

Getting Started: 10 Questions to Ask When Assessing Ag Property

one



What is the development potential and timeline of the land I'm considering?

Understanding crop maturity, soil quality and infrastructure needs can reveal opportunities to create value over time, not just at the time of purchase.

two



How reliable and diversified is the property's water supply?

Water access is a critical driver of long-term viability and valuation, especially in California's regulatory environment so assess both current entitlements and future sustainability.

three



Does my financing strategy align with my short- and long-term goals?

Structuring capital around the property's maturity curve can preserve liquidity while unlocking growth, especially when combining term loans and development facilities.

four



Is there recent local comp data to study and how accurate is it?

With limited comparable sales in many Ag regions, buyers need a nuanced valuation strategy that blends data with local insight.

five

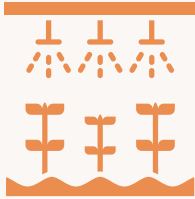


What is for the forward-looking market indicating?

It is critical to understand the difference from what happened in the past to where the market is going. This is both in terms of commodity pricing, input costs, and land valuations.

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six



How does the property's location within its district or subbasin impact long-term water reliability?

Water conditions can vary dramatically—even within a few miles—so understanding district governance, basin health, and delivery infrastructure is essential.

seven



What operational challenges should I anticipate in the first 12–24 months?

From irrigation upgrades to labor, equipment, or permitting, knowing the early-stage lift helps you budget realistically and avoid surprises.

eight



What's the long-term return profile based on the crop or development plan?

Different crops have very different timelines, water needs and risk profiles; so aligning expectations with actual performance horizons is key.

nine



How will regulatory changes affect my investment over time?

As rules evolve, so will operating costs, allowable pumping, and even crop choices. Understanding the regulatory curve helps you position for the future, not just the present.

ten



Do I have the right partners to navigate acquisition and underwriting?

Working with aligned experts in brokerage and finance reduces risk, accelerates deal flow and uncovers upside that might otherwise be missed.