

IMPERIAL COUNTY MARKET TRENDS

Presented by Jake Cutler, ARA

Grattan Park Inc.

www.grattanpark.com



IMPERIAL IRRIGATION DISTRICT



QUICK STATS

- ❖ IID was formed in 1911.
- ❖ District spans approximately 520,000 acres.
- ❖ Present perfected right to 2.6 million AF.
- ❖ Possesses California Priority 3 Right to Colorado River.
- ❖ Water cost is \$20 per acre foot.
- ❖ Major producer of forage crops, ~~sugar beets~~, winter vegetables, melons.
- ❖ Important producer of dates, citrus, seed crops, wheat, and carrots, and onions.

2025 Market Drivers

- **Low crop prices (Alfalfa)**
- **Sugar Beet Plant Closure**
- **Summer Fallowing Program**
- **Water Speculation**
- **Arable Land Scarcity**
- **Lithium / Geothermal**

Imperial Valley Land Values

Land Use	Value Range (2024-25)		Market Activity	Value Trend	Rent Range
	Per Gross Acre	Per Net Acre			
Good Adaptability (Produce)	\$11,500 - \$14,500	\$12,500 - \$15,000	Limited	Declining	\$400 - \$550
Average Adaptability (Alfalfa)	\$7,000 - \$11,000	\$7,250 - \$12,000	Limited	Declining	\$250 - \$400
Limited Adaptability	\$2,000- \$5,000	\$2,000 - \$5,000	Very Limited	Stable	<\$200
Organic	No Premium	No Premium	Fair	Stable	\$450-\$650

Questions?

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