

## SOUTHWESTERN AG. SERVICES

An integrated, full service real estate firm providing brokerage, appraisals and consulting services throughout Arizona.



### Members

- Steven D. Pendleton
- William "Mack" McKeon

### Contact

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## ASFMRM AG. FORUM

### 2022 Market Survey Arizona Cattle Ranches

Steven D. Pendleton  
Southwestern Ag. Services

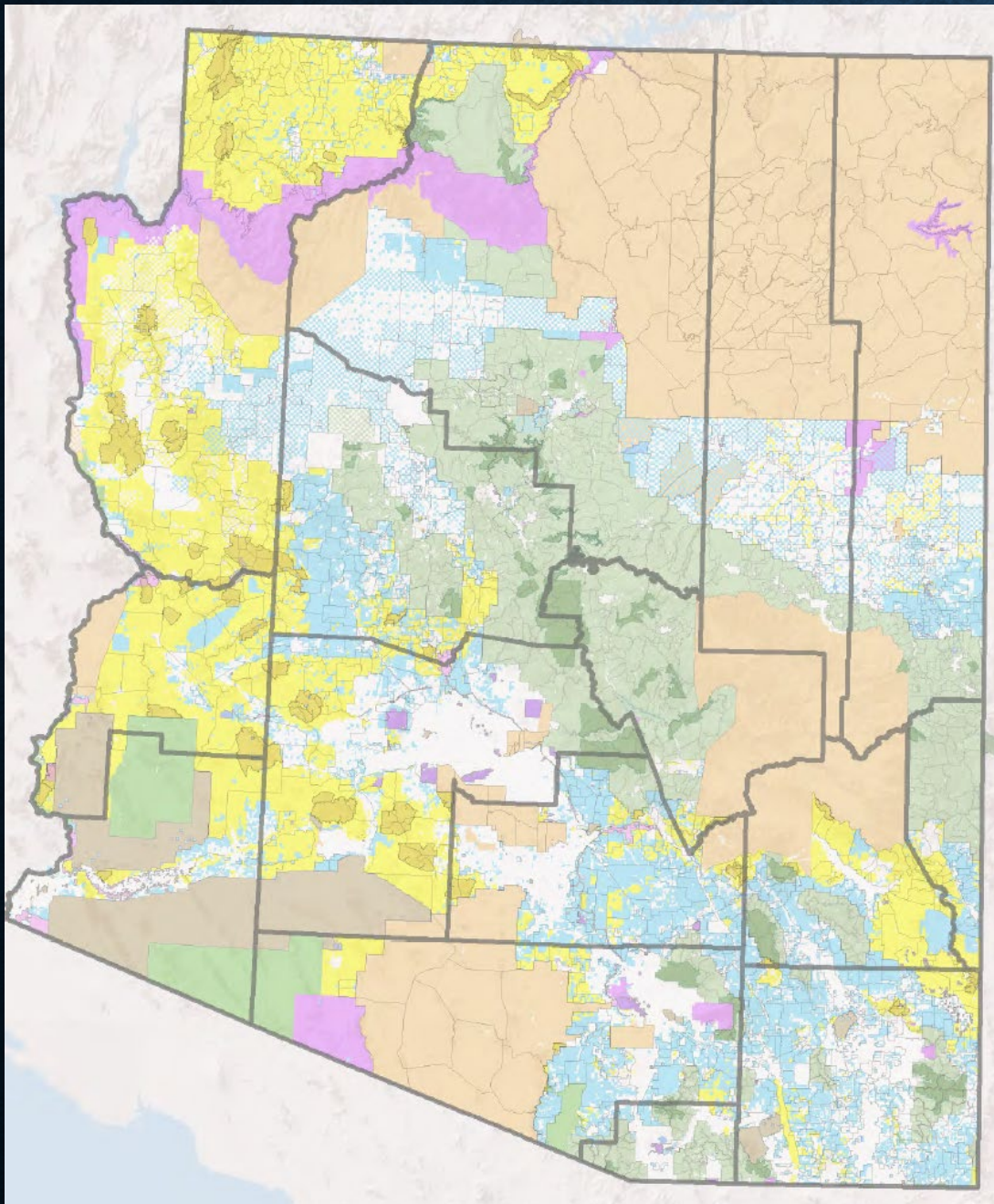


# ARIZONA CATTLE RANCHES

Arizona Ranches are typically a mix of various land classifications and leases. There are very few “puritan” production ranches with a single land classification. These components included the following:

- Deeded Land
  - Rangeland
  - Irrigated Pasture
  - Riparian
  - Encumbered Deeded Land with a Conservation Easement
- Arizona State Leases
- BLM Permits
- Forest Permits
- Private Leases
- Uncontrolled Deeded/Adverse Possession





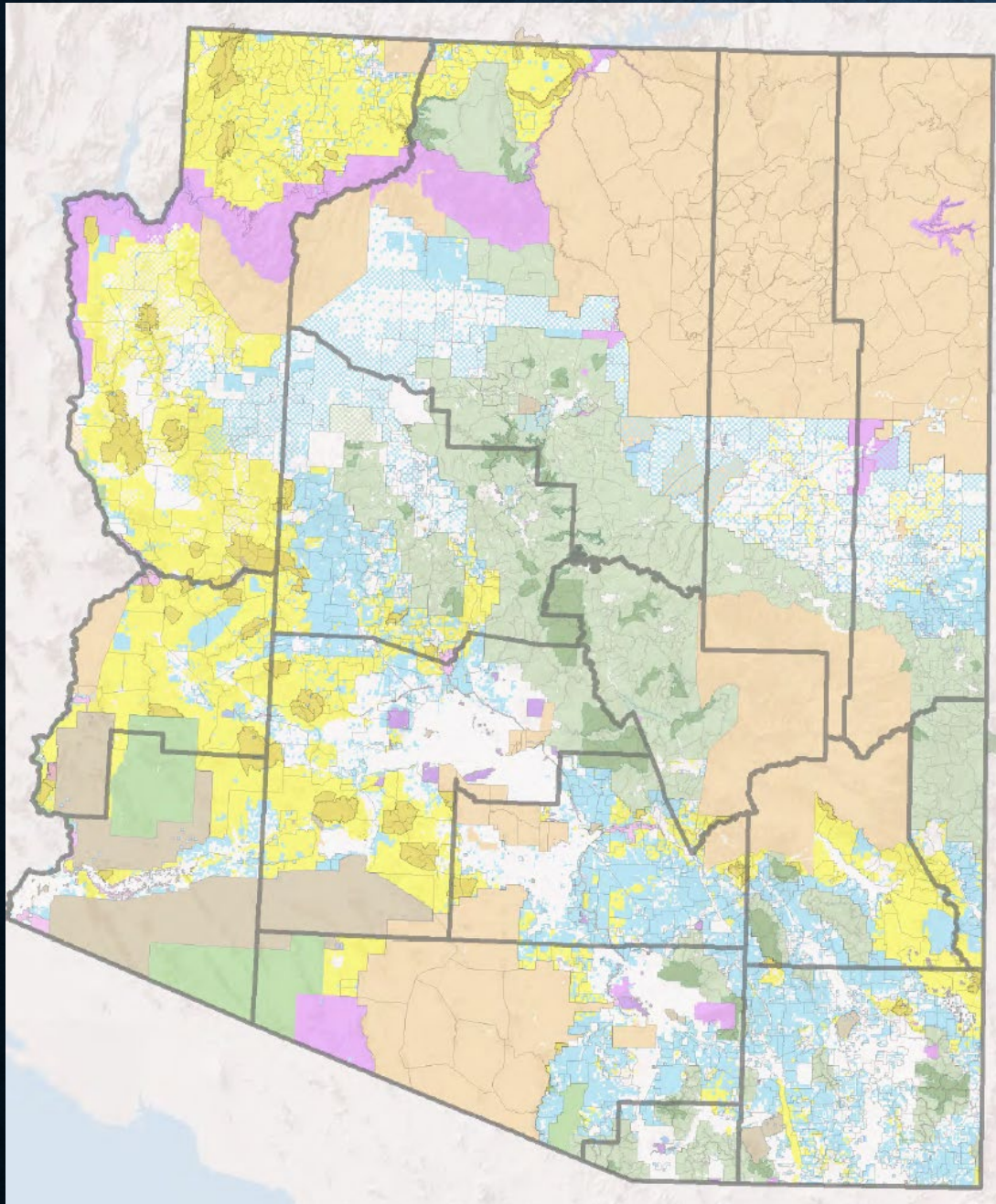
## Ranch Land Components

### Deeded

- Typically analyzed on a Per Acre Basis
- Large variations in price based on location, size, land classification, access, etc.
- Large percentage deeded ranches primarily along the I-40 corridor and Southeast Arizona

	Yellow	– BLM
	Blue	– State (ASLD)
	White	– Private/Deeded
	Green	– Forest Service (USFS)
	Orange	– Tribal





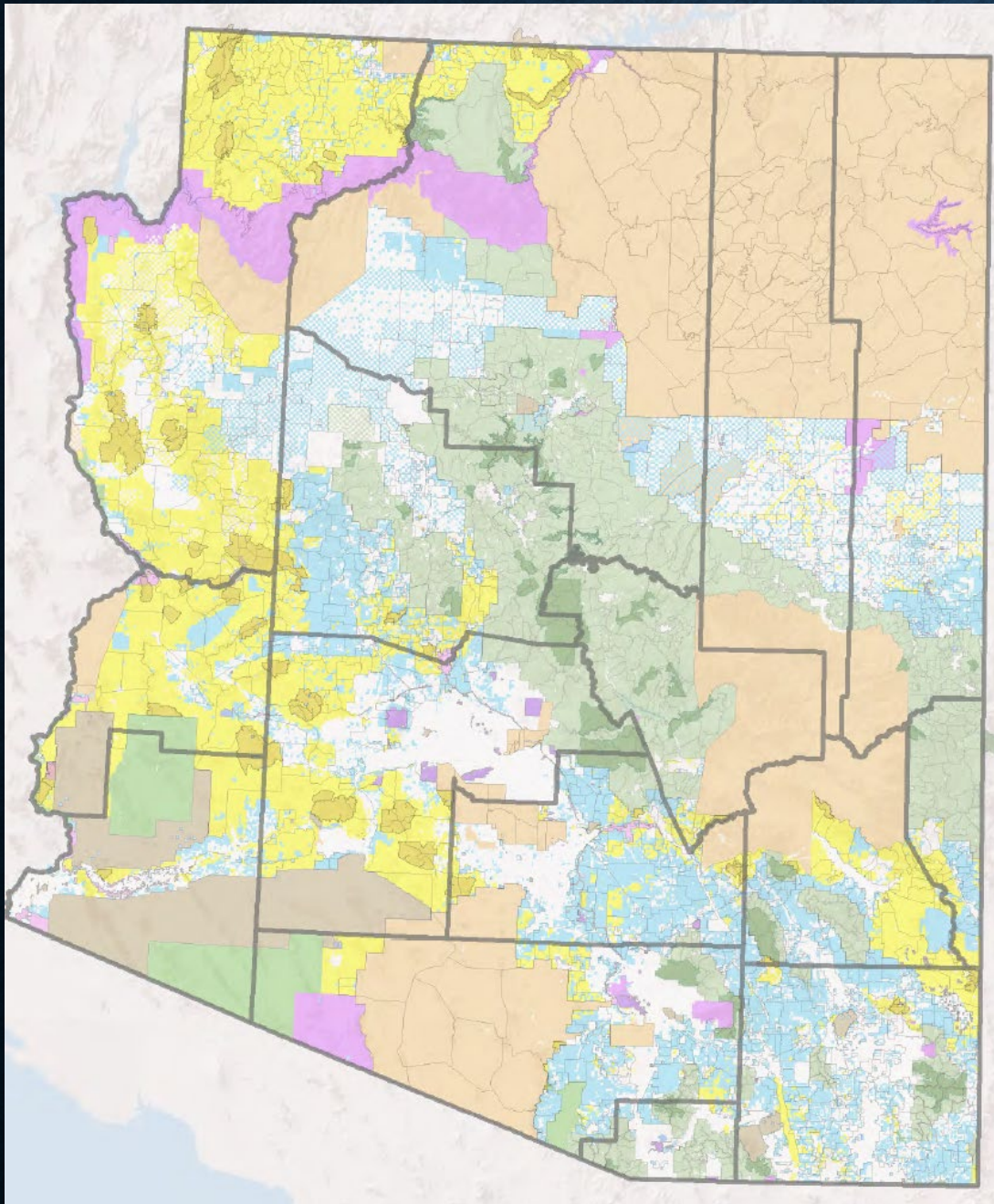
## Ranch Land Components

### Arizona State Leases

- Typically analyzed on a Per Animal Unit Basis
- Considered most stable
- Lessee owns the improvements
- Throughout the State

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	Orange	– Tribal





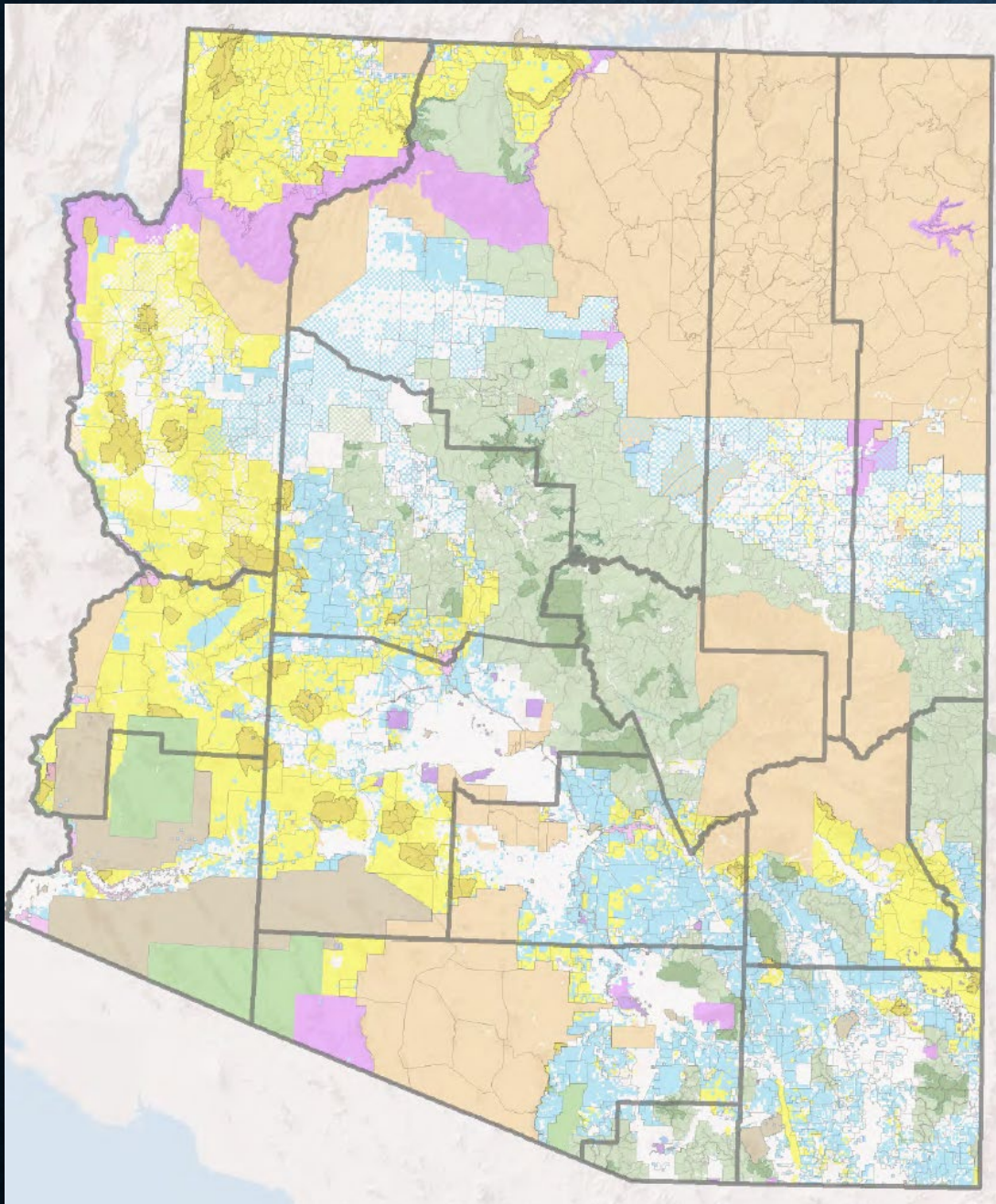
## Ranch Land Components

### BLM PERMITS

- Typically analyzed on a Per Animal Unit Basis
- Include year-round and ephemeral permits.
- Usually slightly less desirable than State Leases
- Throughout the State but more predominant in the southern and western parts and the Arizona Strip

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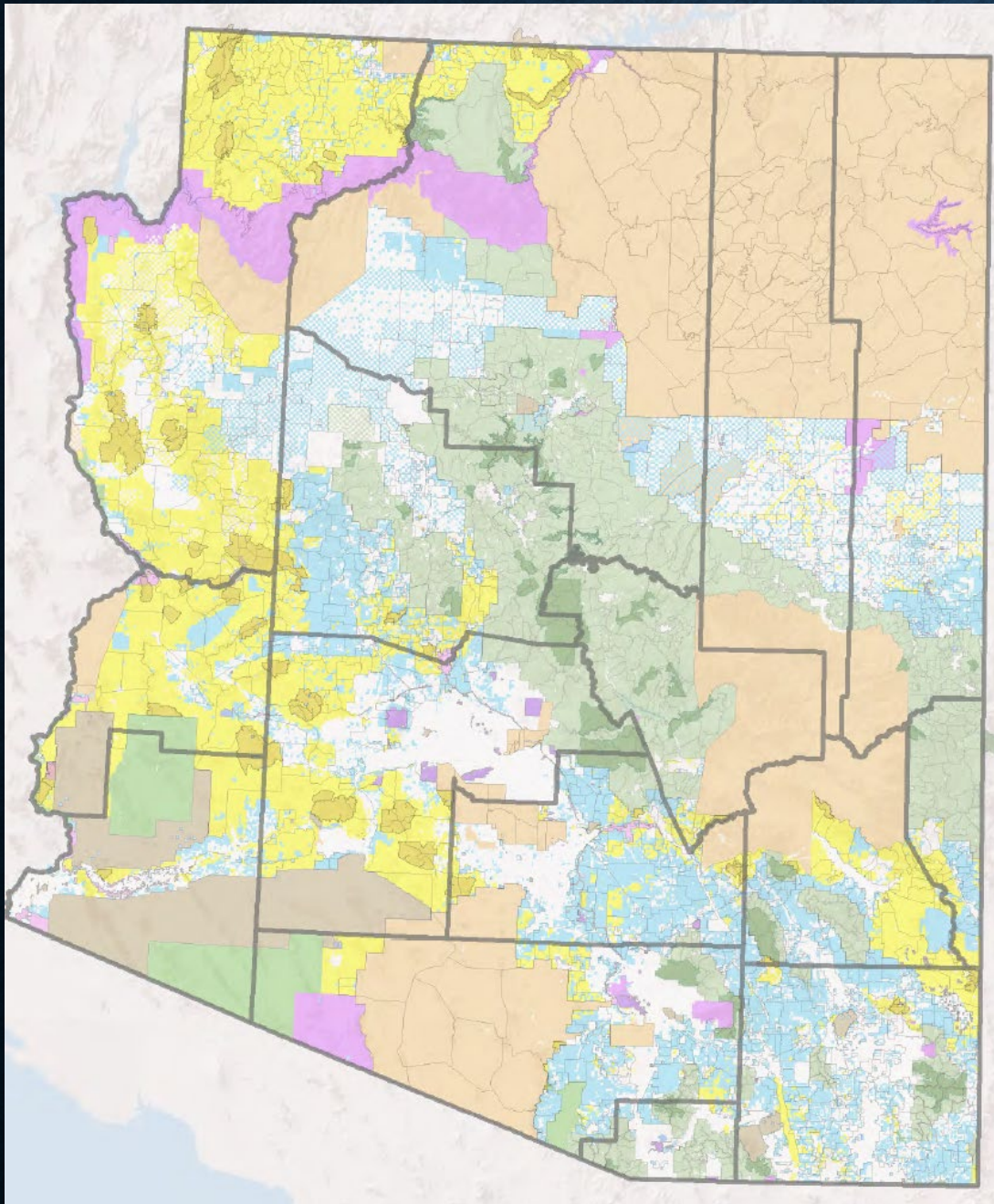
## Ranch Land Components

### FOREST PERMITS

- Typically analyzed on a Per Animal Unit Basis
- Include year-round and seasonal permits.
- More intense agency management.
- Public access considerations
- Predominantly in southeastern, northern, and central Arizona

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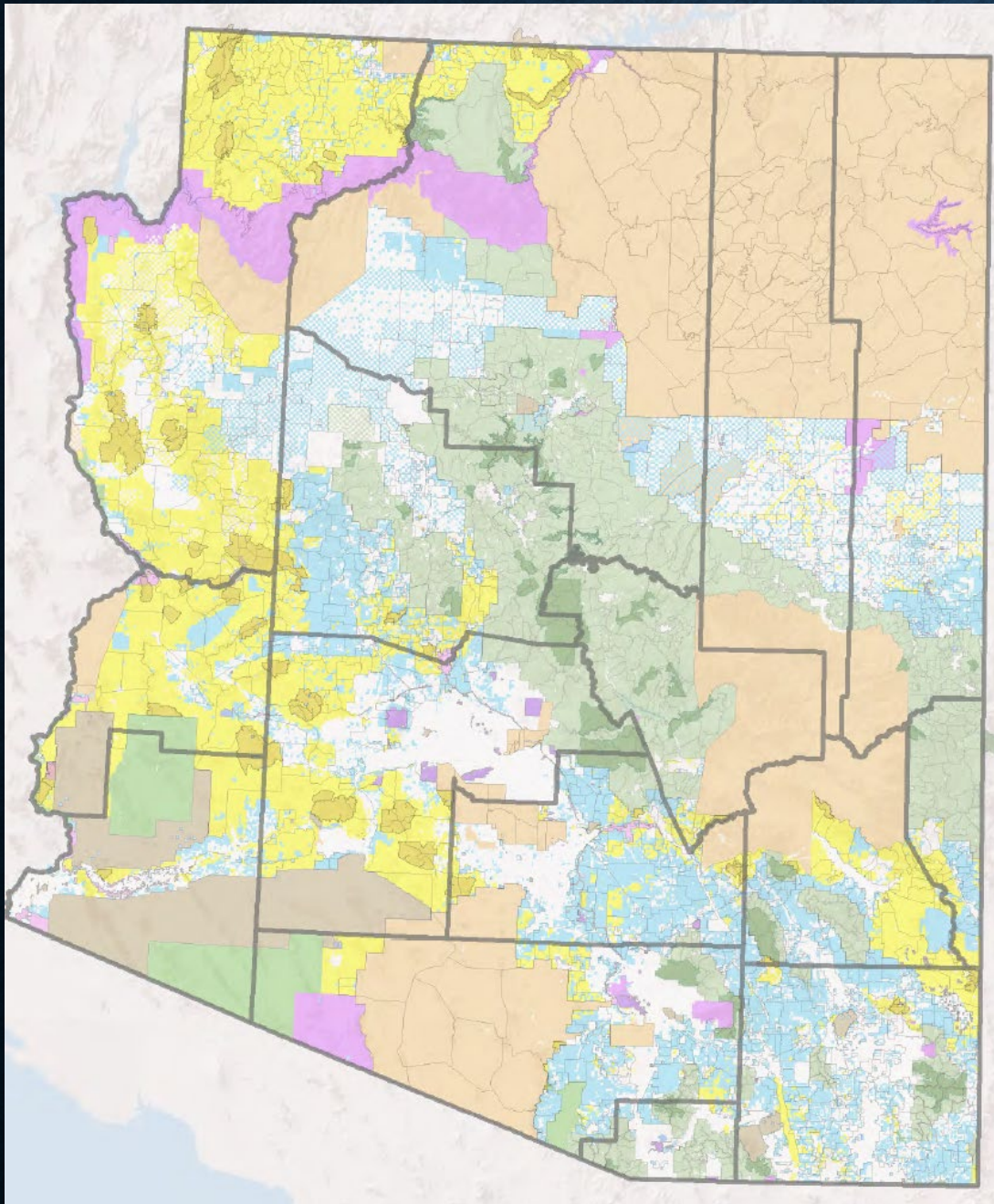
## Ranch Land Components

### PRIVATE LEASES

- Typically analyzed on a Per Animal Unit Basis
- Landlord include Private Parties, Corporations and Indian Communities
- Throughout the state but Predominantly in Northeastern Arizona

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## Ranch Land Components

### UNCONTROLLED DEEDED/ADVERSE

- Arizona Law allows for grazing on other property until fenced out
- Primarily retained grazing and adverse grazing on 40 acre subdivisions
- Benefits include no grazing fees or taxes
- Detriments include potential loss of capacity as fenced out and management issues dealing with other property owners and public access issues.
- Throughout the state but Predominantly in along the I-40 Corridor

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	White	– Private/Deeded
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	Orange	- Tribal



# 2022 MARKET SUMMARY

- 19 Sales Reviewed from December 2021 through 2022
- Price per animal unit ranges from approximately \$3,250 to \$16,000
- Deeded Land contribution ranged \$300 acre to approximately \$30,000 acre
- State Lease contribution ranged from \$3,000 AU to \$5,000 AU
- BLM Permits contribution ranged from \$2,400 AU to \$4,950 AU
- Forest Permits contribution ranged from \$2,400 AU to \$4,950 AU
- Private Leases and Uncontrolled Deeded contribution ranged from \$775 AU to \$3,300 AU



# FACTORS INFLUENCING CURRENT RANCH MARKET

- Higher Cattle Prices
- Rain (USDA/PRF) Insurance
- Government Financing programs
- COVID Impact
- Tax Benefits and programs
- Inflation and rising interest rates



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