

Imperial County Market Trends

TODD MENVIELLE – SR. APPRAISER
FARM CREDIT WEST



2018 Crop Summary

Crop '000s Omitted	2013	2014	2015	2016	2017	2018
Apiary Products	\$4,708	\$4,441	\$4,779	\$4,357	\$5,837	\$8,461
Field Crops	\$470,461	\$530,849	\$422,319	\$381,181	\$365,819	\$507,849
Fruits & Nuts	\$100,019	\$95,909	\$83,277	\$80,098	\$85,186	\$83,909
Livestock & Dairy	\$617,371	\$410,512	\$502,065	\$468,176	\$452,708	\$532,130
Seed & Nursery	\$100,557	\$93,818	\$107,673	\$123,057	\$137,286	\$109,210
Vegetable & Melon Crops	\$865,401	\$723,260	\$805,021	\$1,006,345	\$1,018,764	\$984,472
Total	\$2,158,517	\$1,858,789	\$1,925,134	\$2,063,214	\$2,065,600	\$2,226,031

Source: Imperial County Agricultural Crop & Livestock Report, Agricultural Commissioner
(most recent available figures)

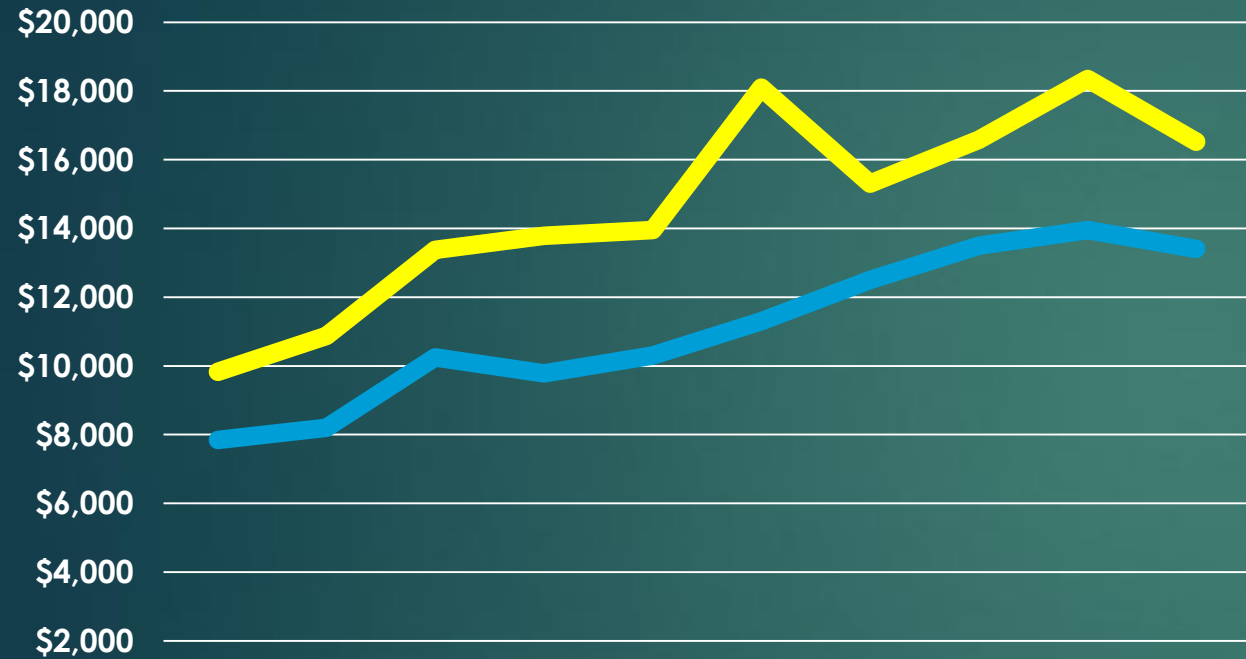


Top 10 Commodities

2018 Ranking	Commodity	Sales	2017 Ranking
1	Cattle	\$469,832,000	1
2	Alfalfa	\$218,455,000	3
3	Leaf Lettuce	\$122,627,000	2
4	Head Lettuce	\$115,162,000	4
5	Broccoli	\$100,982,000	5
6	Onion	\$98,644,000	7
7	Bermuda Grass	\$95,489,000	11
8	Spinach	\$84,291,000	6
9	Alfalfa Seed	\$68,459,000	8
10	Carrots	\$61,296,000	9

Good Adaptability

Price/Net Acre



\$0	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Low	\$7,850	\$8,200	\$10,250	\$9,780	\$10,300	\$11,300	\$12,500	\$13,500	\$13,950	\$13,400
High	\$9,825	\$10,875	\$13,375	\$13,785	\$13,950	\$18,100	\$15,300	\$16,575	\$18,345	\$16,525

Low High

Rent/Net Acre



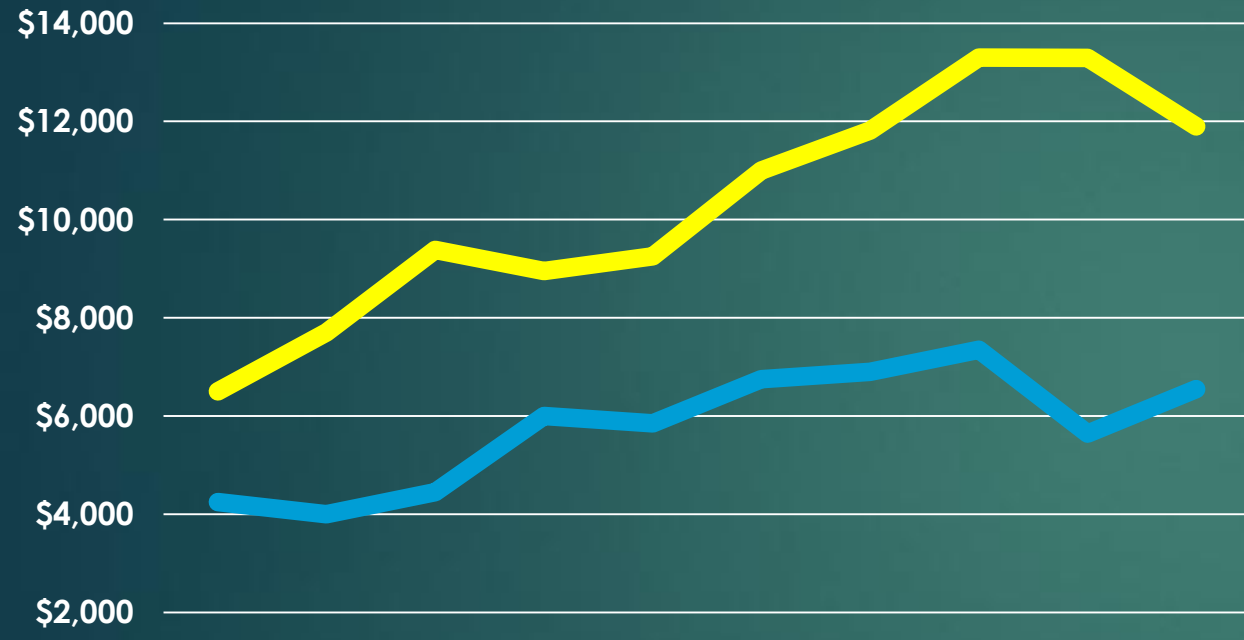
\$0	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Low	\$250	\$275	\$300	\$300	\$350	\$400	\$400	\$400	\$400	\$400
High	\$350	\$350	\$400	\$450	\$450	\$500	\$500	\$500	\$500	\$500

Low High



Average Adaptability

Price/Net Acre



\$0	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Low	\$4,250	\$4,000	\$4,450	\$6,000	\$5,850	\$6,750	\$6,900	\$7,350	\$5,642	\$6,550
High	\$6,500	\$7,700	\$9,380	\$8,950	\$9,250	\$11,000	\$11,815	\$13,300	\$13,295	\$11,900

Low High

Rent/Net Acre



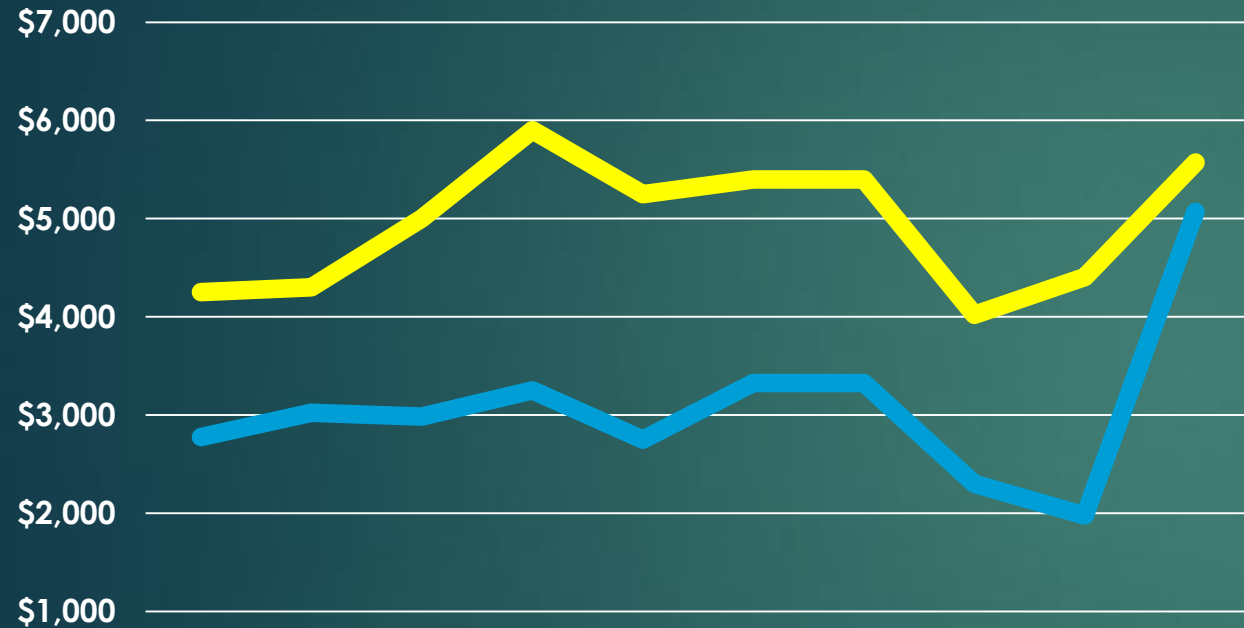
\$0	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Low	\$165	\$225	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
High	\$225	\$300	\$350	\$350	\$350	\$400	\$400	\$400	\$400	\$400

Low High



Limited Adaptability

Price/Net Acre



\$0	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Low	\$2,775	\$3,024	\$2,985	\$3,250	\$2,750	\$3,325	\$3,325	\$2,300	\$1,976	\$5,070
High	\$4,250	\$4,300	\$5,000	\$5,900	\$5,250	\$5,400	\$5,400	\$4,021	\$4,405	\$5,571

Low High

Rent/Net Acre



\$0	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Low	\$100	\$175	\$200	\$200	\$200	\$200	\$175	\$175	\$175	\$175
High	\$135	\$250	\$250	\$250	\$250	\$225	\$225	\$225	\$225	\$250

Low High



Summary

- All water rights are appurtenant to the land and cannot be sold separately. The water belongs to the IID as a public utility and is managed in trust by a board of directors elected by the water users. Water can currently be purchased at a rate of \$20.00 per acre foot with a \$3.80 per acre water availability charge. There are no other irrigation water sources available to the area. Water quality and quantity is reasonable and dependable within IID's service area.
- **Good Quality Land:** Capable of growing all crops grown in the Imperial Valley including vegetables. Sales of produce quality land has been stable with nine sales in 2019. Prices paid for good quality land were stable, ranging from \$13,400 to \$16,525 per net acre. Rents are stable, ranging from \$400 to \$500 per net acre.
- **Average Quality Land:** Mainly able to support forage crops with some of the better quality average ground able to support some vegetables. This type of farmland was the most active of the three with 20 closed sales in 2019. Prices paid for this type of land has remained stable. The range of value for this land was \$6,550 to \$11,900 per net acre. Rents are stable, ranging from \$250 to \$400 per net acre.
- **Limited Quality Land:** Able to support forage crops. There have been few sales of limited quality land with only two sales in 2019. Sales ranging from \$5,070 to \$5,571 per net acre. Rents for this quality of land are stable ranging from \$175 to \$250 per net acre.
- **Organic Farmland Rent:** Stable to slightly decreasing and range from \$450 to \$600 per net acre. Some less adaptable organic ground in less desirable locations is being converted back to conventional ground. Organic farmland sales are limited. Historically organic ground does not sell for a premium, sales prices are similar to conventional farm ground.

