

Things That Make Wine Country Awesome

Let's focus on the positive. After more than a year of the most bizarre political theater in memory, it is time to put the circus back in the tent... at least for a moment. Your sanity will thank you. Fortunately, we can raise a glass of our favorite local wine, look around our beautiful wine country landscape, and remember that we live in one of the most amazing places in the world.

The past year has been busy and robust in wine country. The real estate market continues to thrive. Everything from raw land, cottages, farmhouses, luxury estates, vineyards, vineyard estates and wineries is in demand. Low interest rates, low inventory and continued strong buyer demand propel our market forward.

Vintroux Real Estate works with Buyers and Sellers from all over the world including international players, buyers from across the country, Bay Area buyers from Silicon Valley and San Francisco, and local buyers in wine country. Vintroux Real Estate is a local business with broad reach and international appeal with one goal in mind, a successful transaction for buyers and sellers.

Top priorities for vineyard buyers continue to be premium Pinot Noir from the Sonoma Coast and Russian River Valley areas and premium Cabernet Sauvignon from areas like the Napa Valley, Alexander Valley and Moon Mountain Appellation. These varietals are driving the highest vineyard values throughout Sonoma and Napa Counties. That said, vineyard values are up across the board in all Sonoma and Napa Appellations. The last few years have been good to growers and wineries alike, with increasing grape prices and desirable yields.

Luxury estate and lifestyle buyers are focusing on areas like Healdsburg, Sonoma, and Sebastopol in Sonoma County. In Napa County the focus is on Saint Helena, Yountville, Calistoga and the surrounding Napa Valley. Homes of interest have a range as well, whether it's a Mid-Century Modern in town, a



Petaluma Gap

630 Acres, Conservation Easement, Wetlands, & Plantable Land
Asking \$3,995,000

rustic Craftsman in the woods or a newer luxury Tuscan Villa Vineyard Estate in the hills. Buyers are interested. Let's take a deeper look at some of the reasons why Buyers are attracted to wine country.

It's The Wine, Vin, Vino!

Ok, this is pretty obvious; we live in an area that makes world-class wine. Whether you enjoy bright crisp Sauvignon Blanc, a buttery Chardonnay or a sassy Viognier... we've got you covered. If you are more of a red fan, start with a Pinot Noir that would make Burgundy



Napa Valley AVA

109 Acres, 35 Acres of Premium Vineyard, 5,000 SQFT Main Home
Asking \$7,995,000

proud or go bold with a full bodied Cabernet Sauvignon. Maybe Old Vine Zinfandel suits you better. Either way, you can't go wrong. We benefit from a series of diverse micro-climates and soils that produce numerous wine grape varieties of the highest quality and make the finest of wines.

The Food

Did someone say heirloom tomato salad and fresh basil? Or was it local artisan cheeses... apples, olives to die for, honey, plums, and jam? Visions of raised beds filled with the seasons bounty come to mind. Wine country is blessed with an array of food artisans and restaurants that incorporate a farm to table ethic from food trucks and mom-and-pop cafes to white table cloth establishments, and everything in between. Let's not forget about the seafood. Bodega Bay is just over the hill. In short, the food is amazing!

The Scenery

Just when you think you have seen the best view, the most amazing site... turn a corner and it hits you again. Another awe inspiring, take your breath away vista comes into view. Scenes unfold from oak studded rolling hills, redwood covered mountains, and sprawling valleys to the wild Pacific Coast with world-class wine grape vines sprinkled in-between. You just cannot make this stuff up. We live in a beautiful place.

The Weather

Not too hot, not too cold, just right. Warm summer days fade into cool nights. Layers of fog give way to crystal clear skies. Fall is full of brilliant colors and the celebration of harvest. Wintertime brings crisp mornings and periods of rain, while spring greets us with ultra green hills and brimming creeks. Each season holds something special.

The People

Another piece that makes wine country so special is the people. From multi generational families with roots going back more than a century to those visiting for the first time, all agree that wine country is awesome!



Mayacamas Mountains - Saint Helena Road
37 Acres, Hobby Vineyard, 2,600 SQFT Home, Cottage, Land, Privacy
Asking \$1,995,000



Dry Creek Valley - Healdsburg
20 Acres, Old Vine Zin, 1,650 SQFT Home, Views
Asking \$3,195,000



Sonoma Coast - Occidental
13 Acres, Ultra Premium Pinot Noir & Chardonnay, 4,300 SQFT Home, Views
Asking \$2,295,000

And Finally, The Lifestyle

All of these factors contribute to an enviable wine country lifestyle. World class wines, exceptional local food and produce, spellbinding scenery, and ideal weather combine providing an amazing backdrop for a place to call home... or a second home. Access to cultural, economic and innovative centers such as the San Francisco Bay Area and Silicon Valley add to the attraction. This is a place where people will continue to want to live, enjoy and invest. We can all be thankful for living in wine country.

Happy Holidays! Have an Excellent 2017!

Enjoy the holidays and wintertime. If you are interested in buying or selling, please don't hesitate to call. Buyers contact me everyday looking for something special in wine country. As we head into the new year and another season in wine country, Vintroux Real Estate wishes you and yours the very best.

Cheers!

David Ashcraft



Howell Mountain Appellation
Income Producing, Long Term Lease, 32.5 Acre Vineyard
Asking \$6,500,000



Napa Carneros Appellation
Income Producing, Long Term Lease, 113± Acre Vineyard
Asking \$11,370,000



Premium Sierra Foothills Vineyard & Winery
70 Acres, 20 Acres Planted To Vineyard, Brand & Tasting Room, Views
Asking \$3,250,000



North Coast Estate Vineyards, Wine Brand & Tasting Room
100 Acres, 30 Planted to Quality Vineyard, Thriving Tasting Room & Brand
Asking \$3,950,000

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Wineries



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Vintroux.com
VineyardAndWinerySales.com



The Vintroux Report v3.2

Real Estate Trends and Analysis



Winery - Quality & Profitability - Sierra Foothills

View Estate Building Site - Napa Valley

40 Acres, Wine Cave, Tasting Room, Vineyard, 9K Case Production & DTC Sales, Robust Wine Club

Amazing Views, Premium 1 Acre Cabernet Sauvignon Vineyard, Utilities and Well In Place

\$4,750,000

\$1,695,000