

# 5 Wells Vineyard Estate



**CRU** LAND COMPANY

**ENGEL & VÖLKERS<sup>®</sup>**

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# The Investment Opportunity



# Executive Summary

Located only an hour north of San Francisco on a ridgetop in the hills southwest of Sebastopol lies a meticulously developed vineyard designed with a single goal in mind - grow the most exceptional fruit for the most extraordinary bottlings. Based on the caliber of winemakers, and the scores coming from the vineyard, it's clear they have succeeded – the 5 Wells Vineyard is a vineyard unlike any other in West County...

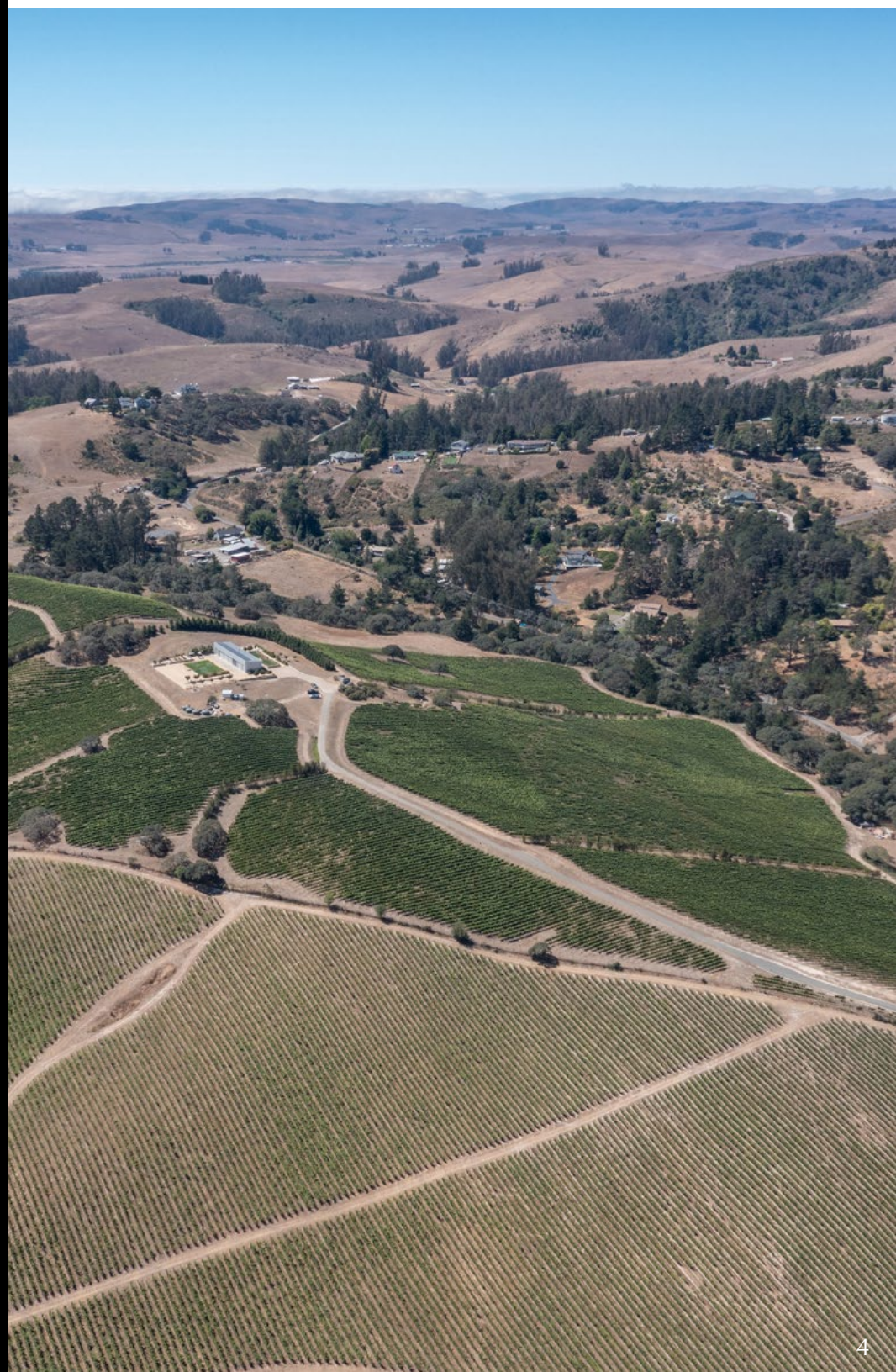
Complementing the vineyard is an architecturally significant modern industrial estate. The open concept and indoor/outdoor living is ideal for entertaining and sets this beautiful space up for a myriad of uses including as a potential vacation rental, a possible VIP destination for winery clients, studio space for an artist, or more!

For a winemaker seeking a remarkable vineyard in the heart of West Sonoma County to establish, or expand, a world class Pinot Noir and Chardonnay estate program or an investor and wine-enthusiast looking to make a splash in the industry, there is simply nothing that compares.

## The Transaction

The 5 Wells Vineyard is exclusively represented for sale by Cru Land Company and Engel & Volkers. The exceptional vineyard estate is offered for \$8,500,000.

For additional information on this investment opportunity contact Cru Land Company and Engel & Volkers.





# Key Investment Considerations



## **World-Class Vineyard Development**

The vineyard was meticulously designed and developed with top-tier consultants, ensuring no detail was overlooked in crafting a site of unparalleled quality and potential.



## **Prestigious Winemaker Collaborations**

Exceptional winemakers source fruit from this site, creating renowned single-vineyard designates that enhance the vineyard's reputation and value.



## **Long-Term Contracts in Place**

Established, premium contracts provide stability and income, showcasing the desirability of the vineyard's exceptional grapes.



## **Prime Sebastopol Hills Location**

Located in the cool-climate heart of West Sonoma County, the vineyard benefits from terroir ideally suited for producing world-class Pinot Noir and Chardonnay.



## **Versatile Residential Opportunity**

The on-site residence offers significant potential for monetization, whether as a luxury rental, winemaker's quarters, or private retreat, enhancing the property's value and appeal.



## **Acclaim and Awards**

The wines crafted from this vineyard have earned numerous accolades and high scores from esteemed wine critics and competitions, solidifying its reputation as a producer of world-class Pinot Noir and Chardonnay.



# The Vineyard



# A Story of Intentional Design

In 2014, this remarkable property was a quiet remnant of its past—an aging farm with a history rooted in Sonoma County’s agricultural heritage. The land, shaped by time and the elements, held whispers of untapped potential, its best days seemingly locked beneath the surface. But where others saw a chapter closing, the owners saw the foundation of something extraordinary.

What followed was a labor of vision and passion—a bold transformation that would elevate this land to its highest purpose. As vineyard development began, the soil itself revealed a deeper story: once an inland ocean, it had cradled marine life eons ago, the unearthing of ancient sea fossils served as a reminder of its rich geological history that eventually led to the Goldridge Sandy Loam soils coveted by vintners around the globe. Under the steady hand of the late Ulysses Valdez, a legendary figure in vineyard development, the first blocks of what would become a world-class Pinot Noir and Chardonnay vineyard took shape. Every decision—every row, every vine—was made with precision, care, and a reverence for the land’s legacy.

As the first phase flourished, the second phase was entrusted to Chris Boland, whose thoughtful design harmonized seamlessly with the site’s natural rhythm. Along the way, a veritable dream team of industry experts—Paul Anamosa, James Stamp, Tom Prentice, Dave Komar, Scott Zapotocky, and others—lent their specialized expertise, ensuring no detail was overlooked.

The vineyard’s story continues to unfold under the meticulous care of Chris Walden and his Vinedresser Vineyard Management team. Their commitment to excellence has turned this estate into more than just a vineyard—it is a living, breathing masterpiece, deeply connected to the land’s past and its bright future.

## SUMMARY OF SALIENT FACTS

ADDRESS	3545 Bloomfield Road Sebastopol
APN	025-100-003-000
PARCEL SIZE	72.0 +/- acres
ZONING	LEA B6 160, RC50/50 SR
	WATER
AGRICULTURAL WELL	40GPM
DEPTH	370’
CASING	5” PVC
PUMP	5HP - Franklin 35FA30
STORAGE	4 x 5,000 Gallon Storage Tanks



# The Vineyard

Today, this exceptional 72±-acre site is home to 32± acres of truly world-class Pinot Noir and Chardonnay. The elevated vineyard cascades gracefully down the hillside, with nearly 300 feet of elevation change creating a dynamic landscape of rolling exposures and varied aspects that capture the nuanced interplay of light and temperature. The planting spans an impressive 270 degrees, with each block strategically positioned to embrace its unique microclimate. Morning fog blankets the vineyard, tempering the warm sun that gently ripens the fruit throughout the day, while cooling evening breezes preserve acidity—a hallmark of this cool-climate site. These natural rhythms define the character of the wines, imbuing them with vibrant energy, refined structure, and a sense of place that is unmistakable.

The foundation of the vineyard's excellence lies beneath the surface, in the Goldridge fine sandy loam soils—a prized hallmark of the West Sonoma Coast. These soils, known for their exceptional drainage and nutrient balance, encourage deep root growth, fostering vines that are resilient and balanced. When paired with the site's climate profile, they contribute to wines of incredible depth, minerality, and elegance.

Clonal and rootstock selections were meticulously chosen to harmonize with the terroir. Pinot Noir clones such as 667, Calera, and Pommard highlight the vineyard's ability to deliver fruit with concentrated flavors, nuanced aromatics, and a distinct expression of its site. On the Chardonnay side, Old Wente and Clone 548 shine, bringing a captivating balance of richness, crisp acidity, and precision. These selections, combined with the varied exposures and gradients, create blocks that ripen at different rates, allowing for an intricately timed harvest at peak balance. This attention to detail ensures that every lot reflects the vineyard's complexity and potential.

The vineyard's reputation is further elevated by the esteemed winemakers who source its fruit. These artisans, known for their mastery in crafting single-vineyard designates, see this site as a treasure trove of complexity and character. Their belief in the vineyard's potential is evidenced by their long-term contracts—a clear testament to the exceptional quality of the fruit and their commitment to translating its unique story into extraordinary wines. Each bottle crafted from this vineyard carries the imprint of its terroir: wines with layered aromatics, vibrant acidity, supple textures, and an unmistakable sense of place.





# Vineyard Accolades



**Adversity Cellars  
Chardonnay  
\$80**



**Adversity Cellars  
Chardonnay  
\$80**



**Croix Estate  
Pinot Noir  
\$85**



**Lynmar Estate  
Pinot Noir  
\$85**



# The Winemakers

## Single Vineyard Designate Wines

Croix Estate: 2022 "Five Wells" Pinot Noir  
Dutton Goldfield: 2022 "Five Wells" Pinot Noir  
Sanguis Wine: 2022 "Five Wells" Pinot Noir  
Kerr Cellars: 2022 "Five Wells" Chardonnay  
Lynmar Estate: 2021 "Friendship Blend" Pinot Noir  
Adversity Cellars: 2021 "Five Wells" Chardonnay  
Addax Wines: 2019 "Five Wells" Pinot Noir

## Additional Wineries Contracting Fruit

Kosta Browne Wine  
Claypool Cellars  
The Lerner Project  
Sanguis Winery  
Maritana Vineyards  
Lando Wines

"Freshly crushed black cherry aromas dominate the nose of this juicy and vibrant Pinot Noir. The palate shows a wealth of plum, black pepper, orange peel and black tea flavors in an acid-driven format. Juicy and delicious. "

— **Tom R. Capo, Wine Enthusiast**

A first release from this site, a cool-climate vineyard that contributes great earthiness and savory appeal, this red is full of verve and tension. The tannins wrap around an ethereal mix of forest, mushroom and rhubarb, with a thread of fresh acidity.

— **Virginie Boone, Wine Enthusiast**

# AVA and Neighboring Vineyards

## Sebastopol Hills of the Russian River Valley AVA

Sebastopol Hills represents the most distinguished sub-region of the Russian River Valley. Situated to the east and west surrounding the southwestern area of Sebastopol, this region is characterized predominantly by Goldridge soil. Here, one can discover exceptional full-bodied Pinot Noir, showcasing a harmonious balance of acidity and richness.

"The ability to achieve physiological ripeness at lower sugars is super appealing"

- *Ehren Jordan, Failla Wines*

"Have the common characteristic of getting fully ripe without showing raisiny or overripe flavors."

- *Ed Kurtzman, Freeman Vineyards*





# The Estate

# Custom Estate

A striking fusion of modern industrial design and seamless indoor-outdoor living, the residence at 5 Wells Vineyard Estate is an architectural statement by Holt Hinshaw, completed in 2008. Spanning 3,759 square feet, the four-bedroom, three-bathroom home is defined by soaring 20-foot ceilings, sleek concrete floors with radiant heating, and five roll-up doors that blur the line between the refined interior and the breathtaking landscape beyond. A Lutron Premier Lighting System enhances the ambiance, balancing sophistication with effortless functionality.

Designed for grand entertaining and serene relaxation alike, the estate boasts 20,000 square feet of outdoor living space, complete with a firepit, a Mediterranean-style bocce court, and raised garden beds surrounded by fruit trees. From the terrace, enjoy unparalleled 180-degree views of rolling vineyards and Sonoma County's iconic countryside.

Sustainability meets cutting-edge efficiency with 71 solar panels generating 24.14 kW of energy, a 22kW Generac whole-house propane generator with an automatic switch, and significant onsite water storage. This exceptional estate is a rare blend of architectural excellence, modern luxury, and the natural beauty of California wine country.

Designed with versatility in mind, this estate offers endless possibilities—whether as a private residence, a high-end rental, an exclusive retreat for wine club VIPs, or even an inspiring art studio. Its seamless blend of luxury and functionality makes it an exceptional space for both personal enjoyment and creative or hospitality-driven ventures.





Photos









# About the Teams





Cru Land Company is a boutique Real Estate brokerage and advisory firm whose primary focus is the sale of investment-grade agricultural land. We provide landowners, investors and wineproducers with local expertise and a path to growth within the complex field of agricultural investment.

At Cru Land Company we have a fluency in the vineyard and ag space born from experience that goes far beyond transactional Real Estate. Collectively the team at Cru Land Company has firsthand wine industry experience in the vineyards and in wine-production, with sales and marketing, and finance and accounting. With all that said, we are a Real Estate brokerage and advisory firm at our core, and to that end our team has successfully closed over \$150,000,000 in Real Estate assets, including more the \$60,000,000 in premium vineyards, wineries and plantable land since 2020.

We are selective about the properties and projects we choose to take on. We only take on properties of the highest caliber and projects where we can add value by leveraging our network and experience not only in Agricultural Real Estate but also in the wine industry. This selective approach allows us to focus more attention on fewer projects, and the results have been the sale and acquisition of an incredibly compelling portfolio of premium vineyards and agricultural properties on behalf of our clients.



**David J. Carciere**  
Owner & Broker



**Mike Hansen**  
VP of Sales



**Bonnie Burnett**  
Senior Project Manager

David's decades of experience as a broker alongside his prior history as an Agricultural Appraiser allow him to bring vast knowledge of the agricultural real estate space. His wine industry experience managing Donnelly Creek Vineyard and helping run his family's wine label Suacci Carciere Wines give David first hand experience in both the growing and production.

Mike's family history and immersion in wine industry as a grower fuel his success in selling Vineyard, Winery, and Luxury Vineyard Estates. Armed with an MBA from Sonoma State and certified as a Mergers & Acquisition Professional (CMAP), Mike seamlessly blends business acumen with an extensive professional network to source and execute premium vineyard and winery deals.

Bonnie brings extensive experience to the team having coordinated over \$120,000,000 in gross sales for Winery, Vineyard, and Agricultural Land. She also brings extensive wine industry experience having been a grower and hailing from the esteemed Alexander Valley. Bonnie's attention to detail and organization allows her to coordinate smooth and efficient transactions. She also graduated SSU with a BS in Wine Business Management.



**Will Densberger**  
Manager & Private Office Advisor

Will has over 35 years of real estate expertise across multiple asset classes. His career began in finance at Safeway before transitioning to real estate, where he managed over \$2B in commercial and agricultural properties. After serving as CEO of Conservation Farms and Ranches, he returned home to St. Helena, where he and his family launched a successful Wagyu beef program. A dedicated community member, Will also made his mark coaching local high school sports. Today, he specializes in Napa Valley's wine industry, leveraging his strategic and analytical skills to deliver results for his clients.



**Pavi Micheli**  
Private Office Advisor

Pavi brings global expertise and deep Napa Valley market knowledge. Educated at Thunderbird School of Global Management, she excels in financial strategy and negotiation, essential for the region's luxury market. As the founder of Pavi Wines, she seamlessly blends entrepreneurial acumen with a deep understanding of the wine industry. Pavi is known for her professionalism and attention to detail, she delivers exceptional service from consultation to post-closing support.



**Ashley McMullen Newman**  
Director of Operations

Ashley brings extensive experience in sales and hospitality, having built strong relationships with some of Napa Valley's most renowned winemakers and vineyard managers. Born and raised in St. Helena, she has a deep appreciation for the region's natural beauty, wine and food culture, and tight-knit community. Ashley studied Agricultural Business and Marketing at Cal Poly, San Luis Obispo, before returning to Napa Valley in 2009 to launch a successful career in the wine industry. Her expertise in sales, marketing, and hospitality ensures that every client receives a personalized and rewarding experience.

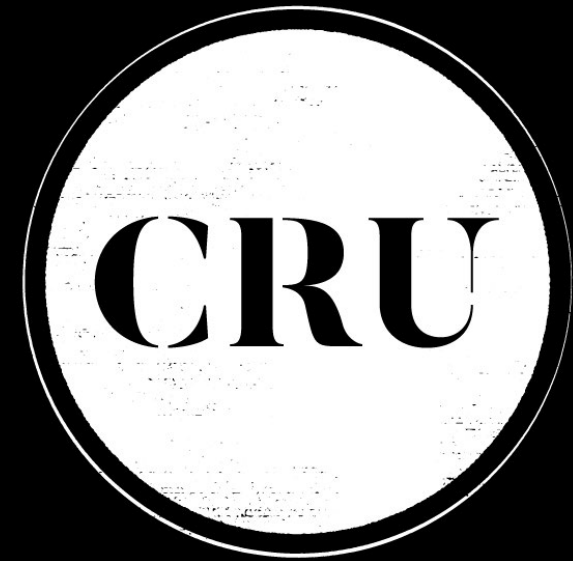


# Disclaimers

**Seller, Landlord or Lessee Rights:** Seller reserves the right in its sole discretion to accept or reject any offer, terminate negotiations, withdraw the Property from market without notice, amend the price, terms, conditions, and acreages being offered, and negotiate with multiple prospective purchasers concurrently until a definitive, legally binding Purchase and Sale Agreement is fully executed by Seller and Buyer. Seller also reserves the right to accept back up offers until the close of escrow.

**Sellers Disclaimers:** This Offering Memorandum has been prepared for Buyer and Buyers Representatives' use in considering the Property for a potential future acquisition, and contains only a general overview of the Property. Although information herein and subsequent information provided are from sources deemed reliable, neither Seller, nor Broker makes any warranties or representations, express or implied, as to the accuracy and completeness of the enclosed Property information. It is the Buyer's sole responsibility to conduct an independent investigation and due diligence of the Property and its attributes and characteristics in its entirety. Buyer is strongly advised to use qualified industry professionals to determine the suitability of the Property for Buyers intended use. Buyer is also advised that this Property Offering information is dated, and that changes may have occurred prior to, during and after the time that it was prepared. The Property is being sold in its present As-Is condition, subject to the terms and conditions of a fully executed, definitive Purchase and Sale Agreement.

**Communications, Offering Process, Viewing of Property:** All communications, letters of intent, offers, requests for additional copies of this Property Offering and viewing the Property shall be made directly by contacting: David Carciere at 707.479.2199.



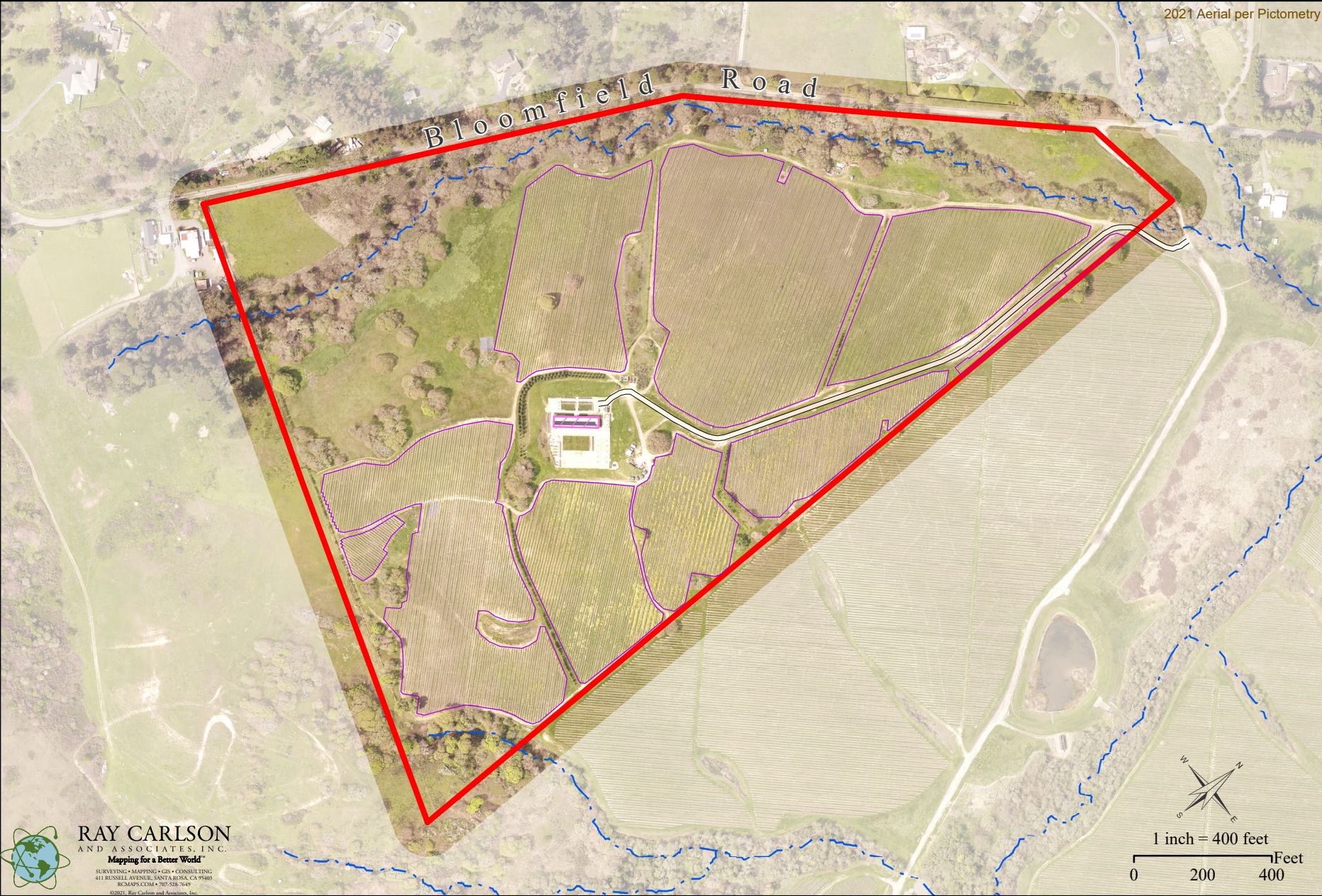
# Appendices



# Appendix A

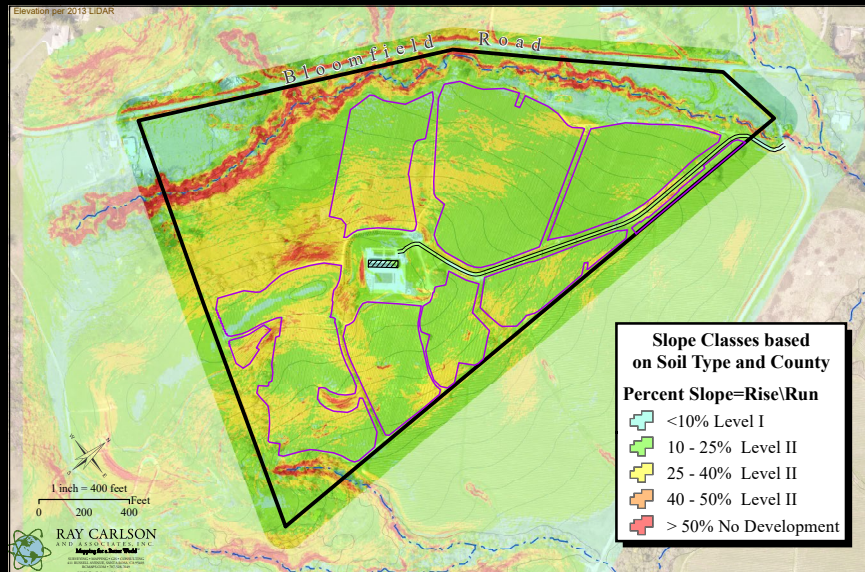
## Maps

# Aerial Map

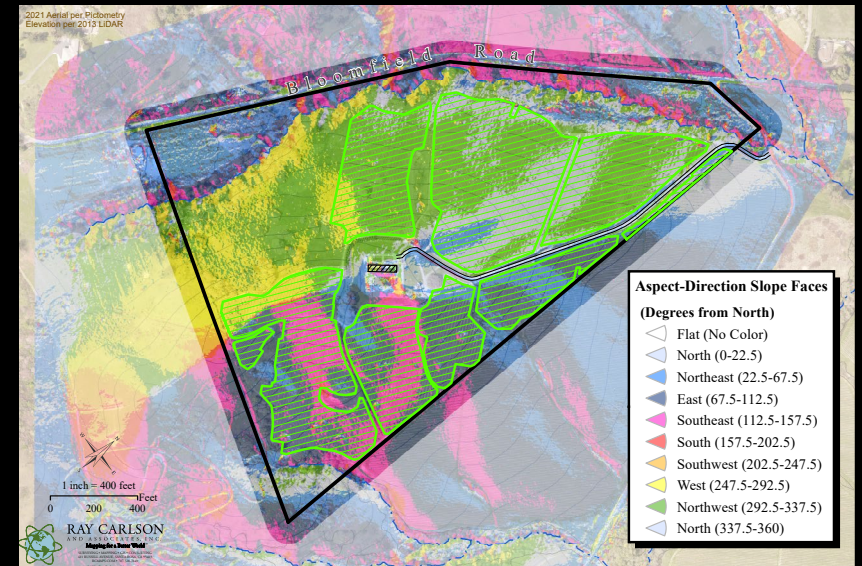




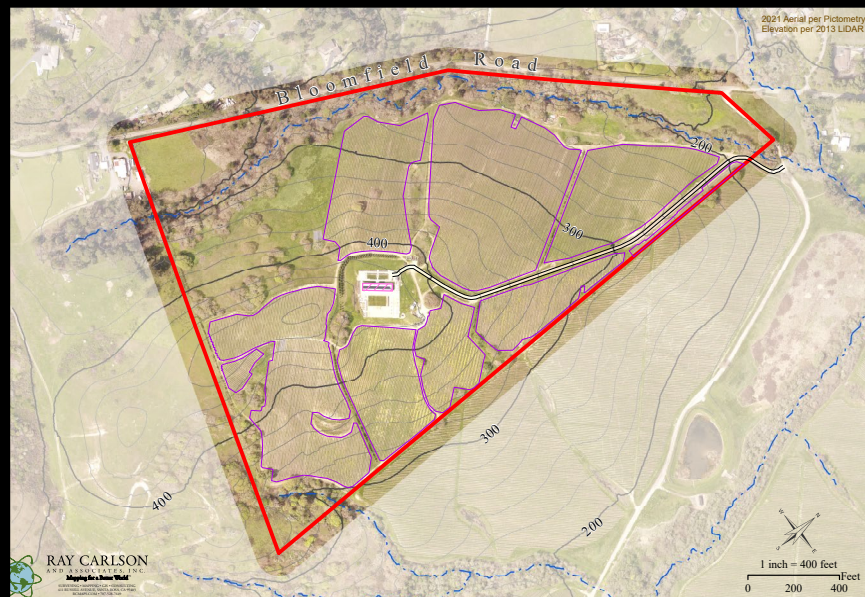
# Elevation Map



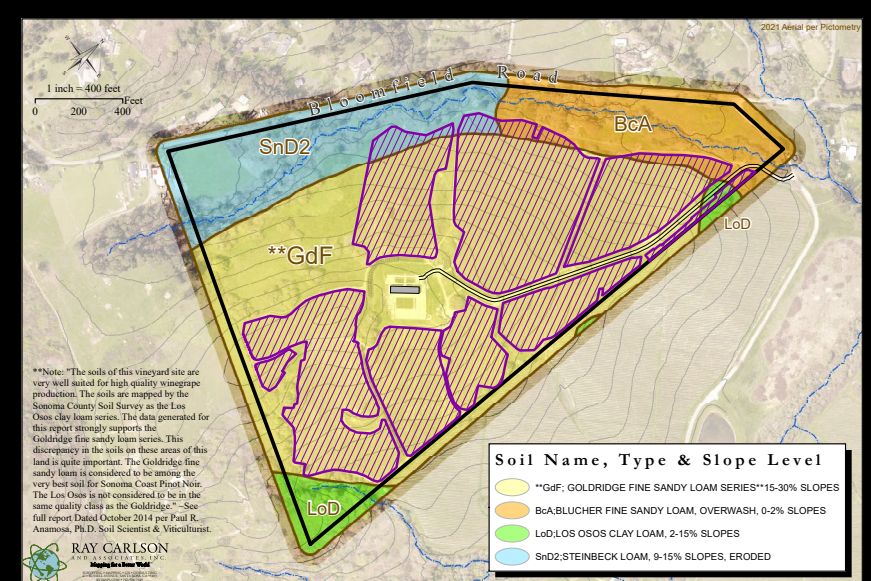
# Aspect Map



# Topo Map



# Soil Map



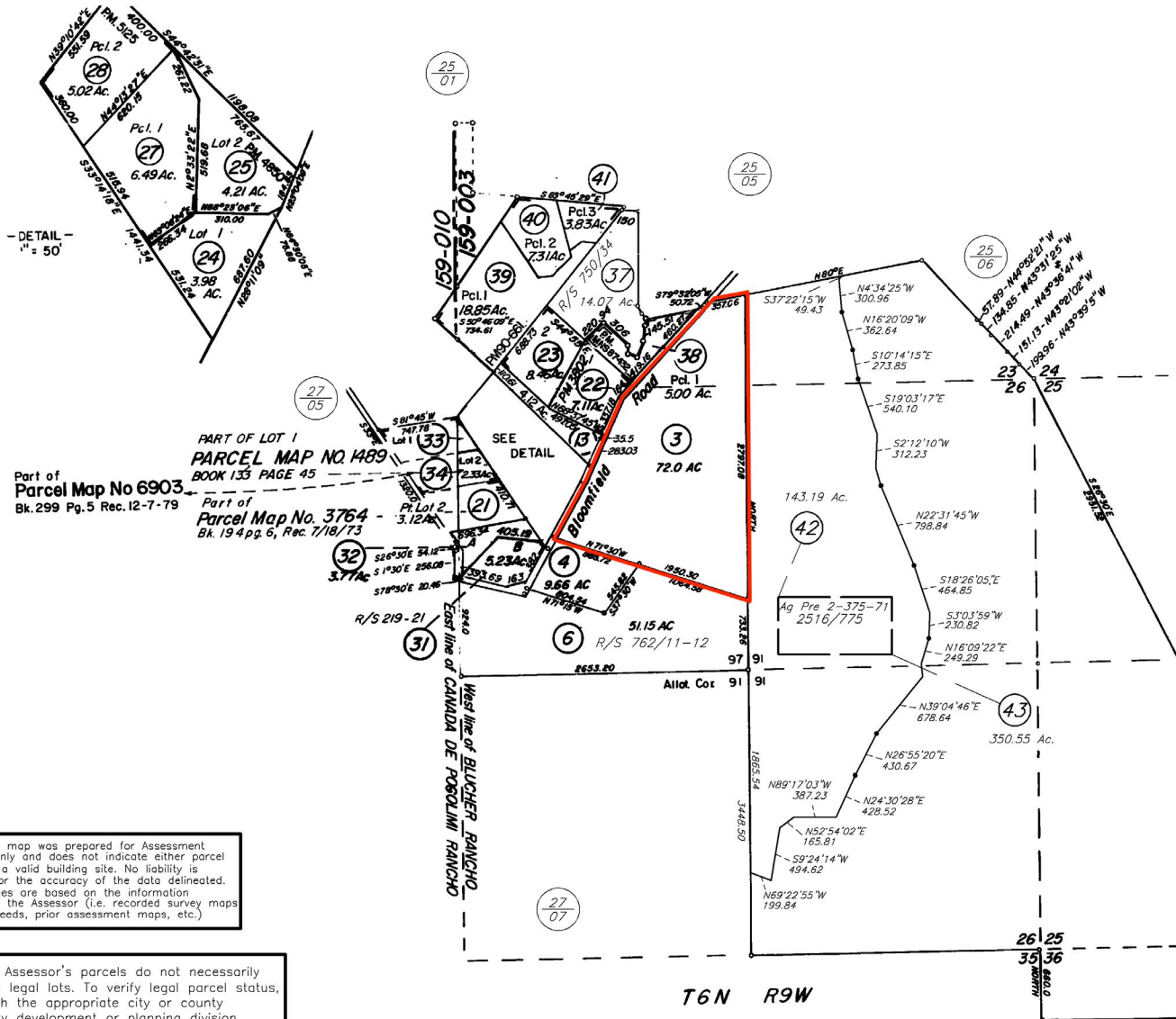


# Parcel Map

## COUNTY ASSESSOR'S PARCEL MAP

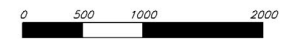
TAX RATE AREA  
159-003 159-010

025-10



- PARCEL MAP No. 8204  
REC. 11-18-1987 IN BK. 407, MAPS, PGS. 29-31
- PARCEL MAP No. 90-661  
REC. 07-15-1992 IN BK. 497, MAPS, PGS. 01-03
- PARCEL MAP No. 4808  
REC. 09-08-1976 IN BK. 239, MAPS, PGS. 04-00
- PARCEL MAP No. MNS 87-432  
REC. 07-07-1989 IN BK. 438, MAPS, PGS. 43-45
- PARCEL MAP No. 3802  
REC. 02-25-0975 IN BK. 218, MAPS, PGS. 31-00
- PARCEL MAP No. 4850  
REC. 08-14-1975 IN BK. 225, MAPS, PGS. 24-00
- PARCEL MAP No. 5125  
REC. 08-16-1976 IN BK. 238, MAPS, PGS. 12-00

- REVISED
- 02-28-89=36-LSL
  - 10-19-89=PM-CN
  - 01-19-93=41-LSL
  - 08-08-96=BLA-LSL
  - 01-10-13=R/S-BJ
  - 01-23-15=R/S-BJ
  - 12-17-18=43-DS



Assessor's Map Bk. 025, Pg. 10  
Sonoma County, Calif. (ACAD)  
HYBRID 1/10/13 BJ

NOTE: This map was prepared for Assessment purposes only and does not indicate either parcel legality or a valid building site. No liability is assumed for the accuracy of the data delineated. The acreages are based on the information supplied to the Assessor (i.e. recorded survey maps, recorded deeds, prior assessment maps, etc.)

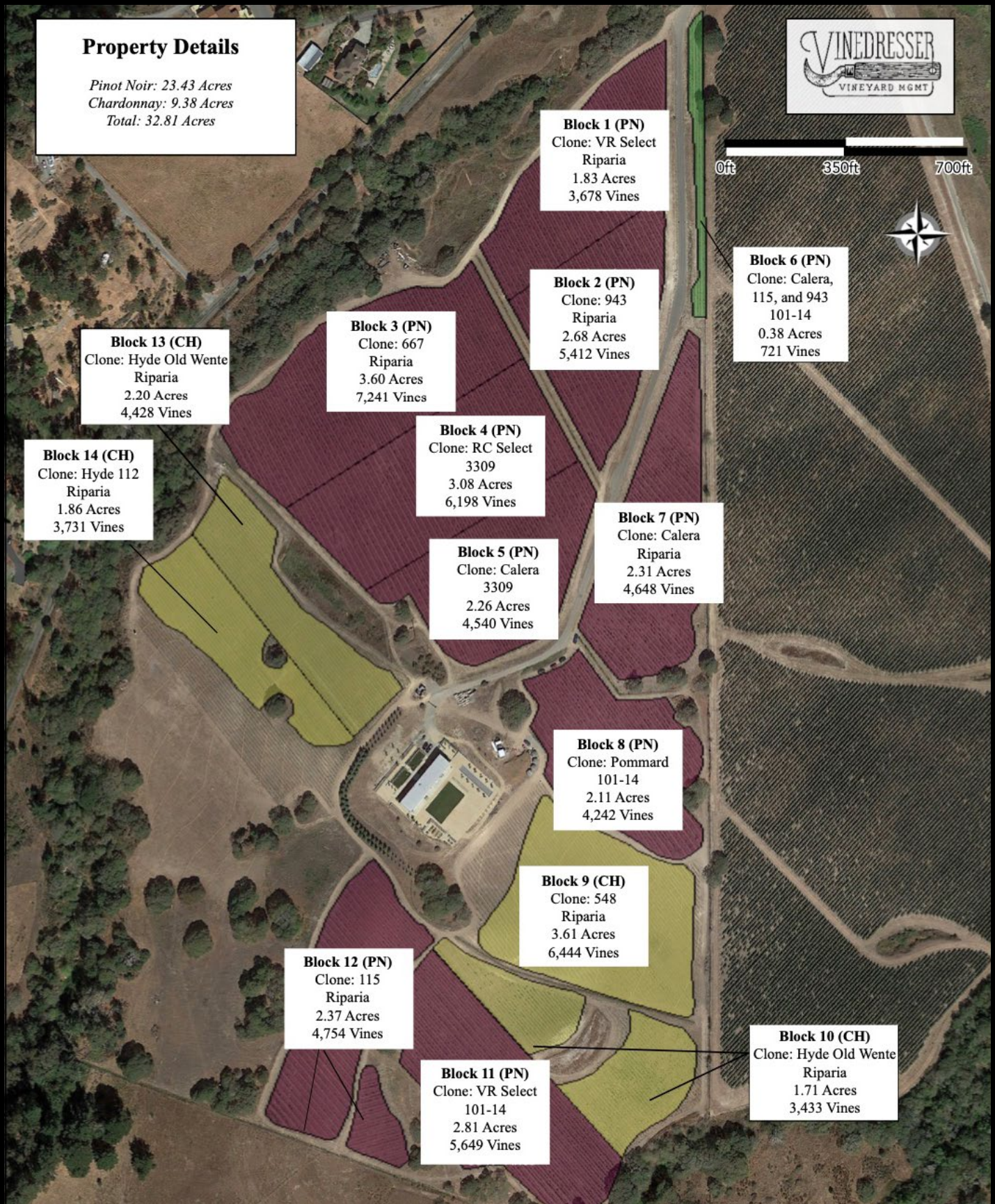
NOTE: Assessor's parcels do not necessarily constitute legal lots. To verify legal parcel status, check with the appropriate city or county community development or planning division.



# Appendix B

## Vineyard Technical Information

# Block Map





# Block Details & Historical Yields

BLOCK	VARIETAL	ACREAGE	YEAR PLANTED	ROOTSTOCK	CLONE	2021	2022	2023	2024	AVERAGE TONNAGE*	AVERAGE TPA*
1	Pinot Noir	1.83	2016	Riparia	VR Select	9.50	5.9	7.34	8.15	8.33	4.55
2	Pinot Noir	2.68	2016	Riparia	943	10.70	7.50	10.65	11.75	11.03	4.12
3	Pinot Noir	3.60	2016	Riparia	667	10.97	9.30	12.46	9.58	11.00	3.06
4	Pinot Noir	3.08	2016	3309	RC Select	4.20	8.1	11.87	11.20	9.09	2.95
5	Pinot Noir	2.26	2016	3309	Calera	5.80	2.20	3.75	4.38	4.64	2.05
6	Pinot Noir	0.38	2016 / Grafted 2023	101-14	Pommard, 943 and Calera	1.50	0.40	0.88	NA**	1.19	3.13
7	Pinot Noir	2.31	2016	Riparia	Calera	6.50	1.80	4.34	5.03	5.29	2.29
8	Pinot Noir	2.11	2016	101-14	Pommard	8.20	3.20	5.26	6.12	6.53	3.09
9	Chardonnay	3.61	2019	Riparia	548	6.50	6.40	8.96	12.74	9.40	2.60
10	Chardonnay	1.71	2018	Riparia	Hyde Old Wente	6.20	4.80	4.24	8.15	6.20	3.62
11	Pinot Noir	2.81	2017	101-14	VR Select	11.50	6.10	6.11	9.20	8.94	3.18
12	Pinot Noir	2.37	2017	Riparia	115	7.90	1.50	3.92	5.53	5.78	2.44
13	Chardonnay	2.20	2018	Riparia	Hyde Old Wente	5.10	4.50	7.09	6.60	6.26	2.85
14	Chardonnay	1.86	2019	Riparia	Hyde 112	5.90	2.60	7.42	4.84	6.05	3.25
<b>TOTAL</b>		<b>32.81</b>				<b>101.47</b>	<b>64.30*</b>	<b>94.28</b>	<b>103.25</b>	<b>99.74*</b>	<b>3.04*</b>

\*Averages excludes 2022 which had reduced yield due to rain during flowering.

VARIETAL	ACREAGE	2021	2022	2023	2024	AVERAGE TONNAGE*	AVERAGE TPA*
Pinot Noir	23.43	76.77	46	65.67	70.92	71.83	3.07
Chardonnay	9.38	24.7	18.3	27.8	32.33	27.91	2.98
<b>TOTAL</b>	<b>32.81</b>	<b>101.47</b>	<b>64.30*</b>	<b>93.47</b>	<b>103.25</b>	<b>99.74*</b>	<b>3.04*</b>

\*Averages excludes 2022 which had reduced yield due to rain during flowering.