7,000
San Diego	31	1,817	\$2,250,000	\$12,000
San Luis Obispo	24	5,298	\$5,150,000	\$5,000
Santa Barbara	16	20,621	\$10,150,000	\$35,000
Ventura	19	11,530	\$10,150,000	\$22,000
Total	256	73,346	\$4,400,000	\$15,000

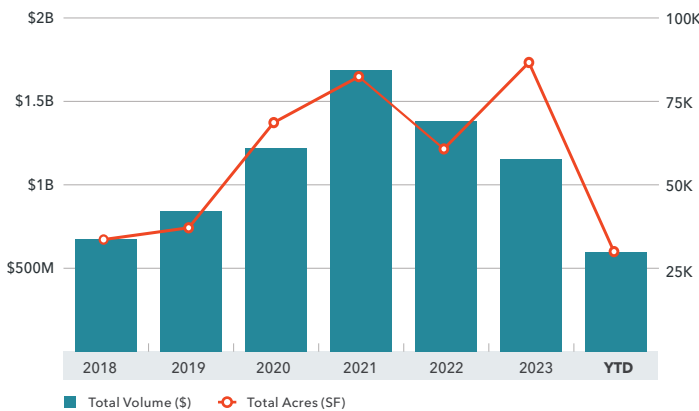
### CURRENT LISTINGS BY SIZE (COUNT)



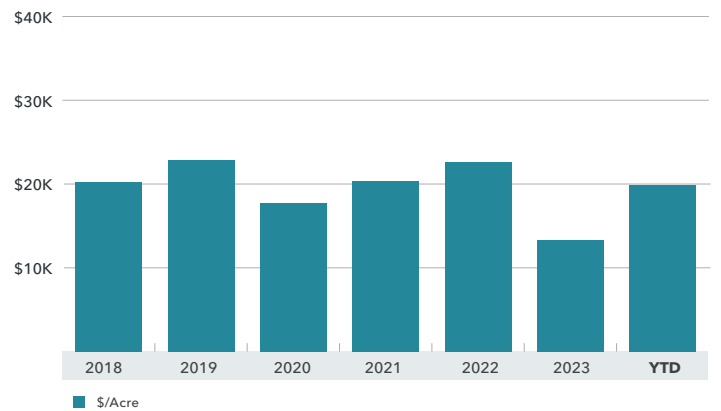
### CURRENT LISTINGS BY SIZE (TOTAL ACRES)



### SALES VOLUME



### AVERAGE SALES PRICE/ACRE



Data Source: CoStar



Kidder Mathews is the largest independent commercial real estate firm on the West Coast, with over 900 real estate professionals and staff in 19 offices across Washington, Oregon, California, Idaho, Nevada, and Arizona. We offer a complete range of brokerage, appraisal, asset services, consulting, and debt & equity finance services for all property types.

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

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#### COMMERCIAL BROKERAGE

**\$10B**

3-YEAR AVERAGE TRANSACTION VOLUME

**31.7M**

ANNUAL SALES SF

**42.4M**

ANNUAL LEASING SF

#### ASSET SERVICES

**55M SF**

MANAGEMENT PORTFOLIO SIZE

**800+**

ASSETS UNDER MANAGEMENT

**260+**

CLIENTS SERVED

#### VALUATION ADVISORY

**2,600+**

3-YEAR AVERAGE ASSIGNMENTS

**43**

TOTAL APPRAISERS

**27**

WITH MAI DESIGNATIONS

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