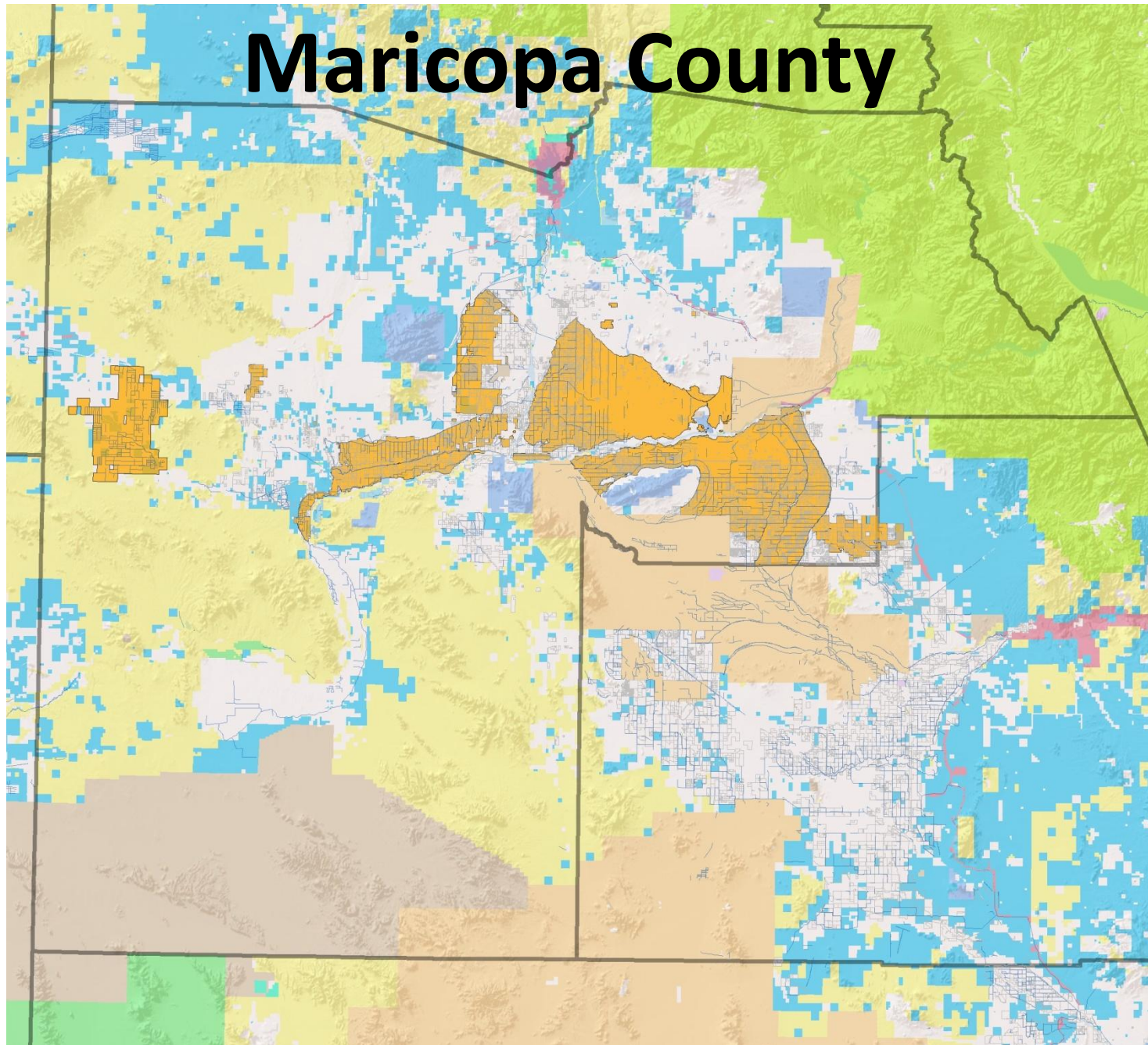


# Maricopa County Market Trends

Charlie Havranek – Broker & Appraiser  
Southwest Land Associates



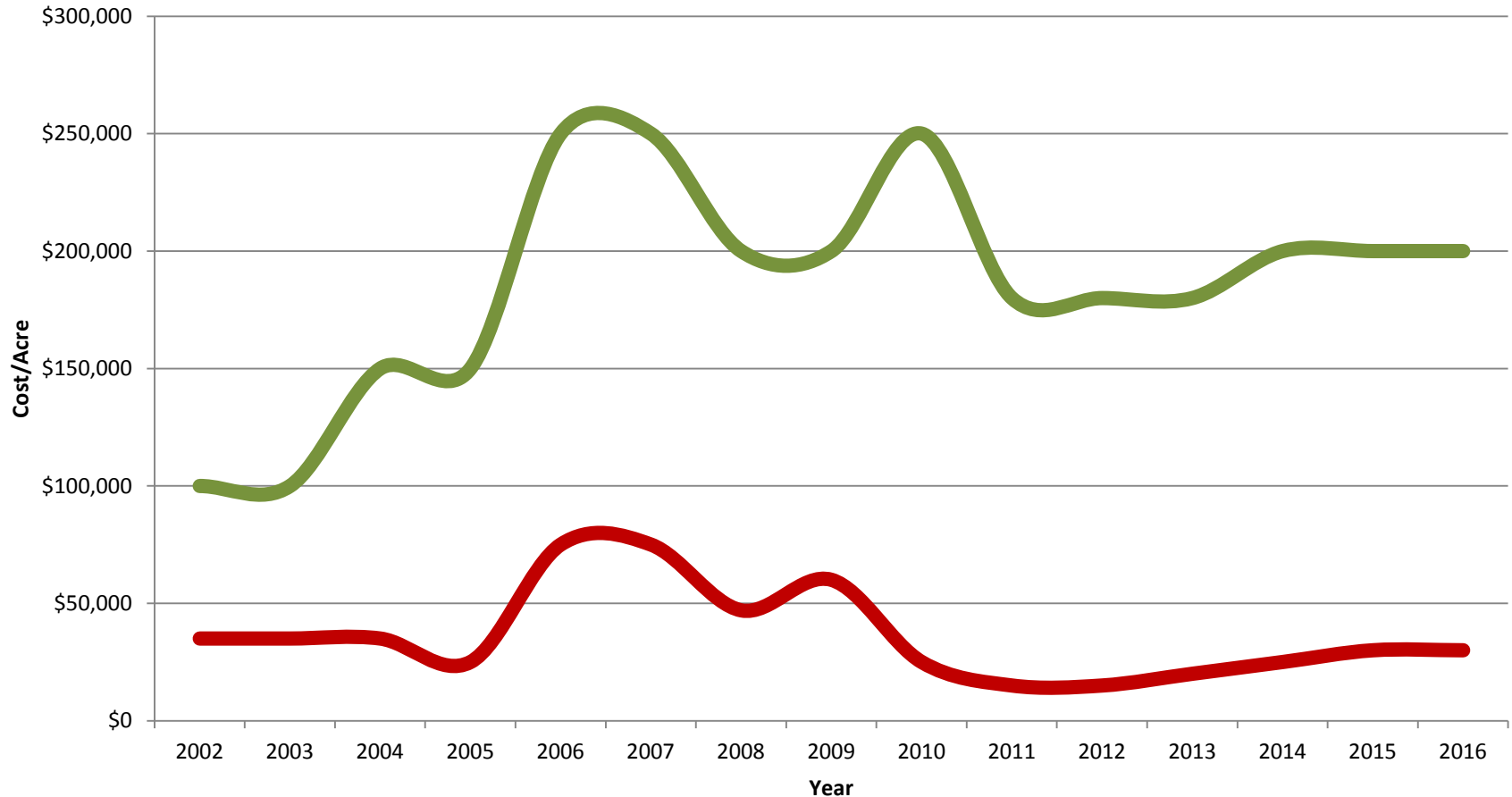
# Maricopa County



Irrigation District	Water Source/Cost	Sale Price per Acre	Sale Price Activity/Trend	Rent Range per Acre	Rental Activity/Trend
<b>Salt River Project</b>	Surface & Pump Surface: \$15/AF Pumped: \$46/AF Assess: \$32/AC	\$30,000 to \$200,000+ (Demand for development)	Increasing activity & Prices. (Non-Ag Influence –mostly infill.)	\$175 to \$300, Higher end of range indicates use for specialty crops	All Rented (Very little left for AG)/ Increasing within the range.
<b>Buckeye I.D. (Southwest Valley Metro Fringe Area)</b>	Surface & Pump Surface: \$18/AF Assess: \$7.30/AC	\$20,000 to \$30,000+	Increasing activity/ increasing prices.	\$175 to \$325	All Rented/ Increasing Trend within the range.
<b>Roosevelt I.D. (West Valley Metro Fringe Area)</b>	Surface & Pump \$50/AF Assess: \$27.10/AC Wells: \$30-\$55/AF	\$30,000 to \$45,000+	Increasing activity & prices. (Non-Ag Influence –mostly infill.)	\$125 to \$225	All rented/Stable.
<b>Roosevelt W.C.D. (Southeast Valley Metro Fringe Area)</b>	Surface & Pump \$23.75/AF Wells: \$38-\$65/AF Assess: \$122/AC.	\$50,000 to \$200,000+ (Demand for development)	Increasing activity & prices. (Non-Ag influence)	\$150 to \$250+	All Rented/ Increasing within the range.
<b>Harquahala Valley I.D. (Non Metro Area 65 miles west of Phoenix)</b>	Surface & Pump CAP: \$64.50/AF Wells: \$42-\$55/AF Assess: \$16.10/AC	\$6,500 to \$8,000 (Invest/Spec. Demand)	After a few years of little activity, buyers are more active	\$80 to \$200 Varying w/water supplies \$100 to \$150 is typical.	Stable/ Increasing, especially for those farms with adequate well water supplies.
<b>Queen Creek I.D. (SE Valley Metro Fringe Area)</b>	Surface & Pump CAP: \$53/AF. Wells: \$48 - \$85/AF Assess: \$0/AC	\$50,000 to \$100,000+ (Invest/Spec. Demand)	Increasing activity & prices.	\$150 to \$250	Stable/Increasing within the range.
<b>Maricopa Water District (NW Valley Area)</b>	Surface & Pump Surface: \$42/AF Wells: \$45 - \$80/AF Assess: \$0/AC	\$45,000+ \$150,000+ (Demand for development)	Increasing activity & prices. (Suburban Non-Ag influence).	\$150 to \$400 Higher end of range indicates use for specialty crops	Stable/Increasing within the range
<b>Tonopah I.D. (40 miles west of Phoenix)</b>	Surface & Pump CAP: \$32/AF Wells: \$40 - \$80/AF Assess: \$1/AC	\$10,000+	Increasing activity & prices.	\$150 to \$200	Stable/Increasing within the range
<b>Desert Pump Farms (Non-District, Rainbow Valley, Aguila, Hyder, Gila Bend)</b>	Pump (Shallow to Deep Lift) \$30 to \$100/AF Assess: N/A	\$2,500 to \$9,000 (Varying w/ water costs, supplies & location.)	Increasing activity & prices.	\$100 to \$200+ Varying w/ water costs and suitability for specialty crops.	Increasing/ Increasing, especially for those farms with adequate well water supplies and drip irrigation.
<b>Arlington Canal Company</b>	Surface: Surface: \$20/AF Assess: \$14/AC	No Activity	One sale in 2012	\$200 to \$350	Stable/ Increasing within the range.
<b>Paloma Irrigation &amp; Drainage District</b>	Surface & Pump \$43/AF Assess. \$7.00/AC	\$9,000	Negligible.	\$150 to \$200, varying with soils and water.	Stable/ Increasing within the range.

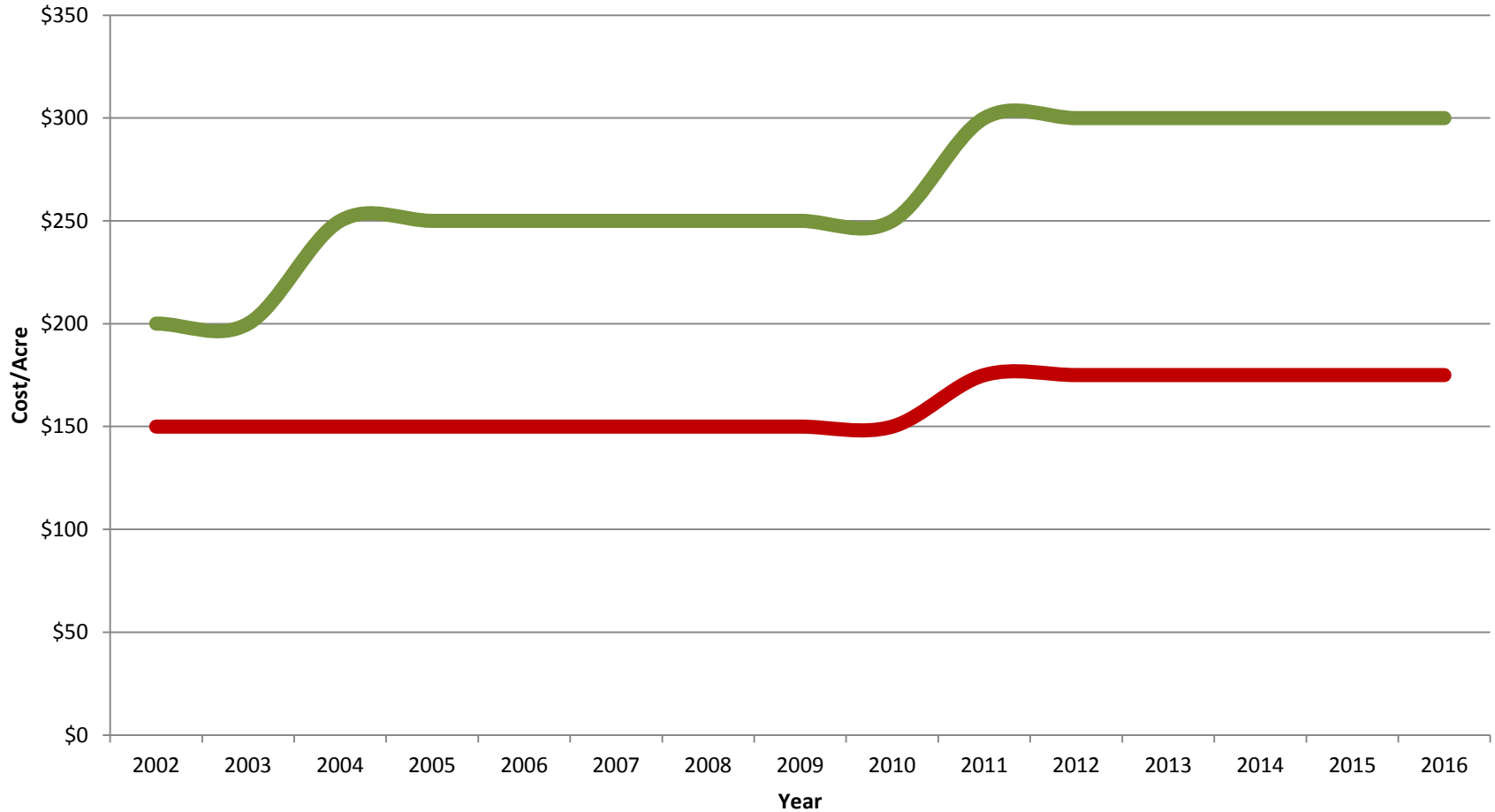
# Salt River Project Water Users Assoc.

## Sale Price Value/Acre

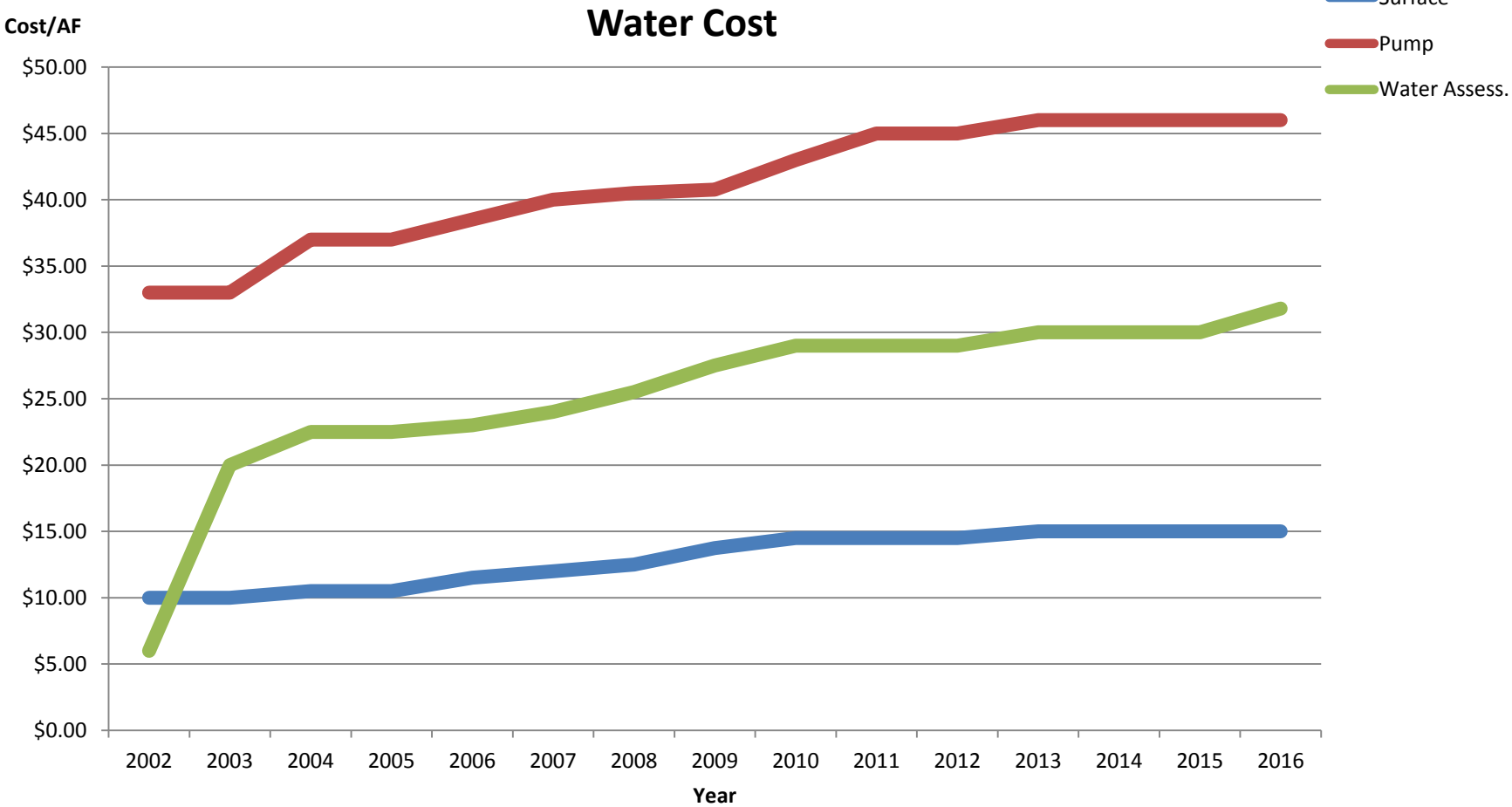


# Salt River Project Water Users Assoc.

## Annual Cash Rents

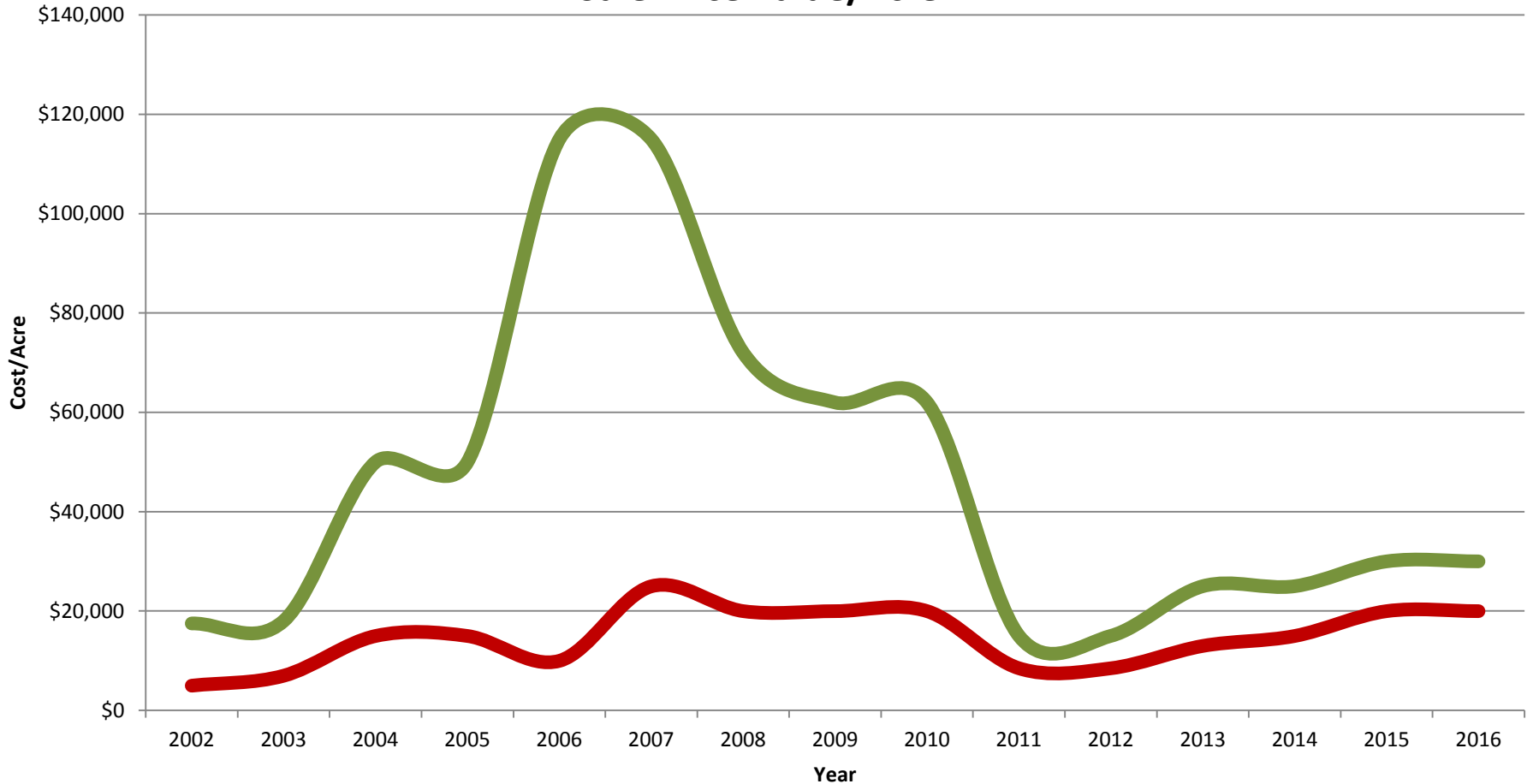


# Salt River Project Water Users Assoc.



# Buckeye I.D. (Metro Fringe & Non-Metro)

## Sale Price Value/Acre



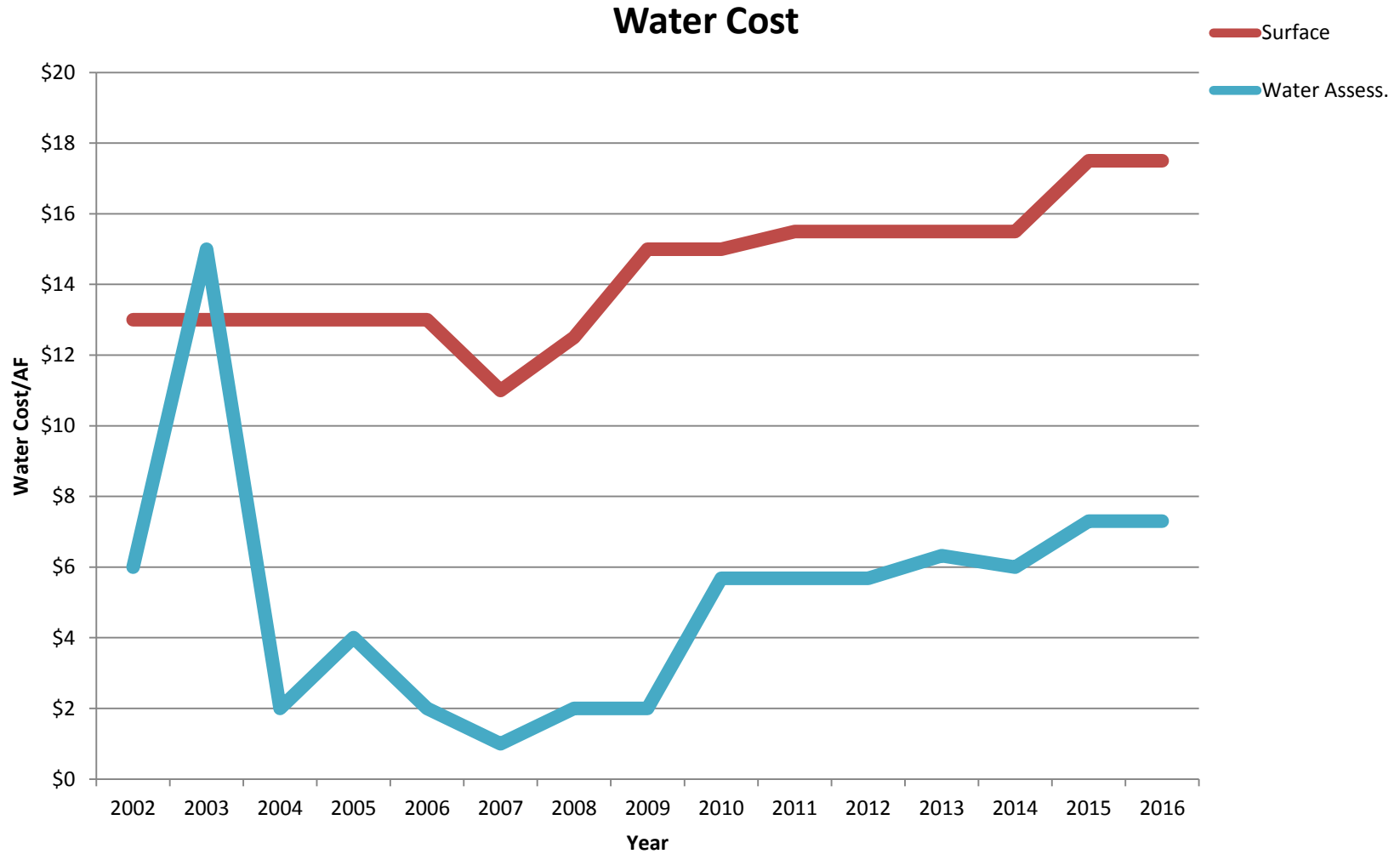
# Buckeye I.D. (Metro Fringe & Non-Metro)

## Annual Cash Rents





# Buckeye I.D. (Metro Fringe & Non-Metro)



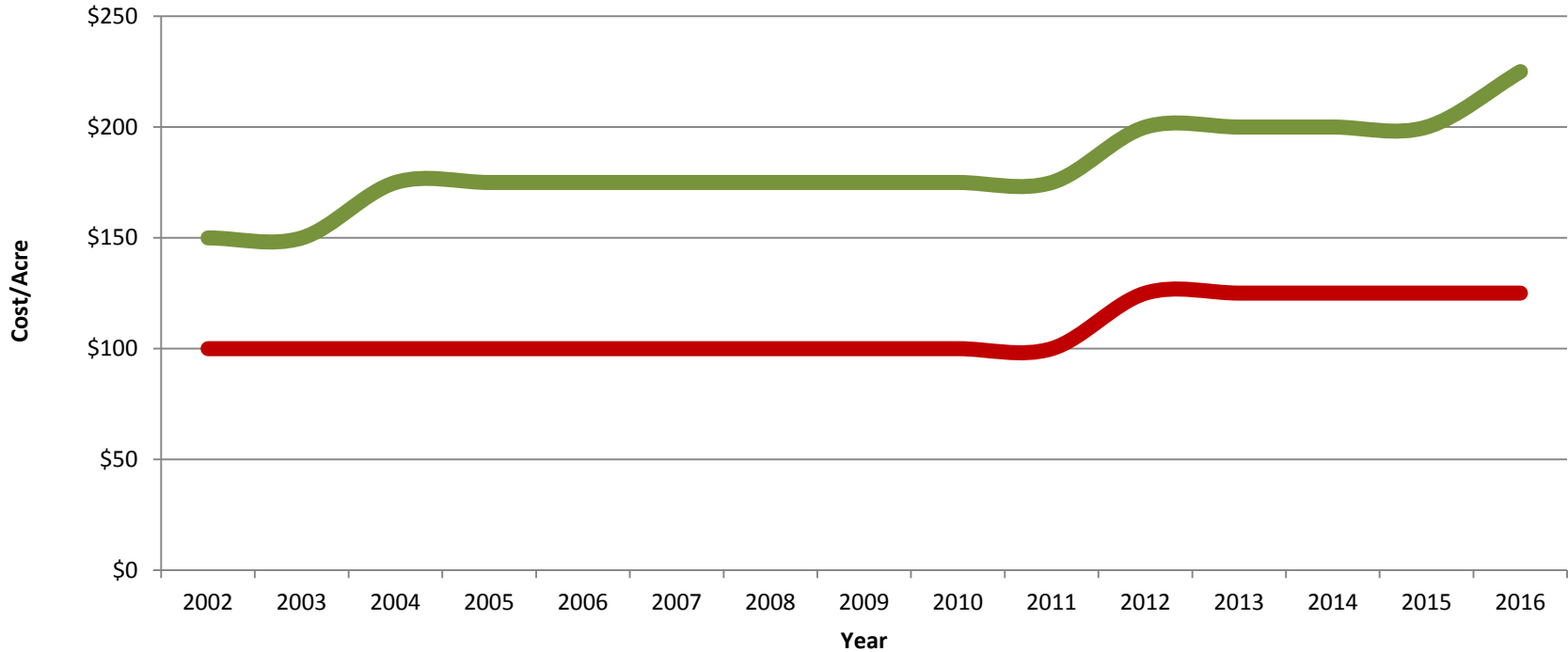
# Roosevelt Irrigation District

## Sale Price Value/Acre



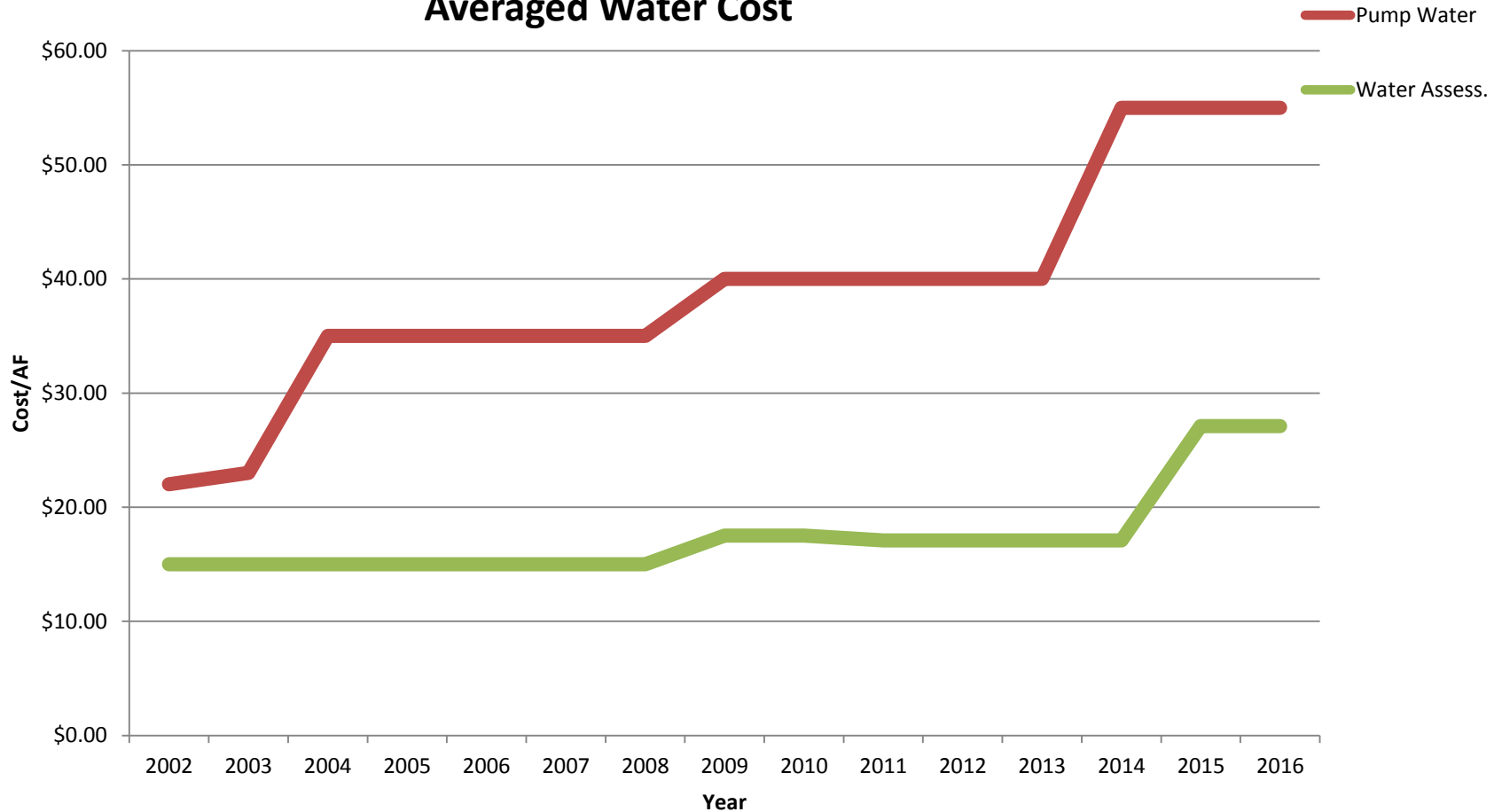
# Roosevelt Irrigation District

## Annual Cash Rents



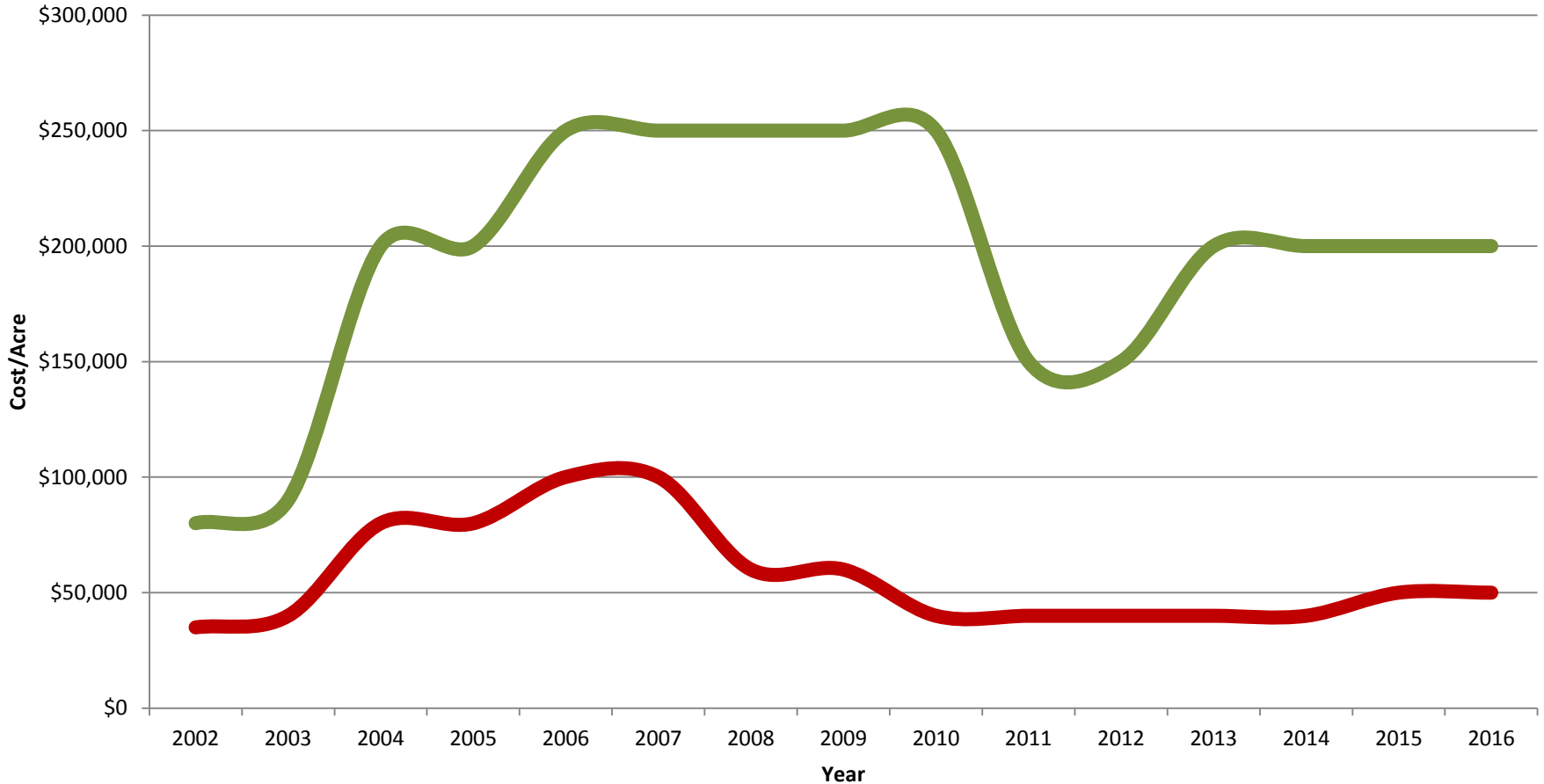
# Roosevelt Irrigation District

## Averaged Water Cost



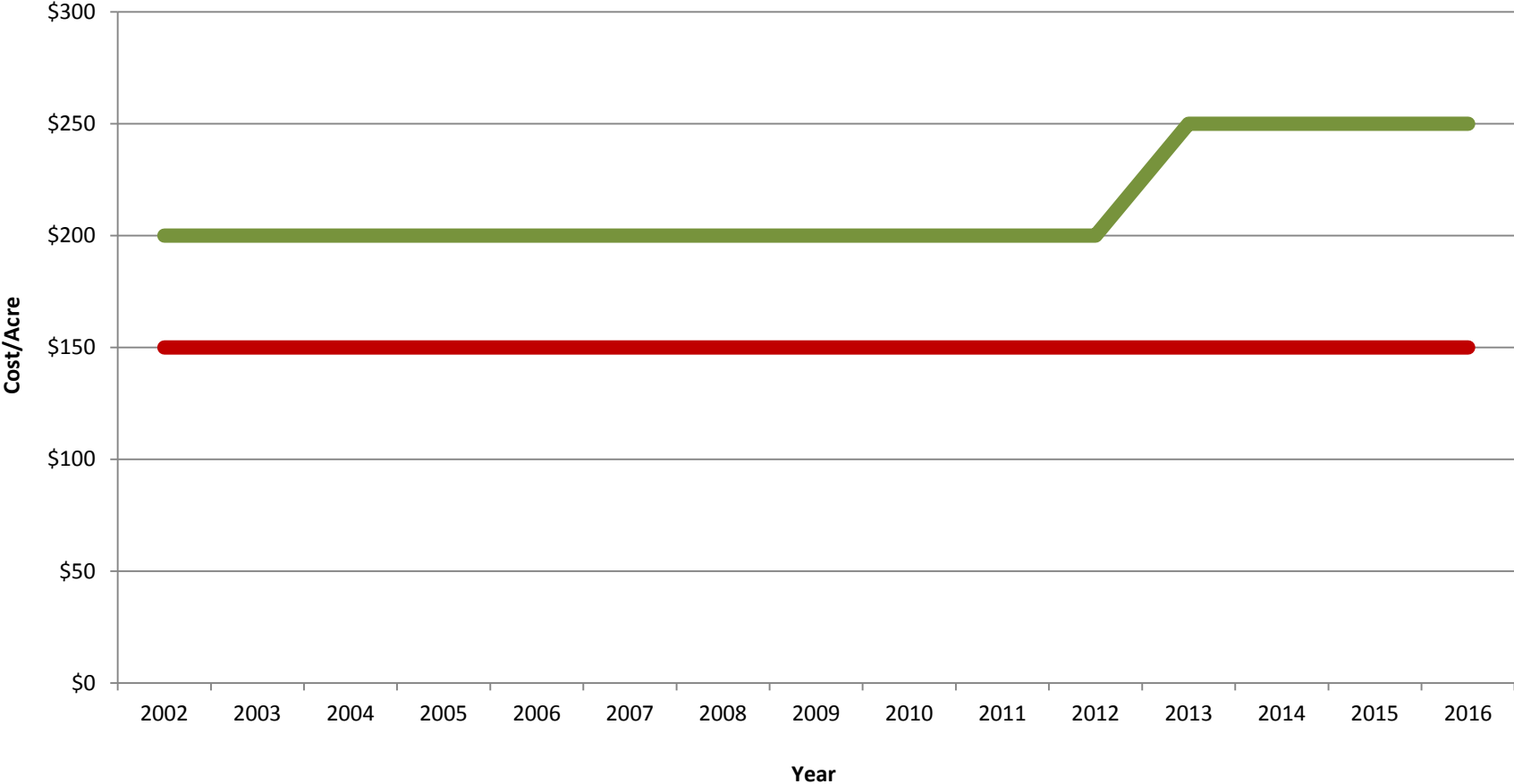
# Roosevelt Water Conservation District

## Sale Price Value/Acre

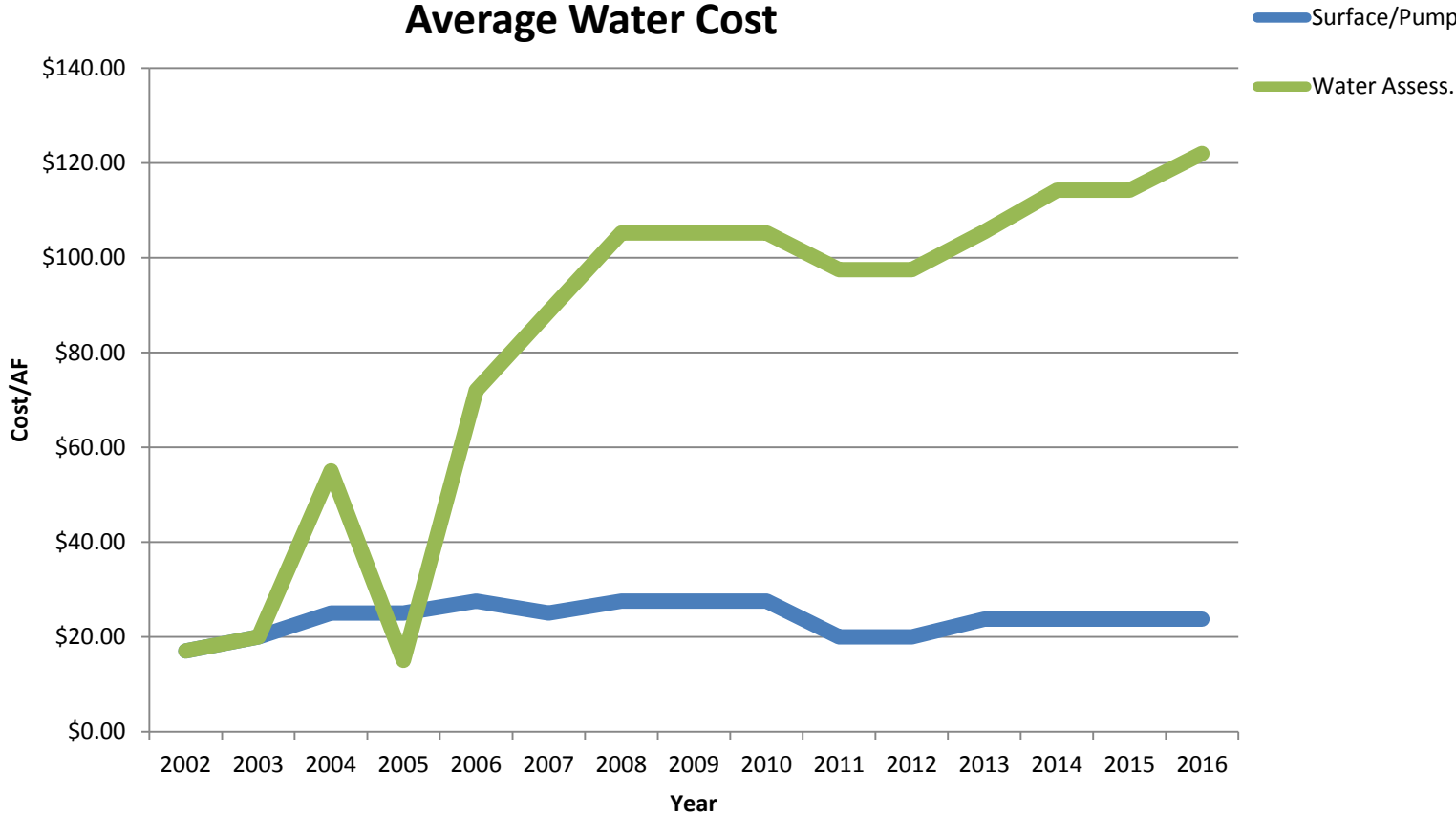


# Roosevelt Water Conservation District

## Annual Cash Rents



# Roosevelt Water Conservation District



# Harquahala Valley Irrigation District

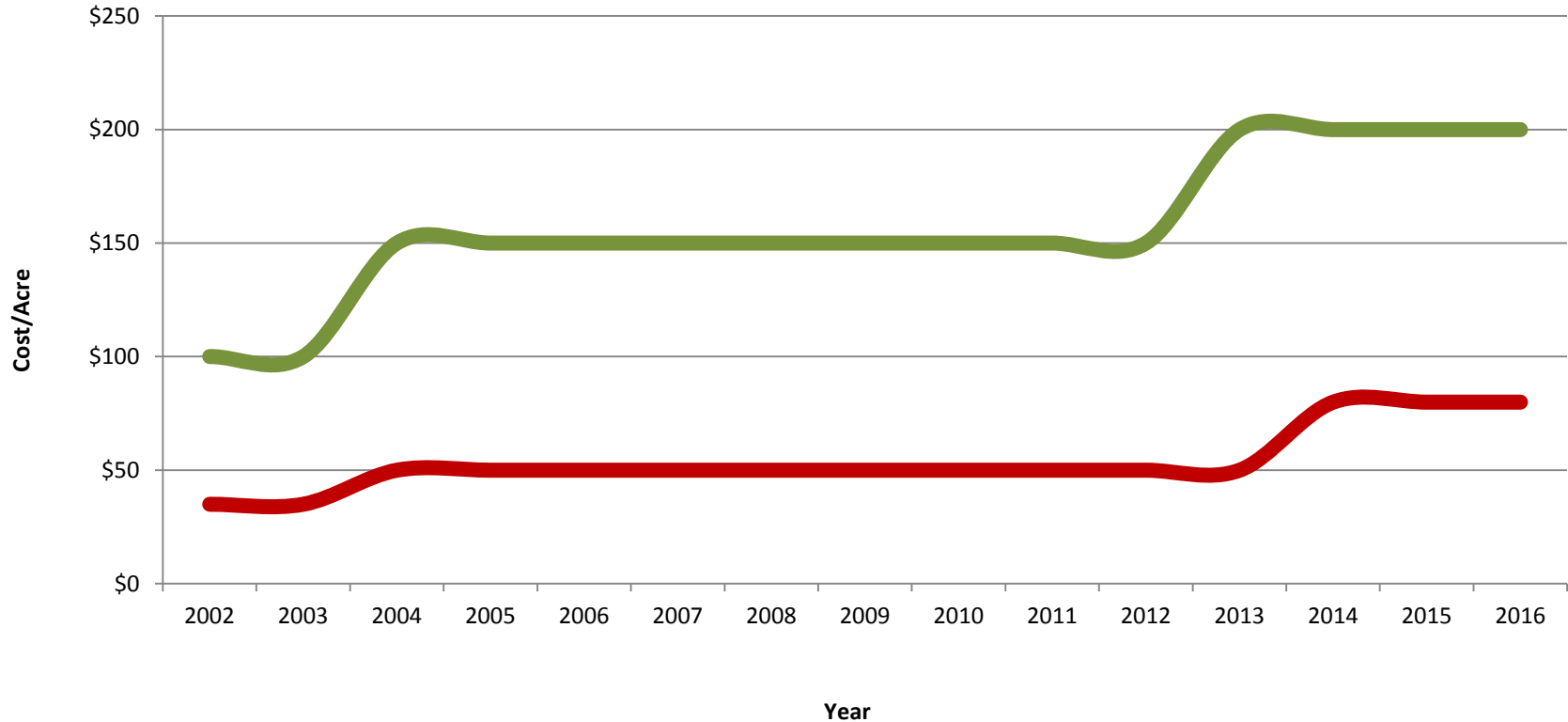
## Sale Price Value/Acre





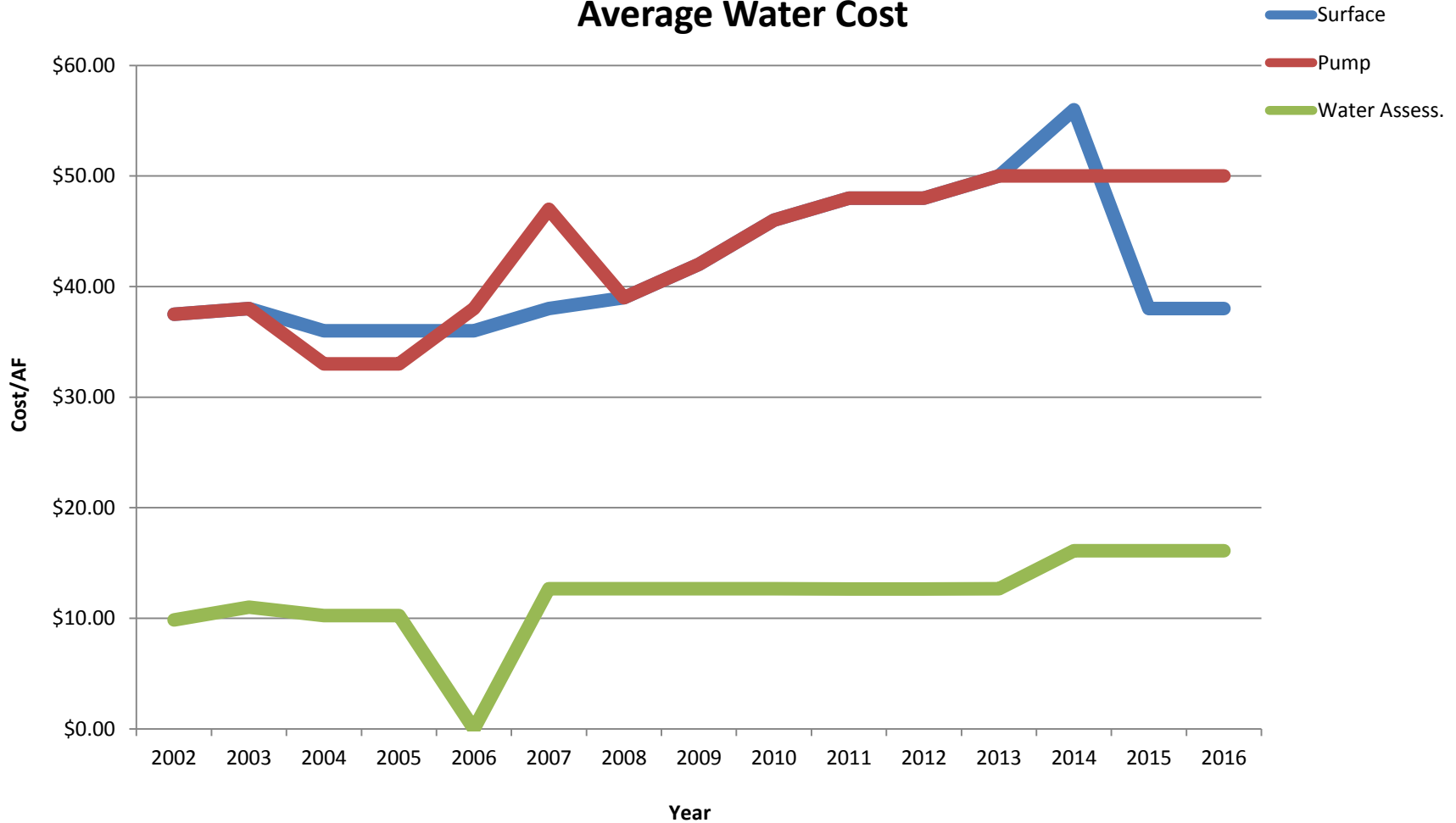
# Harquahala Valley Irrigation District

## Annual Cash Rents



# Harquahala Valley Irrigation District

## Average Water Cost



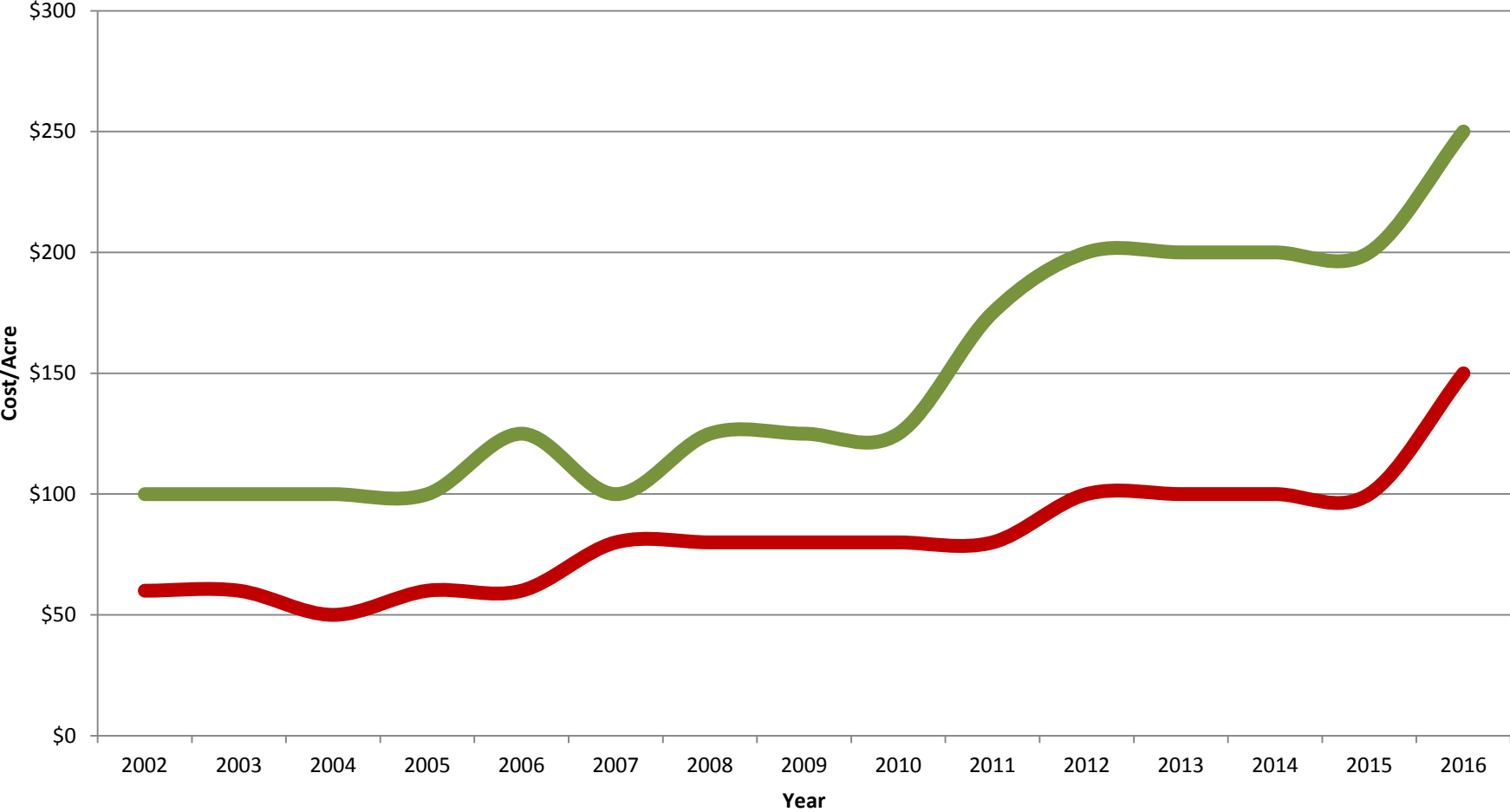
# Queen Creek Irrigation District

## Sale Price Value/Acre



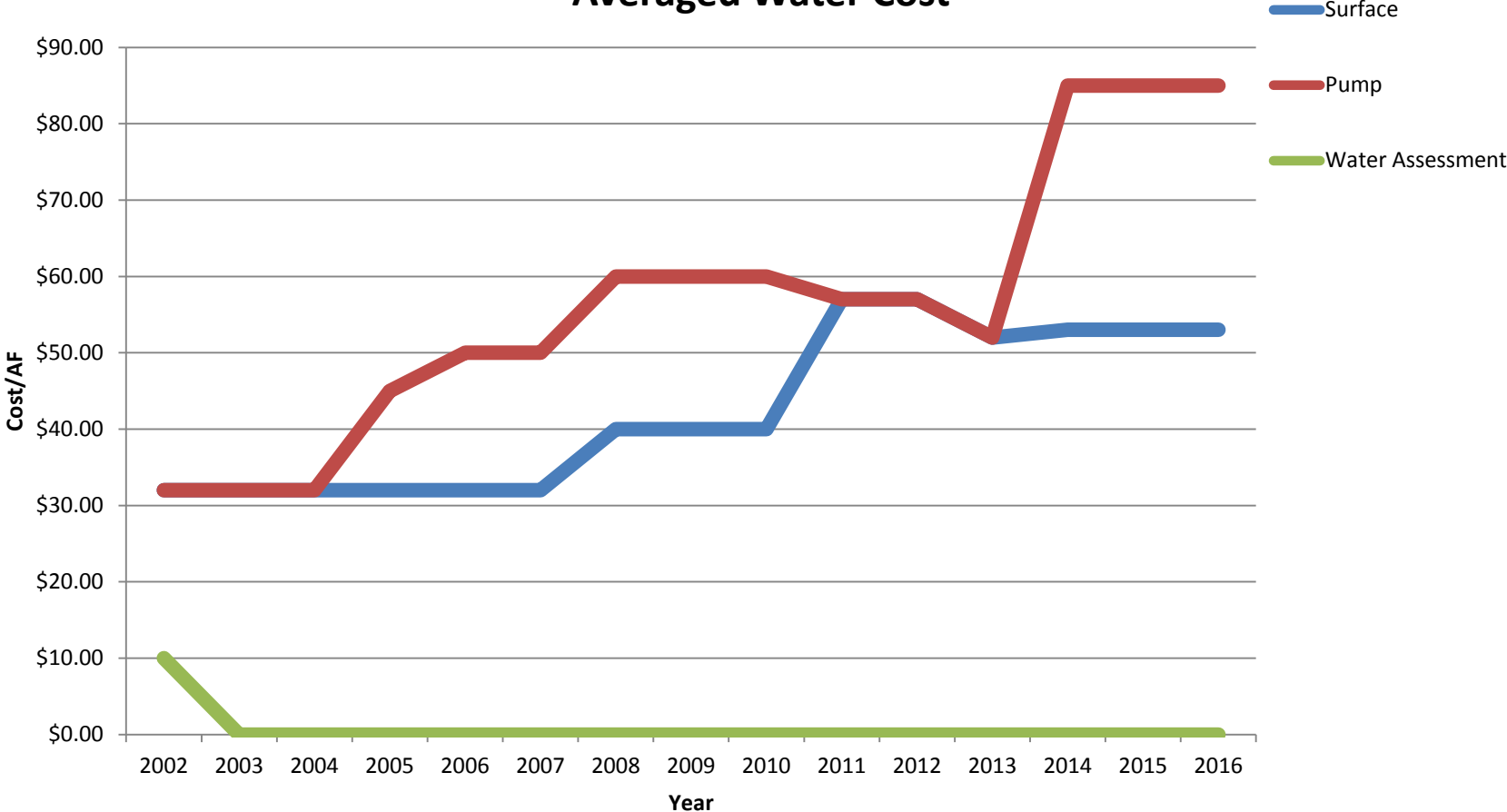
# Queen Creek Irrigation District

## Annual Cash Rents



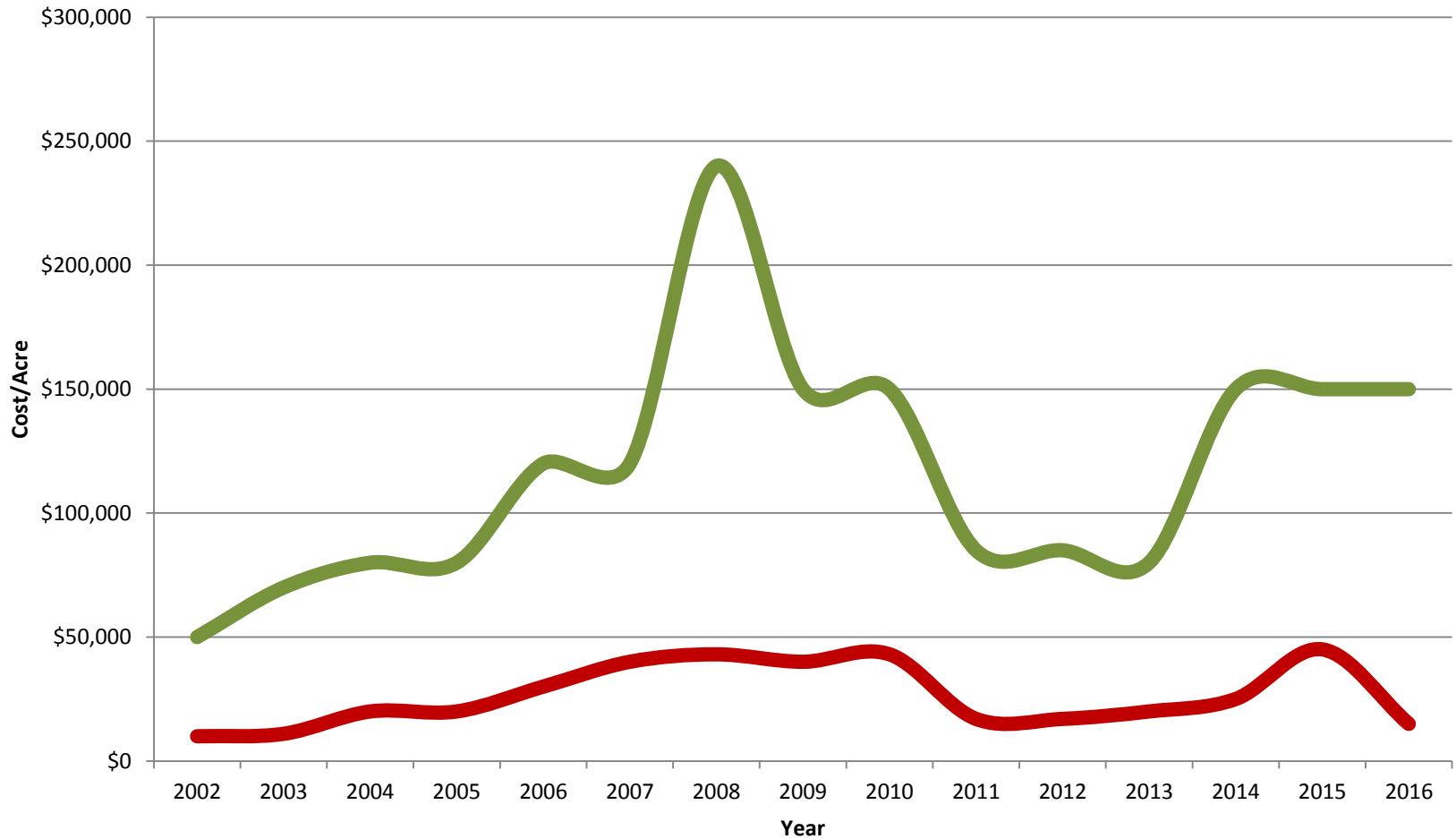
# Queen Creek Irrigation District

## Averaged Water Cost



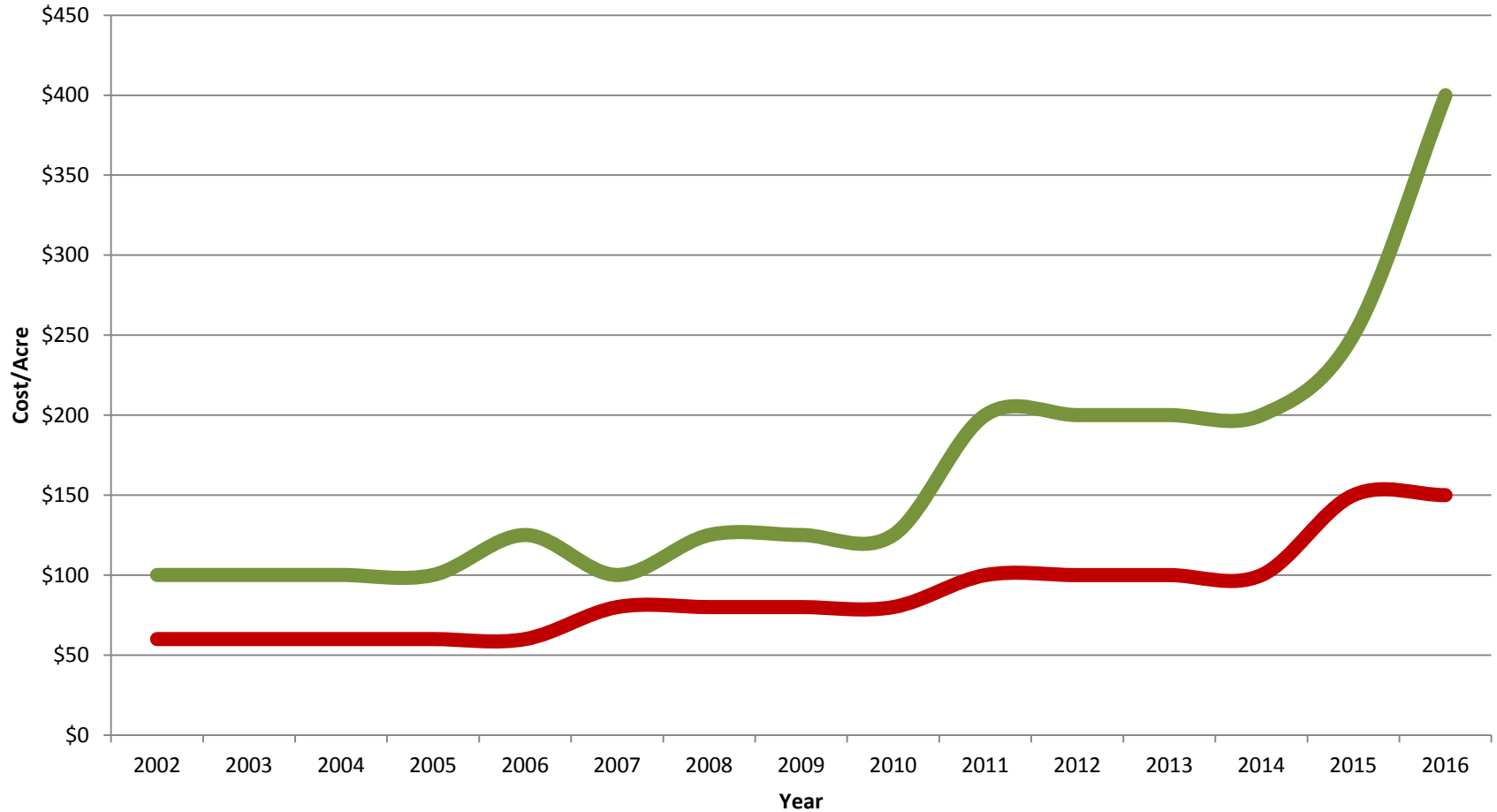
# Maricopa Water District (NW Valley Metro Fringe Area)

## Sale Price Value/Acre



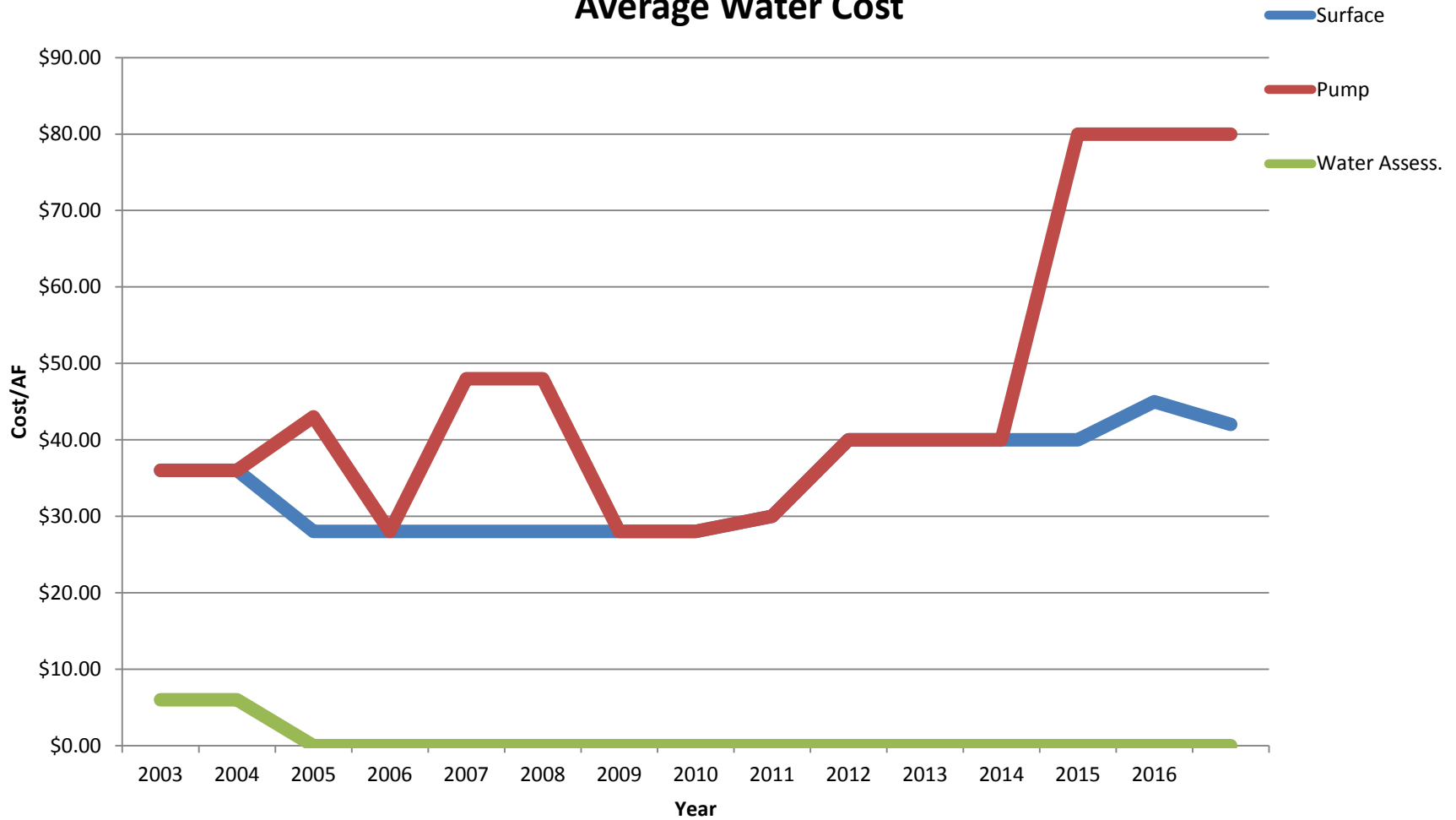
# Maricopa Water District (NW Valley Metro Fringe Area)

## Annual Cash Rents



# Maricopa Water District (NW Valley Metro Fringe Area)

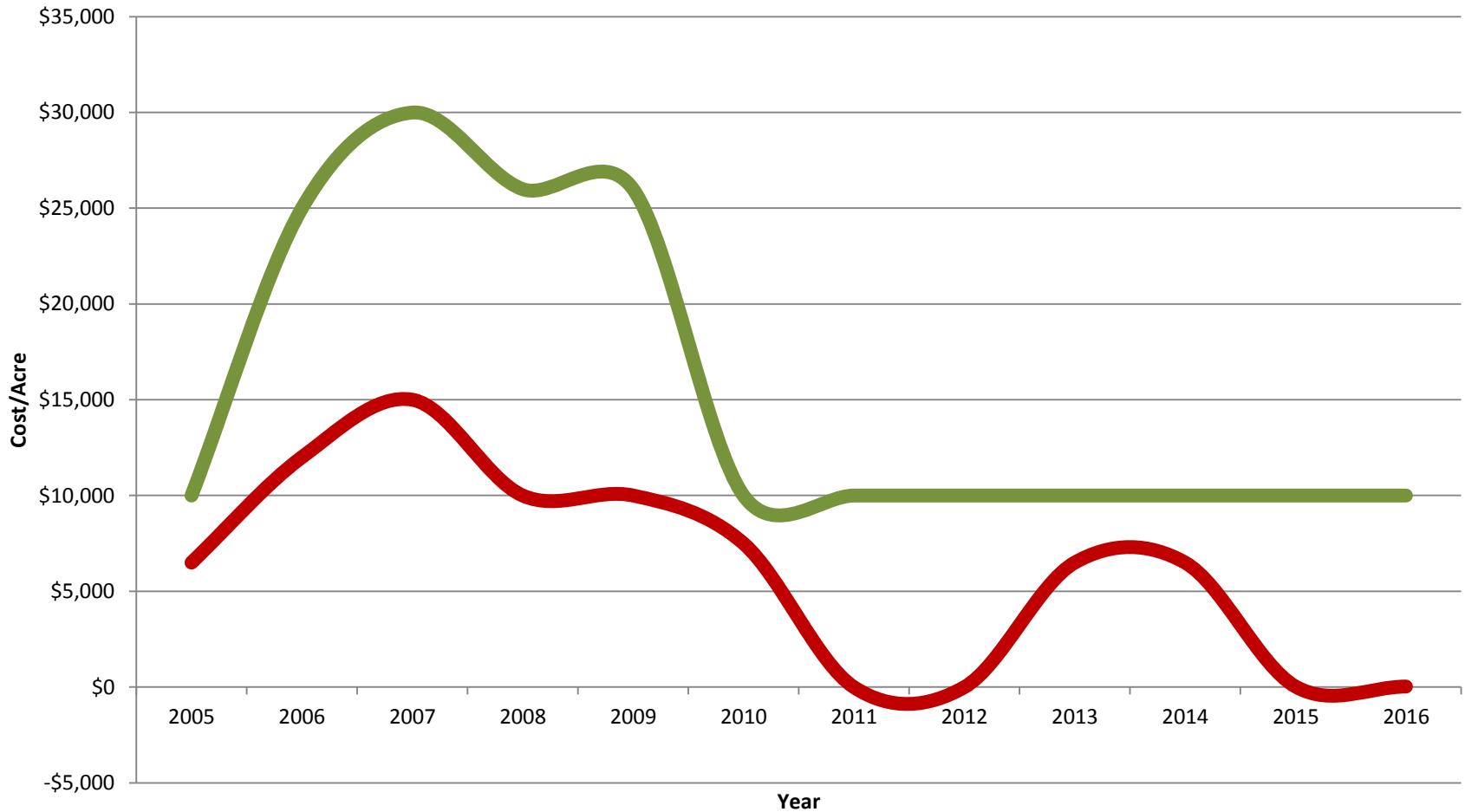
## Average Water Cost





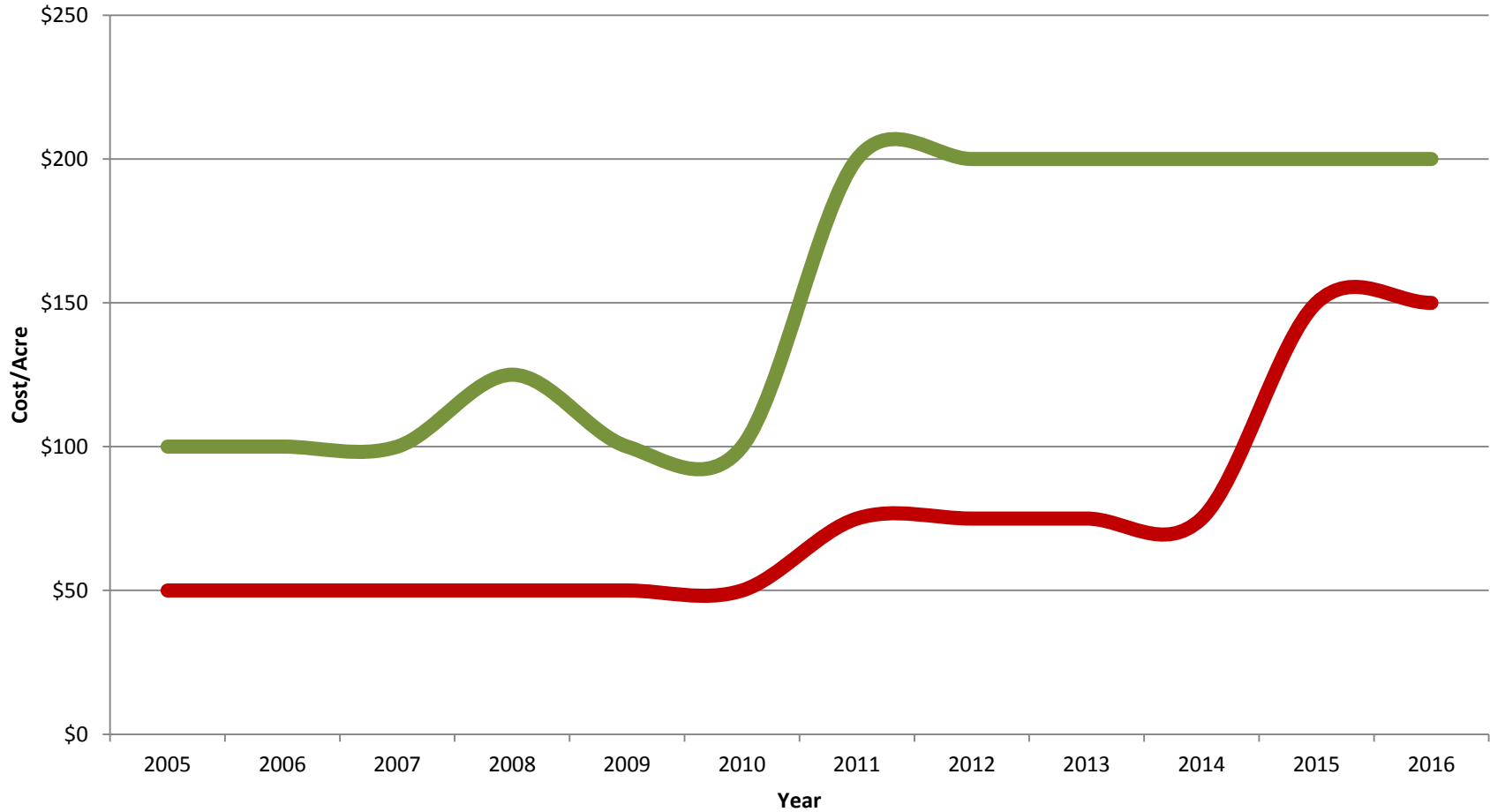
# Tonopah Irrigation District

## Sale Price Value/Acre



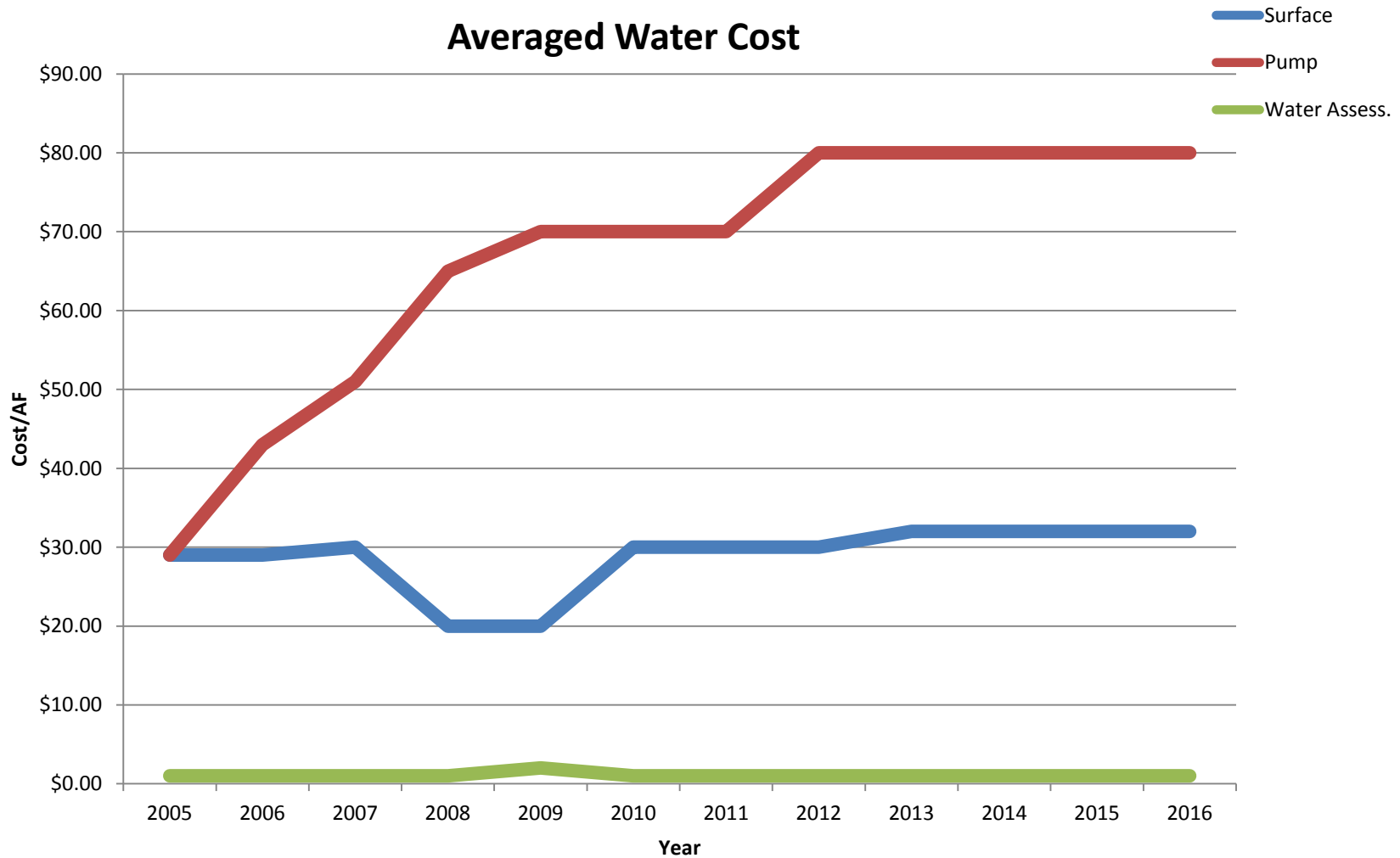
# Tonopah Irrigation District

## Annual Cash Rents



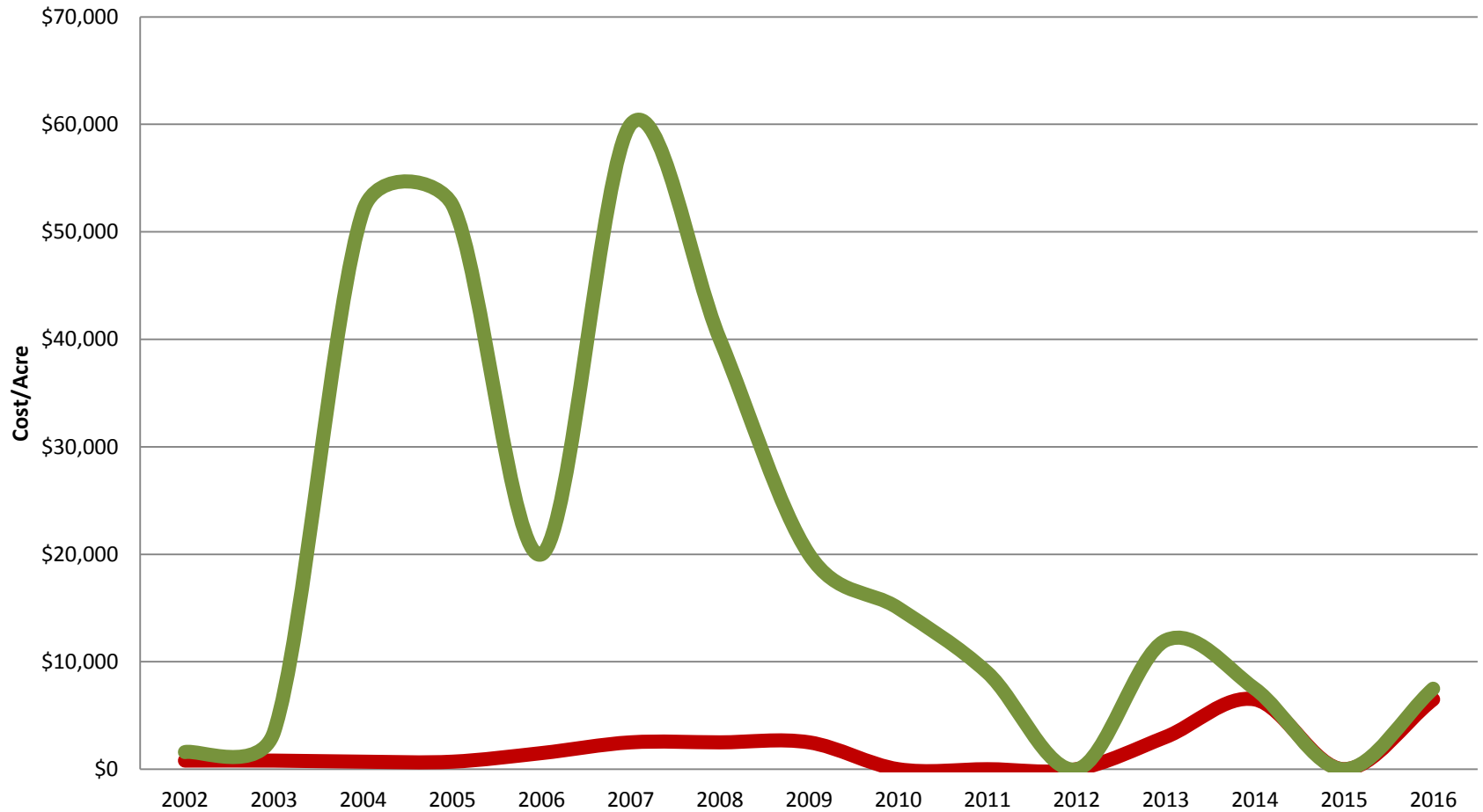
# Tonopah Irrigation District

## Averaged Water Cost



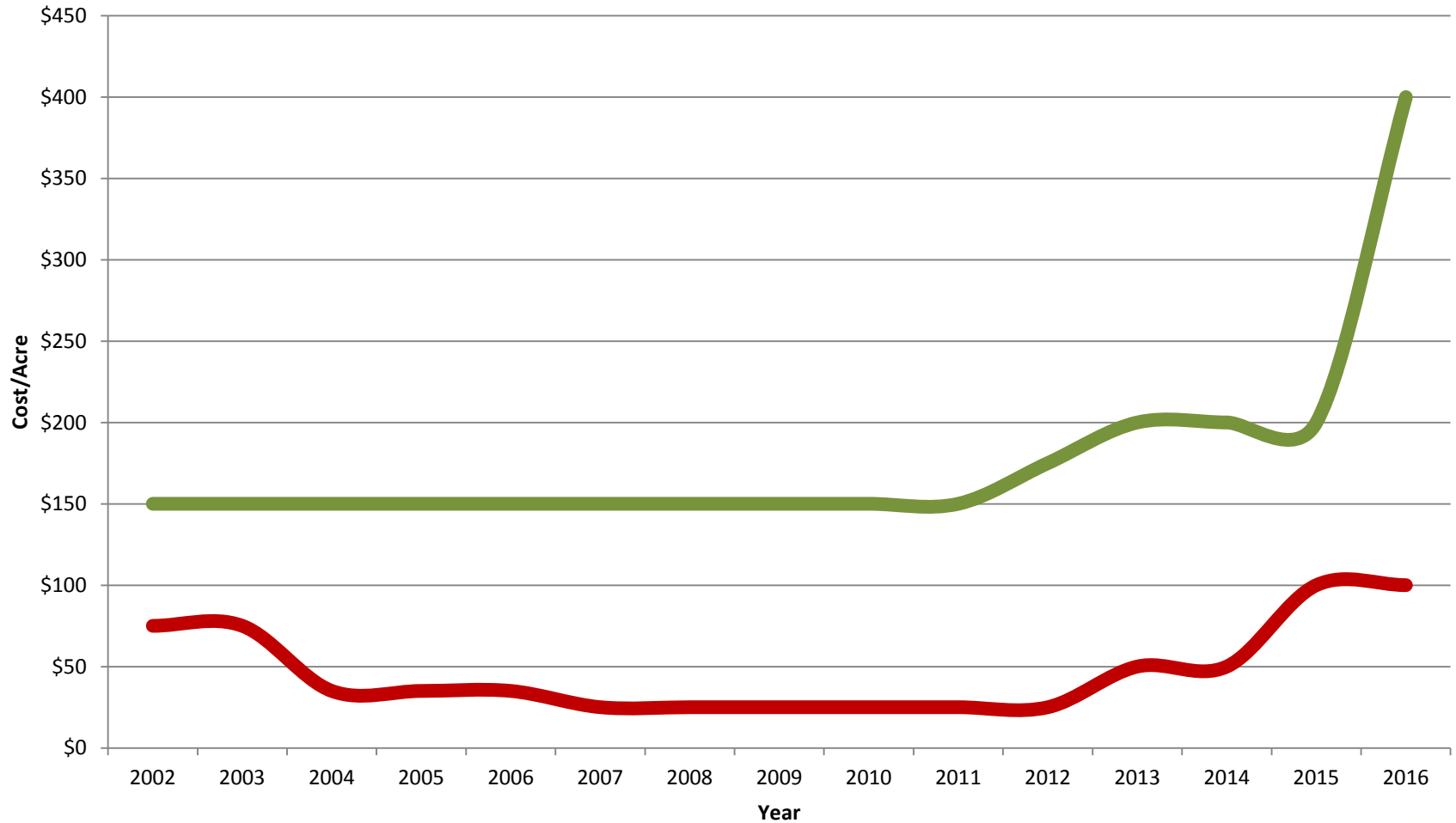
# Desert Pump Farmland (Non-District, rural SW County)

## Sale Price Value/Acre



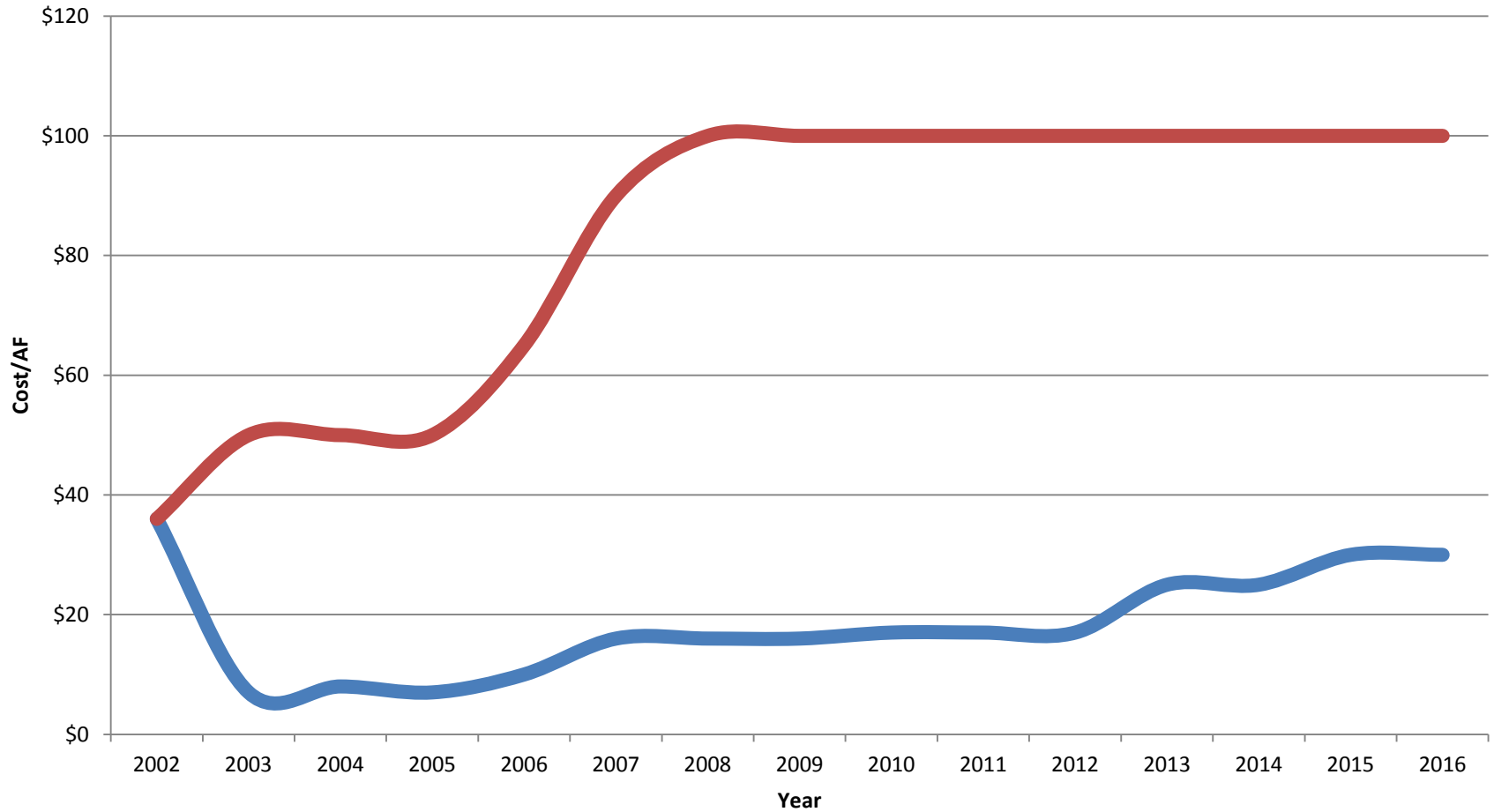
# Desert Pump Farmland (Non-District, rural SW County)

## Annual Cash Rents



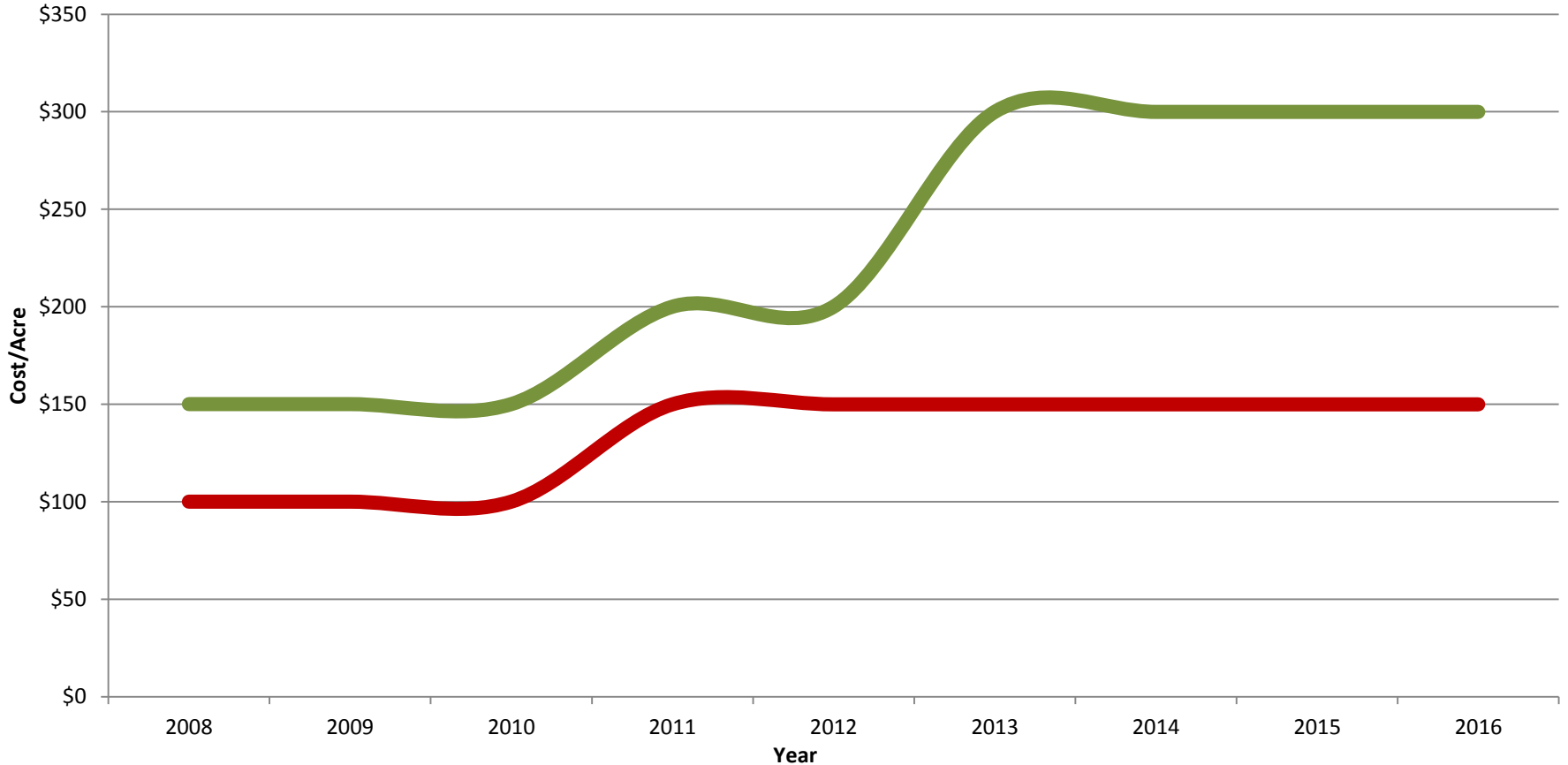
# Desert Pump Farmland (Non-District, rural SW County)

## Pump Water Cost



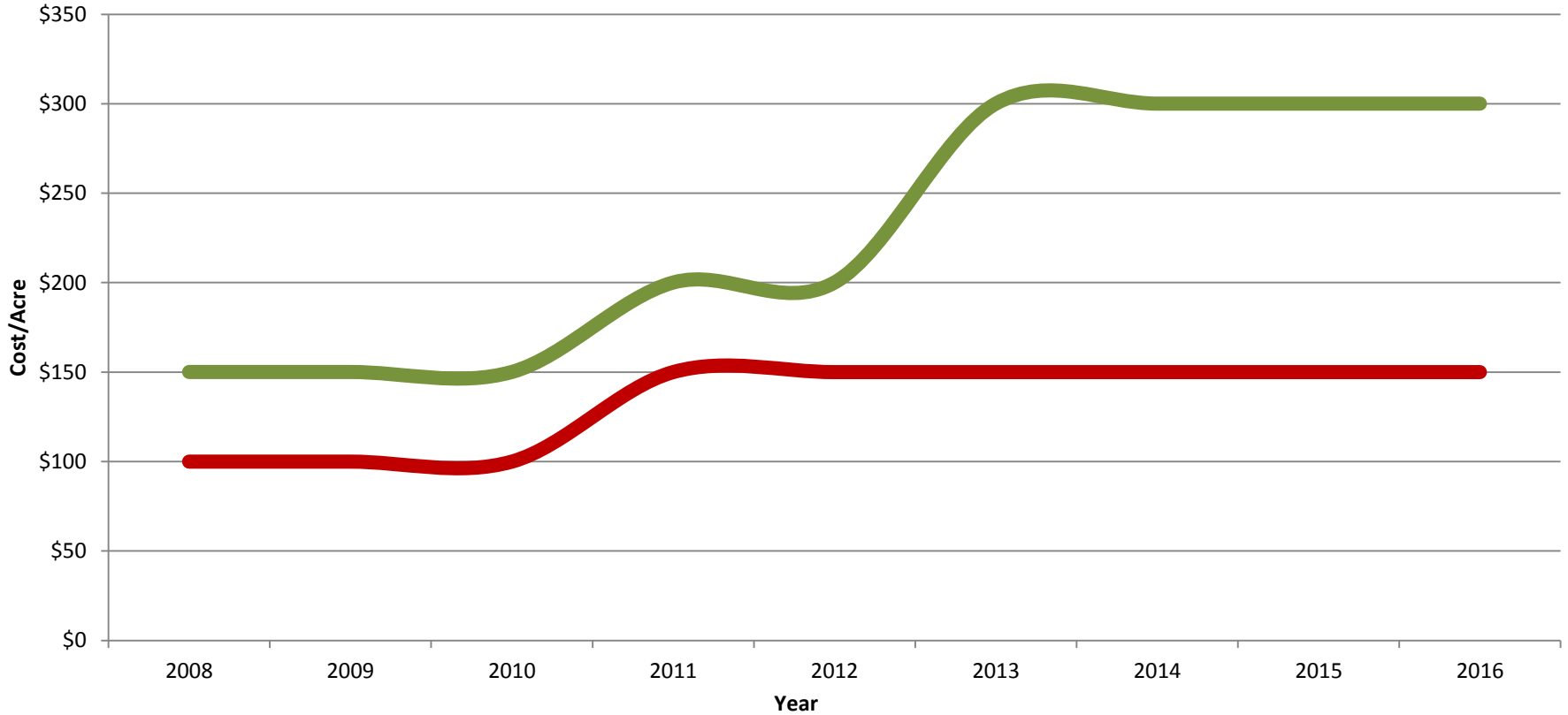
# Arlington Canal Company

## Annual Cash Rents



# Arlington Canal Company

## Annual Cash Rents





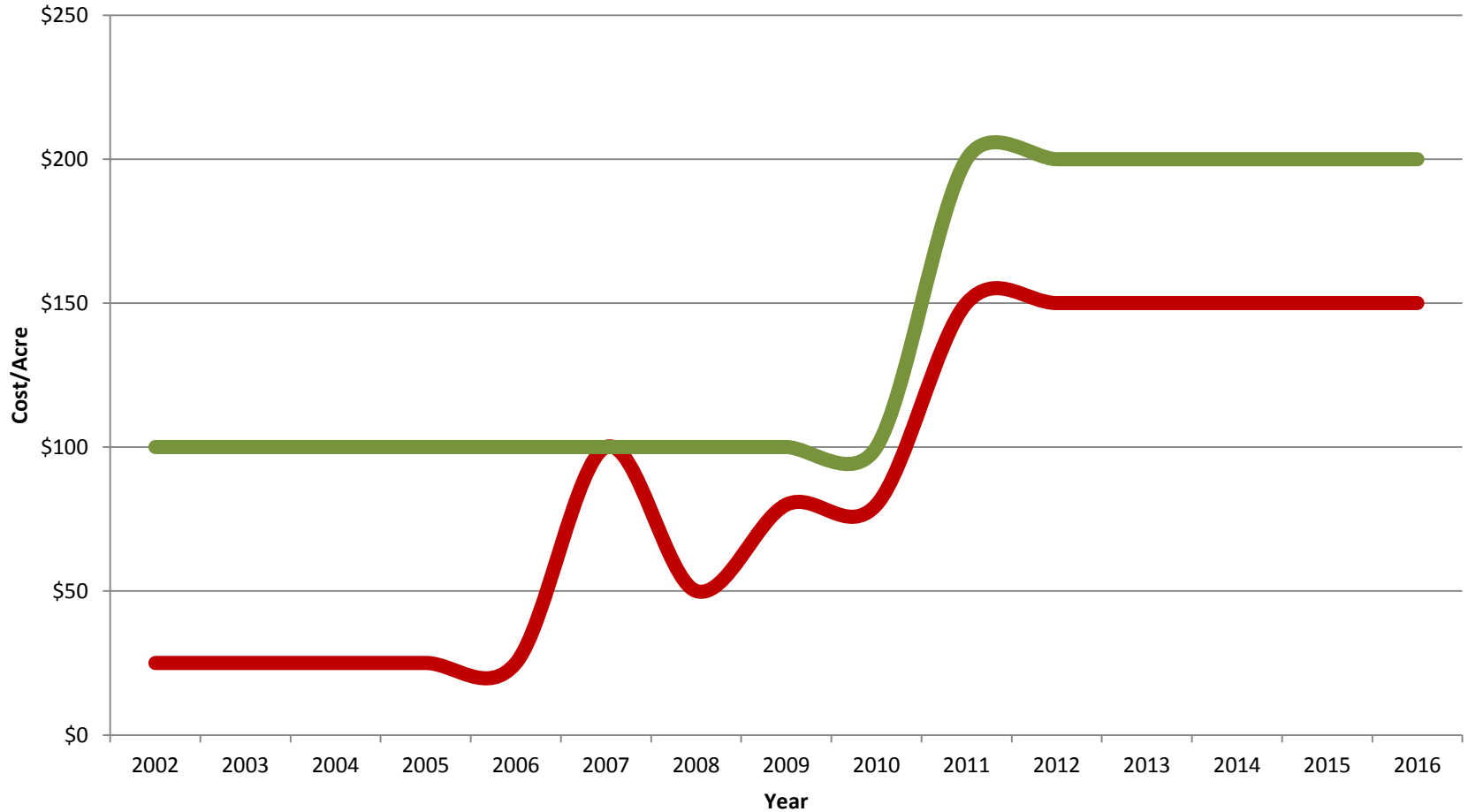
# Paloma Irrigation and Drainage District

## Sale Price Value/Acre



# Paloma Irrigation and Drainage District

## Annual Cash Rents



# Paloma Irrigation and Drainage District

## Average Water Cost

