

Dover Vineyard

35095 Metz Rd | Soledad, CA | 93960



NEWLY PRICED! From \$9,500,000 to \$7,500,000

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SUMMARY

The Dover Vineyard is a meticulously maintained commercial vineyard comprising 176.55 net planted vine acres in the desirable Monterey County AVA. Featuring a balance of Chardonnay, Pinot Noir, Sauvignon Blanc and Pinot Gris, this vineyard offers tremendous value to any buyer. Nearly half of the planted acres have been redeveloped between 2016 and 2020. The remaining acres continue to produce above average fruit with strong yields. All blocks are on a 5x8 spacing offering a 1,089 vines per acre density. Historical production has been well over 5.50 tons per acre for all varietals. The 2020 Sauvignon Blanc plantings are expected to exceed 7 tons per acre.

Fruit is fully contracted and highly sought after. Reputable vineyard management company will assist in vineyard transition and remain on-site if needed.

Water is provided by one on-site well producing nearly 1,200 gpm (recent pump test is available). Water quality is good. Located in the Salinas Valley - Forebay Aquifer.

VINEYARD DETAILS

PROPERTY NAME:
Dover Vineyard

OFFERING PRICE:
NEWLY PRICED! From \$9,500,000 to \$7,500,000

LOCATION:
35095 Metz Rd. Soledad, Ca 93960
(Monterey County), California

LAND SIZE:
Approximately 216.77 acres

NET VINE AREA:
Approximately 176.55 acres

BLOCK BREAKDOWN:
65.63 net vine acres of Pinot Noir
19.96 net vine acres of Sauvignon Blanc
24.69 net vine acres of Pinot Gris
66.27 net vine acres of Chardonnay

ZONING:
Agriculture

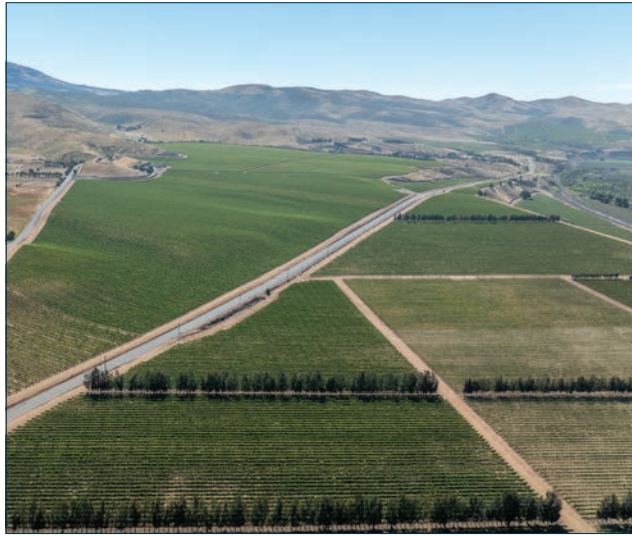
WATER INFORMATION:
One on-site well producing nearly 1,200 gpm



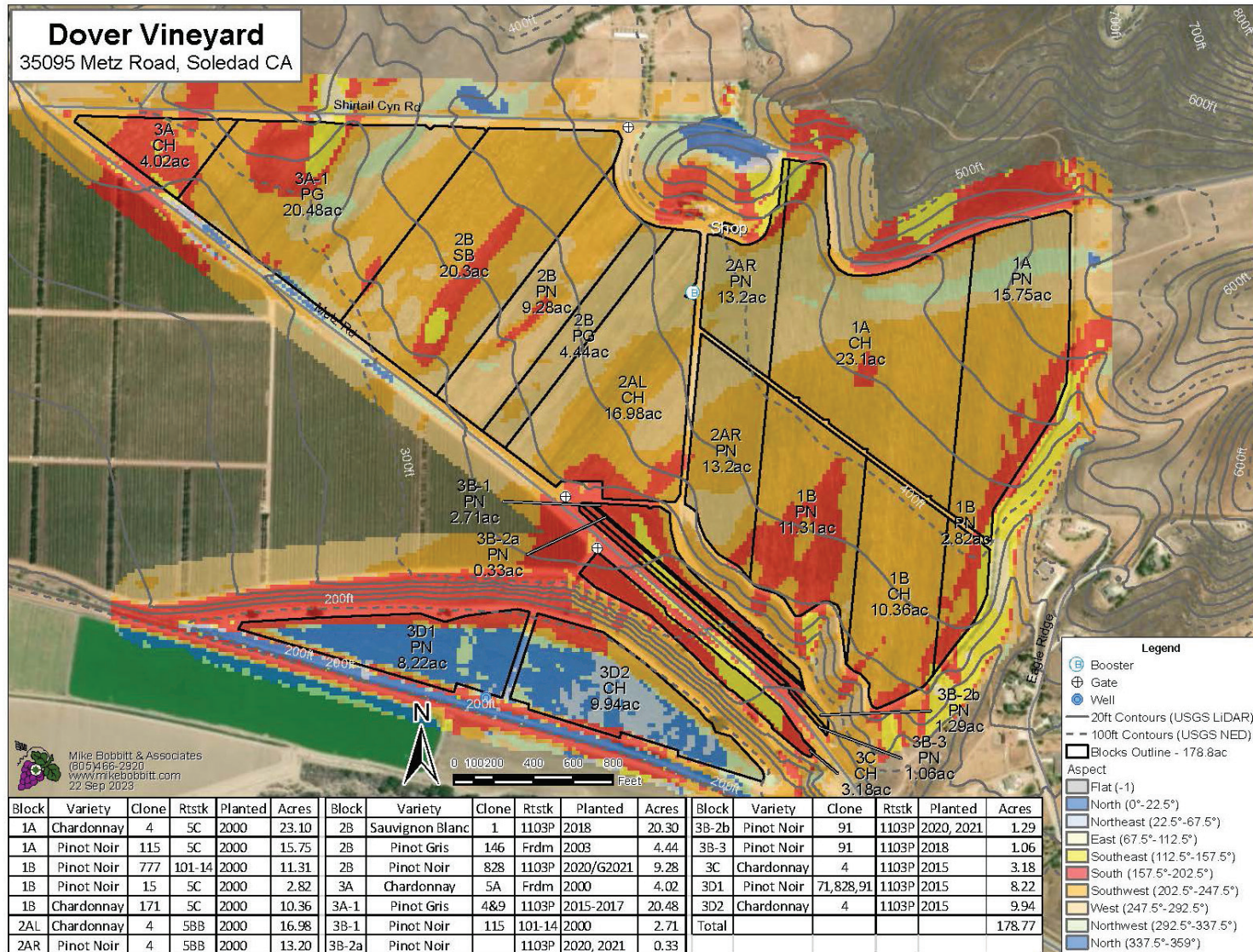
PHOTOS



PHOTOS

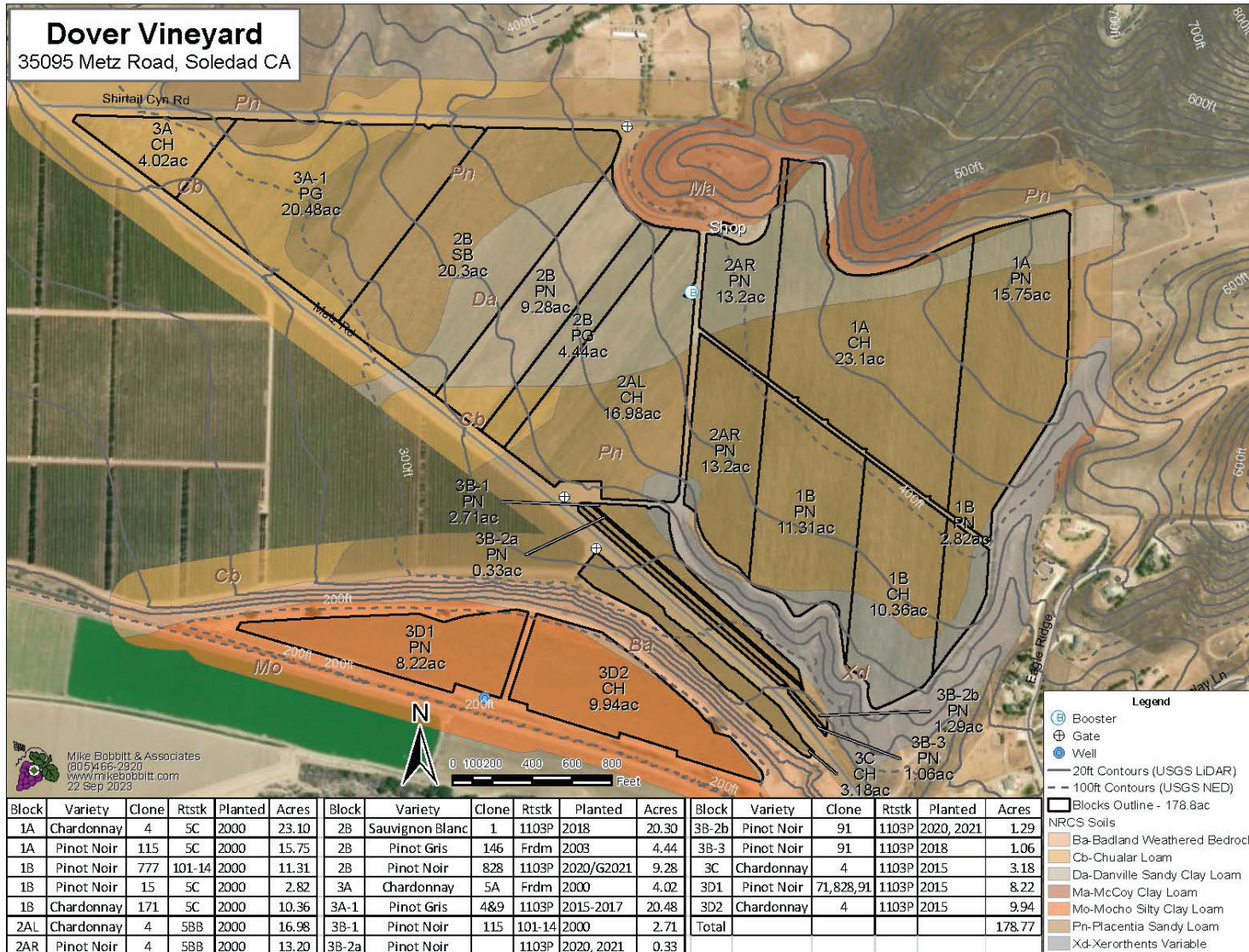


VINEYARD MAPS: Aerial Aspect



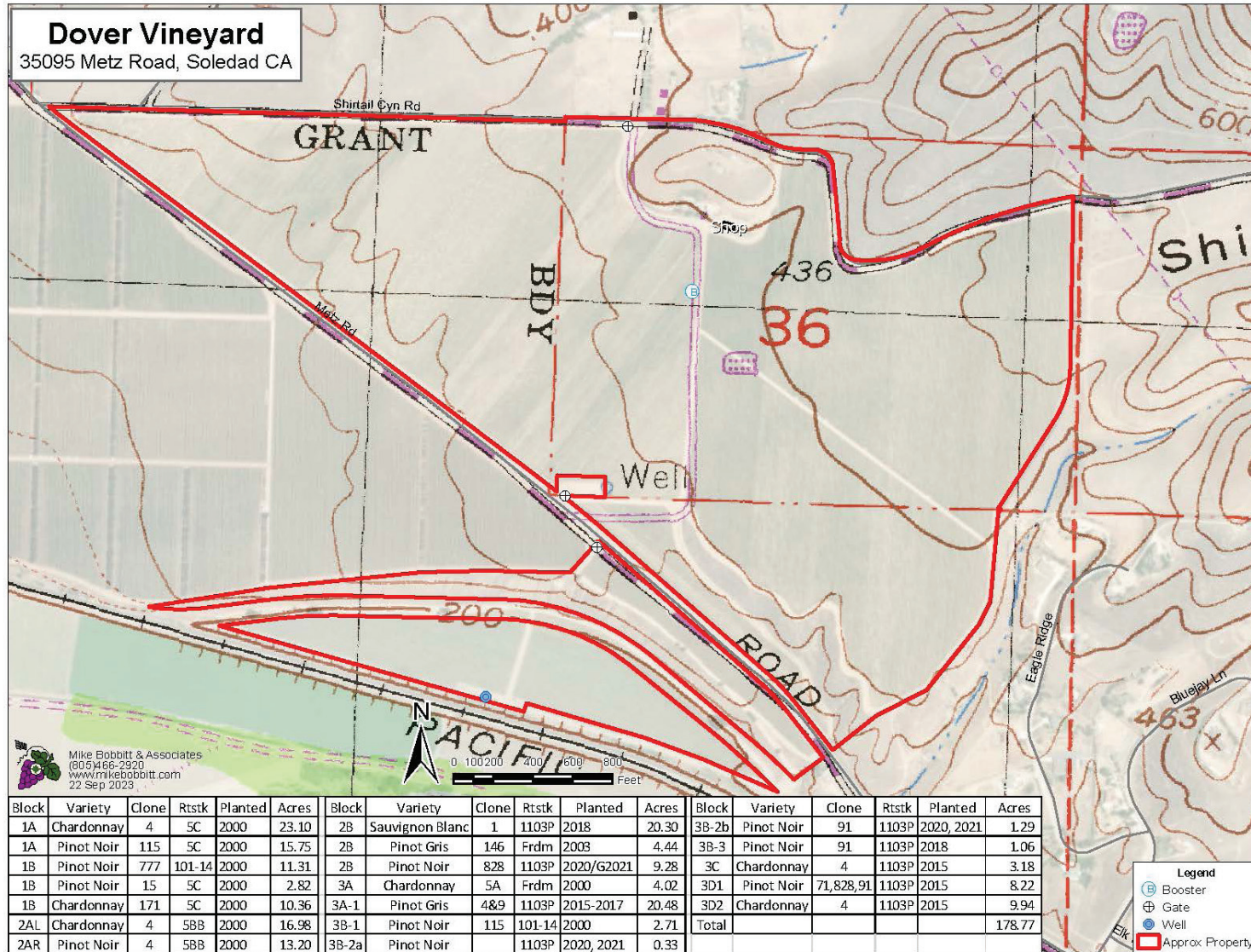
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VINEYARD MAPS: Soil Map



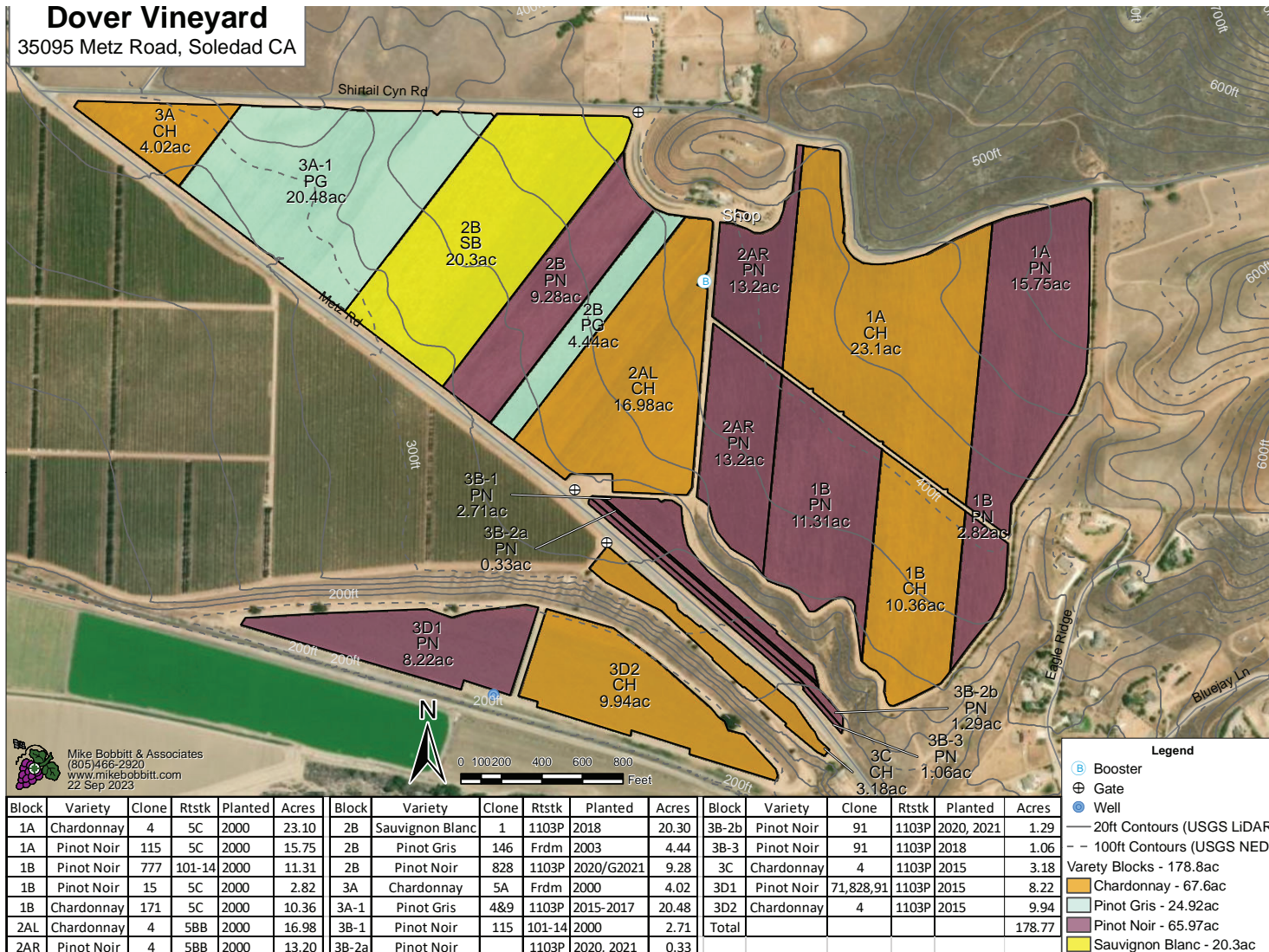
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VINEYARD MAPS: Topography



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VINEYARD MAPS: Block Map



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ABOUT US



MICHAEL MING, ARA
Principal-Broker

- 30+ Years of Experience
- Specializes in Ag Land
- Owner of Alliance Ag Services since 2004, a Full-Service Brokerage and Consulting Firm serving San Joaquin Valley, CA to AZ and Mexico borders.
- Licensed Real Estate Broker and Certified General Real Estate Appraiser
- Member American Society of Farm Managers and Rural Appraisers since 1997
- Accredited with ARA designation since 2005
- California Chapter of the ASFMR, President 2008/09
- Government Relations Board, National Level, 2008 to 2010
- Expert Witness United States Tax Court and Bankruptcy Court for the Eastern District of California, and in Municipal and Superior Courts of Kern County



JOANN C. WALL, ARA
Broker-Associate

- 25+ Years of Experience
- Licensed Real Estate Broker since 2019
- California General Real Estate Appraiser since 2000
- Accredited with ARA designation since 2008
- California Chapter of ASFMR, President 2018-2019
- Appraisal Education Committee National Level, 2010-2022, Chair 2020-2022
- Specializes in institutional grade real estate valuation and purchase transactions
- Focus on California Central Coast
- Specialized knowledge of the vineyard, winery, greenhouse and cannabis industries; topics which she frequently speaks about around the country

WHY HIRE LEE & ASSOCIATES

1. A Team that has a greater lease and sale transaction history than any other team in the region over the past 30 years.
2. A Team with a commitment to servicing the client with proven results and has the time and energy to implement the marketing plan.
3. A partner with mutual goals.
4. A Team that exclusively represents the interests of Ownership, and not the interests of others.
5. A Team that creates a marketing plan, implements it, and remains accountable at all times.
6. A Team with accurate market and support data for educated decision-making.
7. A Team that has recent experience and success in leasing similar real estate assets.
8. A Team that has the work ethic for which we are known and the willingness to always go the extra mile for our clients.
9. A Team with references in leasing of a similar product type.
10. A Team with a history of past successes in this product type.
11. A Team with the mix of experience, seniority, and youthful enthusiasm for the business.
12. A Team with specializations; exclusive Owner representation.
13. A Team with a good working relationship with other brokers and the highest ethical and moral business practices and professionalism.
14. A Team with a wide breadth of market exposure so that no potential transaction is overlooked.
15. Fun and creative individuals to work with.
16. Finally and most importantly, a Team with whom you would most like to work and can unequivocally trust to get the job completed.

MARKETING STRATEGY

MARKETING MATERIAL

State-of-the-Art marketing material is produced by staff containing all the highlights of the subject property including:

- Property Specifications;
- Photographs (professional photography is utilized occasionally);
- Site Plans (hypothetical plans when applicable);
- Maps & Aerials;
- Area Description;
- Cost of Doing Business Surveys
- Lease VS. Own Analysis (when applicable).

DIRECT CALLS

Lee & Associates has compiled a comprehensive database of tenants, landlords and investors. The first task after being named the exclusive agent for the subject property is to make direct calls to the those that may have an interest in the asset.

THE WEB

E-commerce has become a necessity in today's commercial real estate world. We use several web based real estate sites including AIR, CoStar, LoopNet, Crexi, RCM1, Constant Contact, Property Send and our own Lee & Associates website. Additionally the TEAM have created their own personal websites for additional exposure.

MAILINGS/E-BLASTS

The subject property is sent via email blast on a monthly basis to the brokerage community and select prospects via Constant Contact, Property Send and/or AIRMail. Mailers are also sent on a monthly basis to local business, national investors and occasionally residences.

BROKER COOPERATION

Lee & Associates prides itself on the cooperative spirit that exists throughout our firm. A marketing package containing all the pertinent facts about the asset will be sent out to all the cooperating brokers active in the market.

LEE & ASSOCIATES NETWORK

Lee & Associates, with 80+ offices throughout the nation, has strategically positioned themselves with multiple offices in the Kern County, Santa Barbara County, San Luis Obispo County, Fresno County, and Monterey County markets in order to keep a constant pulse on the market and assure that all listings receive the highest level of attention. The brokers of our Bakersfield, Santa Barbara, San Luis Obispo, Paso Robles and Los Olivos offices meet bi-monthly to discuss our listings, requirements and occurrences that effective our local market.

ADVERTISING

An advantage of Lee & Associates being the largest independent brokerage firm in the nation is that no corporate approvals are required to fund advertising efforts. We use mailings, postcards, local publications and more to expose the property to prospects.

LEE & ASSOCIATES TOOLS

- Property Management
- Contractors
- Architects
- City Officials
- In-House Services (marketing)
- Promotions
- Lenders (lease vs own)



For more information, please contact one of the following Market Advisors:

MICHAEL MING, ARA
Principal-Broker
Cal DRE #00951819
Cal BREA #0236938
(661) 343-2367
mming@lee-associates.com

JOANN C. WALL, ARA
Broker-Associate
Cal DRE #02030465
(805) 591-0577
jwall@lee-associates.com

This is an "as-is" sale and will be sold without representation or warranties/guarantees of any kind. Water: Seller has not made, & hereby disclaims, any & all representations, warranties or assurances to:

- a) quality, adequacy, availability, transferability or cost of surface or well water or water rights, if any, for Real Property;
- b) eligibility of Real Property or Buyer to receive irrigation water ("District Water") from the Water District or any other irrigation/water district;
- c) price at which District Water, if any, may be obtained;
- d) normal, historic, or expected amounts or allocations of District Water to the extent Real Property & Buyer are eligible to receive same;
- e) number of acres of "arable," "irrigable" or "irrigation" land comprising Real Property, or any portion thereof, as those terms are defined in 43 CFR 426.4;
- f) water supply of Irrigation District, or continued ability of such district to deliver any District Water to Real Property;
- g) extent to which Real Property is located within boundaries or service area of Irrigation District or any other irrigation/water district.

Water Disclosure: The Sustainable Groundwater Management Act (SGMA) was passed in 2014, requiring groundwater basins to be sustainable by 2040. SGMA requires a Groundwater Sustainability Plan (GSP) by 2020. SGMA may limit the amount of well water that may be pumped from underground aquifers. Alliance Ag Services, Inc, its brokers and agents make no representations as to the availability of water to the subject property and regulatory restrictions. Buyers and tenants to a real estate transaction should consult with their own water attorney; hydrologist; geologist; civil engineer; or other environmental professional

Additional information is available at:
California Department of Water Resources Sustainable Groundwater Management Act Portal - <https://sgma.water.ca.gov/portal/>
Telephone Number: (916) 653-5791

Buyer is hereby notified that federal & state water & any heretofore unmanaged or unregulated ground water is subject to major changes, & that such changes could affect amount of any heretofore unmanaged or unregulated ground water available, amount of water available to water districts, eligibility of recipients to obtain such water, & cost at which eligible recipients may receive such water. Buyer is strongly advised to independently investigate every matter regarding water law as it affects Real Property. Buyer relies on any statements, suggestions, or other written or oral expressions by Seller or Broker entirely at Buyer's own risk.

Information contained herein from sources Alliance Ag Services, Inc. (AAS) considers reliable, such as, but not necessarily including or limited to, Seller, CFSA, AFSA and NRCS records and data, and information from other government agencies and offices. However, AAS have not independently verified and do not guarantee the accuracy, completeness or sufficiency of this information. Prospective Buyer is therefore, advised to independently confirm information provided herein, and any reliance upon this data is made at Buyer's own risk. Similarly, past history of property is no guaranty of future performance, which is subject to unpredictable variables such as weather, management and operational skills, market factors and general economic conditions. Accordingly, AAS does not assume, and hereby expressly disclaims, any responsibility for the future operating and investment results of the property.

Alliance Ag Services, Inc. participation in this transaction is solely in the capacity of real estate brokers, and they do not hold themselves out as having expertise or specialized knowledge in the fields of plant pathology, entomology, environmental science, engineering, chemistry, hydrology, meteorology, geology, seismology, health or financial investments. No statement made by AAS relating to this property may be relied upon by the Buyer as reflecting particular expertise in these or any other areas of specialized knowledge. In the course of conducting a due diligence inspection of the property, the prospective Buyer is strongly advised to consult with such brokers, attorney, financial advisors or other professional or expert consultants as may be necessary to fully protect the Buyers' rights and interests.