

# rancho DOS VASOS

2021 E TELEGRAPH RD  
FILLMORE CA 93015

±376-ACRE AVOCADO RANCH

Offered at

**\$18,250,000**

PROPERTY VIDEO

<https://player.vimeo.com/video/828109374?h=889ac2ac38>

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VASOS

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2021 E.  
TELEGRAPH RD  
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93015



# OFFERING SUMMARY

Offered at  
**\$18,250,000**

Land Size  
**±376 Acres**

Price Per Acre  
**\$48,537/AC**

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## Commercial Avocado Orchard For Sale

Situated in Ventura County, California, Rancho Dos Vasos spreads across six (6) contiguous parcels and covers an impressive ±376 acres. This extensive avocado ranch, nestled on the north flank of a major highway (Hwy 126) that stretches across Fillmore — a rural, unincorporated area of Ventura County — is a blend of mature trees and new plantations, offering both immediate and sustainable income opportunities.

Rancho Dos Vasos benefits from two superior-quality wells based within the Fillmore basin, ensuring a steady supply of high-quality groundwater. The current proprietors have channelled over \$5.2 million of capex into enhancements such as a new well, reservoirs, irrigation systems, plantings, internal road developments, and drainage mechanisms.

Rancho Dos Vasos is equipped with several booster and injection stations, and its irrigation system — recently revamped — is a model of modern avocado farming.

*Property is enrolled in the Williamson Act/LCA Program. Additional information available with executed Confidentiality Agreement.*

### APNs

055-0-110-045  
055-0-110-055  
055-0-160-485  
055-0-160-495  
055-0-160-515  
055-0-160-525

### SIZES

Land: ±376 Acres  
Buildings: ±7,024 SF

### ZONING

AE-40 ac/HCWC

### WATER SUPPLY

Three (3) reservoirs;  
Primary well at ±900gpm;  
Backup well refurbished  
in 2019 at ±500gpm

### RESERVOIR CAPACITY

Lower Reservoir: 0.5 acre-feet  
Middle Reservoir: 8 acre-feet  
Upper Reservoir: 24 acre-feet

### PROJECTED PRODUCTION

±3,080,070 lbs. at maturity  
(±12,769 lbs./acre)

### EXISTING STRUCTURES

±1,242 SF Upgraded Office Space  
±3,432 SF Agricultural Barn  
±950 SF Shop  
±1,400 SF Single Family House



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*Property is enrolled in the  
Williamson Act/  
LCA program*



±3,432sf Barn & Shop



±1,242sf Upgraded Office



±1,400sf House



Advanced Infrastructure



## WATER SUPPLY & UTILIZATION

Fitted with two (2) turbine wells, various booster and injection stations, and three (3) water storage reservoirs. **The main well yields around 900 GPM of premium irrigation water. The secondary well, renovated in 2019, offers about 500 GPM, and the Primary Well (Well 2), freshly drilled in 2021, complements the supply.** The irrigation water delivery system — modern, solid-set micro sprinklers nourished by poly tubing — is new and state-of-the-art. Over 200 acres, along with the area set of future development, are irrigated by this system.

The upgraded property, after total renovation, is expected to yield around **±3,080,070 lbs. at maturity, or ±12,759 lbs./acre..** The current management could potentially be retained by new owner, facilitating a seamless transition of ownership. Thanks to the extensive groundwork and updates to the infrastructure, new owners can look forward to optimal production, a refurbished office, an agricultural barn, workshop, and a residential home in their modern avocado ranch.\*

*\*Additional information available with executed Confidentiality Agreement.*

***Rancho Dos Vasos offers  
the potential for a new owner  
to keep existing professional  
management team in place  
for a seamless transition***



## Assumable Loan Terms

This property is available for acquisition. Please contact Jon Ohlgren for further guidance & details.

- Price: \$18,250,000
- Principal: \$6,959,200
- Borrower has the ability to draw up to \$8M (\$1.05M more).
- Last date to draw is December 31, 2024.
- Interest rate: 3.71% fixed on the current outstanding balance until July 10, 2030.
- Any subsequent draws will be at a rate based on the 10-year treasury + 185 bps with a floor all-in rate of 3.5%. (On today's 10-year treasury rate of 3.45% that would be an all-in rate 5.3% on the new \$1M so the interest rate on the total loan would average ~3.9%.
- Amortization: Principal payments beginning January 10, 2026 at 2% of outstanding principal as of December 31, 2025.
- Prepayment: yield maintenance until July 10, 2025 then pre-payable any time.





## OUTLYING AREA

20 Minutes From Santa Clarita  
16 Minutes From Santa Paula Airport  
20 Minutes From Moorpark  
22 Minutes From Ventura

SESPE CONDOR SANCTUARY

SANTA PAULA  
HOSPITAL

**RANCHO  
DOS VASOS**  
2021 E TELEGRAPH RD  
FILLMORE 93015

HOPPER  
MOUNTAIN  
NATIONAL  
WILDLIFE  
REFUGE

LAKE  
PIRU

VENTURA

SANTA PAULA

FILLMORE

SANTA  
CLARITA

SANTA CLARA  
RIVER

SANTA PAULA  
AIRPORT

NEWHALL  
MANSION

RANCHO  
CAMULOS  
MUSEUM

HAPPY CAMP  
CANYON  
REGIONAL  
PARK

RUSTIC  
CANYON GOLF  
COURSE

THE SATICOY  
CLUB

MOORPARK

ADVENTIST  
HEALTH SIMI  
VALLEY

CHUMASH  
PARK & TRAIL

CAMARILLO

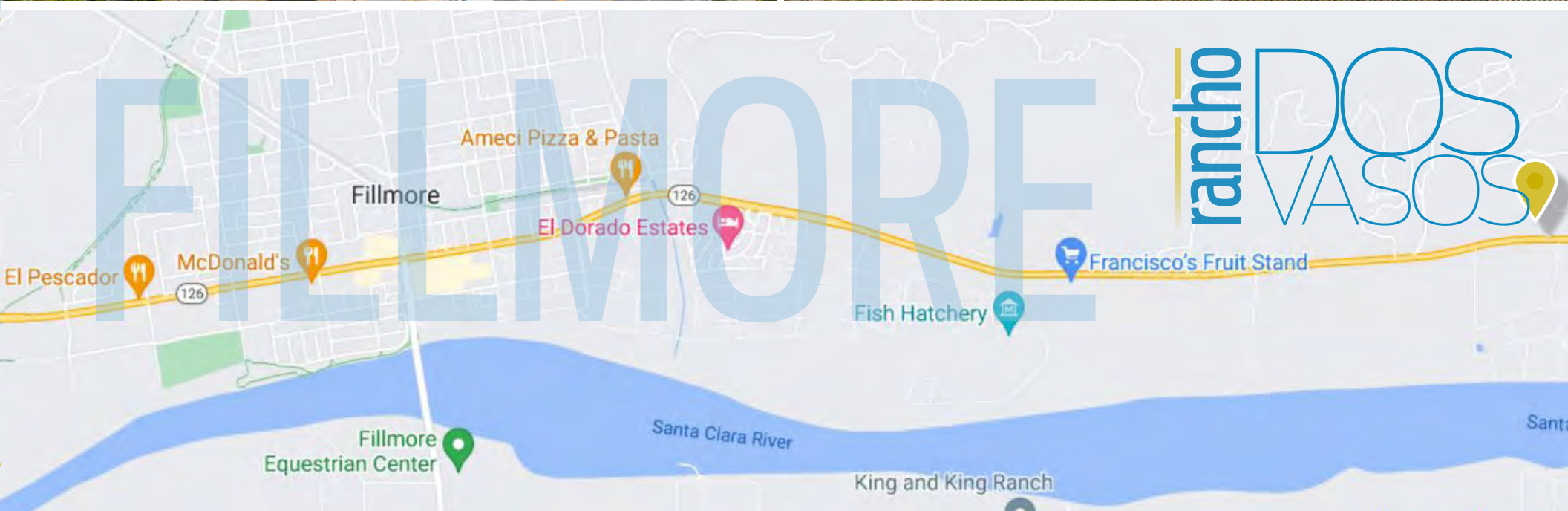
SIMI  
VALLEY

SANTA  
SUSANA

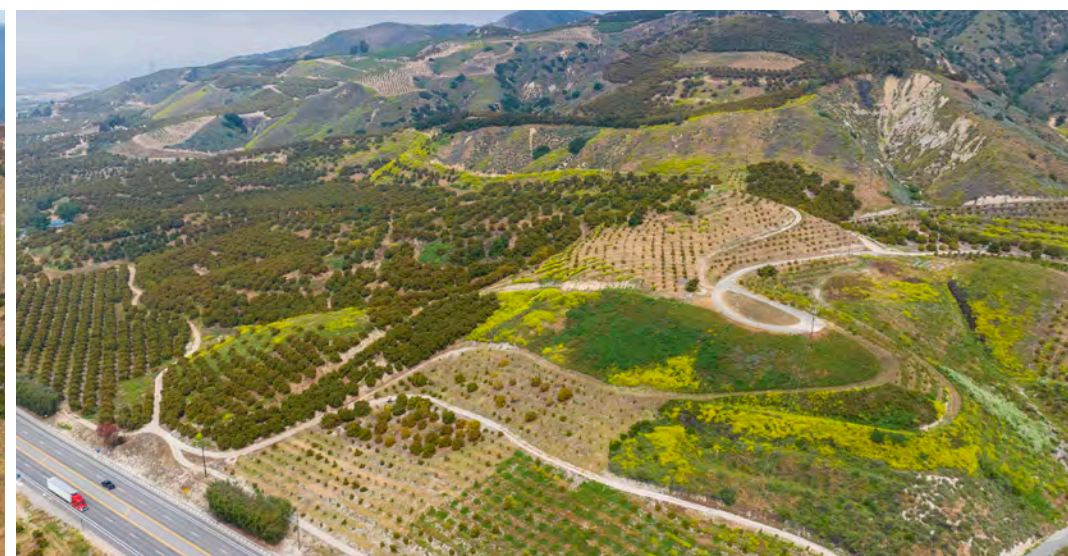
BARD  
LAKE

SIMI HILLS  
GOLF COURSE



























## NEW WELL





# AVOCADO MARKET PREMIUMS

*There has been a sea change in the avocado world that began in 2010 and dramatically accelerated from 2016 to the present day on both the supply and demand sides of the equation.*

Once a short-season, non-commoditized, and highly regional business with domestic supply mainly sourced from California (limited by international shipping infrastructure and the uncommon California geographies where the crop will grow productively), avocado production and consumption have rapidly globalized with demand, per capita consumption, and value skyrocketing. As international distribution and production have taken off—largely in response to massive spikes in demand for avocados around the world as a healthy, luxury crop—the US domestic avocado market has been transformed from a local market driven by local forces to a global market shaped by global forces. **Global demand is increasing at some 11–12 percent per year, yet supply is increasing at only 5–6 percent per year. Demand and per capita consumption are expected to continue to grow and outpace supply.** Avocados can only be grown in certain parts of the world which will continue to govern the supply, yet the popularity, usage, and awareness are penetrating and increasing in the Pacific Rim, the European markets, South America, and in the US. With more avocado health claims and further research being funded regarding the avocado's benefit toward cancer and heart health on the horizon, demand and consumption are poised for big growth in the future.

2020 data published by the Hass Avocado Board shows that as demand in the US domestic market has grown significantly (by approximately 500% since 2000; see attached volume and per capita growth files).

There are several factors further strengthening the brand of avocados, specifically California avocados, which will continue to increase demand and value for the foreseeable future:

- **The establishment of the Hass Avocado Board (HAB) and the laws that bind all avocado volume (domestic and abroad) into the United States market with a \$0.025 assessment rate.**
- **HAB has positively impacted the market since its inception, especially with Mexico increasing their volume substantially over the last 8–10 years to the US, it has dramatically increased marketing dollars and avocado health research creating an all-time high in awareness, demand, consumption, and value (e.g., “Avocados from Mexico” formed, Super Bowl commercials, mainstream advertising). In addition, HAB has concentrated its efforts toward the availability of data and market transparency which has produced a highly organized market bringing what would be competitors together as collaborators, all raising the value of the avocado in the US market.**

- **Trends in the marketplace lend itself to a growing premium for avocados, especially CA avocados— buying local, patriotism in purchasing, all the health claims being published (more in the pipeline), classified as a “super food”, part of pop culture, sustainably/locally sourced**
- **Foreign supply has taken a seasonal, volatile, and local market once dominated by CA supply into a year-round, nationwide to global, organized market that has increased the overall awareness, usage and value of avocados not just in the US but globally.**



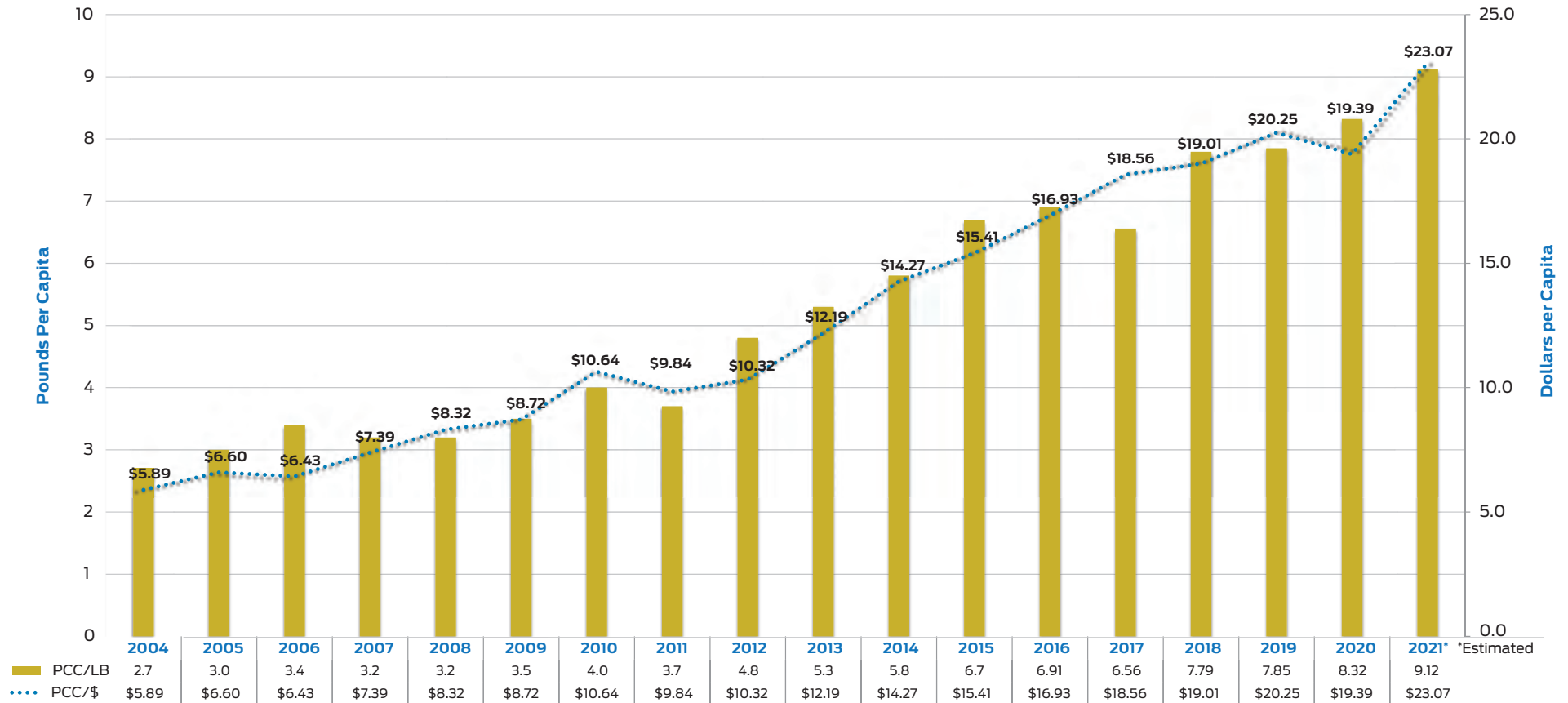


# MULTI-YEAR VOLUME CHART

HASS AVOCADO BOARD

PER CAPITA CONSUMPTION

CALENDAR YEAR 2004–2021



Volume Data: Hass Avocado Board Assessable Volume + Organic Imports  
 Price Per Pound Data: IRI Freshlook MULO (calculated as follows: avg price per unit for the year multiplied by 2.22)  
 Population: U.S. Census Data

UPDATED 8/19/2021 10:09 Hass Avocado Board





- |    |                                  |    |                                  |    |                                  |
|----|----------------------------------|----|----------------------------------|----|----------------------------------|
| 1  | Roan Mills Bakery                | 12 | Rite Aid                         | 23 | Fish Hatchery Museum             |
| 2  | Best Western La Posada           | 13 | Grocery Outlet                   | 24 | El Pescador                      |
| 3  | Starbucks                        | 14 | Vons                             | 25 | Fillmore Library                 |
| 4  | Fillmore City Tennis & Swim      | 15 | Wells Fargo Bank                 | 26 | Mountain Vista Elementary School |
| 5  | Fillmore Fire Station            | 16 | Fillmore Animal Hospital         | 27 | Fillmore Middle School           |
| 6  | Fillmore Unified School District | 17 | Giessinger Winery & Tasting Room | 28 | Fillmore High School             |
| 7  | Union Bank                       | 18 | Vallarta                         | 29 | Angel Doughnuts                  |
| 8  | CVS Pharmacy                     | 19 | Fillmore Historical Museum       | 30 | Rosaritos' Nursery               |
| 9  | The Fillmore On Central          | 20 | Jiffy Lube, Dollar Tree, at&t    |    |                                  |
| 10 | Fillmore & Western Railway Co.   | 21 | Ameci Pizza & Pasta              |    |                                  |
| 11 | Rio Vista Elementary School      | 22 | Francisco's Fruit Stand          |    |                                  |

## HOPPER MOUNTAIN NATIONAL WILDLIFE REFUGE



rancho **DOS**  
VASOS

**SELECT NEARBY AMENITIES  
& POINTS OF INTEREST**

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# SOUTHERN CALIFORNIA'S BEST KEPT SECRET...

## Fillmore, California

**Situated in the Santa Clara River Valley, Fillmore is a quaint city nestled in Ventura County. This agrarian region boasts rich and productive soil. Fillmore's historic downtown was established back in 1887 when the Southern Pacific railroad was first constructed.**

According to the 2020 census, the population of Fillmore has risen by 9.4% to 16,419 from 15,002 in the 2010 census. The city's downtown exhibits early 20th-century architectural style, featuring the single-screen Fillmore Towne Theatre along with a variety of unique stores and establishments. Close to the railroad tracks and city hall is the Railroad Visitor Center, run by the Santa Clara River Valley Railroad Historical Society. The center showcases various exhibits and features a fully functional 90-foot train turntable and several renovated railroad cars. In the vicinity, one can find the Fillmore fish hatchery and the Sespe Creek and Sespe Wilderness, which houses the California condor Sespe sanctuary.





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