



# Agriculture

Within the appraisal industry, the agriculture asset class differs widely from conventional commercial assets. While appraisal theory still holds, variations in appraisal methodologies, insightful analysis of land productivity, and understanding of macro- and local-area agricultural market drivers are essential in providing accurate valuations.

Newmark Valuation & Advisory's Agriculture practice, with its expertise and advanced technology platform, provides appraisal services for both single property assignments and national property portfolios that span multiple states and markets. We serve a diverse array of clients including individual owners, lenders/banking institutions, CPAs, estate attorneys, and institutional investors.

Our team has a deep understanding of valuing assets for lending purposes, assets subject to IRS audit, as well as tax implications such as establishing step-up basis and potential capital gains taxes. With our proprietary software, templates, and comparables database integrated with our agricultural appraisal techniques, we deliver consistent, objective and reliable opinions of value and underwriting support that empowers our clients to make decisions with confidence.

Newmark V&A's Agriculture practice actively participates in the Appraisal Institute, the American Society of Agricultural Consultants (ASAC), and the National Council of Real Estate Investment Fiduciaries (NCREIF). Along with active participation, the team has also contributed to developing and teaching appraisal classes for the American Society of Farm Managers and Rural Appraisers (ASFMRA).

*We provide valuation and advisory services for a variety of agricultural property types, including:*

**Agricultural Land**

**Irrigated Land**

**Recreational Land**

**Grain Storage Facilities**

**Timberland**

**Greenhouse/Nursery Facilities**

**Ranches/Pastureland**

**Livestock Facilities**

**Vineyards & Wineries**

## ABOUT NEWMARK

**We transform untapped potential into limitless opportunity.**

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies.

We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

## CONTACT

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