



# The Impact of Cannabis on the High Desert Real Estate Market

*COMMERCIAL TO THE CORE<sup>SM</sup> // [CBCWORLDWIDE.COM](http://CBCWORLDWIDE.COM)*

# New Times, New Terms

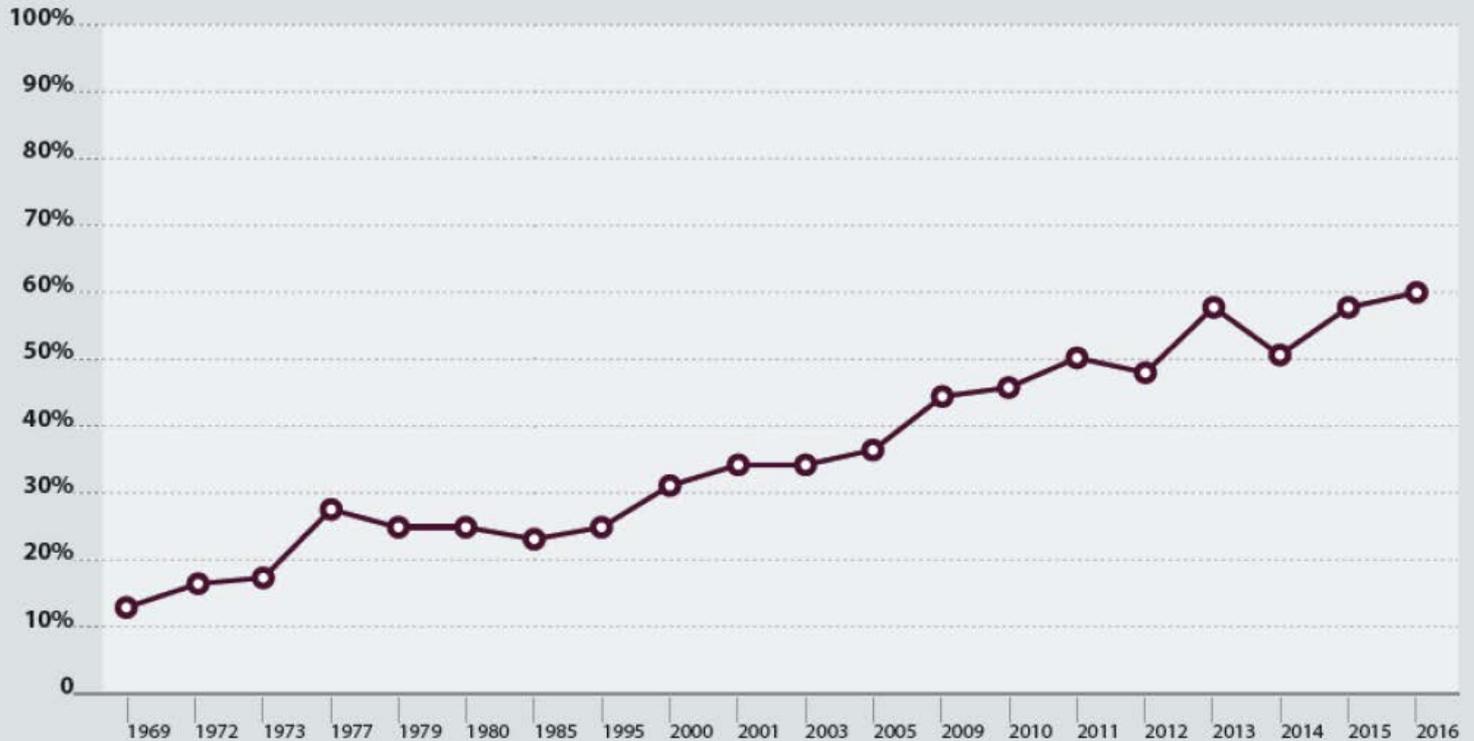


# New Times, New Terms

- Cannabis, not weed
- Flower, not bud
- Trimmings, not waste
- Cultivation, not growing
- Entrepreneur, not drug dealer

# Acceptance

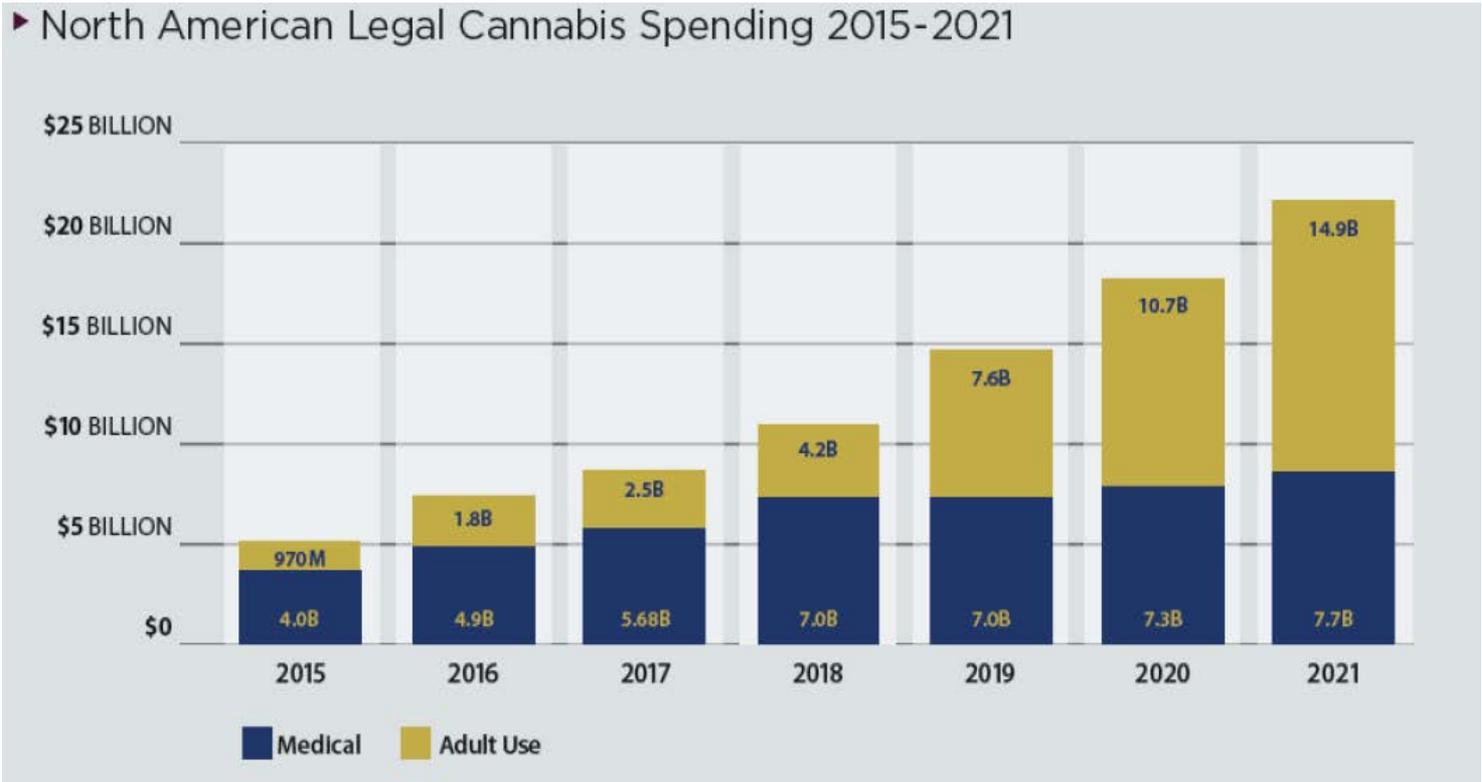
► Gallup Poll: U.S. Support for Legal Marijuana



# Cannabis Stats

- 74% of all Cannabis sales are illicit
- 24% annual growth rate anticipated over next five years
- \$22.6 Billion in sale by 2021
- California is the largest US market

# Projected Growth



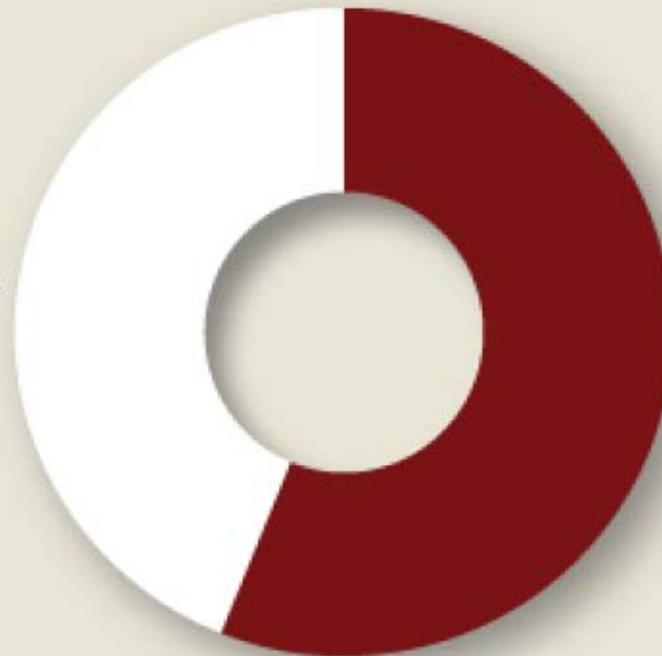
# Cannabis Industry

- Cultivation
- Manufacturing
- Distribution
- Dispensaries
- Delivery Services

# Product delivery to Market

Products and services segmentation (2014)

43.9%  
Sativa marijuana products



56.1%  
Indica marijuana products

# Medical Market for Cannabis

- Hep C
- HIV/AIDS
- Hospice Care
- Huntington's Disease
- Inflammatory autoimmune-mediated
- Spasmodic Torticollis
- Arthritis
- Intractable
- Nausea/Vomiting
- Multiple Sclerosis
- Painful Peripheral Neuropathy
- Amyotrophic Lateral Sclerosis
- Cancer
- Chronic Pain
- Crohn's Disease
- Epilepsy
- Severe Anorexia/Cachexia
- Glaucoma

# Challenges

- Banking
- Financing
- Federal Enforcement
- Transition from Underground
- Saturation
- Utilities

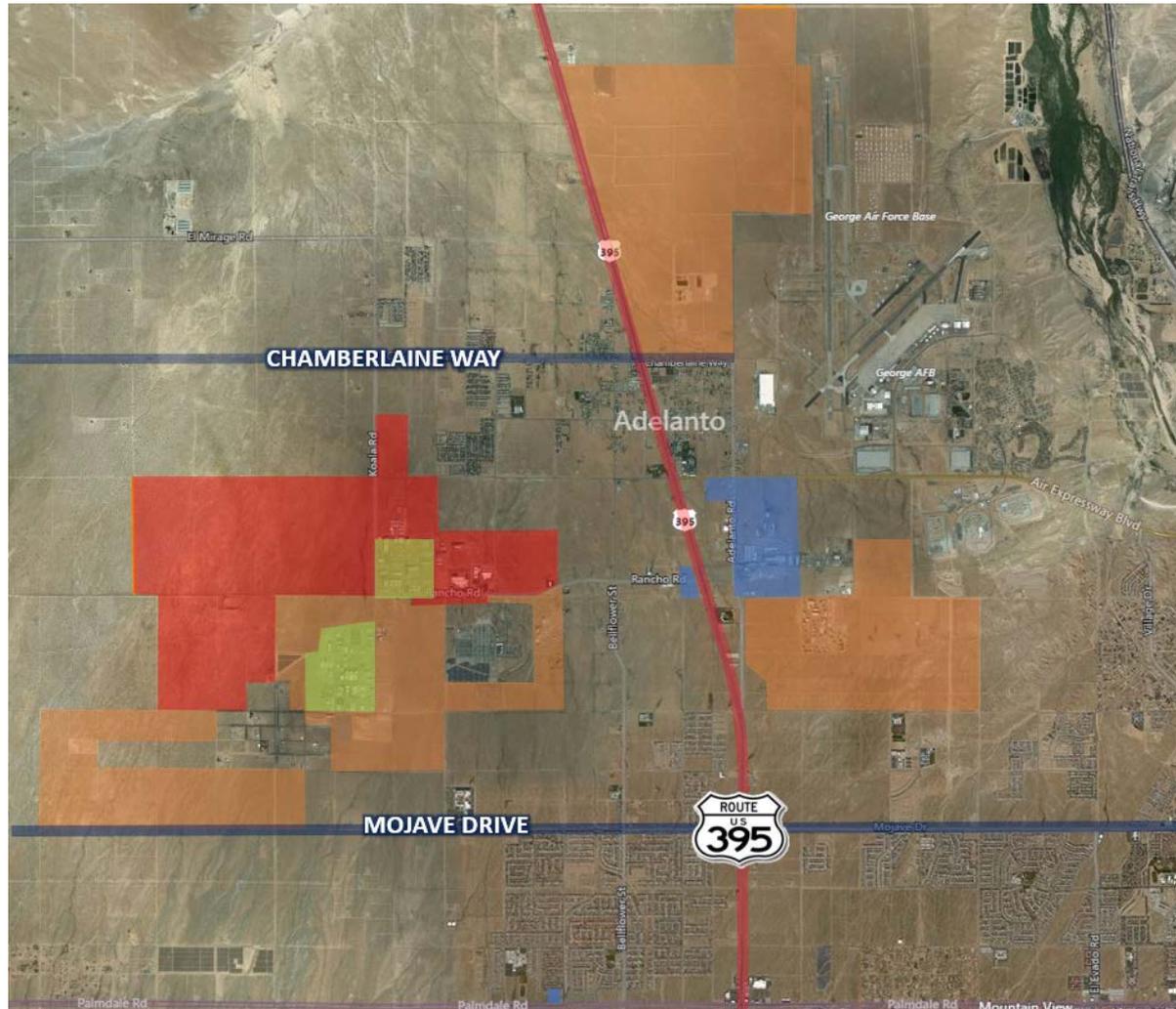
# Alternate Power Options



# Impact on Real Estate



# Adelanto, CA – MMJ Zones

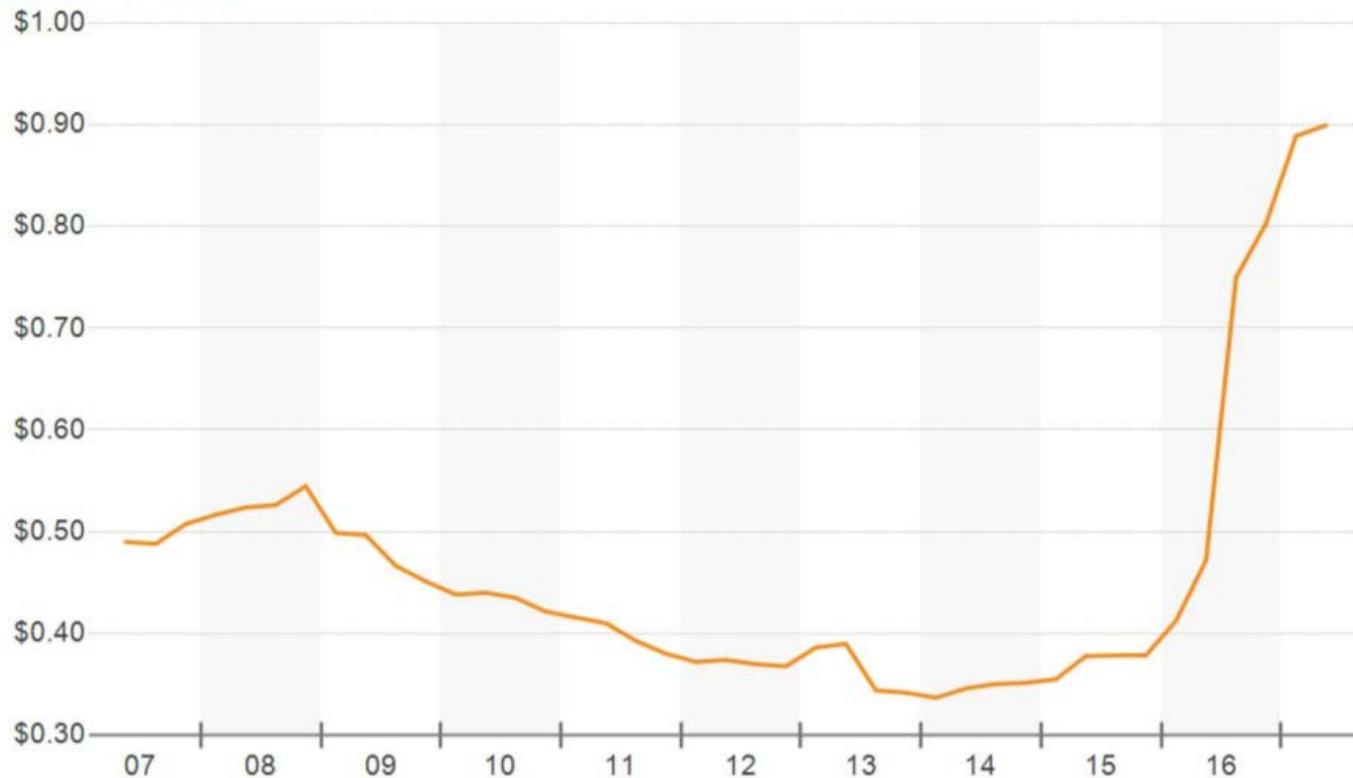


# Impact on Real Estate

- Sale price PSF has increased 722%
- Lease rates have increased 917%
- Land value has increased 1286%
- Reduction in Valley wide vacancy
- Speculators!

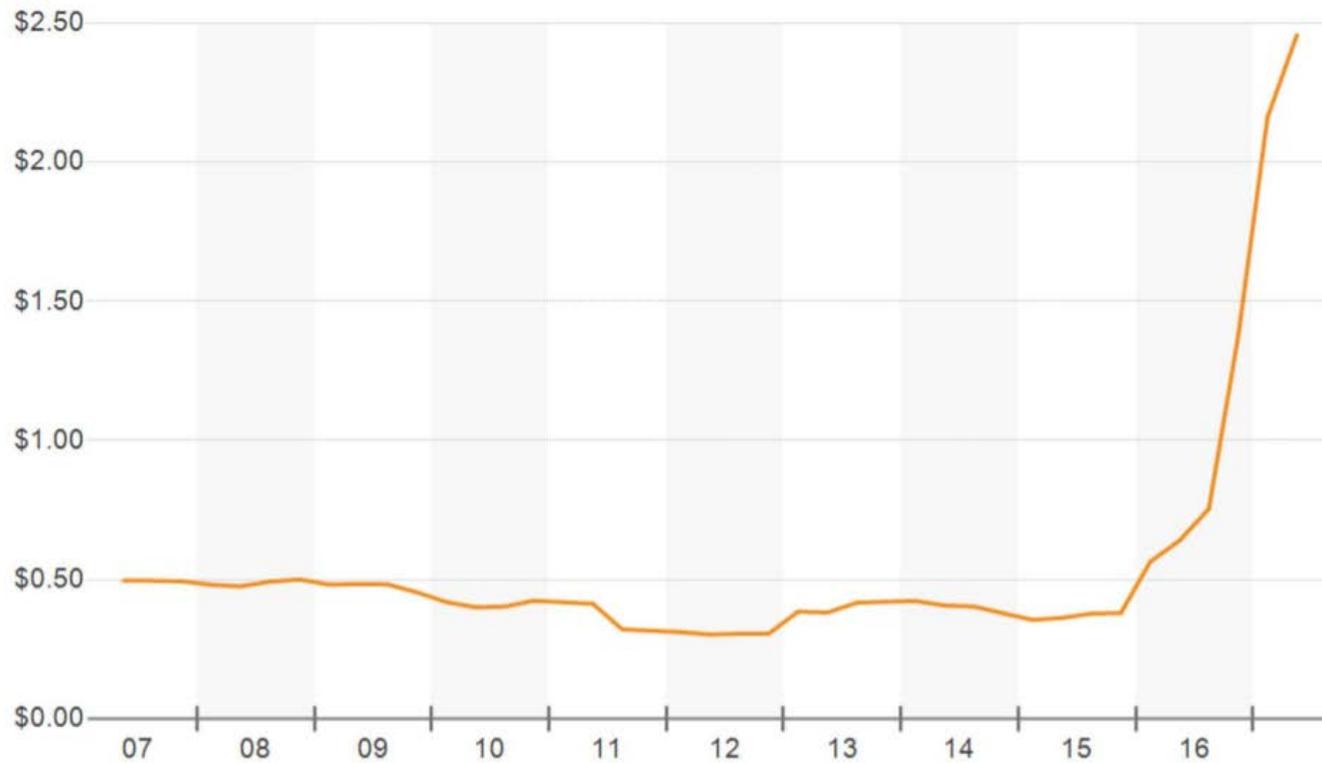
# Lease Rates – High Desert

Asking Rent Per SF



# Lease Rates - Adelanto

Asking Rent Per SF



# The Future of Cultivation

- Stabilization of sale & lease price
- External Competition
- Power supply concerns
- Abundance of Product
- Cannabis Pricing Compression
- Federal Legalization – National Companies

# Questions?





**Jason Lamoreaux**  
**760-684-8000**  
**JL@CBCinland.com**