Contact: Bob Berner, Executive Director of the Marin Agricultural Land Trust, 415-663-1158, Extension 1. MALT administers the PDR program in the county.

Average sale price of unrestricted agricultural land in the county Agricultural Zone (1/60 acre density) is currently $4,000/acre. The current market in the county has been for large parcels and the average ranch size is 600 acres. So, an unrestricted, 600-acre ranch would likely go for $2.4 million.

Sub-dividing land in 60-acre parcels is typically not done. The market in the area is not for such parcels. In fact, Bob could not remember the last time such a sized parcel was available. If development does occur within the Ag Zone, the development envelope cannot exceed 5% of the total land area including roads. A more likely scenario for development in the Ag Zone would be that 30 acres of a 600-acre ranch (5% of 600 acres = 30 acres) would be sub-divided into 9 lots and then the “10th lot” would be a 570-acre ranch (600 acres at 1/60 acre density = 10 lots).

There is currently a soft real estate market in the county for land in the Ag Zone so consequently interest in the PDR program is quite high. The current average easement value is $2,000/acre or 50% of the full market value of land in the Ag Zone.