



## AGLAND NEWS RETURNS!

### WITH A SLIGHTLY DIFFERENT NAME

#### INSIDE THIS ISSUE

<i>Featured Property</i>	2
<i>Featured Estate</i>	3
<i>Legal Parcels</i>	2
<i>Rural Estate Division</i>	4

#### **Firms for Parcel Validity Projects**

**MNS Engineering**  
Tish Beltranena, Buellton  
805-688-5200

**Fletcher-Cross & Assoc.**  
Harrell Fletcher, Santa Maria  
805-928-6463

**Sid Goldstien Engineering**  
Sid Goldstien, Solvang  
805-688-1526

**Jon McKellar, PLS**  
Jon McKellar, Santa Maria  
805-680-1895

**Andre, Morris & Buttery**  
Jim Buttery, Santa Maria  
805-937-1400

You may have noticed that you didn't receive your copies of *AgLand News* last year. It's not that we forgot you, but we had to temporarily halt the production of *AgLand News* due to the overwhelming activities happening at Rincon in the past year and a half.

This period has been exceptionally active in sales of real property, appraisal, and consulting services. We have made a number of significant additions and changes in order to keep up with our clients' needs and to keep things running efficiently.

In our Santa Maria office, Mary Ann Garneau was hired as Office Manager, and Ciarra Taylor was added as an Appraisal Assistant and Bookkeeper. Mary Ann and Ciarra ensure the machinery of Rincon is running smoothly, and they do a great job.

As you will see on page 4 of this issue, Rincon also augmented its Santa Ynez Valley operations by adding Diana Anderson and Rowena Boyd who specialize in estate and rural properties.

We have continued to add to our arsenal of technical tools to provide you with a higher level of service. Rincon made considerable investments in better in-house printing of marketing materials as well as electronic distribution of marketing materials. We have also increased our subscriptions to various services and databases that provide mapping, aerial and satellite photos, ownership, and assessor information. Is there a particular property you would like to know more about? Let us show you what we can do with our new resources.

The big news since our last edition is the real estate market itself. It is no news to anyone that the market has been overheated in the residential sector. However, the entire real estate market has contin-

ued to experience extraordinary growth during this time. Demand for agricultural real estate, commercial and industrial property, and development property has outpaced the available supply, resulting in a sellers' market.

Farm ground is particularly in short supply relative to demand. Strawberry plantings in the Santa Maria Valley are up substantially this year over last, with many growers not meeting their land needs. This has driven up rental rates for berry ground (\$1,200 to \$1,800 per acre), which has brought rents for vegetable ground up as well (\$1,000 to \$1,400 per acre). The valuation of farm ground has followed the increase in rent as well as the decrease in required investor return (cap rates), with prime farm ground quickly passing the \$30,000 per acre hurdle. With such scarce availability, it is difficult to determine the market exactly, but one recent sale along Hwy. 101 exceeded \$42,000 per acre!

Vineyards have taken a healthy rebound from the declines of recent years. Buyer demand came to life this year, with vineyard values increasing in the neighborhood of 25%, as wineries started extending new growing contracts. However, with harvest just a few weeks away, and with a heavy crop, growers are finding a lot of their grapes yet unsold. It remains to be seen what this impact will have on grape prices, and consequently vineyards.

Ranches and rural estates continue to follow the general residential market in unprecedented appreciation. With the strength of the general residential market, many owners are using their added equity to upgrade to ranches and rural estates.

Thinking of selling? Give us a call to discuss your individual situation and objectives.

## FLASH FAX BECOMES E-FLASH

Rincon has long used its venerable "FlashFax" to let selected clients know of property availability as soon as it hits the wire. In keeping with our continual effort to upgrade service to our clients, "FlashFax" is now being converted to E-Flash.

If you are on our "FlashFax" delivery list, you should expect your last "FlashFax" in the near future requesting that you submit your e-mail address. If

you aren't on the "FlashFax" delivery list but would like to be added, please submit your name and e-mail address to:

info@rinconcorp.com

Also, if you would prefer to have your *AgLand & Estate News* delivered electronically, we can easily accommodate your request by e-mail as well.

## FEATURED PROPERTY

195+/- ACRES, SAN ANTONIO RD., ORCUTT

Rincon is featuring this ranch, which is a part of what is known as the old Barca Ranch, located on San Antonio Road west of Highway 135 and east of Highway 1. Totalling 195+/- acres, there are approximately 170 acres of level irrigated farm ground. The ranch is currently farmed to broccoli and has been farmed to other row crops. There are two irrigation wells, one producing about 1,700 GPM and the other producing about 400 GPM. There is also a pressurized underground delivery system.



*"Having Diana join our team helps Rincon provide an unsurpassed level of experience and dedication to those looking to sell or buy rural estate property."*

Larry Labr  
President  
Rincon Corporation

The ranch is bisected by San Antonio Creek, which runs from the east to the west. The southern portion has access from San Antonio Road, while the northern portion is accessed by a low water crossing. There is a very nice building site on the northern portion for a potential home site offering views of the property and the rolling hills to the south.

irrigated farm ground," says Frank Ferrero of Rincon. "This property is actually located on the western end of the Los Alamos Valley, about one mile west of Harris Grade Road. It has micro climates that are conducive to growing a good number of row crops, and it has excellent water."

"This is one of those rare opportunities to acquire level

For more information, contact Frank Ferrero or Larry Labr at 805-937-2492, or visit our web site.

## IS YOUR PARCEL LEGAL?

**DON'T BE TOO SURE ABOUT IT !**

What is a "legal parcel"? It may mean something different to the county or the city than it does to you. "Parcel validity" is a matter determined by each individual county or city, and each handles it somewhat differently.

A parcel may have been bought and sold several times and yet may not be a valid legal parcel. Title insurance does not ordinarily insure that a parcel is legal, except for a specific endorsement that is not normally obtained. The issue of whether a parcel is legally valid typically does not surface until a land use or development permit is applied for. The county or city will likely not issue a permit for any parcel not proven to be a valid legal parcel.

A valid legal parcel is a parcel that was created in accordance with the State Subdivision Map Act and local ordinance at the time of its creation. Since the elements of the Map Act and local ordinance have changed substantially and numerous over

time, many parcels may have been created that did not meet the requirements at the time that they were created.

Most people know that an assessor's parcel map does not indicate a separate legal parcel. In fact, many assessor's parcels are not valid legal parcels. On the other hand, there can be more than one valid legal parcel within one assessor's parcel.

A parcel will be deemed to be validly created if it is the result of any of the following:

- Recorded parcel map or final map
- Lot line adjustment approved by the governing body
- A reversion to acreage or merger approved by the governing body

# FEATURED ESTATE PROPERTY

25+/- ACRES, LONG CANYON RD., SANTA YNEZ

With the announcement of Diana Anderson joining the Rincon team, we are pleased to present her listing for this exceptional property. Located in a secluded oak wooded canyon, this home exudes the rustic feel of its serene surroundings. As part of the Oak Trails Estate, the property benefits from the availability of miles of hiking and riding trails.

The home consists of a two bedroom, two bath main residence with a separate guest quarters that has its own bath and wood burning stove. The main residence features a large open kitchen, including a Viking Range and built-in refrigerator. The wood flooring and siding in the living and dining room together with the stone fireplace gives the ambiance of a mountain lodge. The private study has an intimate stone fireplace setting and opens to the back patio area.

There is an extensive deck surrounding the house, which provides an area for entertaining under the giant oaks or just enjoying the quiet solitude. The deck overlooks the pond, picnic areas, and verdant lawns under ancient oaks. Above the residence is a separate studio that has its own deck in front that overlooks the entire canyon.

Located on approximately 25 acres, the property consists of two legal parcels. The residence, guest house, studio, and a three car garage are all situated on one of the parcels. The other parcel has a horse barn with two turnouts, hay/tack/trailer storage, and room for your horses.



“This property is unique in how it captures the serenity of the environment, and provides lots of useful and interesting areas inside and out. A special bonus is that it consists of two legal parcels, which could be subsequently sold separately,” says Diana.

For more information, contact Diana Anderson at 805-688-1233, or visit our web site.

*“When the opportunity came up to make a move, I chose Rincon for their professional, client oriented style of doing business.”*

*Diana Anderson  
Rincon Corporation*

## ... LEGAL PARCELS

*(Continued from page 2)*

If a parcel has had a permit (i.e. a building permit) issued by the county or city, then it is generally presumed to have been deemed a valid legal parcel at the time the permit was issued. Therefore, parcel validity issues primarily come up in vacant or unimproved land.

The best way to prove and preserve the status of a valid legal parcel is to obtain a Certificate of Compliance. These are issued by the appropriate county or city, through the Planning Department or the Surveyor’s Office. If a parcel was created legally, then the Surveyor’s Office will issue a Certificate of Compliance. The time and cost will vary on this, depending on the county or city. Generally, it will run about \$1,000 and may take up to three months.

If a parcel is deemed not to have been created legally, then a Conditional Certificate of Compliance

needs to be applied for. If the applicant whose parcel is deemed not to be legal does not apply for the Conditional Certificate of Compliance, then a Notice of Violation may be recorded against the property. A hearing is held and conditions are placed on the property to make it legal. In the county this is handled by the Planning Department. The time, cost, and required conditions can vary greatly.

When applying for a Certificate of Compliance, you will need to submit information showing how the parcel was created, a chain of title, title report, assessor’s parcel map, and other supporting information.

As in most situations involving government permitting, it is advisable to utilize the services of a professional who handles these matters on a daily basis. We have included some contact names and phone numbers on the front page of this issue for your reference.



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# RINCON CORPORATION

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Diana Anderson  
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## Appraisal Services

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## DIANA ANDERSON JOINS RINCON

### SPECIALIZING IN RURAL AND ESTATE PROPERTIES

We are pleased to announce that Diana Anderson of the Santa Ynez Valley has joined Rincon.

Diana has been involved in real estate in the Santa Ynez Valley for over 25 years. Rincon has long specialized in agricultural real estate, with an expertise that extends to rural estates and commercial property. Now with Diana's expertise in rural estates in the Santa Ynez Valley, Rincon is poised to better serve those who are residents, or hope to be residents, of the Valley.

Diana started her career with T. Hayer & Associates in 1979. She later moved on to start a new firm, Fred Sands Santa Ynez Valley. After the sale of that firm, Diana has decided to join Rincon to pursue her passion for working with estate and rural properties.

"I have known and worked with Larry Lahr of Rincon for most of my real estate career. When the opportunity came up to make a move, I chose Rincon for their professional, client oriented style of doing

business," says Diana. "So much of the property in the Santa Ynez Valley that I work with has a significant land and agricultural element to it. This makes Rincon a natural fit for providing service to sellers and buyers of rural estate properties.

According to Larry Lahr, president of Rincon, "Having Diana on our team helps Rincon provide an unsurpassed level of experience and dedication to those looking to sell or buy rural estate property. Diana understands this property type, knows the market, and is dedicated to professional integrity in dealing with clients. We couldn't have found a better fit."

Diana is delighted to be working with her associate of many years, Rowena Boyd. Rowena, who hails from Australia and New Zealand, is also a licensed agent. She will be working with Diana during her stateside stays.

You can reach Diana or Rowena at their direct number, 805-688-1233.