

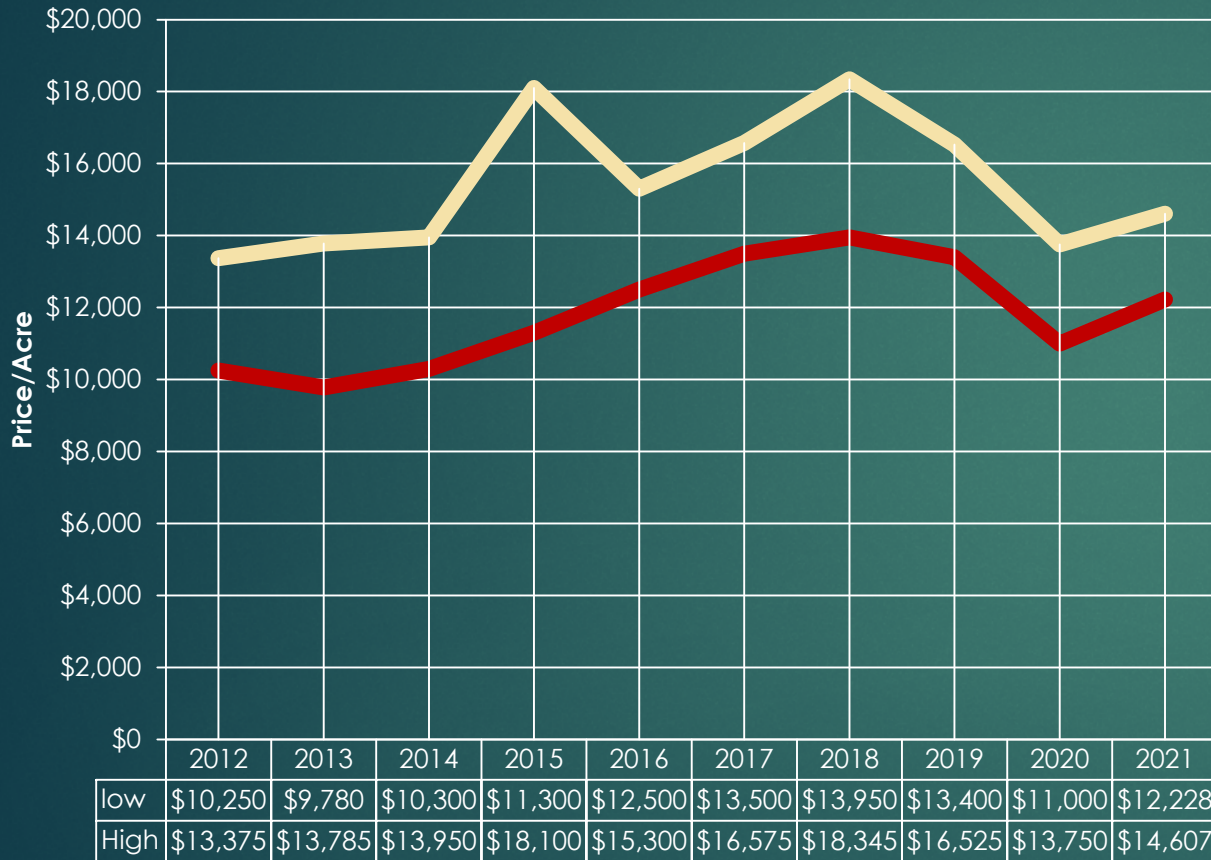
# Imperial County Market Trends

**TODD MENVIELLE – SR. APPRAISER**  
**FARM CREDIT WEST**

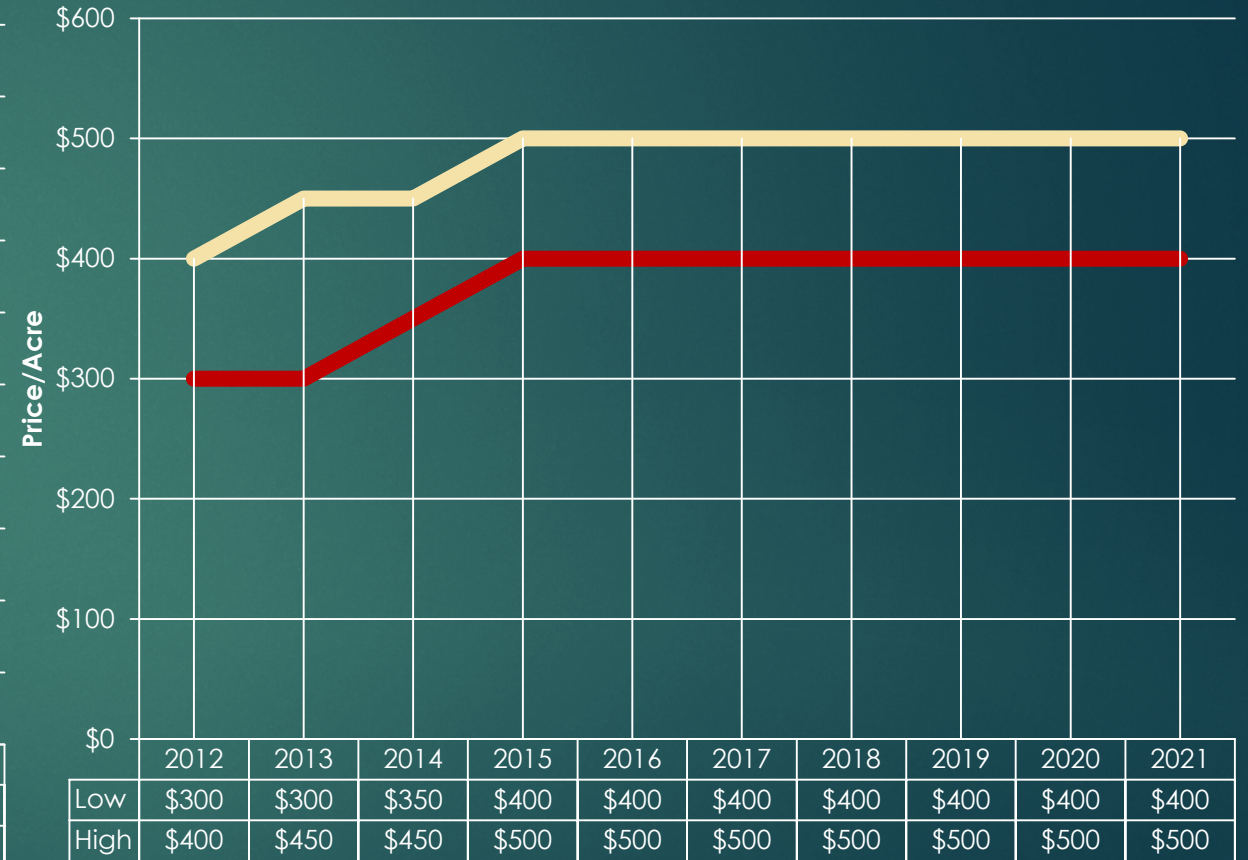


# Good Adaptability

## Price / Net Acre Trend

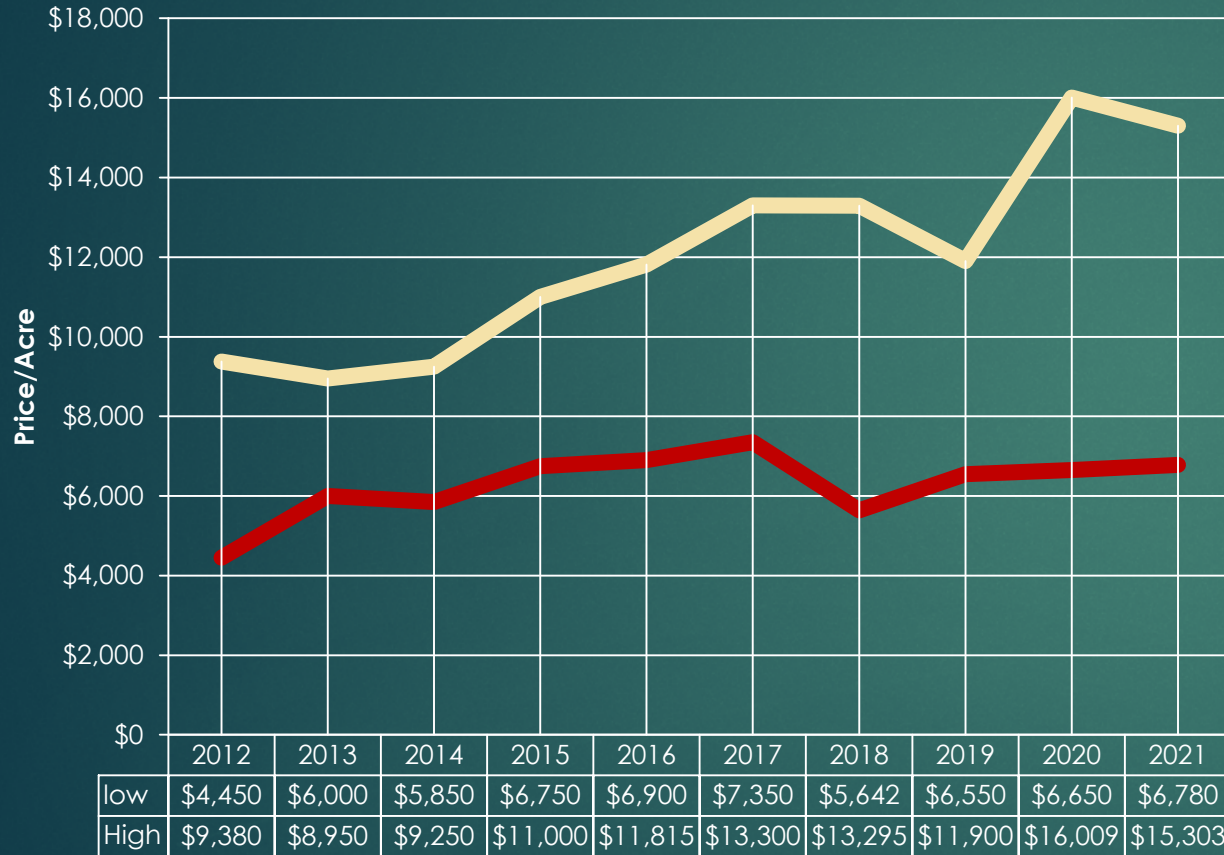


## Rent / Net Acre Trend

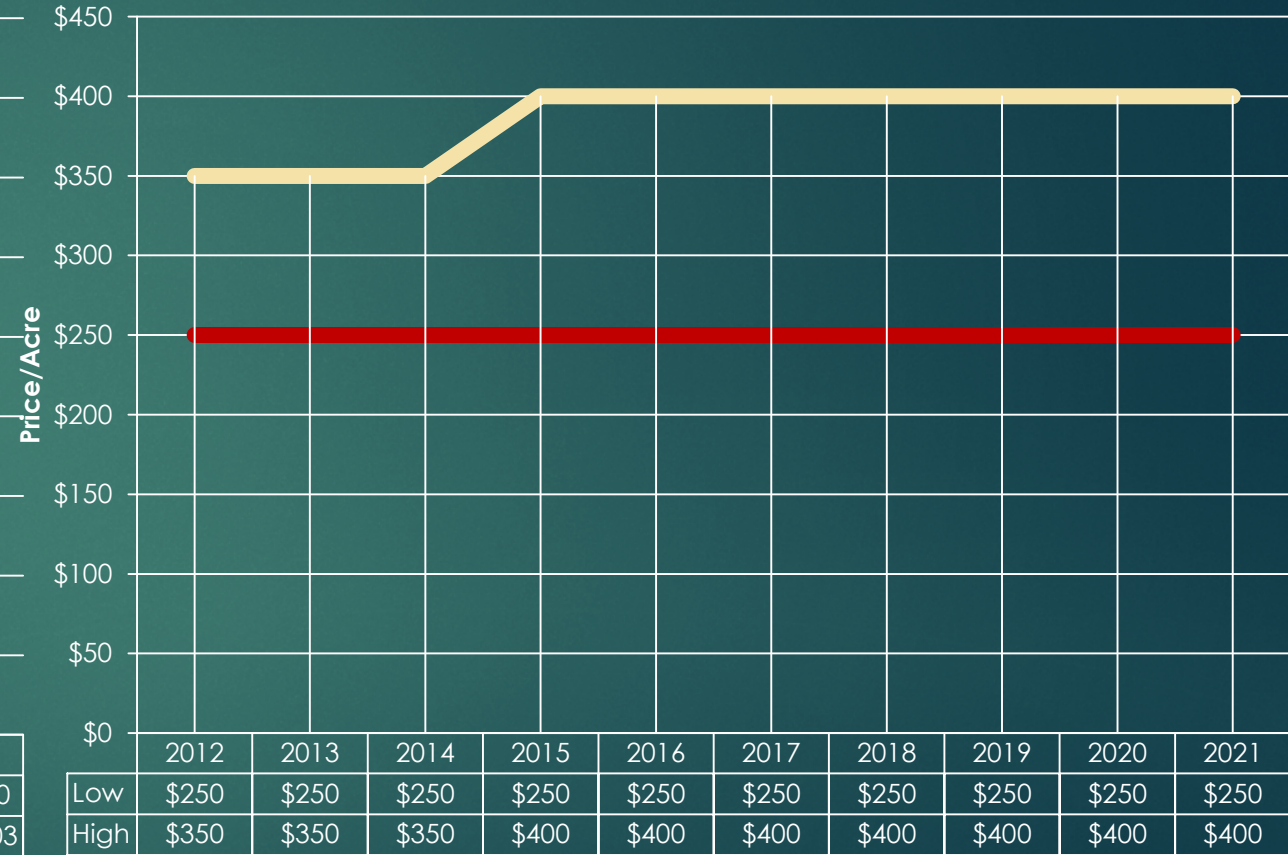


# Average Adaptability

## Price / Net Acre Trend

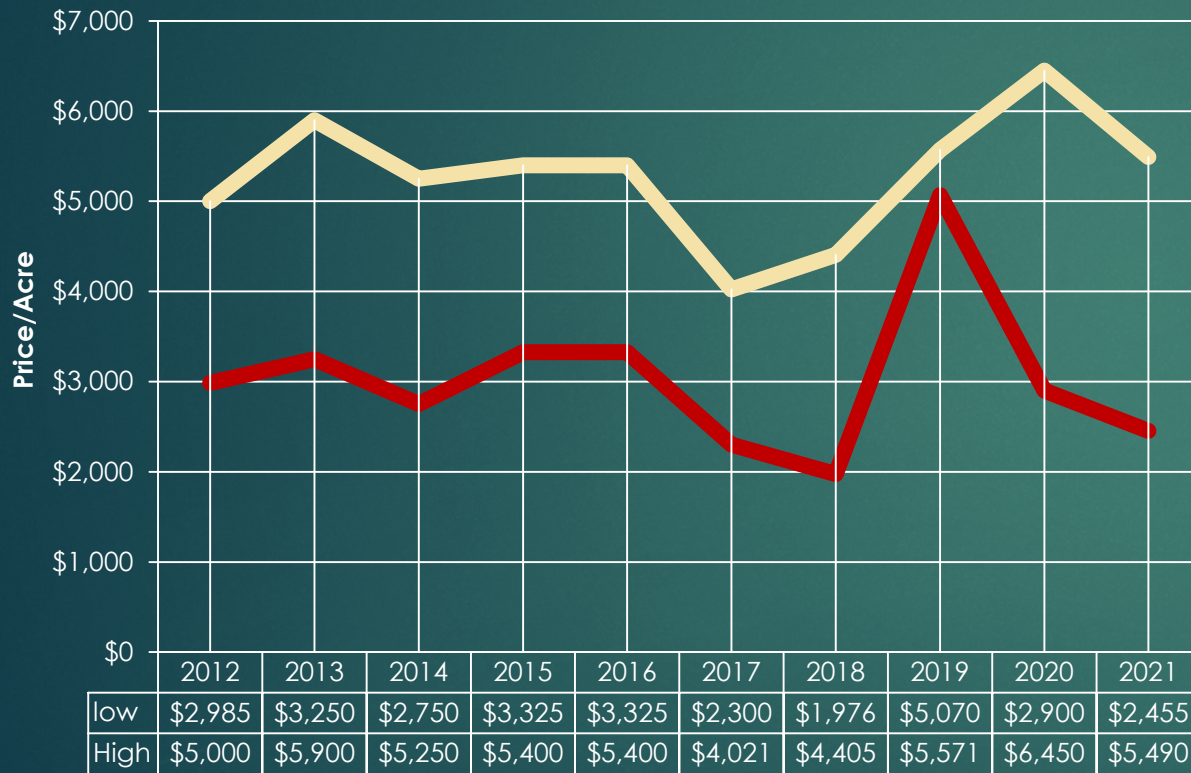


## Rent / Net Acre Trend

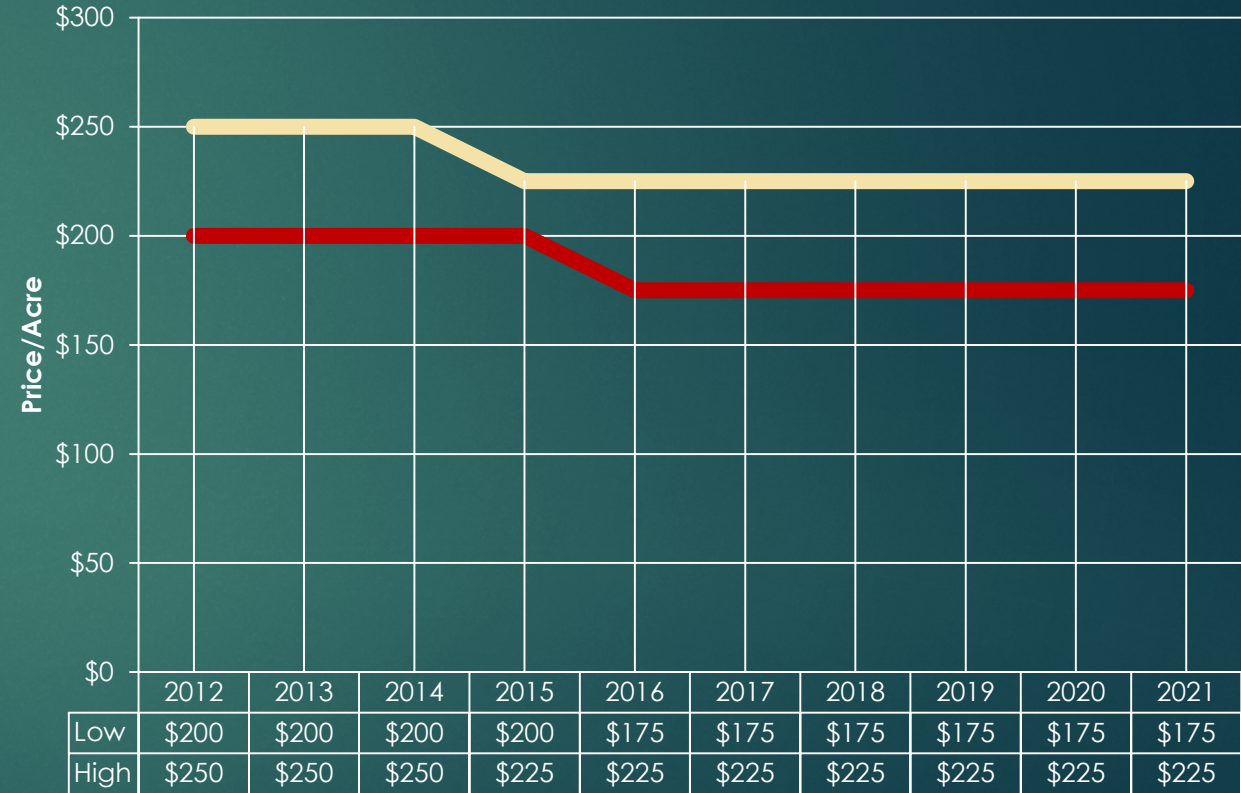


# Limited Adaptability

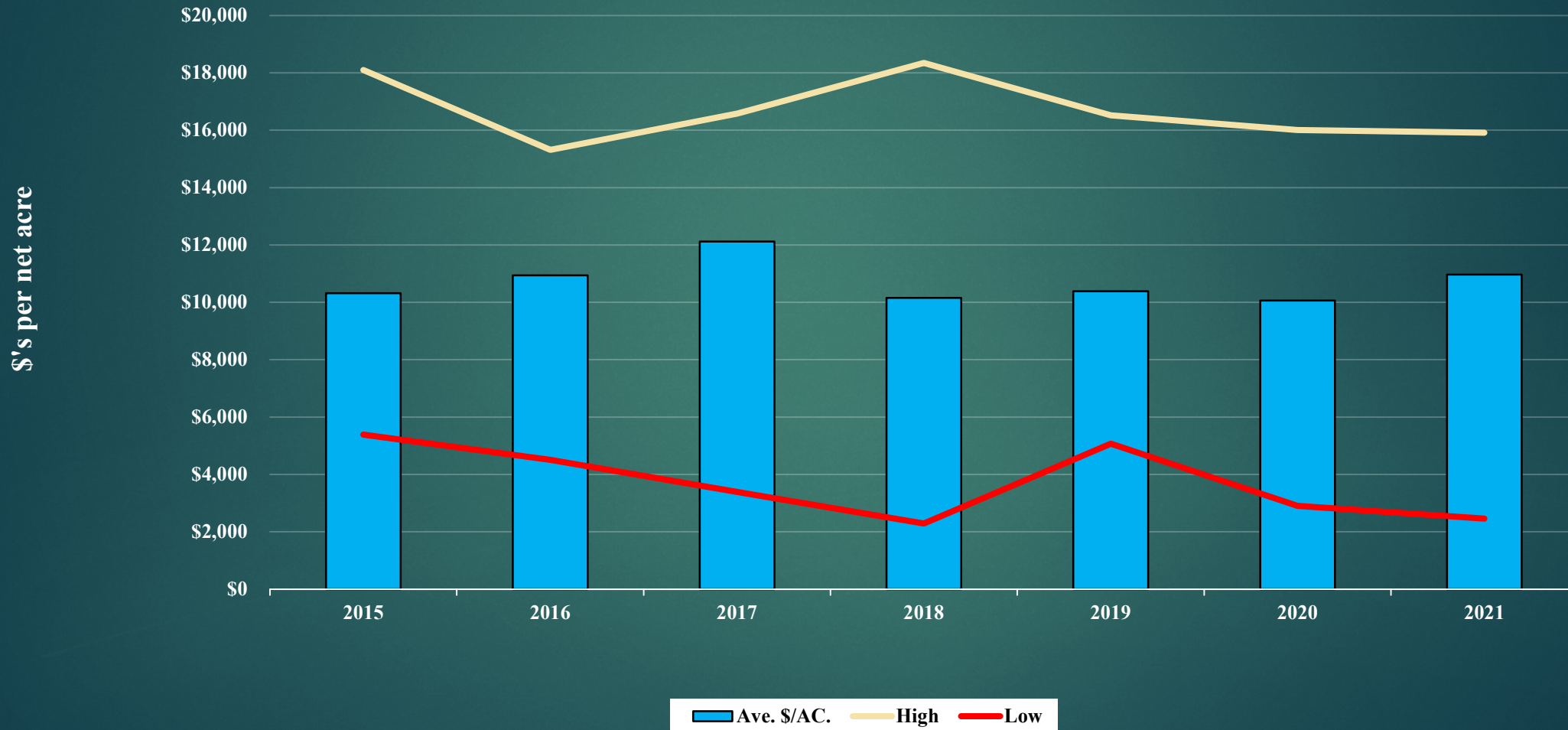
## Price / Net Acre Trend



## Rent / Net Acre Trend



# Combined Land Value Trends



All water rights are appurtenant to the land and cannot be sold separately. The water belongs to the IID as a public utility and managed by a board of directors elected by the water users. Water can currently be purchased at a rate of \$20 per AF and 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:** capable of growing all crops grown in the Imperial Valley including vegetables. Prices for land has been decreasing over the past few years but recent sales show prices stabilizing to increasing. Since the beginning of 2021 the range of values have been \$12,228 to \$14,607 per net acre. Rents are stable, with downward pressure, but remain within the \$400 to \$500 per net acre range. Most new leases for this quality of land would be in the \$400 to \$450 range.

**Average:** mainly able to support forage crops with some better-quality average ground able to support limited vegetables. This type of farmland was the most active of the three. Prices paid for this type of land has remained stable. The range of value for this and was \$6,779 to \$15,308. The sales price at the higher end of the range are influenced by potential future development or are location adjacent to a city. Most sales for this quality of land fall in a range of \$9,000 to \$12,100 per acre.

**Limited quality land:** able to support forage crops. There are few sales of limited quality land sale. Sales ranging from \$2,455 to \$5,487 per net acre. Rents for this quality of land is stable ranging from \$175 to \$250 per net acre.

**Organic farmland rent:** Decreasing and range in the \$450 to \$600 per net acre. Most new organic leases are in the \$450 to \$550. 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.

# Summary

