

■ OFFERING MEMORANDUM

■ PRODUCTION AVOCADO AND CITRUS RANCH



PAUMA MOUNTAIN RANCH

Pauma Valley, California ± 454.71 Acres www.pauma-mountain-ranch.com

CBRE

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Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

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D. MATT MARSCHALL

Senior Vice President
Lic. 01035488
+1 858 404 7202
matt.marschall@cbre.com

DYLAN MARSCHALL

Senior Associate
Lic. 02045289
+1 858 404 7203
dylan.marschall@cbre.com

EXECUTIVE SUMMARY

CBRE, Inc on behalf of American Farmland Trust is pleased to present Pauma Mountain Ranch, a ±454.71 acre production avocado and citrus grove in the heart of San Diego County's prime agricultural production area. This property offers a unique opportunity to acquire one of the last remaining large production groves in the region. Currently, the property is leased; however, the lease will be terminated upon sale with crop to be negotiated between Owner and Tenant. Additionally, the property will be sold subject to the completion of an agricultural conservation easement.

Contact broker for more details.





PROPERTY SUMMARY

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LOCATION

North of Highway 76 at Sam’s Mountain Road, Pauma Valley, San Diego County



SIZE

Per assessor’s records, the property consists of 13 separate parcels and is comprised of ±454.71 gross acres

THESE ARE DESCRIBED AS FOLLOWS:

APN	ACRES ±	ZONING	LAND USE DESIGNATION
132-150-31-00	46.00	A70	RL-20
132-150-33-00	49.14	A70	RL-20
132-150-34-00	44.77	A70	RL-20
132-150-35-00	41.64	A70	RL-20
132-160-15-00	41.20	A70	RL-20
132-160-17-00	40.00	A70	RL-20
132-160-19-00	40.08	A70	RL-20
132-160-20-00	42.11	A70	RL-20
132-160-21-00	4.63	RS	Village Residential (Vr-4.3)
132-160-27-00	27.52	A70	RL-20
132-160-28-00	24.10	A70	RL-20
132-160-29-00	13.62	A70	RL-20
132-160-32-00	39.90	A70	RL-20
TOTAL ACREAGE:		454.71	

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ZONING

Per San Diego County Zoning, the large majority of the property is zoned Limited Agricultural Use (“A70”), with 8 acre minimum lot sizes. This zoning designation is intended primarily for agricultural crop production and would allow for a packing and processing facility subject to a major use permit. Parcel number 132-160-21-00 is comprised of 4.63 acres and is zoned Residential-Single Unit (“RS”) and has a minimum lot size of 10,000 square feet. This parcel provides access from Highway 76 to the ranch and would allow for the development of one residential dwelling.



AGRICULTURAL CONSERVATION EASEMENT

The Property will be sold subject to an agricultural conservation easement that will protect the conservation values of the Property, including its current agricultural productive capacity, the future viability for agricultural use, its agricultural soils and other characteristics of the Property.



PLANTINGS

Total Planted Acres

366.7C acres

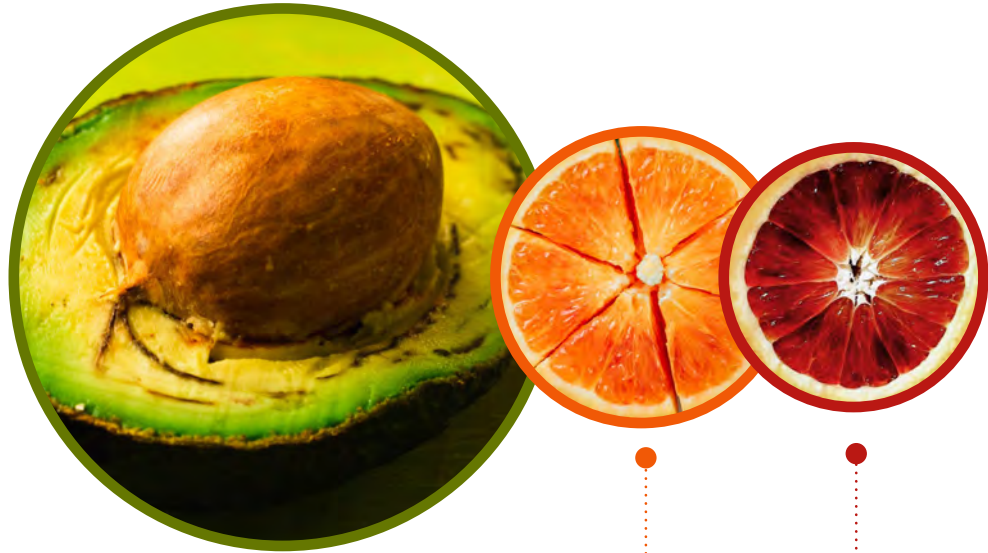
HASS AVOCADO

22.27 acres

VALENCIA ORANGE

20.17 acres

STAR RUBY GRAPEFRUIT



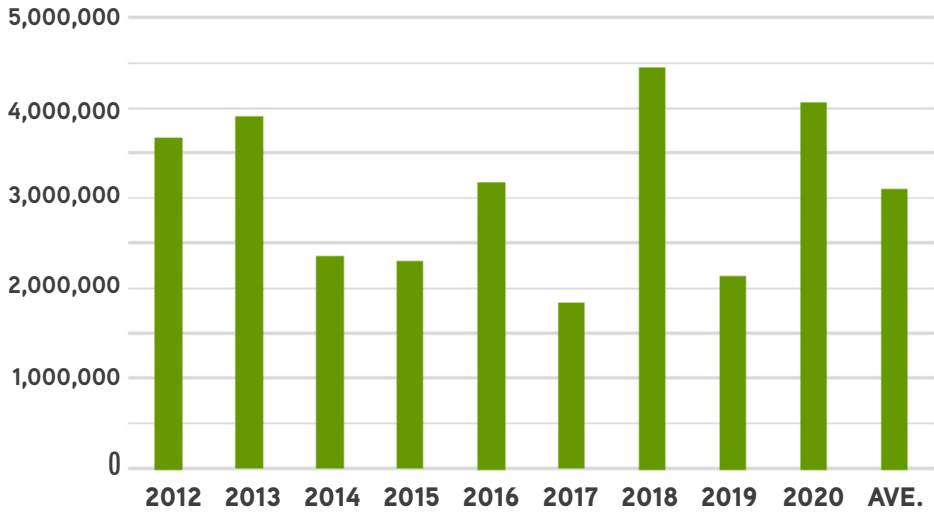
VARIETY	TREE COUNT	SPACING	TREES/ACRE	TOTAL GROSS ACRES	YEAR PLANTED
Hass Avocado	10,167	20 x 20	108.90	93.36	2003
Hass Avocado	3,509	20 x 20	27.23	128.89	1988
Hass Avocado	5,245	20 x 20	36.30	144.49	1978
Reed Avocado	250	20 x 20	108.90	2.30	1988
Star Ruby Grapefruit	2,928	15 x 20	145.20	20.17	1988
Valencia Orange	2,425	20 x 20	108.90	22.27	1988
Navel Orange	200	20 x 20	108.90	1.84	1988
Kumquats	554	12 x 12	302.50	1.83	1988
TOTAL PLANTED ACRES				415.14	



PRODUCTION

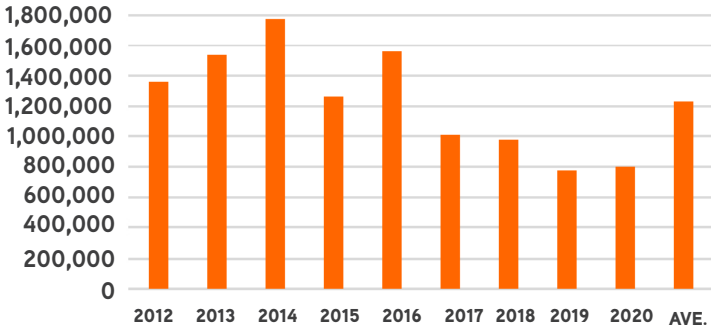
VARIETY	2012 PROD	2013 PROD	2014 PROD	2015 PROD	2016 PROD	2017 PROD	2018 PROD	2019 PROD	2020 PROD	AVERAGE
HASS AVOCADO (LBS.)	3,664,864	3,895,868	2,338,180	2,294,480	3,161,356	1,837,240	4,449,912	2,117,832	4,061,232	3,091,218
STAR RUBY GRAPEFRUIT (LBS.)	1,531,620	1,781,280	1,441,440	2,559,600	1,339,920	1,262,700	1,818,600	1,396,560	2,007,200	1,682,102
VALENCIA ORANGE (LBS.)	1,352,160	1,532,520	1,773,000	1,260,000	1,557,000	1,008,720	969,680	772,320	794,880	1,224,476

HASS AVOCADO LBS.

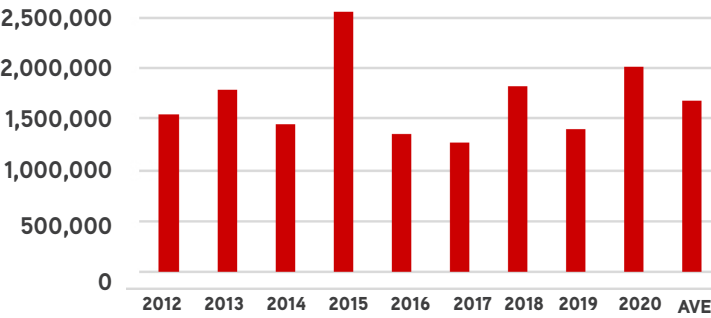


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VALENCIA ORANGE LBS.

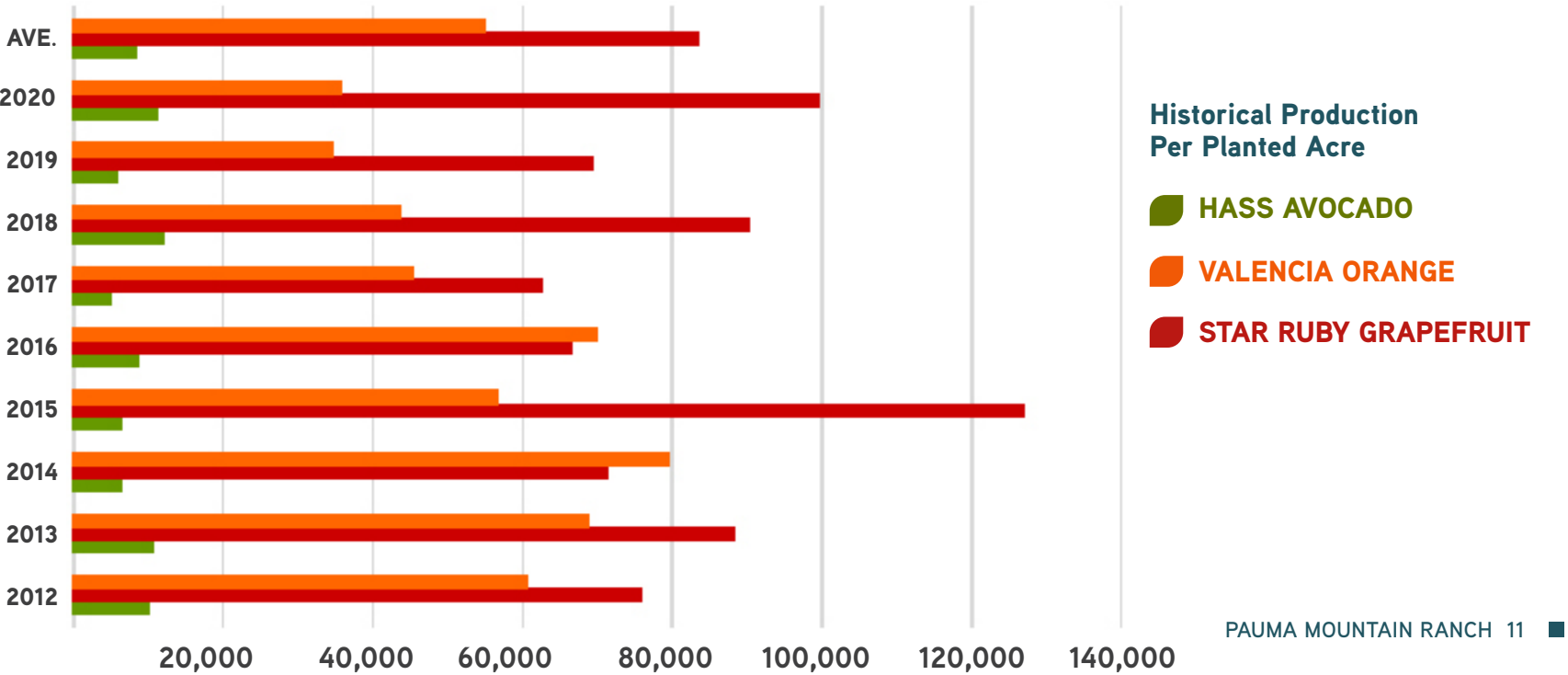


STAR RUBY GRAPEFRUIT LBS.

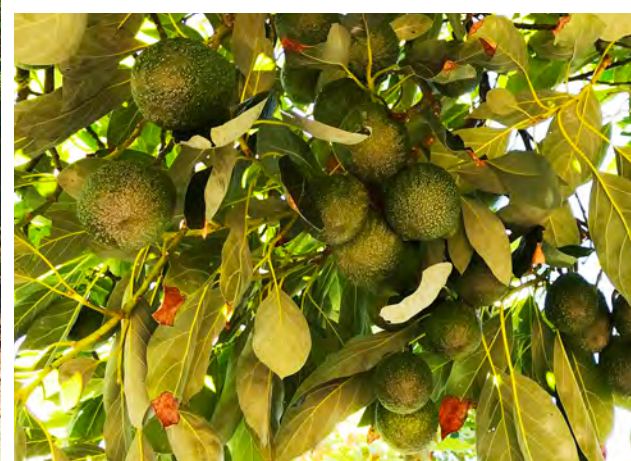


PRODUCTION PER ACRE

VARIETY	TOTAL PLANTED ACRES	2012 PROD PER ACRE	2013 PROD PER ACRE	2014 PROD PER ACRE	2015 PROD PER ACRE	2016 PROD PER ACRE	2017 PROD PER ACRE	2018 PROD PER ACRE	2019 PROD PER ACRE	2020 PROD PER ACRE	AVE.
HASS AVOCADO (LBS.)	366.74	9,993	10,623	6,376	6,256	8,620	5,010	12,134	5,775	11,074	8,429
STAR RUBY GRAPEFRUIT (LBS.)	20.17	75,953	88,334	71,481	126,931	66,447	62,618	90,185	69,256	99,537	83,416
VALENCIA ORANGE (LBS.)	22.27	60,722	68,821	79,620	56,583	69,921	45,299	43,546	34,683	35,696	54,988



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ACCESS

Primary access to the ranch is provided from Highway 76 at Sam's Mountain Road. Secondary access is from the northeastern boundary of the ranch along South Mesa Drive.



STRUCTURES

The ranch is improved with a $\pm 1,600$ square foot modular home, (two) $\pm 1,200$ square foot modular homes and (two) $\pm 1,000$ square foot modular homes. All of the residential structures are being used for labor housing and are generally in fair to average condition.



TOPOGRAPHY

The ranch has rolling topography with areas of steep slopes, typical of avocado groves in the area. The majority of the ranch faces generally southwest.



UTILITIES

- Water is provided from Yuima Municipal Water District – Improvement District A
- The ranch has no municipal sewer system; however, it has septic systems for the residential improvements
- Electricity is provided from San Diego Gas & Electric
- Gas is provided from propane tanks



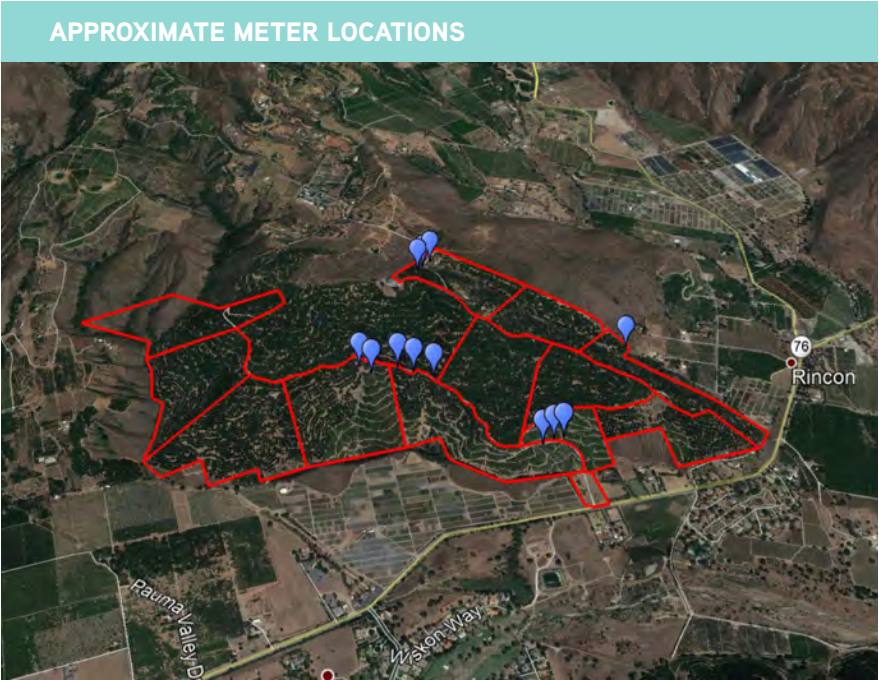
WATER

Water is provided from Yuima Municipal Water District – Improvement District A. Current water rates are available upon request. The Ranch has a total of 12 meter, most of which are 1”, 2” and 3” in size. Irrigation water is delivered to the farmed areas by way of surface hoses with one emitter per tree.

Yuima Municipal Water District relies on two main sources for their irrigation water:

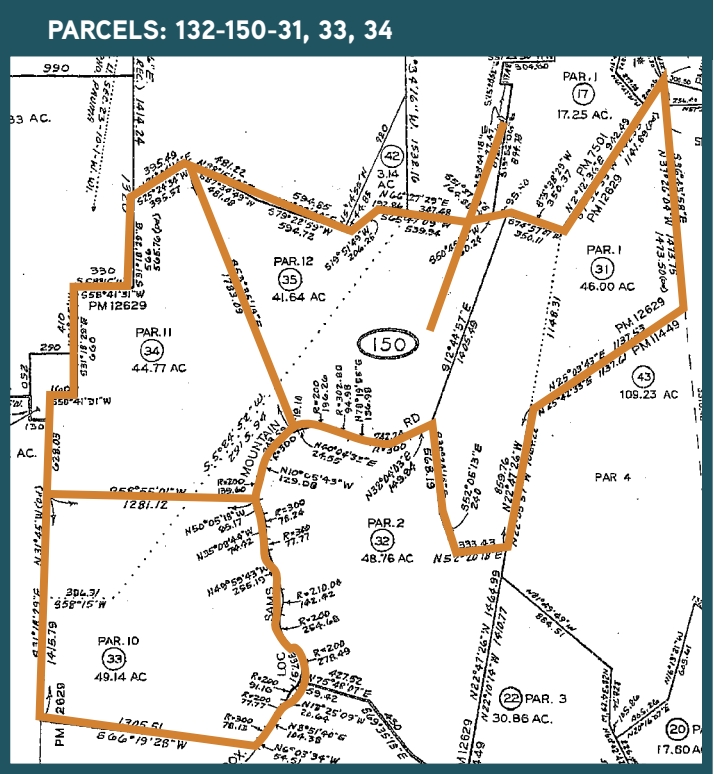
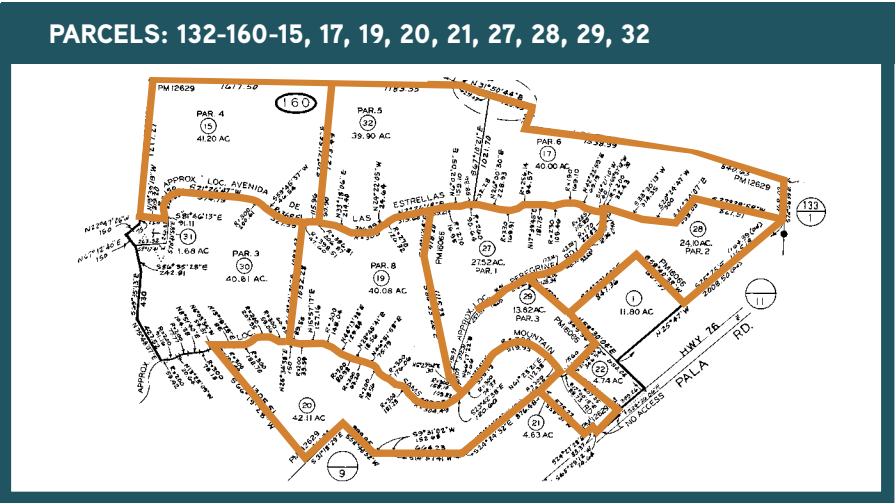
- Local Groundwater, which is pumped from deep underground wells located throughout Pauma Valley. This underground aquifer is known as the Pauma Groundwater Basin.
- Imported Water is purchased from the San Diego County Water Authority, which in turn purchases the majority of its water from the Metropolitan Water District of Southern California. MWD imports water into Southern California from two sources: a 242 mile-long aqueduct that brings water from the Colorado River’s Lake Havasu, and a 444 mile-long aqueduct that carries water from the State Water Project (SWP). Water from these sources is conveyed to the MWD system through pressurized large diameter pipes, open aqueduct canals and open reservoirs. The supply is then treated at the MWD Skinner Filtration Plant located in Western Riverside County. After treatment at the Skinner Filtration Plant, the water flows into an aqueduct pipeline and is delivered to the Yuima Municipal Water District. Once in the Yuima system, which includes 42 miles of water mains, 10 water storage tanks, and 9 pumping stations; the water remains in the pressurized pipelines and tanks, further protecting its quality.

APN	METER SIZE	ZONE
132-150-31-00	3"	3
132-150-33-00	3"	1
132-150-34-00	3"	1
132-150-35-00	3"	3
132-160-15-00	3"	3
132-160-17-00	3"	1
132-160-19-00	3"	3
132-160-20-00	3"	1
132-160-21-00	no meter	
132-160-27-00	2"	1
132-160-28-00	2"	1
132-160-29-00	1 1/2"	1
132-160-32-00	3"	3



TAXES

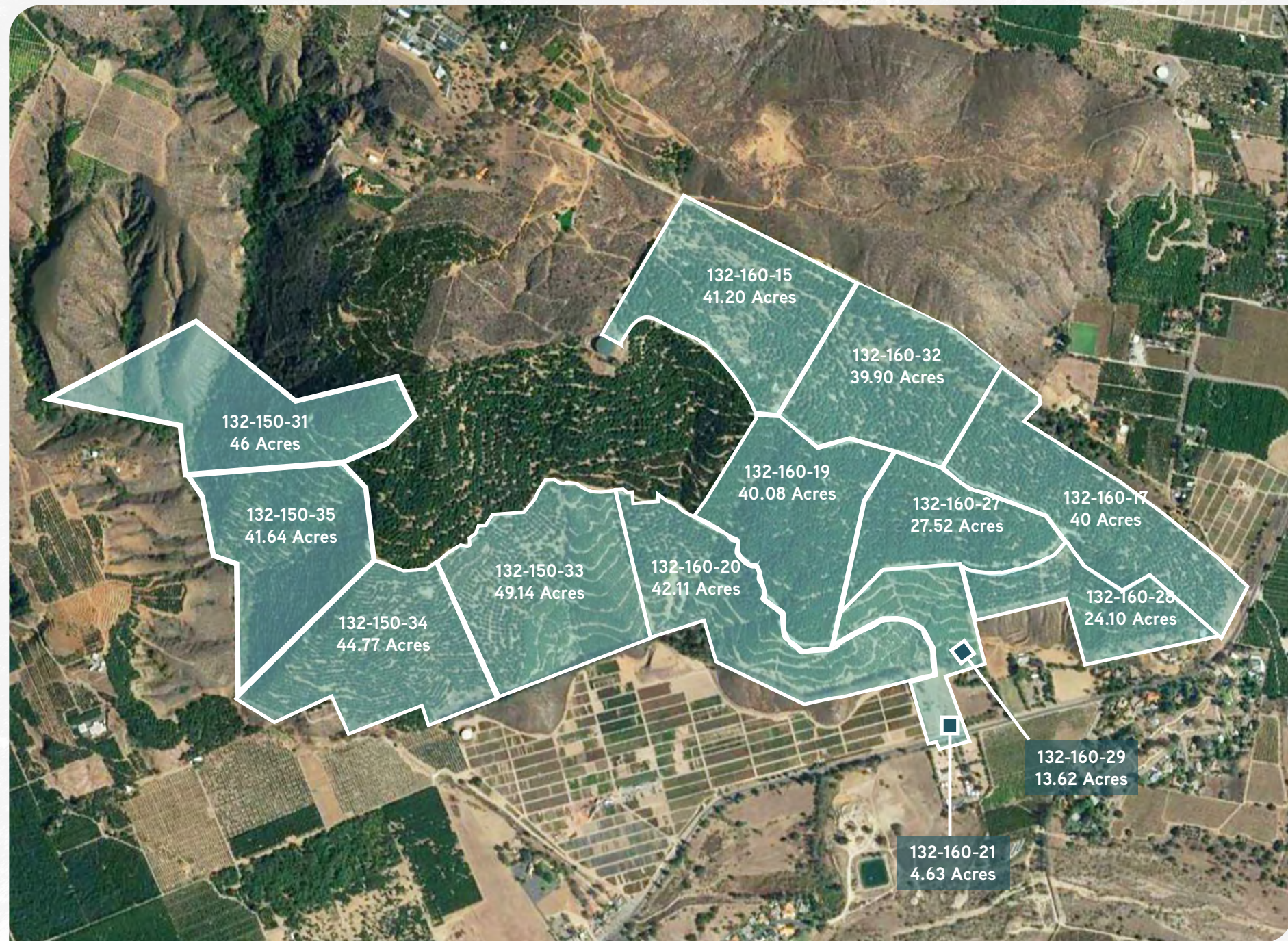
APN	ANNUAL TAX
132-150-31-00	\$5,203.06
132-150-33-00	\$10,547.66
132-150-34-00	\$5,556.06
132-150-35-00	\$5,162.52
132-160-15-00	\$5,504.54
132-160-17-00	\$5,059.64
132-160-19-00	\$5,014.20
132-160-20-00	\$10,180.16
132-160-21-00	\$733.78
132-160-27-00	\$3,365.30
132-160-28-00	\$3,447.24
132-160-29-00	\$4,048.24
132-160-32-00	\$5,186.30
TOTAL ANNUAL PROPERTY TAX	
\$69,008.70	



PROPERTY PARCELS



PAUMA MOUNTAIN RANCH 16



PAUMA MOUNTAIN RANCH 17

PAUMA MOUNTAIN RANCH



PURCHASE PRICE:
\$6,500,000

*crop to be negotiated based on lease termination with current tenant.

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DUE DILIGENCE PERIOD:

Recommended to be no more than 60 days after execution of Purchase and Sale Agreement (PSA)

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SUBMIT ALL OFFERS TO:

CBRE, Inc.
C/O Dylan Marschall
4301 La Jolla Village Drive, Suite 3000
San Diego, CA 92122
(858) 404-7203
Dylan.Marschall@cbre.com

PAUMA MOUNTAIN RANCH

■ CAPITAL MARKETS
■ INVESTMENT PROPERTIES

D. MATT MARSHALL

Senior Vice President
Lic. 01035488

+1 858 404 7202
matt.marschall@cbre.com

DYLAN MARSHALL

Senior Associate
Lic. 02045289

+1 858 404 7203
dylan.marschall@cbre.com

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Pauma Valley, California ± 454.71 Acres www.pauma-mountain-ranch.com

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