ALLIANCE AG

BROKERAGE - APPRAISAL - CONSULTING

KERN COUNTY AG VALUES
FIRST QUARTER - 2022

Presented by: Michael Ming

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ABOUT US

Introducing Alliance AG

Alliance Ag Services, Inc. was established in 2002 as the first full-service brokerage and consulting firm in the southern San Joaquin Valley of California. We are now serving our customers from the San Joaquin Delta to the Arizona and Mexico borders.

Alliance Appraisal, a service within our company, was established in 1959 as the first full-service appraisal firm in the southern San Joaquin Valley of California.

Our goal is to provide efficient, reliable, and professional brokerage, leasing, consultation, and litigation support services to our clients. Our staff consists of a licensed Broker, four licensed Agents, and research associates who are experienced in agricultural, renewable energy, and water banking property transactions

OUR SERVICES

WHEN SELLING AGRICULTURAL INVESTMENTS

- Provides a full market analysis
- Recommends pricing strategy
- Offers a choice of sales methods
- Has a local, state, regional and national network of qualified buyers
- Is familiar with all investments, from row crops, permanent plantings, open ground, solar property acquisitions
- Effectively presents the property to prospects
- Uses negotiating skills to reach a satisfactory transaction

FROM DATE OF LISTING TO PURCHASE AND SALE AGREEMENT

- Verify desired parcel sizes and configurations
- Personally contact known prospects
- Prepare all advertising, brochures, flyers, mailings and other promotions
- Place ads with sellers approval
- Follow up on all inquiries
- Email brochures to prospective buyers
- Conduct property tours with prospective buyers
- Keep seller updated on all interested parties

OUR SERVICES cont.

FROM PURCHASE AND SALE AGREEMENT TO CLOSE OF ESCROW

- Open escrow and choose a title company
- Coordinate with buyer and seller regarding due diligence inquiries
- Assist buyers, sellers, and attorneys to a successful close

BECAUSE AAS IS A FULL-SERVICE BROKERAGE COMPANY, WE ARE AVAILABLE TO:

- Manage the real estate transaction to meet sale objectives
- Obtain maximum sale price from the current market
- Make recommendations to enhance the sale of the asset
- Work closely with all family members to have this transaction go as smoothly as possible

MICHAEL'S PROFESSIONAL QUALIFICATIONS

APPRAISAL EXPERIENCE

1989 - 1998 Technical Support, Alliance Appraisal Company
1998 - 2003 Vice President, Alliance Appraisal Company
2004 - Present President/Owner, Alliance Appraisal, LLC
2005 - Present President/Owner/Broker, Alliance Ag Services, Inc.

EXPERT WITNESS & APPRAISER

Expert Witness in Municipal and Superior Courts of the County of Kern
Expert Witness United States Tax Court
Expert Witness in United States Bankruptcy Court for the Eastern District of California
Contracting Appraiser for National Fish and Wildlife
Approved Contractor, United States Department of the Interior, Bureau of Reclamation
Approved Contractor, United States Department of Justice

PROFESSIONS AND COMPANIES

Real Estate Appraisal

Appraiser/Owner, Alliance Appraisal LLC | www.allianceappr.com

Property Types:

- Agricultural - All types located within California, Arizona, and Nevada
- Commercial - Ag-Commercial and other similar land uses
- Industrial - Ag-Industrial and other similar land uses
- Renewable Energy - Solar, Wind, and Water

Real Estate Brokerage

Broker/ Owner, Alliance Ag Services, Inc. | www.allianceagservices.com

Property Types:

Open Row Lands | Permanent Plantings | Grazing Lands | Ag-Commercial | Ag-Industrial Water Banking | Rural Residential | Residential Lands | Transitional Agricultural Lands | Renewable and Resource lands including Solar, Wind, Water, and Petroleum

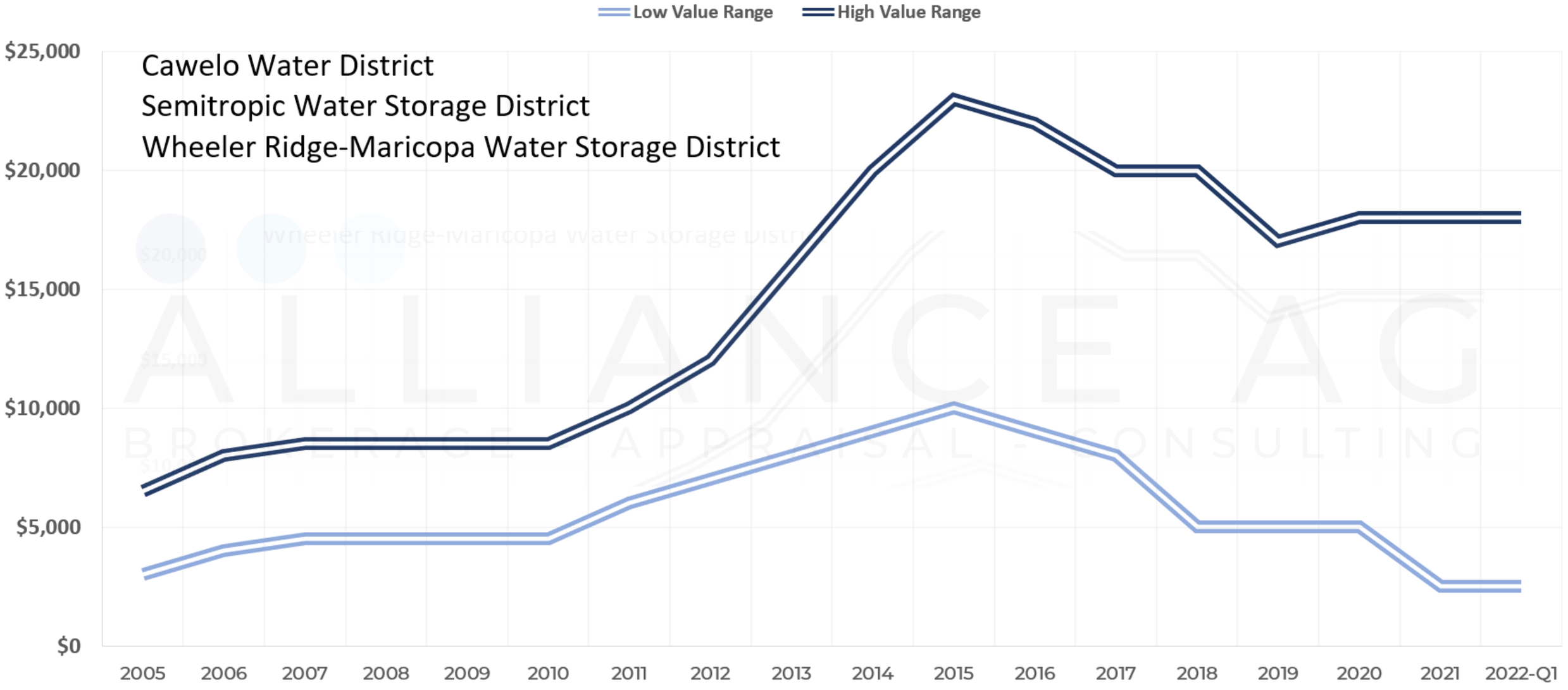
In excess of $1,020,500,000 in company Agricultural real estate transactional value. These transactions represent buyers, sellers, lessors, and lessees of agricultural properties.

WATER DISTRICT TRENDS & VALUES

The following slides will go over Kern County's Water Districts trends and values for the past 17 years.

Included are Ag land values in State Water Districts, Federal Water Districts, Undistricted Lands(White Land), and for Almonds, Pistachios, Citrus and Table Grapes.

OPEN FARMLAND
STATE WATER DISTRICTS



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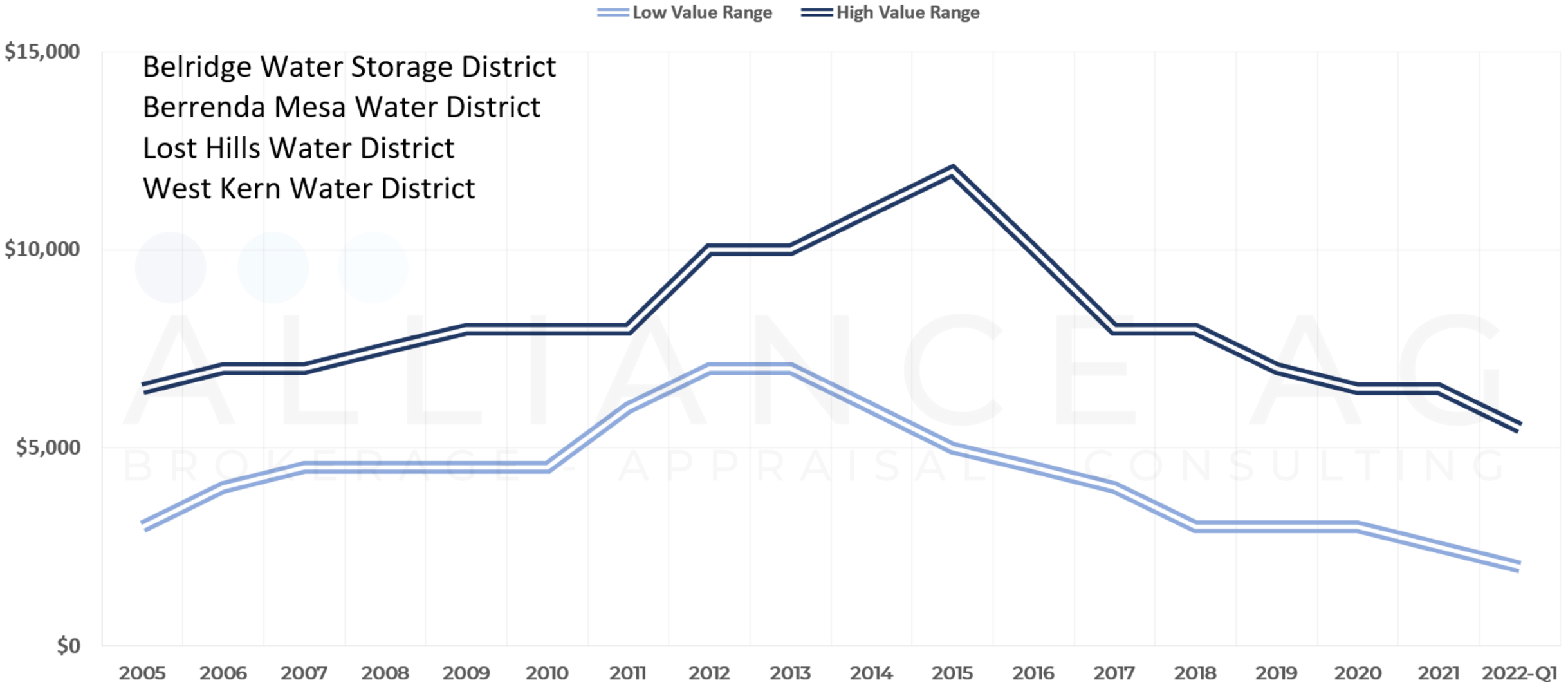
OPEN FARMLAND
STATE WATER DISTRICTS



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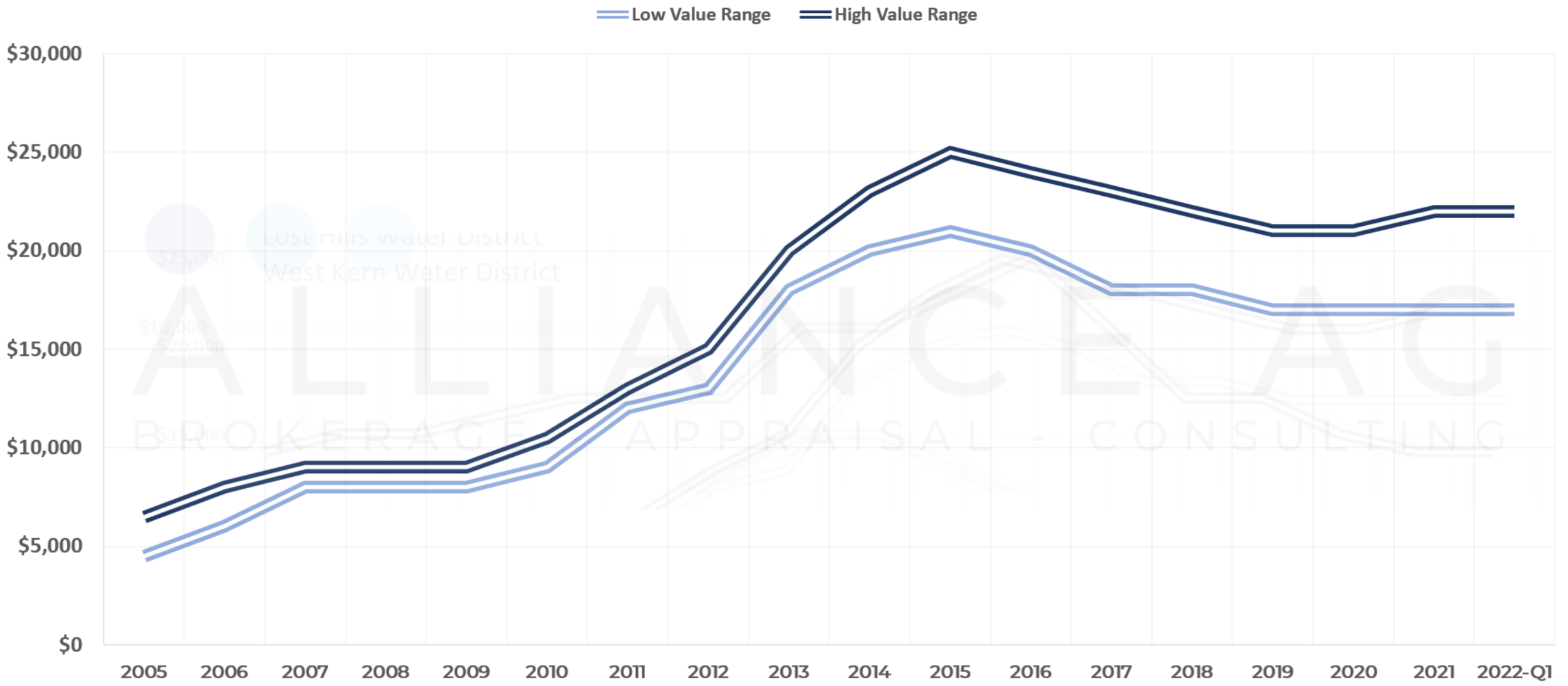
OPEN FARMLAND
FEDERAL WATER DISTRICTS



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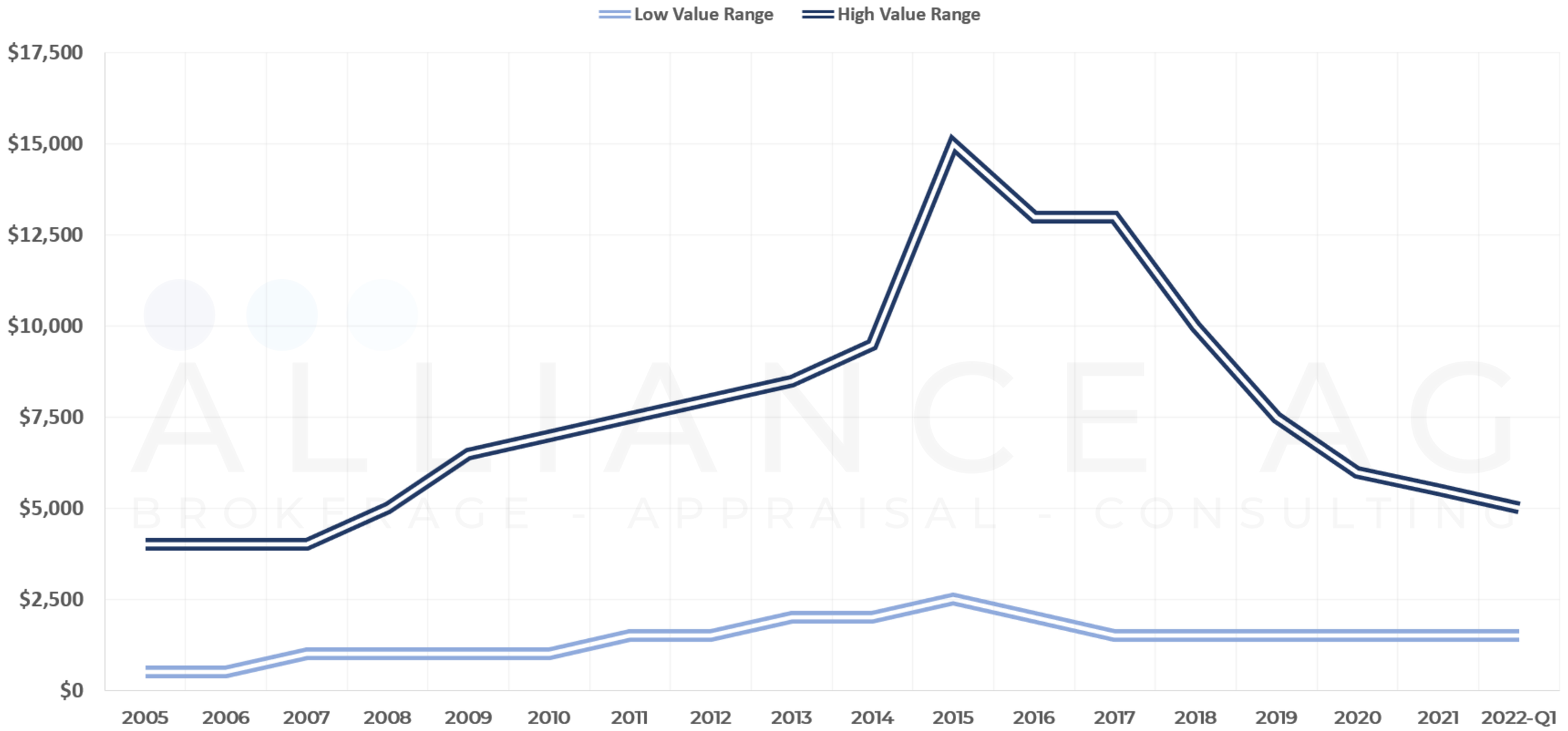
WHITE LAND AREAS



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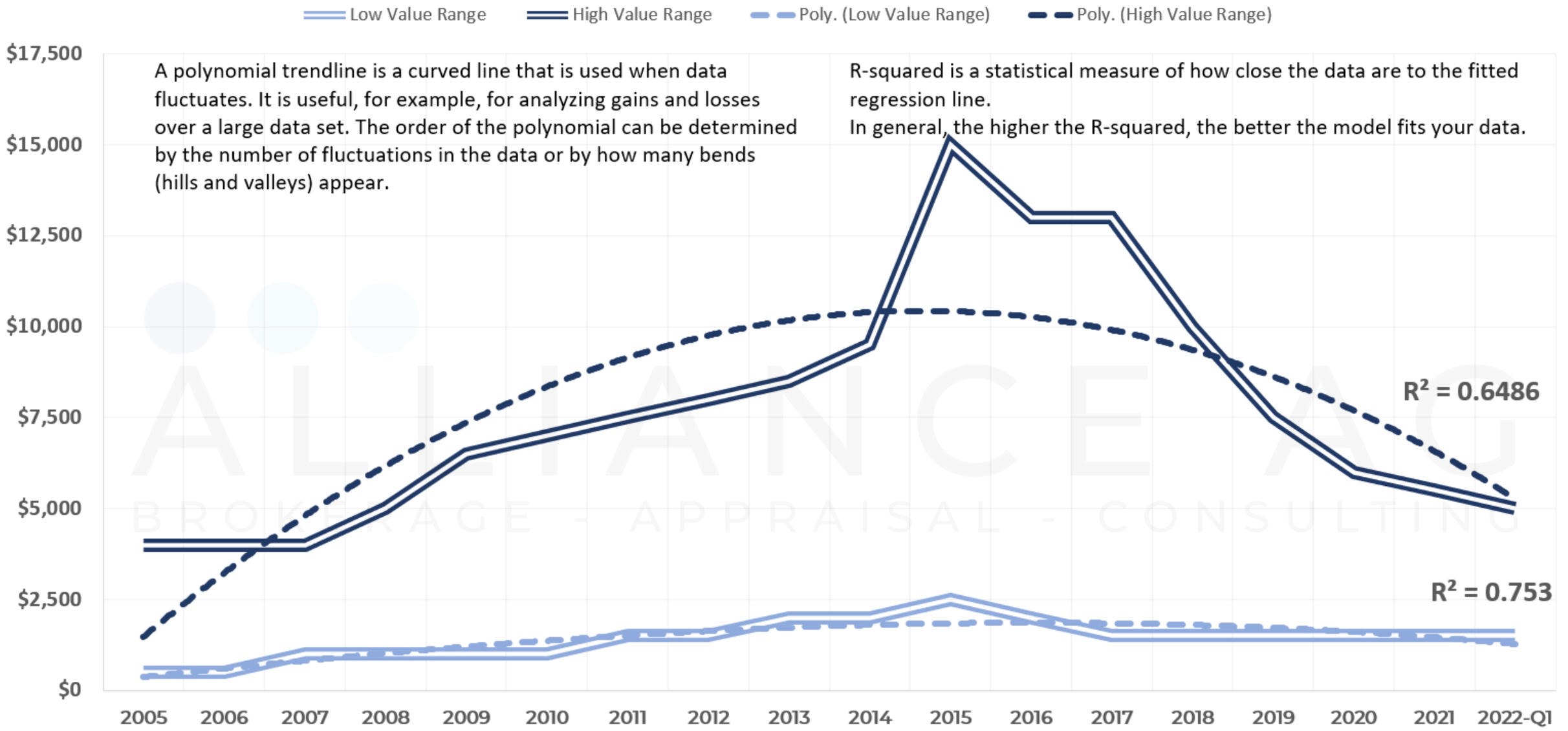
WHITE LAND AREAS



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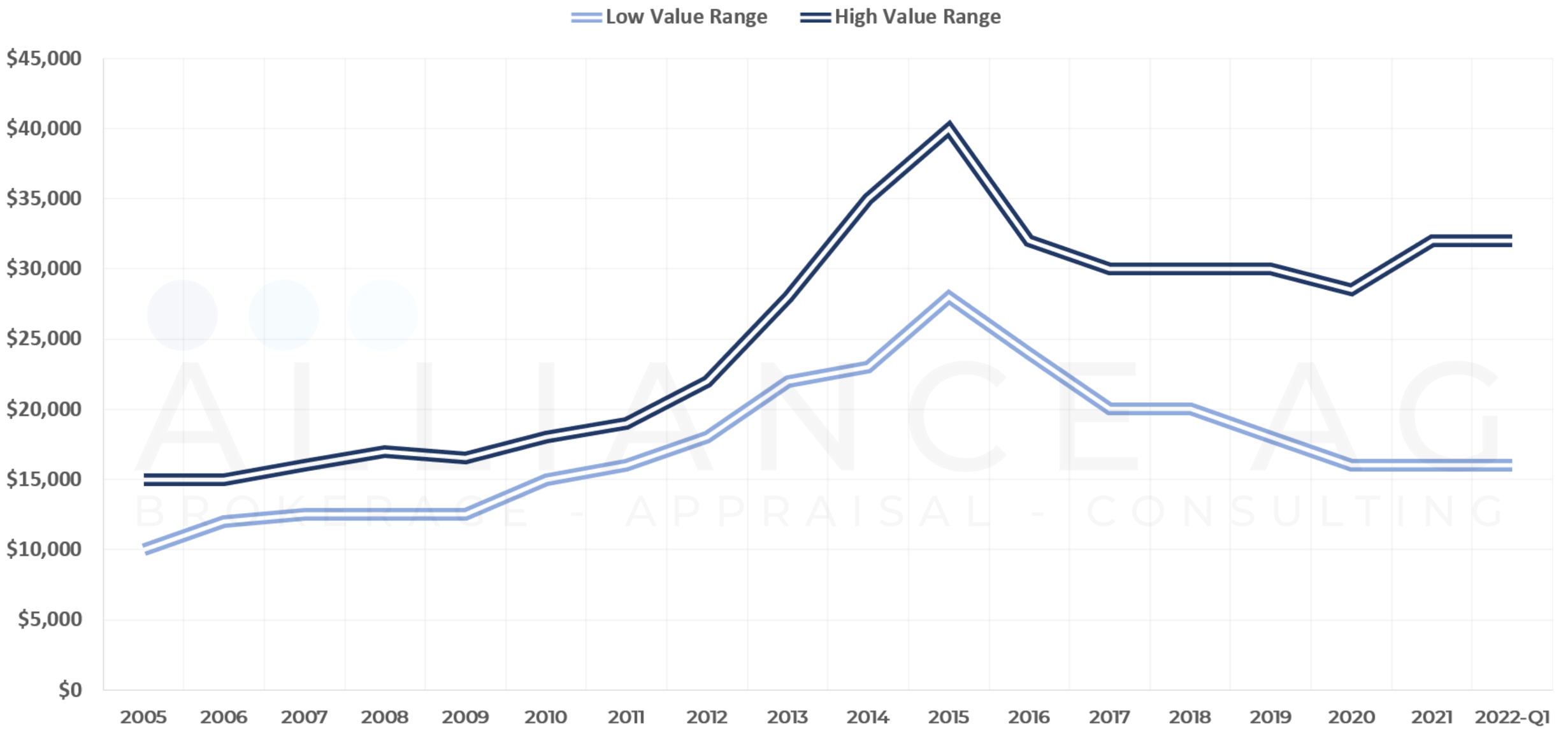
ALMOND ORCHARDS



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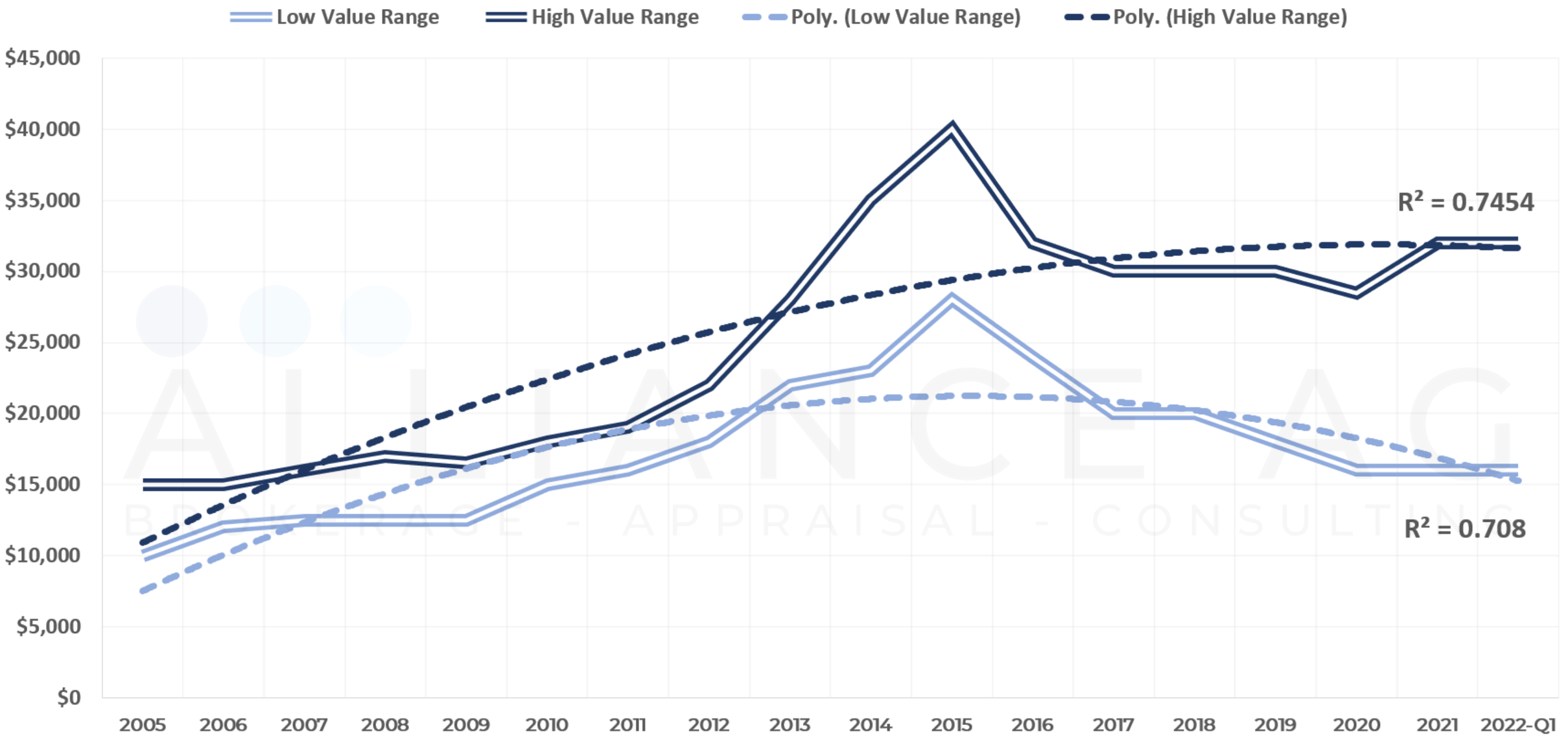
ALMOND ORCHARDS



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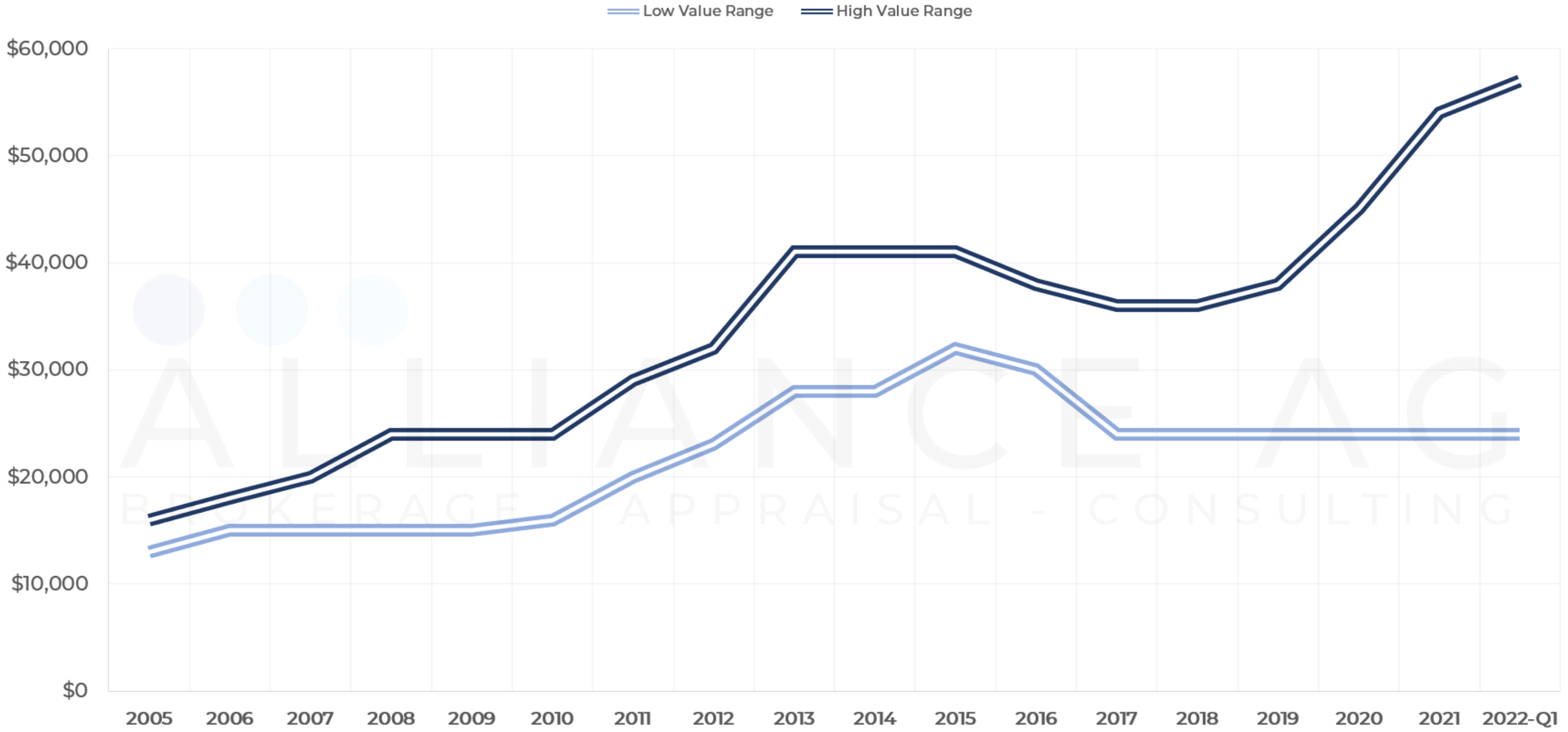
PISTACHIO ORCHARDS



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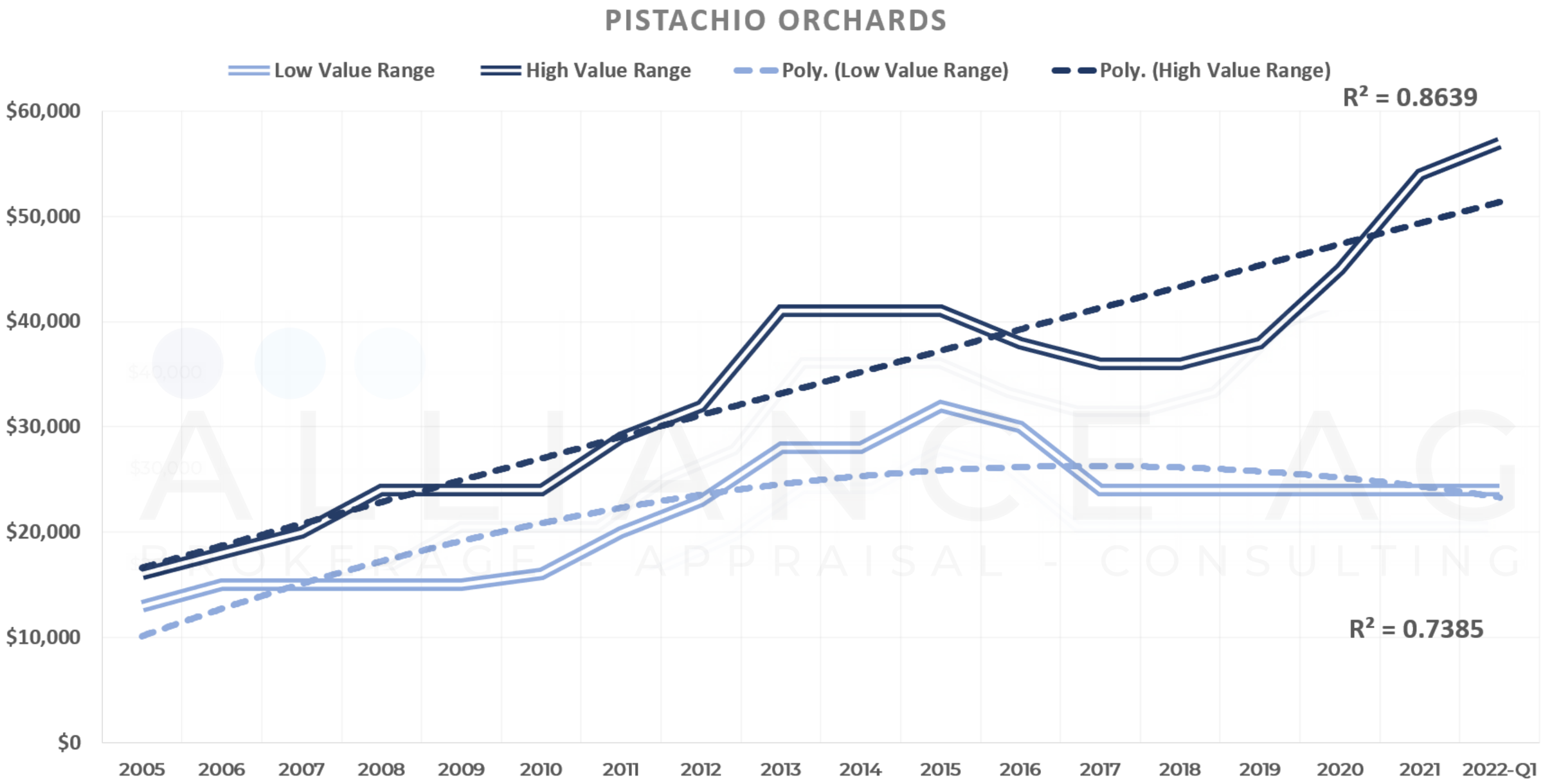
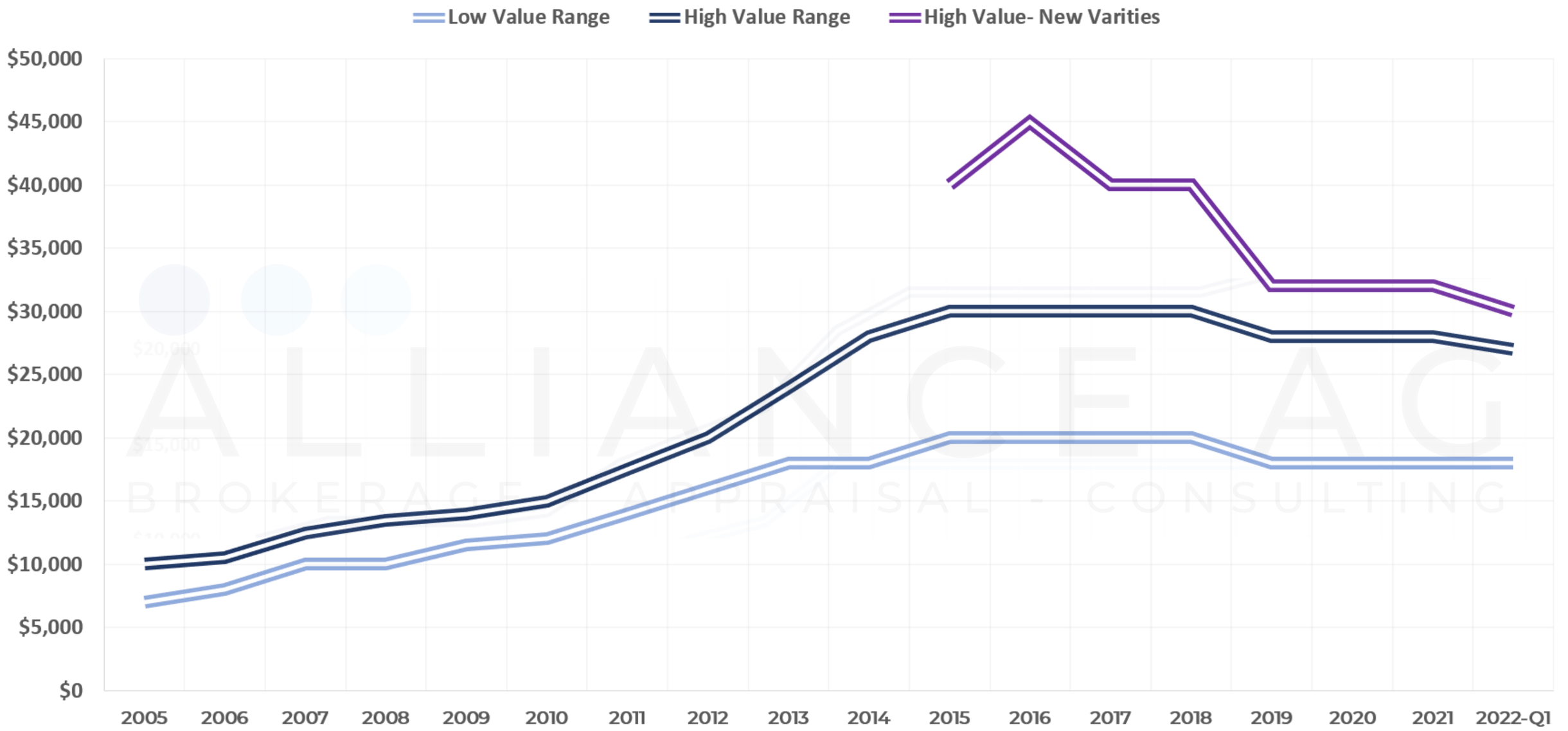

PISTACHIO ORCHARDS
Low Value Range
High Value Range
Poly. (Low Value Range)
Poly. (High Value Range)
R² = 0.8639
R² = 0.7385
$60,000
$50,000
$40,000
$30,000
$20,000
$10,000
$0
2005
2006
2007
2008
2009
2010
2011
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
2022-Q1

TABLE GRAPE VINEYARDS



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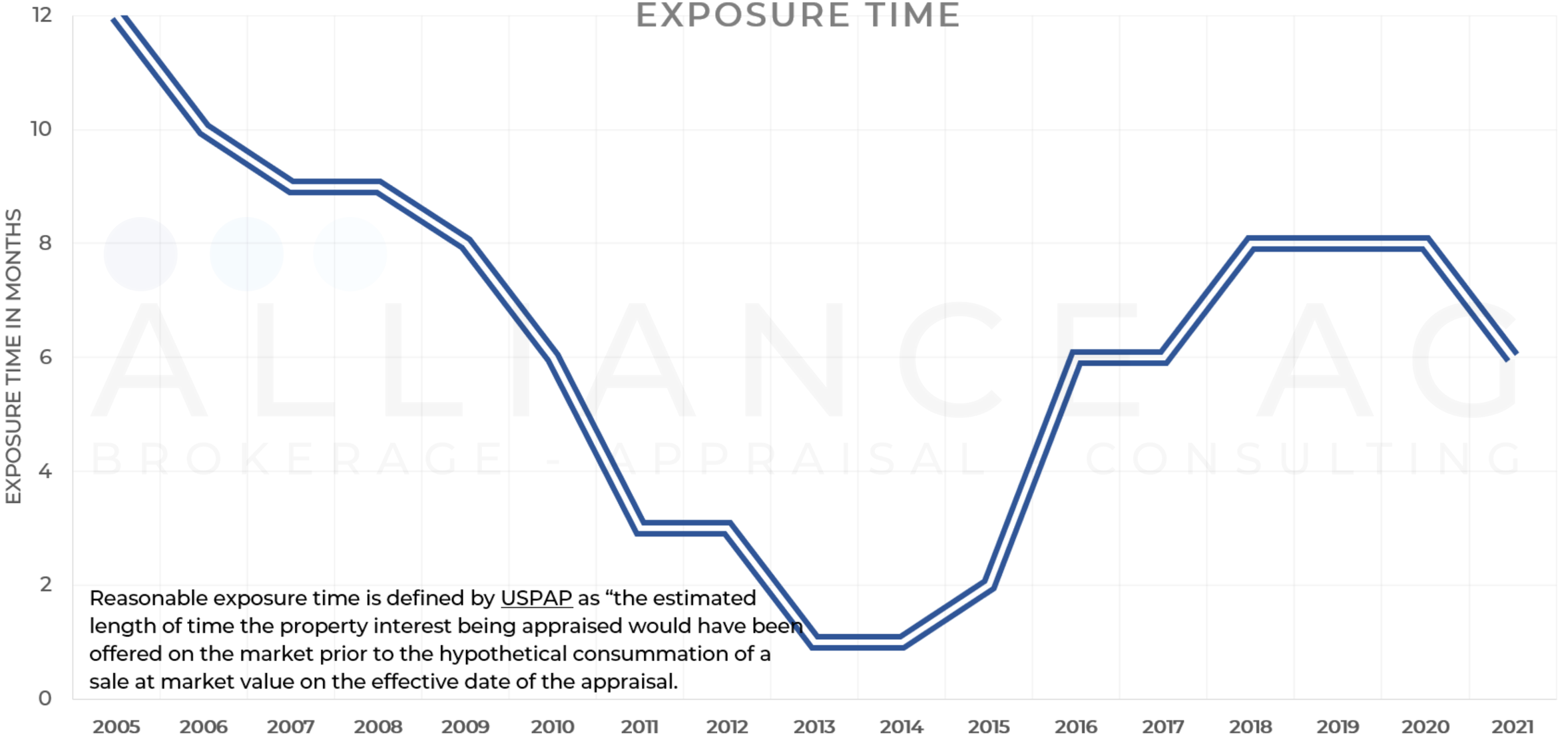
KERN COUNTY AGRICULTURE EXPOSURE TIME



Reasonable exposure time is defined by USPAP as "the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal.

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We offer brokerage, valuation, financing, and consulting services on all Agricultural property types. To discuss specific property values in today's market, call or email me.

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mming@allianceagservices.com

QUESTIONS?
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