

Vintoux

Wine Country Real Estate

Summer 2023

ESTATES - VINEYARDS - WINERIES

Happy August! A cooler than average growing season after major winter rains has been a welcome pattern this summer. I hope you have been soaking it up. On the real estate front the market has several competing variables creating an interesting dynamic to say the least. On the one hand, we are challenged with the highest interest rates in decades which is dampening demand as it limits purchasing power. We are also challenged with low inventory, as would-be sellers are not ready to let go of very favorable rates that they locked in years ago. On the other hand, we have an economy that appears to be over performing combined with decreasing inflation. As a result, we see some properties sell quickly while others linger, price drop after price drop. Whether it is a vineyard, winery, vineyard estate or residential home the time-tested rules still apply; properties that are priced well, in turn-key condition and in

good locations attract buyers.

Quality, condition and location are the foundation of a buyers perspective of value, of course, price and insurability also have an impact. Another factor that is unique to wine country is the business condition of the wine industry. When wine sales are booming, grape prices follow, as do land values. Typically, when the wine industry is in a slump, grape prices and land values are impacted. Unless you are located in super premium areas like Napa Valley growing high quality Cabernet Sauvignon that is still in demand. Other premium quality appellations in Sonoma County, such as the Russian River and Alexander Valley AVAs should also continue to demand a premium.

Where are we now? With wine sales lagging and a stagnant bulk market, wineries and growers are

Sold!



707.634.7796

VineyardAndWinerySales.com



NAPA VALLEY - ESTATE BUILDING SITE
1± ACRE PREMIUM CABERNET SAUVIGNON VINEYARD, 2+ ACRES PLANTABLE, MASSIVE VIEWS
ASKING \$1,595,000

anticipating their next move. This year's harvest looks to be at least average which could result in a surplus of wine grapes and bulk juice. This may put pressure on grape prices and encourage some vineyard and winery owners to consider selling. The changing dynamics of the market present an opening for those looking to get into the business, starting a new brand, having access to quality juice, vineyards, wineries and a place to call home. It never hurts to start with a premium product and begin enjoying the wine country lifestyle.

Staying Ahead of the Curve•Enterprising buyers continue to be driven by passion and opportunity even in challenging markets. They will continue to seek out quality assets in Napa and Sonoma or look for value in a place like the Sierra Foothills, known for producing high quality fruit in a great setting that provides a nice lifestyle at a fraction of the price.

Industry veterans also continue to plan for the future. Numerous blue chip quality vineyards, wineries and vineyard estates have traded over the last year. This trend will continue because quality land and locations are finite. Due to the limited supply of super premium assets, certain buyers are always looking for the next move in order to stay ahead of the competition. If the economy continues to improve, expect to see forward-thinking buyers take a swing at opportunities for the next leg up.

Any way you look at it, a good formula for success in wine country is to have a long-term strategy combined with appreciation of the stunning beauty and quality of life that surrounds us every day. If you would like to discuss your property or are interested in a confidential Broker Opinion of Value, please reach out.

Cheers!

HEALDSBURG - RUSSIAN RIVER VALLEY PINOT NOIR VINEYARD ESTATE
40 ACRES, TWO PARCELS, 14± ACRES PLANTED, HOME, BARN ETC...
ASKING \$8,995,000





Vineyards For Sale

Bell Road Vineyards - 2 Parcels, 413± Acres, 91± Acres Planted, 180 Acres Open Land \$8,950,000



Amador County

Burke Ranch Vineyards - 5 Parcels, 219± Acres 138± Acres Planted, Potential Winery Site \$6,700,000



Shenandoah Valley Vineyard - 63± Acres, 43± Acres Planted, Home / Estate Setting, Potential Winery Site \$1,675,000



Winery For Sale El Dorado County

Perry Creek Winery 44± Acres Total Tasting Room, Barrel Storage 37k± Case Production Capacity \$2,950,000



Sold!



Bray Vineyards & Estate Winery

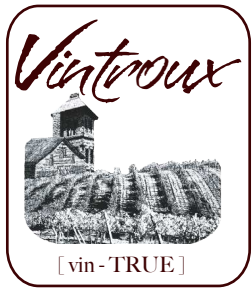


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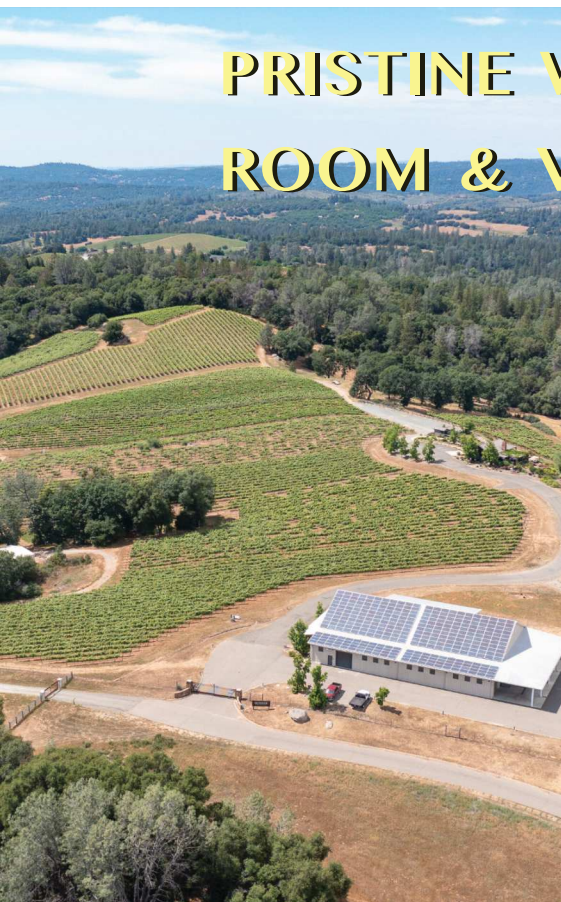
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PRISTINE WINERY FACILITY, TASTING ROOM & VINEYARD | FOR SALE

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