



# DAIRY NEWSLETTER

Issue 41 - Number 1

## THE BOTTOM LINE

### CHANGES!

A great change! Two great companies have merged. The Ranch Company (since 1965) and Pearson Realty (since 1919) have merged and created the most comprehensive and largest Ag Industries Real Estate in all of California.

The Ranch Company is now the Dairy Division of Pearson Realty. We will have experienced dairy agents in all of our offices, Visalia, Fresno, and Bakersfield. Come and see us at the World Ag Expo Feb. 9th-11th in the Dairy Center, Booth 6742.

Both of these companies pledge to uphold their reputations of honesty, integrity and professionalism. Both companies have enjoyed long term client relationships and look forward to many more years of awesome associations.

### REMEMBER:

"A real estate, herd or milk pool quota deal is not a deal until it's a good deal for both Buyer and Seller".

*John*

## DAIRIES ♦ FARMLAND ♦ FEED RANCHES ♦ PERMANENT PLANTINGS

### SPECIAL SERVICES

- Dairy & Farmland Auctions
- Agricultural Investment Planning
- Estate / Bankruptcy Sales
- Agricultural Investment Properties
- IRC 1031 - Tax Deferred Exchanges
- Neighbor to Neighbor Land Sales



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CA BRE #00020875

## MILK POOL QUOTA

Milk pool quota sales for 2015 totaled 38,214 pounds at an average of \$531 per SNF. Total sales in excess of \$20,000,000.

January 2016 sales totaled 6,198 pounds at an average of \$539 per SNF with a low of \$525 and high of \$550.

## DAIRY FACILITIES

### LEASE/OPTION OPPORTUNITY

If you are leasing a facility or if you have 2 or 3 herds and want to combine it all into one larger facility on a lease basis with future opportunity to purchase, we would like to get together with you and expose some possible opportunities in California or out of state.

Lot of investment money is available that may have an interest in buying an existing facility or build a new facility. The Ranch Company as a Pearson Realty division (Largest Ag brokerage in the state) has access to all types of investors of ag and industrial properties.

## LAND

**539.54± Acres** of irrigated farmland with good production records of cotton, corn and cereal grains. Located on Nevada Avenue south of Hanford just west of 10th Avenue. Soils include Armona loam and Vaguard sandy loam. Two electric turbine pumps and wells - 100HP with 650GPM and 200HP with 1,400GPM production (January 2014). All well information is available. Property is not in an irrigation district. Water is distributed through concrete pipelines that connect all fields for food irrigation. The property is available for immediate use. Priced at \$6,500 per acre.



**40± Acres** in prime west Tulare farmland location. Picturesque tree setting home site with older home for a very private setting. Class 1 soil for any type of permanent plantings. Tulare Irrigation District. Well is currently under repair. Farmland portion is leased for 2016 and will be available toward the end of the year. Priced at \$29,000 per acre.

**40± Acres** near Lemoore with 38 acres planted to Alfalfa. Beautifully maintained 3 bedroom, 2 bath home plus Mother-in-Law quarters plus garage, shop and cattle barn and corrals for 150 head. Jacob Rancho Water District. Priced at \$450,000

**290± Acres** 3 miles south of Lemoore. History of row crop production of corn and alfalfa. Three irrigation wells with estimated production of 3,100GPM. Water stock is John Heinlan for one acre foot of

## CATTLE RANCH



**601.80± Acres** in the foothills east of Ducor. Outstanding property at low elevation with road frontage. A total of 3 wells with pumps.

All areas of the ranch are vehicle accessible. Four ponds that are filled with well water and springfed. Two ponds have been used for growing catfish ranch has a recreational area for private entertainment - has been used for private BBQ's

100± acres can be used for farmland. 5± acres is planted to older walnut trees - overhead sprinklers. Various soil classifications with a portion classified at Class 1 soil.

A unique property with all types of possibilities including a great home site. Asking \$2,750 per acre.

## PERMANENT PLANTINGS

**12.46± Acres** with 6.5± acres of young almonds and 6± acres of pasture and open. New well development at 850GPM. Class 1 sandy loam soil. Excellent water area and just east of Visalia 1/8 mile south of Hwy198. In an area of permanent planting and a great place to build your home! Asking \$360,000



**319.97± Acres** of wine grapes in Fresno County - near several dairies. Great property of sandy loam soils. Two irrigation wells - on drip system. White Zinfandel and Muscat of Alexander. Price \$9,173,434

## SPECIAL PROPERTIES

**18.5± Acres** south of Visalia and just north of Mooney Grove. Just 1/4 mile from Costco and Lowes. A true estate builder for the future. Class 1 soil and suitable for permanent plantings. Asking \$555,000 (*Sale Pending*)

**10± Acres** south of Riverdale. Neat cattle set up with permanent pasture. Irrigation and domestic wells. Pipe and cable fencing. 8 year old, 2,448± sq.ft. spacious home with 4 bedrooms, 3 baths and 2 car garage. Price \$485,000.

**19.6± Acres** of excellent farmland plus home and other improvements in immaculate condition. Irrigation and domestic wells. Detached large 2 car garage. Work shop and other improvements. \$695,000

## THE BACK PAGE

**Time to Diversify?** The Ranch Company as a Division of Pearson Realty has access to all the listings of the Pearson Offices. These include virtually all the varieties of agricultural investments plus all the commercial/industrial investments through the Pearson's Commercial Division, Newmark Grubb on local or national opportunities.

**Time to Tear the Milk Barn Down?** Yes, your land may well be worth more to a nut grower than to yourself or to another producer. The exception may be if you have a Dairyman neighbor who wants your place. While demand is still running relatively strong, it may be a great time for producers milking less than 1,000 cows to consider this option particularly if retirement or self planting it are options and you do not have family members ready to take over. Feel free to give us a call and check out this opportunity.

**Nearly Every Week** a dairy herd dispersal sale is being held in California. Why? Are some producers just tired of fighting the fluctuating milk prices? Is the next generation not willing to take over the business? Is it an indication that the dairy industry in California is a dying industry? Why just throw in the towel? Is there no future?

We believe there is a future! It may look different; it may have a lot fewer producers. Cow numbers may even be a bit lower. If you prefer a smaller operation, good opportunities remain in other states.

Your son, daughter or maybe you yourself have been thinking of moving out of state just contact us and we'll provide contacts and purchase opportunities.

**Sold your Cows** and need to rent out your facility? Your best Lessee may well be to an existing producer wishing to expand. The current economic conditions in the industry make it very difficult to obtain financing for a new startup. You may wish to check with us to see if we happen to have a prospect for you.

**The Value** of the best quality ag land in Tulare County has gone from \$3,000 per acre to \$25,000 per acre over the past 30 years. That is a gain of \$22,000 PER ACRE! A young person buying a 320 acres in 1985 and selling it today will have profited well over 6 Million Dollars. Not a bad nest egg! Can it happen again? Current government printing may make the 6 Million Dollars look insignificant over the next 30 years.

**Properties Needed.** Ag properties remain in very strong demand! Does that mean that every ag property that comes to the market is immediately sold at a new record price? No! Buyers seem to be more prudent in the selection of property, soils, water and location issues are factors to current buyers. When the right property appears, it is still quickly sold and at close to historically high prices. We certainly have buyers for the right properties.

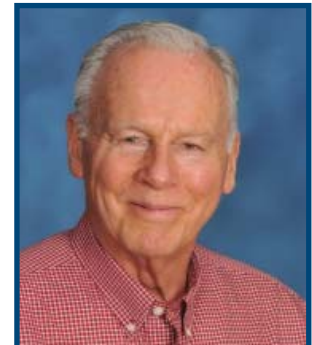
## THE RANCH COMPANY



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### Offices Serving The Central Valley

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**The Ranch Co.**  
A Dairy Division of Pearson Realty

We believe the information contained herein to be correct. It is obtained from sources which we regard as reliable, but we assume no liability for errors or omissions. Policy on cooperation: All real estate licensees are invited to offer this property to prospective buyers. Do not offer to other agents without prior approval.

