

Future Proofing

How To Make An Olive Grove A Saleable Asset



An aerial photograph of a large rural property. In the center, there is a well-maintained olive grove with rows of trees. To the left, a winding dirt road cuts through green pastures. In the foreground, a large farm complex with several buildings and a circular water tank is visible. A small pond is situated near the center of the property. The background shows rolling hills and dense forests under a clear sky.

Is An Olive Grove A Saleable Asset?

YES

YOUR PROPERTY

- **Is the Olive Grove your passion & dream!**
 - A lifestyle choice and dream when purchased / developed!
 - Your DREAM may not be that of others.
 - **Is the FARM improved from when purchased?**
 - Has the asset been developed and grown?
- **WHAT IS A SALABLE ASSET?**

BUSINESS OR LIFESTYLE

- Is the farm a business or a lifestyle?
 - If lifestyle then development of property has different goals,
 - If a business, then treat and operate as a business and develop business / asset.

- Unless the farm is being passed on to family then basis should be to grow & develop as well as maintain & improve the asset for sale.

FARM SALE

- A farm is like any other property there needs to be a willing seller and a willing buyer
 - The trick is finding that willing buyer in a timely manner
- A farm is a little different to selling a house in suburbia.
 - It has a much bigger back / front yard to maintain
 - Requires more general maintenance
 - Is further from services
- A farm is a Business

FARM SALE

- Like a house preparation is critical for selling
 - If possible, pick the best time of year to make the sale when the property presents the best
 - Decide what you are selling, is it:
 - Just the property
 - The business
 - Property – business – all stock (walk-out / walk-in)
- **PRESENTATION**
 - As with selling a house it is all about presentation
- **Seller Mind-set**
 - May sound simple but you dream is not necessarily someone else's
 - If someone is prepared to buy property for your asking price be prepared to sell regardless of what they want to do.
 - Be realistic in pricing!



OUR EXPERIENCE

HOW TO MAKE AN OLIVE GROVE A SALEABLE ASSET

2003	Q1 - Purchase Property & Plant Olive Trees
2004	Install Process Plant & Contract Processing
2009	Contract Harvesting
2010	Start Sheep Grazing
2022	Q4 - Sold



PRESTON VALLEY GROVE

OUR SALE PROCESS

- We made the decision to sell in March 2022 prior to the 2022 harvest
- The next 6 months were used to prepare for the sale:
 - We rationalised customer base, for sales and contracting
 - We started preparing property with more focus on short-term improvements and maintenance. Particular emphasis on presentation, this includes roads / fencing / pasture / equipment & buildings.
 - Notified staff - providing bonus to stay until completion of sale.
 - Decided what we wanted to keep and what was to become part of sale
- Found Agent – probably the hardest part
 - **On Market** - end August
 - **Sold** - end September
 - **Handover** - November.

An aerial photograph of a large rural property. In the center, there is a well-maintained olive grove with rows of trees. To the left, a winding dirt road cuts through green fields. In the foreground, there are several farm buildings, including a large white house with a blue roof and a smaller blue shed. A circular water tank is visible near the buildings. A small pond is situated in the middle ground. The background shows rolling green hills and a dense line of trees under a clear sky.

Is An Olive Grove A Saleable Asset?

YES