



**Institutional Agriculture Investment**

**BOBBY WUERTZ**

**LANDADVISORS.COM**

# SOURCES OF CAPITAL



Pension Funds



Endowments



Family Office



Foundations



Corporations



Public  
Equity



Crowdfunding



US & Foreign  
Capital



- **Fiduciary Duty to Maximize Returns for Client**
- **Natural Capital**
- **Long Term Interests in Agriculture**  
(Underwriting does not involve appreciation from other commercial development uses)

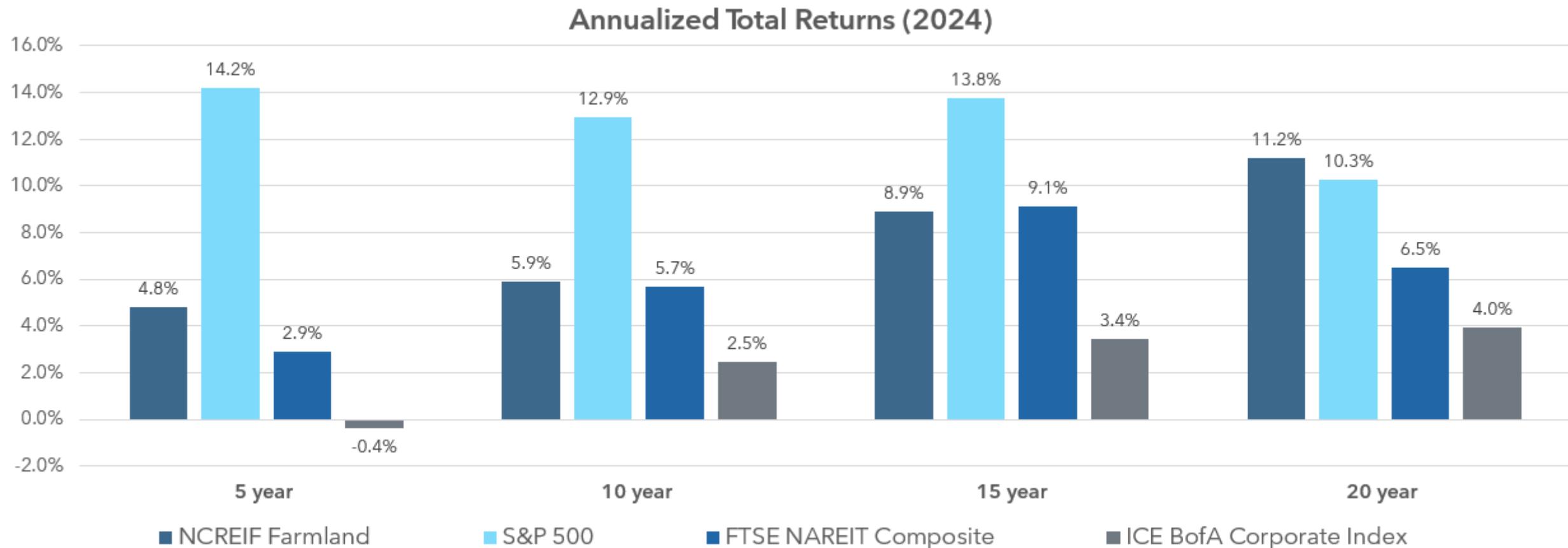
# TYPES OF FARMLAND INVESTMENT

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- Row Crops
- Permanent Crops
- Value Add
- Tenants
- Direct Operate
- Vertical Integration

# WHY FARMLAND?

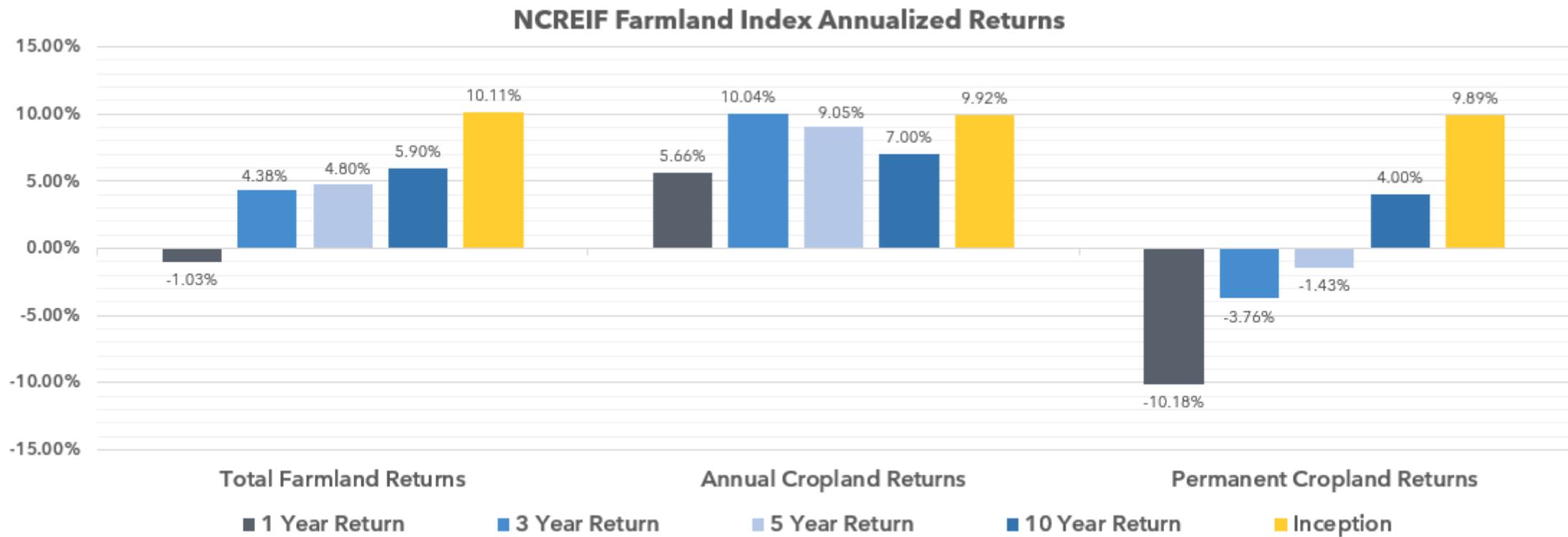
- Diversification
- Inflation Hedge
- Low Correlation with Other Asset Classes
- Stability
- Cash Yields
- Appreciation



# NCREIF FARMLAND INDEX

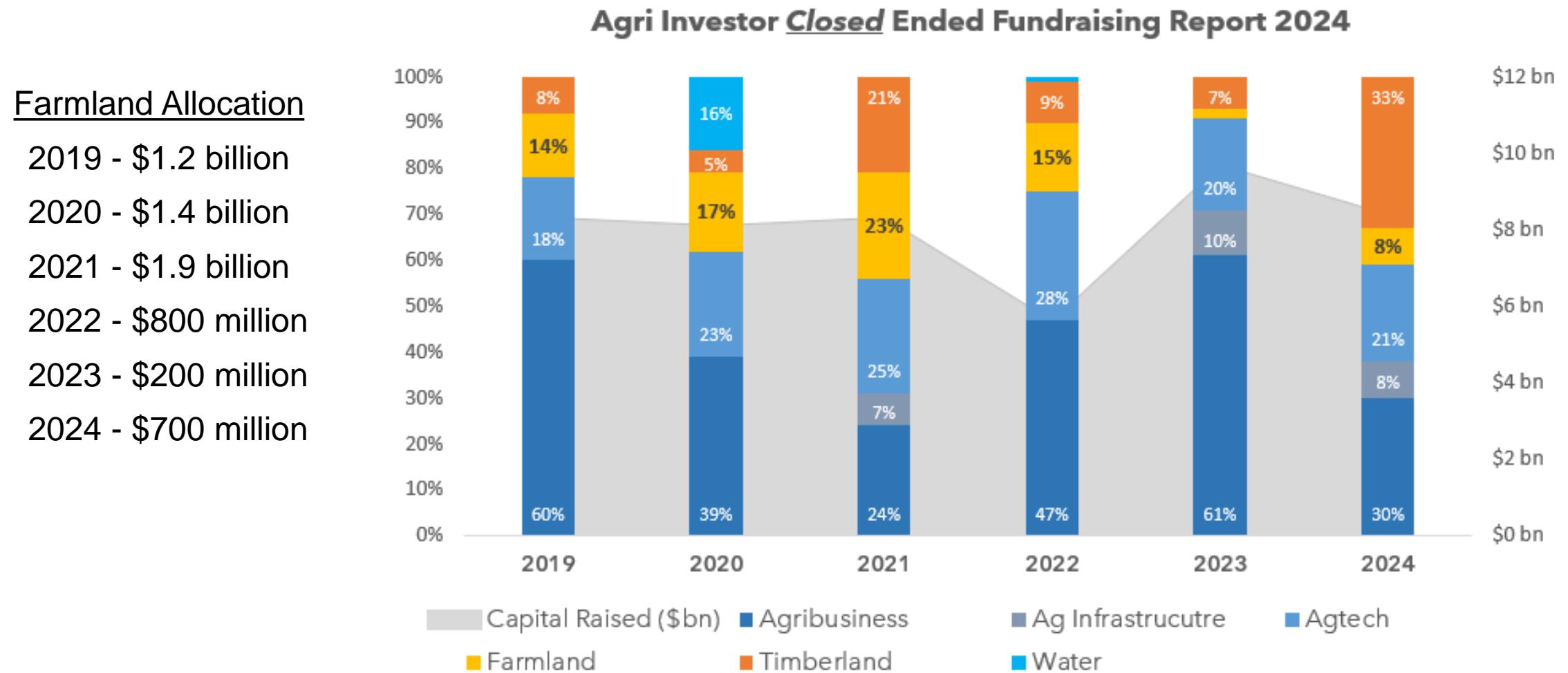
The NCREIF Farmland Index (NFI) is a performance benchmark that tracks the investment of institutional-grade U.S. agriculture properties acquired in the private market for investment purposes only

- Started in 1991 - Valued at ±\$1 billion | Current Value ±\$16 billion

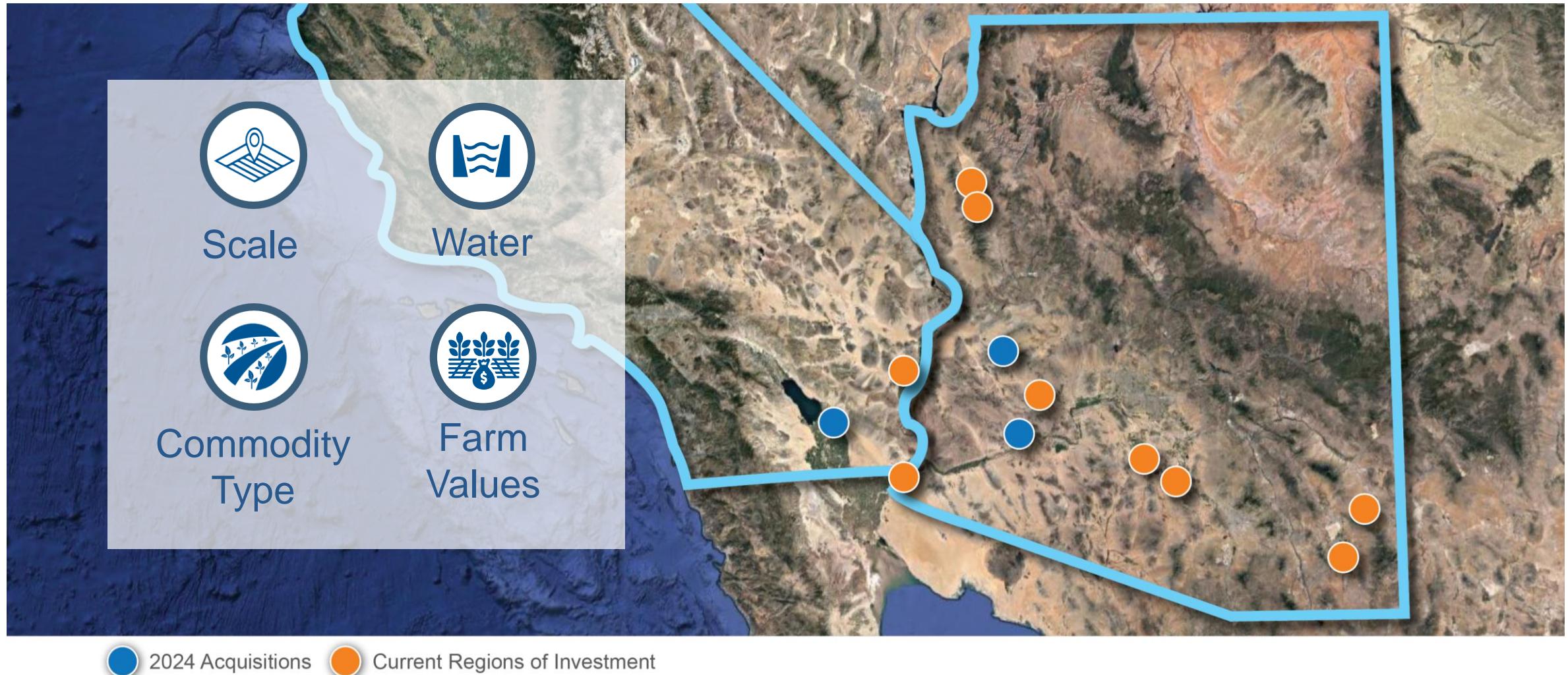


# Close Ended Ag Funds

The Agri Investor Fundraising Report is a research publication that tracks capital raised by investment funds focused on agriculture, farmland, and agribusiness.



# 2024 MARKET ACTIVITY



# MARKET TRENDS

## TAILWINDS

- Diversity of Commodities
- Irreplaceable Growing Regions
- Turnkey Farms Retained Value

## HEADWINDS

- Water Availability (Region Specific)
- Other Real Estate Influencers (Region Specific)
- Higher Return Expectations
- Tariffs, Politics, Trade War

# BOBBY WUERTZ

## Agricultural Land Advisor



Bobby Wuertz is head of the Agriculture Land Services Team for CA and AZ and is in the Phoenix office of the Land Advisors Organization. Bobby comes from a multi-generation farm family in Coolidge, Arizona. He pairs his life-long involvement with agricultural production and his real estate background to close successful land transactions for agricultural investment funds, farm families, and real estate investors. He is a licensed real estate agent in Arizona and California.

Prior to Land Advisors, Bobby was a principal in a 4,000-acre farm operation, worked for Arizona Drip Systems and was involved in a cotton marketing cooperative that represented farmers in California, Arizona, New Mexico and Texas.

Bobby is the President of the Pinal 40 Organization, which supports local youth and promotes agriculture education. He is a member of the Ag100 council, the American Society of Farm Managers and Rural Appraisers, a graduate of Project CENTRL (Center for Rural Leadership), and he graduated from the University of Arizona with a degree in agriculture economics.

### CONTACT INFORMATION

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