

Wine Country Legacy Ranch

\$7,000,000

5335 BURNSIDE ROAD, SEBASTOPOL, CALIFORNIA



Presented By:

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Executive Summary

The Poncia Dairy is a once-in-a-lifetime legacy ranch offering a scale and utility rarely found in the hills of Western Sonoma County. Set on a private ridgetop with spectacular 270° panoramic views, the +/-212 acres of biodiversity are highlighted by gently rolling pastures and oak-lined creeks. This natural beauty is complimented by a rich farming history that spans nearly a century of ownership.

The next chapter of this storied Sebastopol Hills ranch could be as a world-class vineyard & winery*, an idyllic wine country retreat and estate, a conservation ranch, or a savvy investment opportunity.

While the ranch feels a world away it is remarkably accessible being just 15 minutes from downtown Sebastopol, 25 minutes to the Sonoma Coast and 75 minutes to San Francisco. For the discerning buyer, the opportunities are infinite with this exceptionally rare offering.



Property Specifications

ADDRESS	5335 Burnside Road, Sebastopol, California
APN	076-170-004 (211.09+/- acres) & 027-040-015 (1.13+/-acres)
PARCEL SIZE	212.22+/- acres
ZONING	LEA B6 60 Z, RC50/50 RC200/50 SR (Land Extensive Agriculture, 60 acre minimum density). Currently under a Williamson Act contract.
ACCESS	Direct access from Burnside Road
ONSITE WATER	• 2 horizontal wells, each reported to produce ±5–8gpm. • 1 hand dug well, production unknown. • 1 vertical well-producing 60-75gpm per WCR. Located within the Leased Premises. • 1 vertical well reported to produce ±6gpm.
UTILITIES	PG&E
STRUCTURES	• 3 modest single-family homes. • 2 modular homes. • Multiple barns and outbuildings.



Wine Country Estate and Retreat

Dramatically perched on a majestic ridgetop with elevations up to 735' and sweeping views from the Geysers and Mt. St. Helena to the north, to Mt. Tamalpais in the south, the ranch provides a magical setting for an idyllic wine country retreat

With its origins in the 1920's the homestead includes 5 well maintained homes and era appropriate barns and outbuildings reminiscent of its prior life as a working dairy. The ranch has been a beloved family compound for nearly 100 years and could continue as such, or it could be a place to stay and play while building one's dream Wine Country estate.

This estate, flanked by the Atascadero and Blucher Creeks, would provide not only a solitude and rustic beauty rarely found, but also the opportunity to develop an exceptional equestrian estate or a back-to-the-land organic farm and cattle ranch.

Potential For More Than A Family Compound

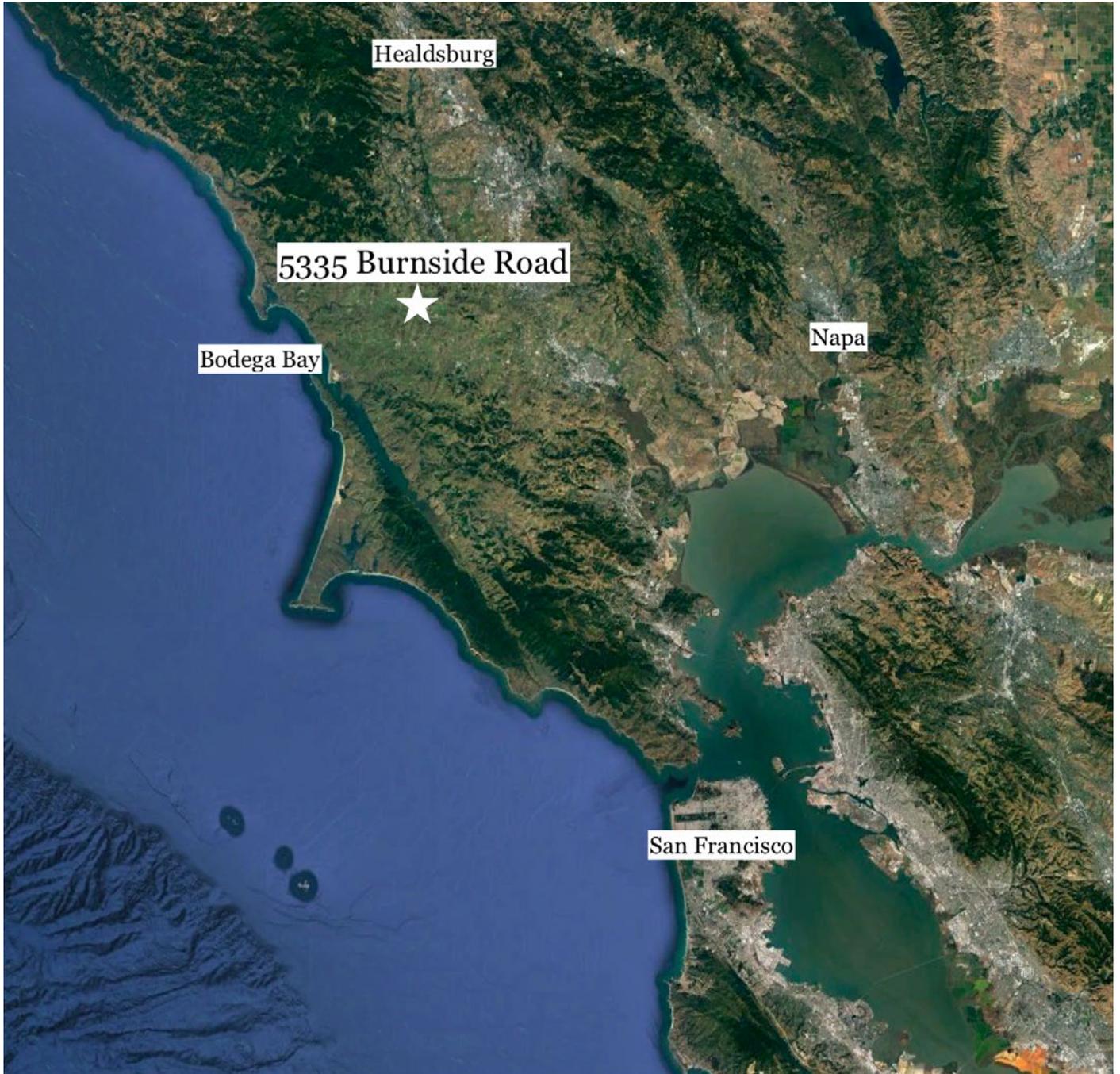
As an alternative to developing an estate on the entire 212 acres, the zoning (LEA 60) provides for a potential minor subdivision of the ranch into 3 parcels of 60 acres or larger. This would allow a buyer to still develop a beautiful, private, wine country estate with all the amenities, but to also potentially "right-size" the ranch to achieve their goals. These 3 newly created top-of-the-world estate sites would all be private, with endless views, and could be supported by vineyards, equine or any other type of development desired.

Location, Location, Location

The Poncia family has regaled us with stories of things they've seen through the years from their perch overlooking the heart of Sonoma County. But while the ranch feels a world away from the hustle-and-bustle of everyday life it's surprisingly central, and remarkably accessible to all Wine Country has to offer.

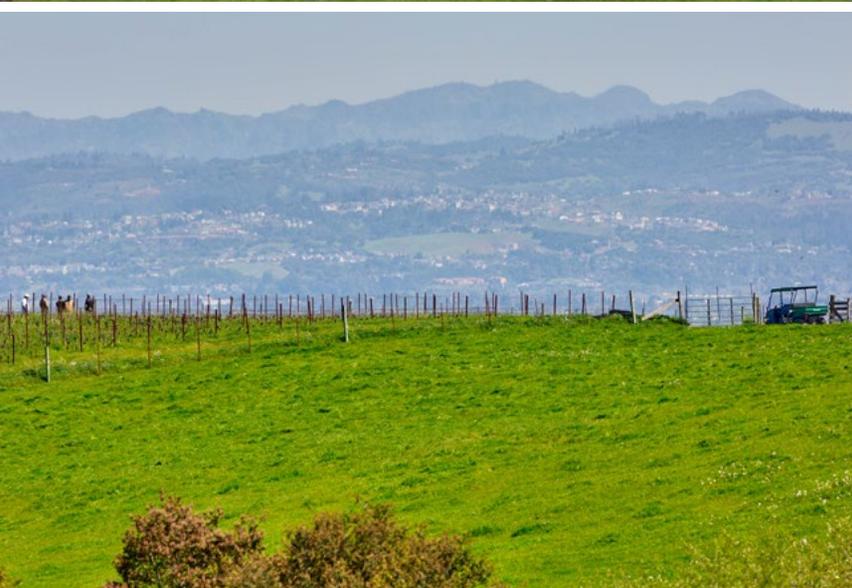
A short 15-minute jaunt lands you in the bucolic hamlet of Sebastopol, head west to the rugged Sonoma Coast, due-east to the Napa Valley and its acclaimed food and wine scene – all of this is a mere 75 minutes from San Francisco and the greater Bay Area.

Location Map



15 Minutes to Downtown Sebastopol 🍷
35 Minutes to Sonoma County Airport ✈️
60 Minutes to The Napa Valley 🍷

25 Minutes to Bodega Bay 🏄
40 Minutes to Healdsburg 🍷
75 Minutes to San Francisco 🏙️



An Opportunity for World Class Vineyard Development

The ultra-premium wine-producer or seasoned wine industry investor will appreciate the opportunity the Poncia Dairy affords to develop a truly world-class estate vineyard in Western Sonoma County.

Oriented on a ridgetop in the Sebastopol Hills and totaling +/- 212 acres, and with as many as +/- 115 plantable,* the ranch offers a scale rarely seen on such a compelling site. The gently rolling topography provides the ability to farm efficiently from 450-735' in elevation, while the varying exposures allow a winemaker optimize the vineyard's quality, and tailor it to their preferred style.

The natural beauty and coastal influence of the ranch, as well as the rich farming history, harkens back to the pioneering vineyards on the Sonoma Coast, while the authentic barns and dramatic views provide the backdrop for a potentially stunning boutique winery. **

There's a 10 acre vineyard developed in 2004 under a 30 year ground-lease that showcases the potential this site holds.

All this opportunity lies within the bounds of the two most preeminent Pinot Noir and Chardonnay appellations – the Russian River Valley and the Sonoma Coast.

*Preliminary map on-file, buyer to confirm plantable acreage

**Conditional Use Permit Required

Site Characteristics

SLOPES & ASPECT

Slopes vary from 0 – 30% across the usable land.

SOILS

Per NRCS the site is mapped primarily to Steinbeck loam. Goldridge Fine Sandy loam are mapped predominantly throughout the neighborhood.

ELEVATION

Elevation of the property ranges from 450-735'

APPELLATIONS

Russian River Valley and Sonoma Coast



An Opportunity for Conservation

The Sonoma County Ag Preserve + Open Space District has toured the ranch twice and have indicated they have significant interest in buying a conservation easement from the future owner of the ranch.

The Sonoma County Agricultural Preservation and Open Space District permanently protects the diverse agricultural, natural resource, and scenic open space lands of Sonoma County for future generations. *

Of particular interest for Ag + Open Space is protecting Atascadero and Blucher Creek watersheds, both year-around Blue Line Creeks originating on, or near the ranch. Equally as important is protecting the wildlife corridors and habitat for the abundant wildlife that pass through the area. Finally, while the ranch itself is private, it's vast open space is highly visible, and can be seen from roadways all across the Santa Rosa Plains due to its prominent ridgetop perch.

If a buyer of the Poncia Dairy had an interest in working with SCAPOSD in furthering their mission of conservation the buyer and Ag + Open Space would negotiate an easement that satisfied both the buyer's and the agency's unique objectives. In addition to the conservation of the land, the (cash) proceeds from sale of the easement allow a buyer to drastically reduce their basis (all-in-cost) on the ranch.

For additional information on this incredibly unique opportunity, don't hesitate to reach out to us.

*Sonoma County Ag Preserve + Open Space District
<https://www.sonomaopenspace.org/who-we-are/mission/>



An Opportunity for Investment

For a seasoned investor the opportunity exists to reposition the ranch and create significant value. Zoning on the ranch is LEA 60 (60-acre minimum lot size) providing the opportunity to potentially subdivide the ranch into 3 separate legal parcels.

Those parcels could be developed into world class vineyard sites, beautiful luxury estates, or a combination of both.

3 Turnkey World Class Vineyard Sites:

Over the life of our marketing cycle, we've had a kaleidoscope of the most highly acclaimed Chardonnay and Pinot Noir producers tour the ranch. The feedback has been consistent and overwhelmingly positive about the site's viticultural potential, but also that it's scale - up to 115 plantable acres - is more than any single winery can take on; in other words "we'd love a slice of this ranch, just not the whole thing".

In practical terms, we've had a handful of ultra-premium producers indicate that if a parcel were available that comprised 60+ gross acres and 30 - 40 plantable acres, as would be the case after a subdivision, they'd have significant interest in acquiring it. In fact, we've had one world class Napa winery in particular who's maintained an interest in being a take-out buyer post-subdivision and offered to consult on the vineyard side of the entitlement.

From a valuation perspective, a 63 acre parcel with approximately 30 plantable acres sold in Q4 of 2022, to a highly regarded Napa Winery for \$3,995,000.

Within this context the possibility exists to add significant value through the acquisition and subdivision of the ranch while entitling and preparing the subsequent parcels for vineyard development. And, during the subdivision process the 5 onsite residences, and potentially even the barns and outbuildings could provide significant revenue, off-setting carrying costs or potentially increasing the overall return on investment.



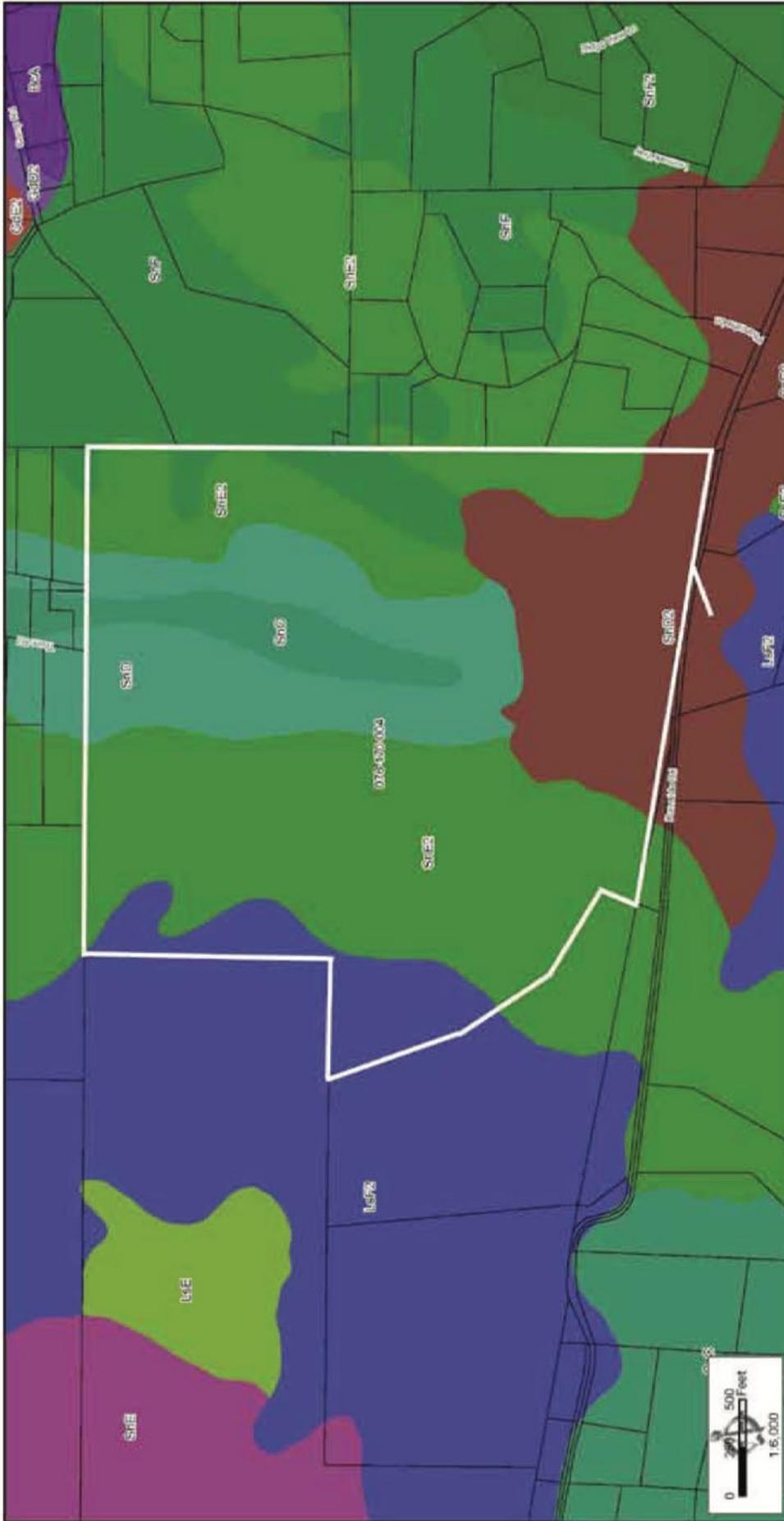
An Opportunity For It All

The Poncia Dairy represents an extraordinary opportunity to transform a stunning heritage ranch through viticultural or conservation pursuits, equine or estate development, or a magnificent blend of them all to craft a new legacy, a legacy for the next 100 years.

Be a part of that new legacy!



Soil Map



NRCS Soils
County of Sonoma
Permit and Resource Management Department
 2350 VANDER AVENUE, SANTA ROSA, CALIFORNIA 95403
 707-565-1500 FAX 707-565-1103

permit SONOMA

NRCS Soils

County of Sonoma

Permit and Resource Management Department

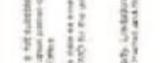
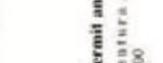
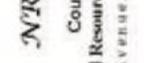
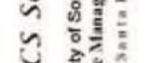
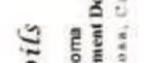
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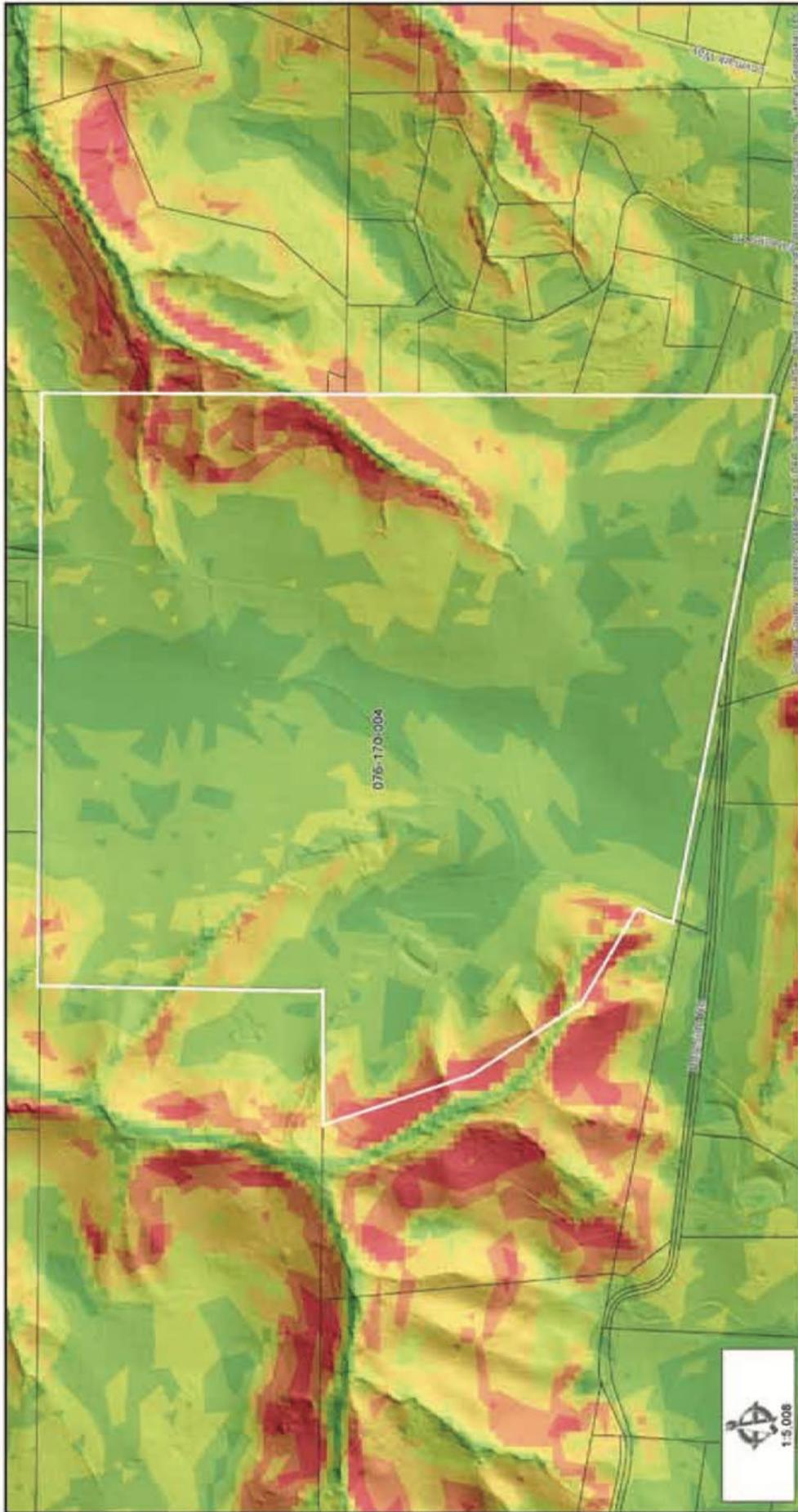
County of Sonoma

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Slope Map



Slope by Percent

County of Sonoma
 Permit and Resource Management Department
 2350 VENTURA AVENUE, SANTA ROSA, CALIFORNIA 95403
 707-565-1900 FAX 707-565-1100



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APN: 076-170-004

Preliminary Vineyard Map



VINEYARD AREA TABLE

BLOCK	ACREAGE	PERCENTAGE
A	10.25	25.62
B	10.25	25.62
C	10.25	25.62
D	10.25	25.62
TOTAL	41.00	100.00

LEVEL 2 VINEYARD LAYOUT

SCALE: 1" = 300'

GRAPHIC SCALE: # 15277

0 150 300 450

W + E
N
S

Property Photos



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 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.