

INFORMATION MEMORANDUM

# +/-18 Acre Vineyard – Russian River Valley AVA

\$2,795,000

RIVER ROAD, FULTON, CALIFORNIA



Presented by:

David J. Carciere, Licensed Broker  
CA DRE# 01769140

**LAND COMPANY**

707.479.2199  
david@cruland.com  
www.cruland.com



# Executive Summary

The Russian River Grape Farm offers a unique opportunity for an investor, grape-grower or wine-producer to acquire over 18 acres of highly productive vineyard within the heart of the Russian River Valley AVA. The vineyard is planted to a desirable varietal mix that includes Pinot Noir, Chardonnay and Sauvignon Blanc, it farms efficiently, has a strong yield history, and plentiful water. All of this without the cost of acquiring an estate or residential unit(s), make this an extremely attractive pure vineyard asset.



## Property specifications

ADDRESS	River Road, Fulton, California
APN	059-110-019
PARCEL SIZE	19.23 ac
ZONING	LIA B6 40 - SR VOH (Land Intensive Agricultural District)
ACCESS	There are two legal access points off River Road: one on the western property boundary and the second adjacent to the new Pinot Noir block.
ONSITE WATER	Well #1 – Located in the northwest corner of the property. <ul style="list-style-type: none"><li>• Year drilled - 2018</li><li>• Total depth - 360'</li><li>• Casing - 5" PVC</li><li>• Pump - 7.5hp</li><li>• Yield pump constrained at ~60gpm. Estimated gross yield (per well completion report) ~100 gpm.</li></ul> Well Completion Report on-file
UTILITIES	PG&E
STRUCTURES	None







## Site Characteristics

- LOCATION** The ranch is located just west of the community of Fulton, approximately 1.5 miles west of Highway 101 in Northern Santa Rosa and 60 miles from the city of San Francisco.
- SLOPES & ASPECT** The vineyard is less than 5% in slope.
- SOILS** According to the USDA Natural Resources Conservation Service, the planted acreage is mapped as Zamora silty clay loam (0-2%).
- ELEVATION** Elevation of the vineyard ranges from +/- 115 feet to +/- 125 feet.
- APPELLATION** The property is located within the heart of the Russian River Valley AVA. Over the past 30 years, the Russian River Valley AVA has gained a reputation as the preeminent growing region for Pinot Noir and Chardonnay on the North Coast. This is due to its rich valley soils and climatic influences including abundant sunshine, moderated by the cooling influence of the coastal fog.
- The Russian River Valley AVA's covers a wide-swath of ground from the historic wineries of Rochioli and Willam Selyem within the Middle Reach, to the cooler climates of Green Valley and the Sebastopol Hills where Merry Edwards and Littorai reside.
- The vineyard also falls within the Sonoma Coast, North Coast and Northern Sonoma AVA's.

Disclaimer: All information contained herein, including but not limited to well information, soil series, slopes, aspect and elevation, has been provided by the property owner, by independent third parties or located from public records, and is deemed to be reliable. However, we cannot guarantee the accuracy of this information. Statements regarding plantable acres are based on our preliminary observations only. Interested parties should consult their own experts to verify accuracy of all information.



# Vineyard Details

**VINEYARD** +/- 18.34 acres under vine, planted to a mix of Pinot Noir, Chardonnay and Sauvignon Blanc with various planting dates.

**FRUIT ALLOCATION** The fruit has historically been sold to:

- Sanglier Cellars
- Goldschmidt Winery
- Gundlach Bundschu Winery
- Rack and Riddle
- Joel Gott Wines
- Flanagan Wines

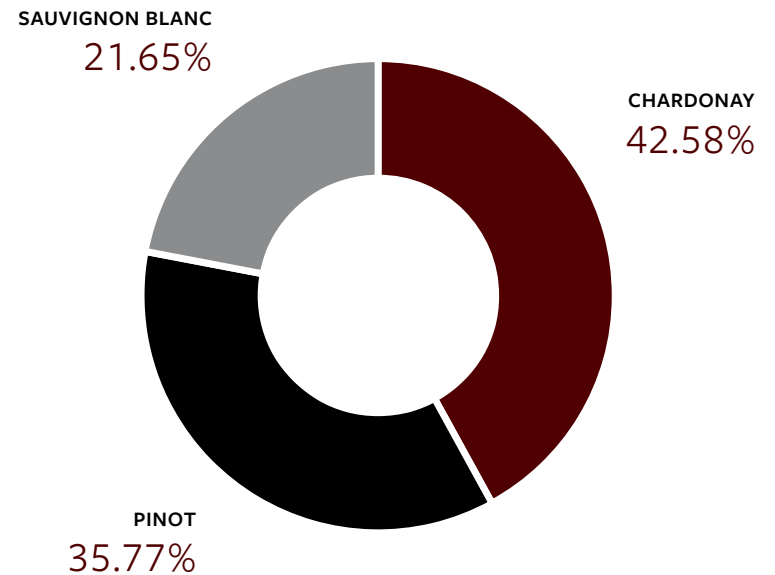
**CONTRACTS** Contract details available upon request

**VINEYARD NEIGHBORS** Vineyard neighbors in the immediate area:

- Sonoma Cutrer
- Ricioli Brothers Vineyard
- Bisordi Ranch and Vineyard
- Leras Vineyard
- R.C. Lowe Vineyard
- Picket Fence Vineyard

Disclaimer: All information contained herein, including but not limited to well information, soil series, slopes, aspect and elevation, has been provided by the property owner, by independent third parties or located from public records, and is deemed to be reliable. However, we cannot guarantee the accuracy of this information. Statements regarding plantable acres are based on our preliminary observations only. Interested parties should consult their own experts to verify accuracy of all information.

# Grape Varietals





## Vineyard Detail

BLOCK	VARIETAL	YR. PLANTED	TOTAL AC.	SPACING	VINES PER ACRE	ROW DIRECTION	TRELLIS	PRUNING	CLONE	ROOTSTOCK
A	CH	1995	4.14	12' x 8'/12' 6'	454/605	N - S	Quad	Cordon	Unknown	St. George
B	CH	2012	3.67	8' x 6'	907	N - S	VSP	Cordon	17	1616
C	PN	2002 (est)	3.09	8' x 5'	1089	N - S	VSP	Cordon	115	Unknown
PN	PN	2017	3.47	8' x 3.5'	1556	E - W	VSP	Cane	115 & 828	1103P
SB	SB	2015/2016	3.97	8' x 4'	1361	E - W	VSP	Cane	317 & Musque	1103P

**18.34**

\* See Map for Block Layout

## Historical Yields

### TOTAL YIELDS/TPA

BLOCK	VARIETAL	TOTAL AC.	2017	2018	2019	2020	2021	3 YEAR AVG.
A	CH	4.14	30.68 7.41 TPA	32.67 7.89 TPA	36.17 8.74 TPA	19.07 4.61 TPA	28.09 6.79 TPA	27.78 6.71 TPA
B	CH	3.67	11.60 3.16 TPA	30.98 8.44 TPA	21.68 5.91 TPA	10.45 2.85 TPA	26.96 7.35 TPA	19.70 5.37 TPA
C	PN	3.09	14.62 4.73 TPA	27.88 9.02 TPA	19.03 6.16 TPA	NA*	12.32 3.99 TPA	19.74 6.39 TPA
PN	PN	3.47					10.70 3.08 TPA	NA
SB	SB	3.97		21.00 5.29 TPA	32.90 8.29 TPA	30.16 7.60 TPA	32.77 8.26 TPA	31.94 8.05 TPA

**18.34**

TOTAL TONNAGE / YR	56.90	112.53	109.78	59.68	110.84	99.16
TPA**	5.22	7.57	7.38	5.07	6.04	6.67

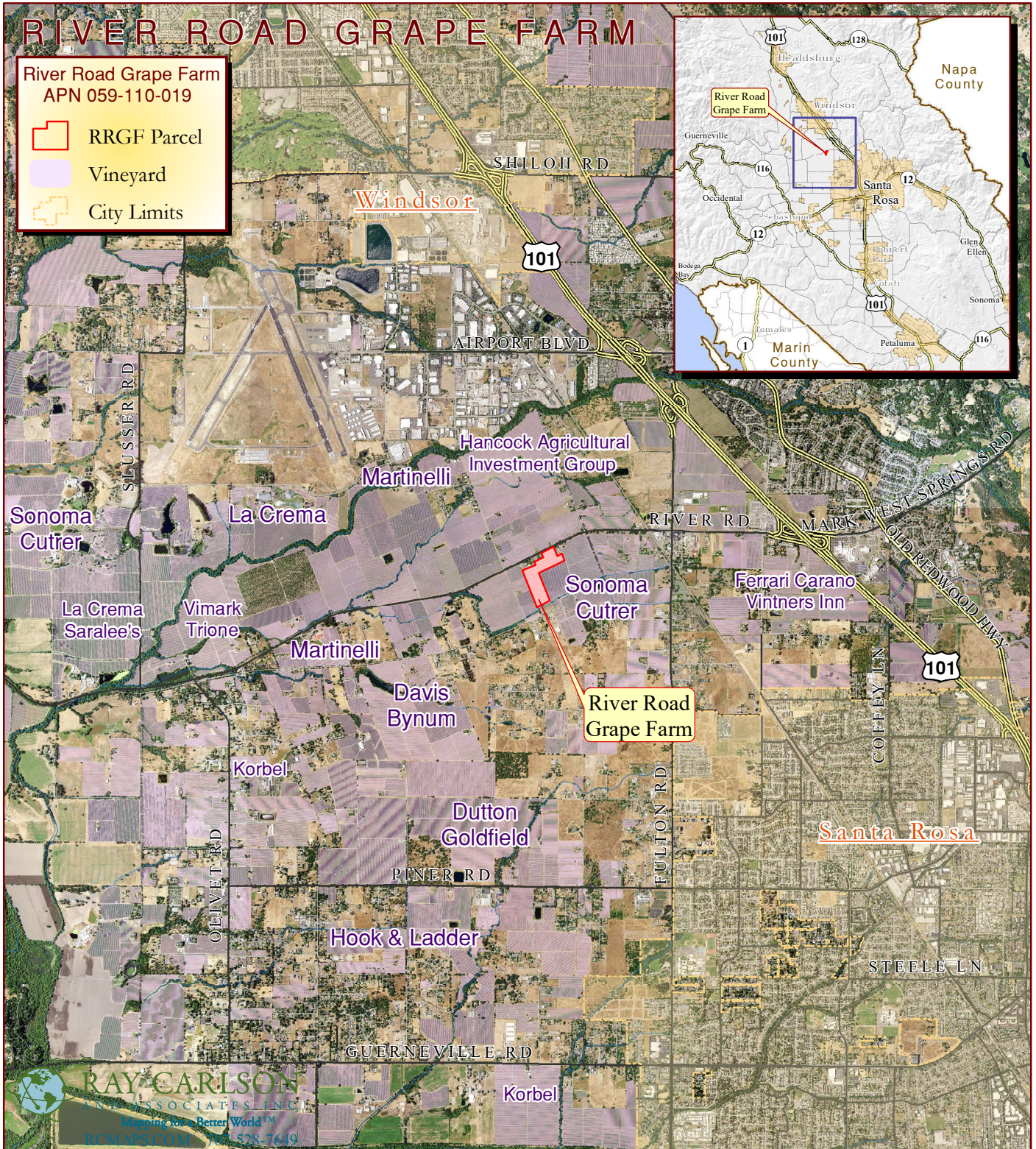
\* Block C, 2020 Smoke Taint

\*\* TPA -- Omits block(s) tainted or not yet in production

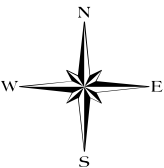




# Location Map



ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.



1 inch = 4,000 feet



USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.





# Aerial Map

CRU

LAND COMPANY

## RIVER ROAD GRAPE FARM

River Rd

Block (PN)  
Planted 2017  
3.47 ac±

Block SB  
Sauvignon Blanc  
3.97 ac±


Block B (CH)  
Planted 2012  
3.67 ac±

Block A (CH)  
Old Vine  
4.14 ac±





Block C (PN)  
Planted 2002  
3.09 ac±

Block	Varietal	Acres±
A	Chardonnay (OV)	4.14
B	Chardonnay	3.67
C	Pinot Noir	3.09
PN	Pinot Noir	3.47
SB	Sauvignon Blanc	3.97
<b>Total</b>		<b>18.35</b>

River Road Grape Farm  
APN 059-110-019

 Parcel Boundary

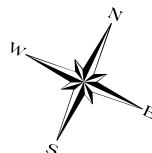
**Varietal**

-  Pinot Noir
-  Sauvignon Blanc
-  Chardonnay
-  Chardonnay (OV)

 **RAY CARLSON**  
AND ASSOCIATES, INC.  
Mapping for a Better World™  
RCMAPS.COM • 707-528-7649

ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.

USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.

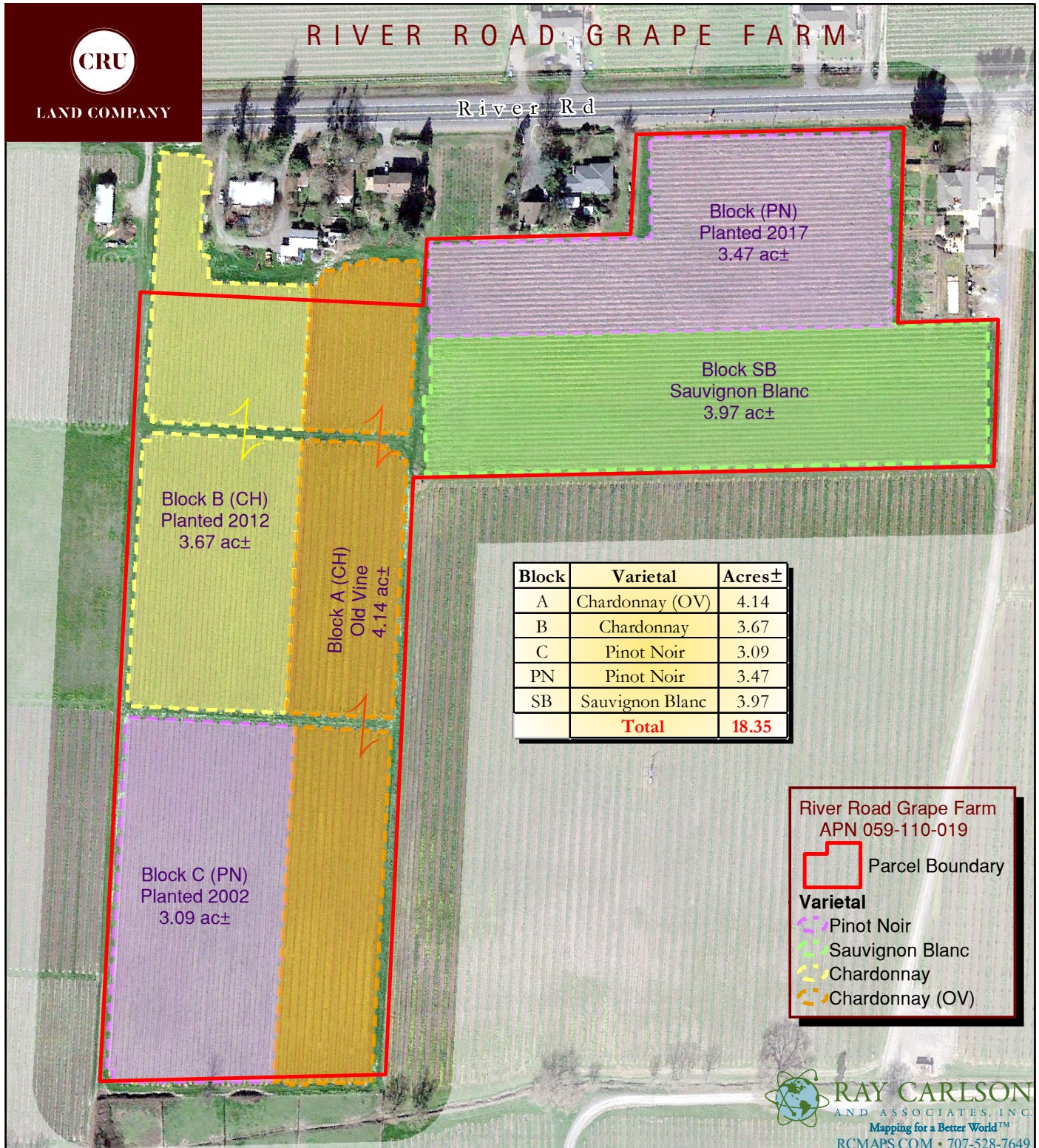


1 inch = 200 feet

0 100 200 400 Feet

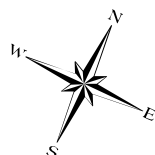


# Block Map

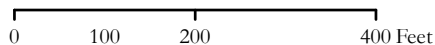


ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.

USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.

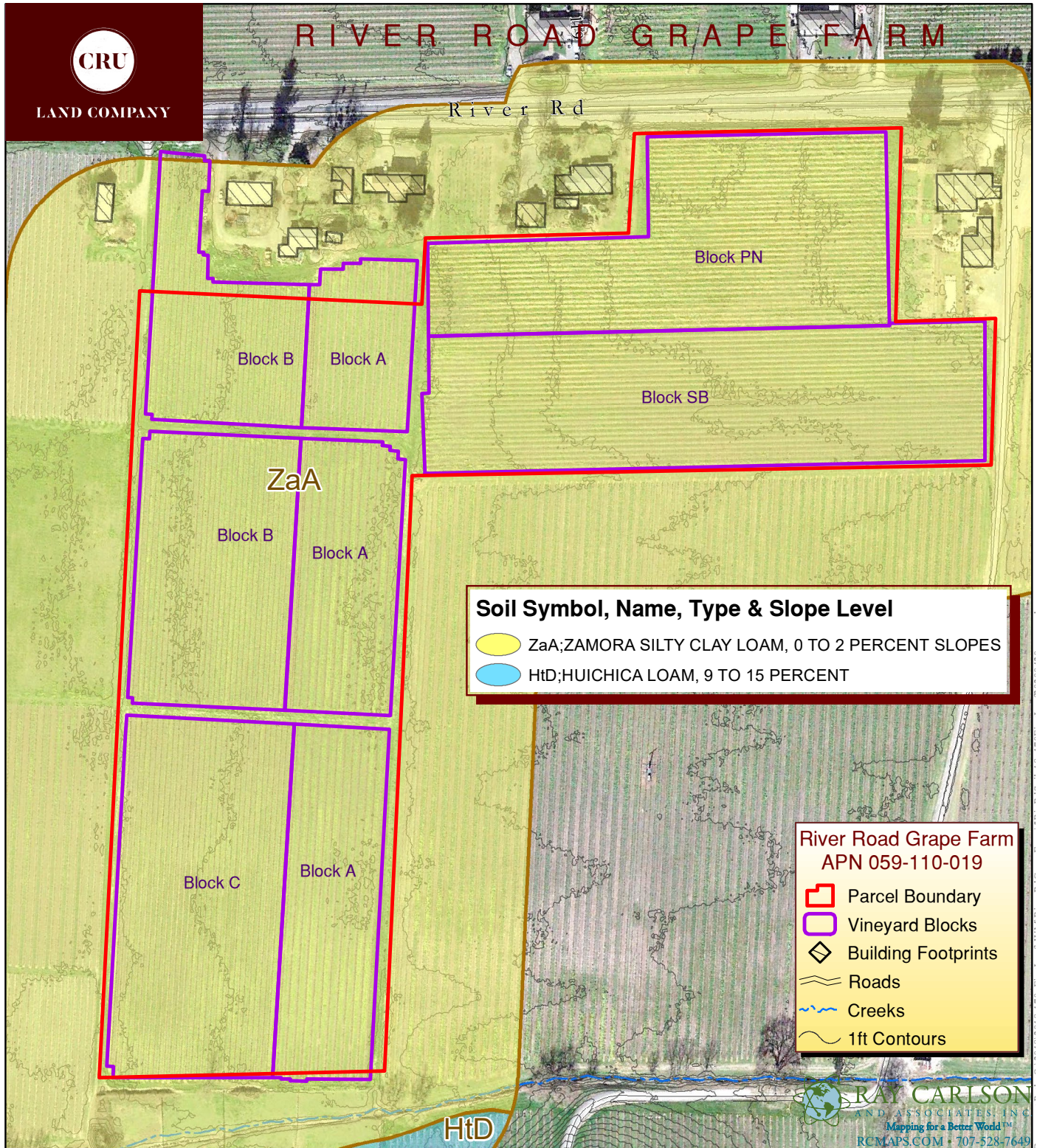


1 inch = 200 feet



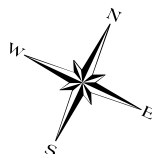


# Soil Map

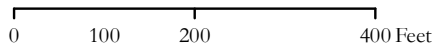


ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.

USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.

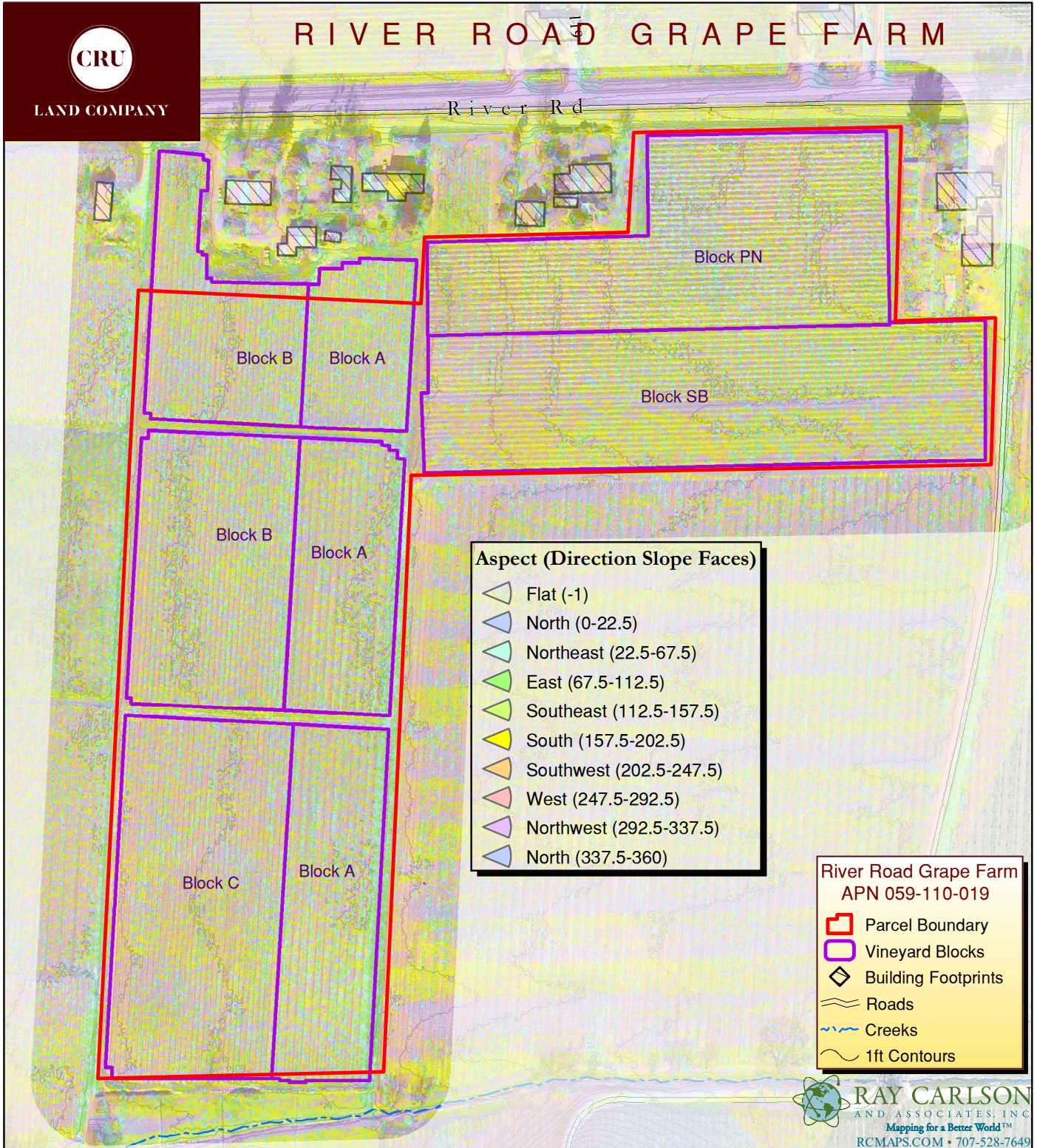


1 inch = 200 feet



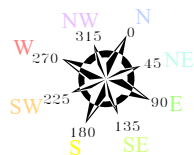


# Aspect Map

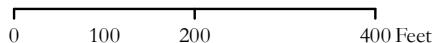


ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.

USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.

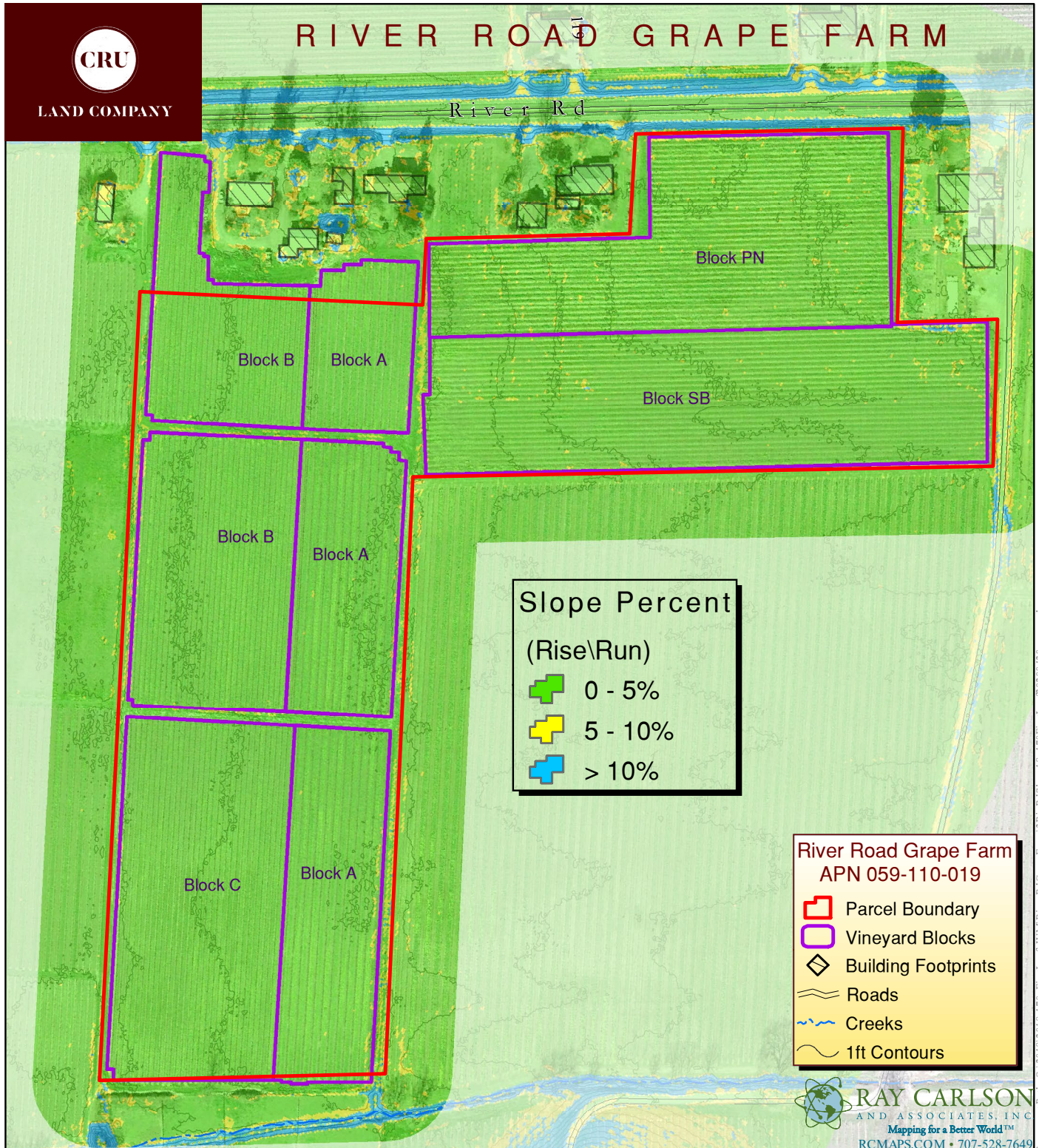


1 inch = 200 feet



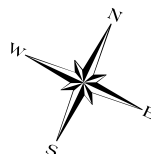


# Slope Map

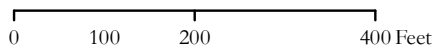


ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.

USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.

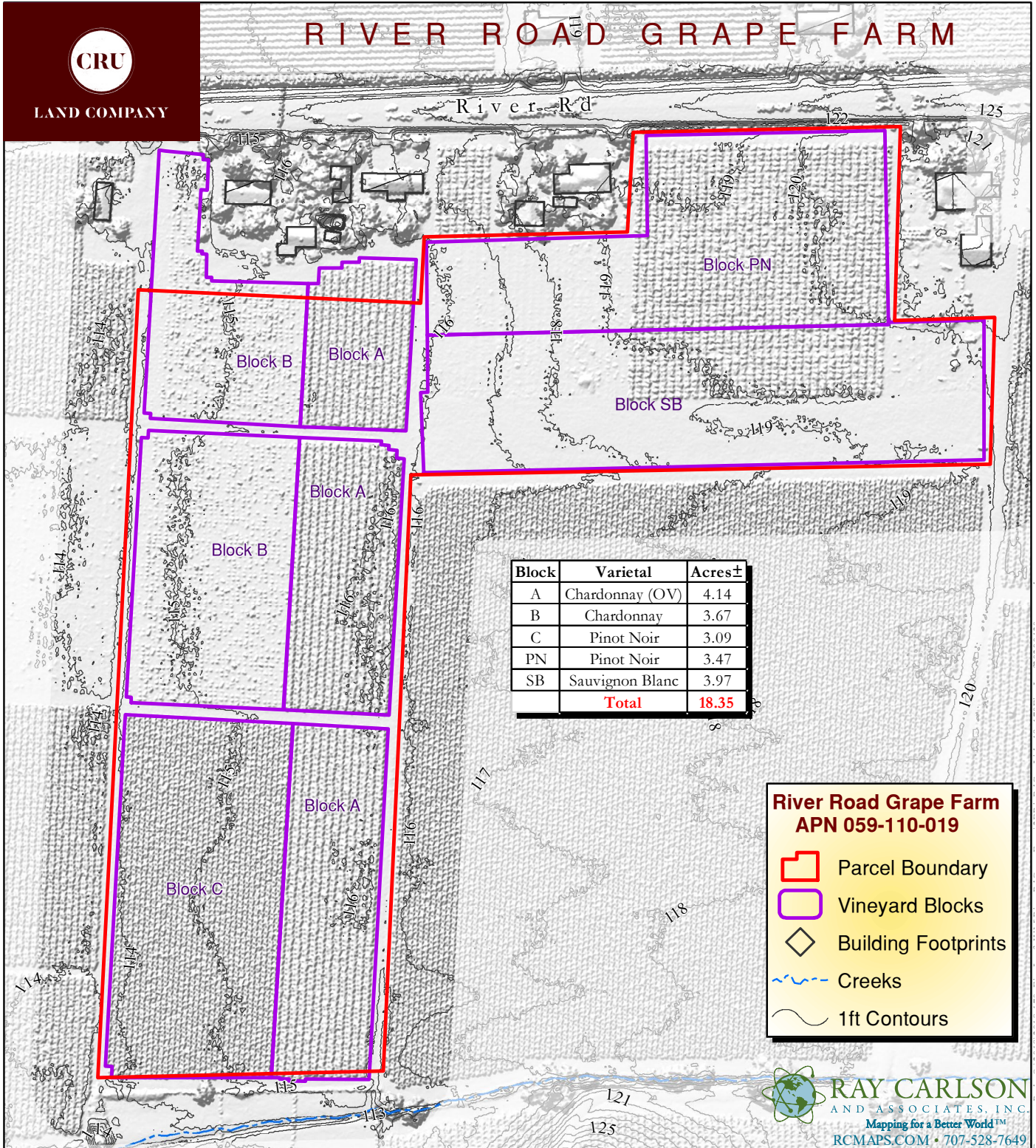


1 inch = 200 feet



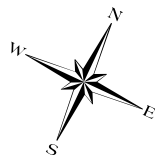


# Elevation Map

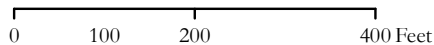


ANY BOUNDARY SHOWN IS STRICTLY FOR REFERENCE PURPOSES ONLY. BOUNDARY LINES SHOWN HAVE NOT BEEN VERIFIED AND/OR SURVEYED. NO LIABILITY IS ASSUMED OR IMPLIED FOR THE LOCATION OF BOUNDARY LINES OR THE ACCURACY OF ACREAGE FIGURES HEREON. ASSESSOR PARCEL BEST FIT TO 2018 GoogleEarth AERIAL. VINEYARDS DIGITIZED USING 2018 AND 2016 NAIP AERIALS.

USE OF THIS PRODUCT IS COVERED BY COPYRIGHT LAWS, AND IS RESTRICTED TO THE SOLE USE OF OUR CLIENTS AND THEIR AGENTS. RAY CARLSON & ASSOCIATES, INC. IS TO BE HELD HARMLESS FOR ANY AND ALL DISCREPANCIES OF DISTANCE AND GRAPHIC DISTORTION RELATING TO THE USE AND DEPENDENCE UPON THIS REPRESENTATION.

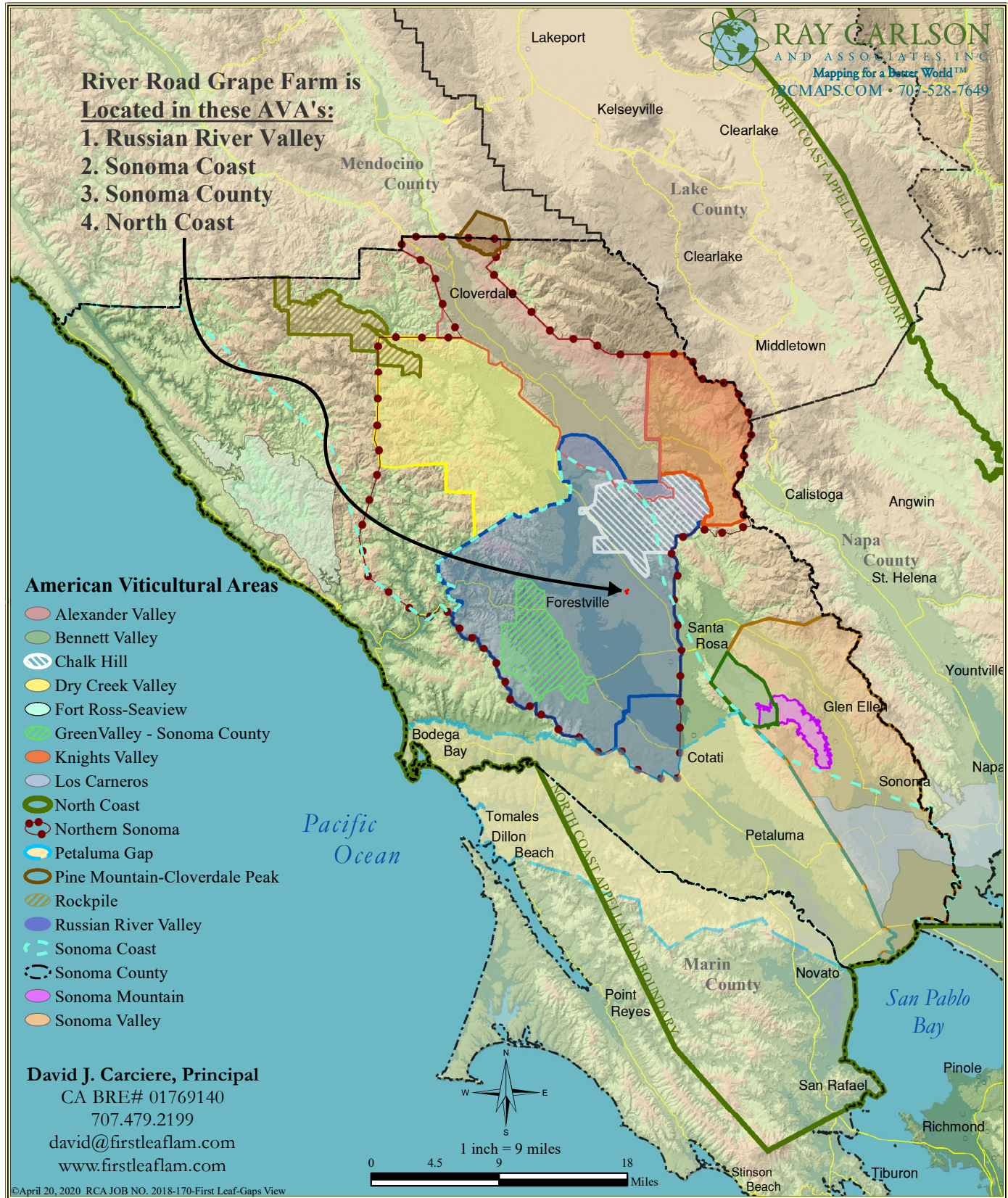


1 inch = 200 feet





# AVA Map





# COUNTY ASSESSOR'S PARCEL MAP

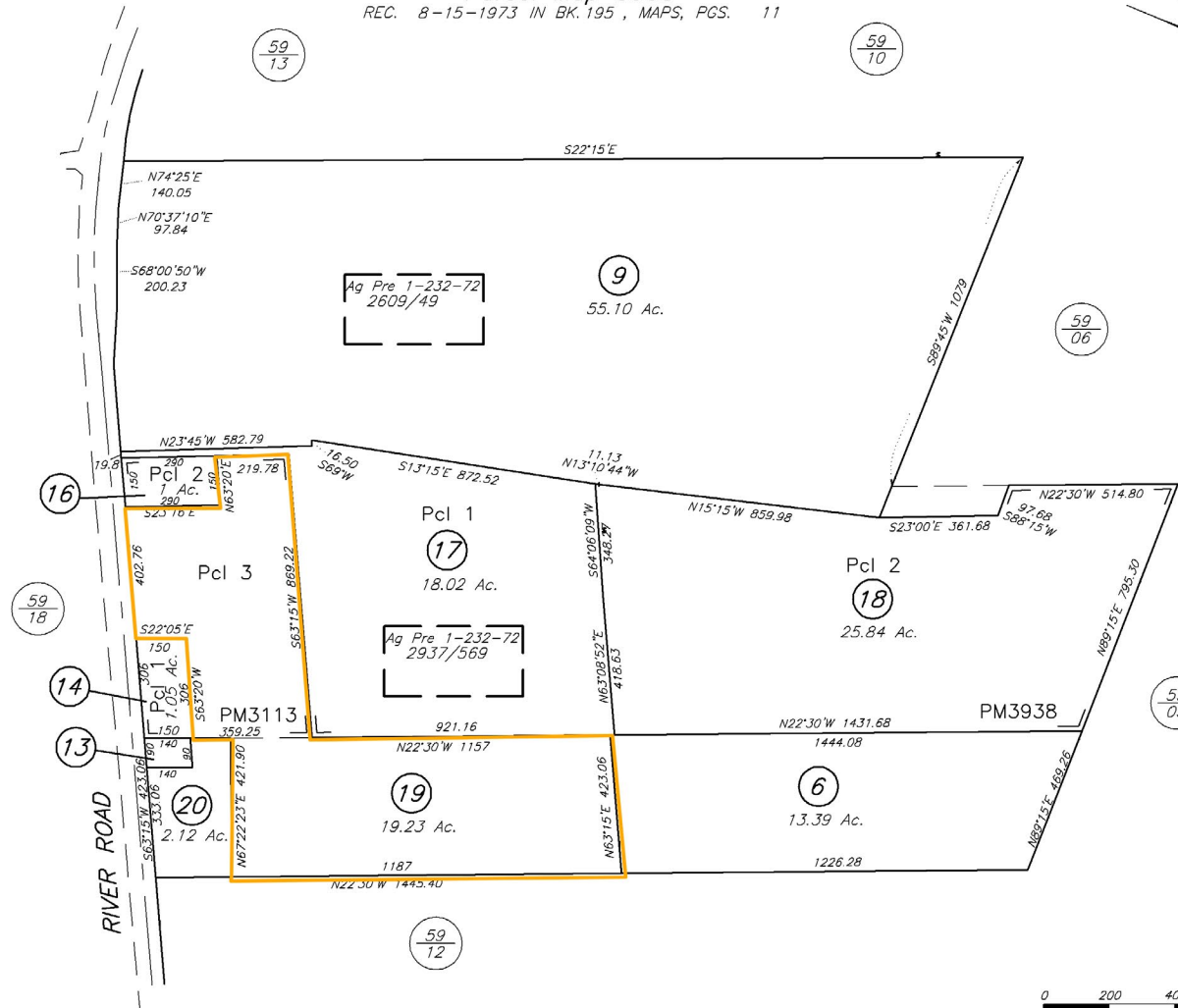
TAX RATE AREA  
120-050

059-11

Parcel Map 3113  
REC. 6-14-1972 IN BK. 173, MAPS, PGS. 45

Parcel Map 3938  
REC. 8-15-1973 IN BK. 195, MAPS, PGS. 11

SCALE: 1"=400'



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.

REVISED  
10-25-73  
10-22-18=20-DL

Assessor's Map Bk. 059, Pg. 11  
Sonoma County, Calif. (ACAD)

KEYED 10/19/18 DL



# Property Photos





## 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.



**CRU LAND COMPANY**

Cru Land Company is a boutique Real Estate brokerage and advisory firm whose primary focus is investment-grade agricultural land. We provide landowners, investors, wine producers and agricultural processors a local presence and a platform for growth within the rapidly accelerating Agricultural Investment space.

Initially rooted in the North Coast with a focus on vineyard land, Cru represents a progression into new markets and new crops. Our expansion into the Central Coast and Sacramento Valley regions provides us the opportunity to support our clients that are already invested locally and are seeking additional investment exposure in these markets. At the same time, it allows us to cultivate new relationships with growers, landowners, and operators to assist them in achieving their individual goals by applying the knowledge and expertise that we have developed over more than a decade in the industry.