

INFORMATION MEMORANDUM

# Wine Country Estate Site

\$995,000

Sonoma County APN 059-130-022, Fulton, California



Presented By:

David J. Carciere | Founder & Broker  
707.479.2199 | CalDRE# 01769140  
david@cruland.com



**LAND COMPANY**

Mike Hansen | Salesperson  
805.503.8552 | CalDRE# 02143875  
mike@cruland.com

# Executive Summary

Indulge in a private and serene Wine Country lifestyle on this exquisite homesite, where miles-long views stretch to the west, showcasing breathtaking sunsets over sprawling Russian River vineyards. Perched amongst enormous swaths of vineyard land this parcel offers a front-row seat to the natural beauty and bounty of the region. Imagine evenings spent savoring a glass of local wine while watching the colors of the sunset paint the sky in hues of gold and amber.

Located only minutes away from Healdsburg, and within easy reach of Napa, the Sonoma Coast, and San Francisco, this site provides access to world-class dining, shopping, and entertainment. Additionally, the proximity to Sonoma County Airport, just 7 minutes away by car, ensures effortless travel for both business and pleasure. With its unrivaled views and serene ambiance, this parcel is a rare gem waiting to be discovered.

The site is currently perced for a 6-bedroom estate. Whether you're seeking a private retreat or envisioning a vineyard estate, this is your opportunity to create a legacy in one of California's most coveted wine destinations!

## Boutique Russian River Vineyard

The beautiful homesite, located within the heart of the renown Russian River Valley AVA includes 1 acre of Merlot and approximately 4 acres of Old Vine Zinfandel. The Zinfandel vines, which reach back 50+ years, are particularly unique in today's market. The fruit from the vineyard has averaged approximately 5 tons per acre and historically been sold to premier wine producers providing the new owners an opportunity to continue to selling the fruit to these acclaimed wineries or launch a wine brand of their own with their new estate fruit.

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. It also grows exceptional fruit across an array of other varietals including Sauvignon Blanc, Pinot Gris, Zinfandel and Merlot. This is due to its rich valley soils and climatic influences including abundant sunshine, moderated by the cooling influence of the coastal fog.





Looking back at homesite.

# Property Specifications

ADDRESS	1160 Hart Lane, Fulton, California
APN	059-130-022
PARCEL SIZE	4.94 acres
BUILDING SITE	6-bedroom Perc - WSR23-0506
ZONING	LIA40 (Land Intensive Agriculture District)
ACCESS	Direct access from Hart Lane.
ONSITE WATER	Provided via California American Water.
ONSITE POWER	PG & E available at the street.
APPELLATION	Russian River Valley & Sonoma Coast AVA's.
STRUCTURES	None.

## In the Neighborhood!



1 Mile



1.2 Miles

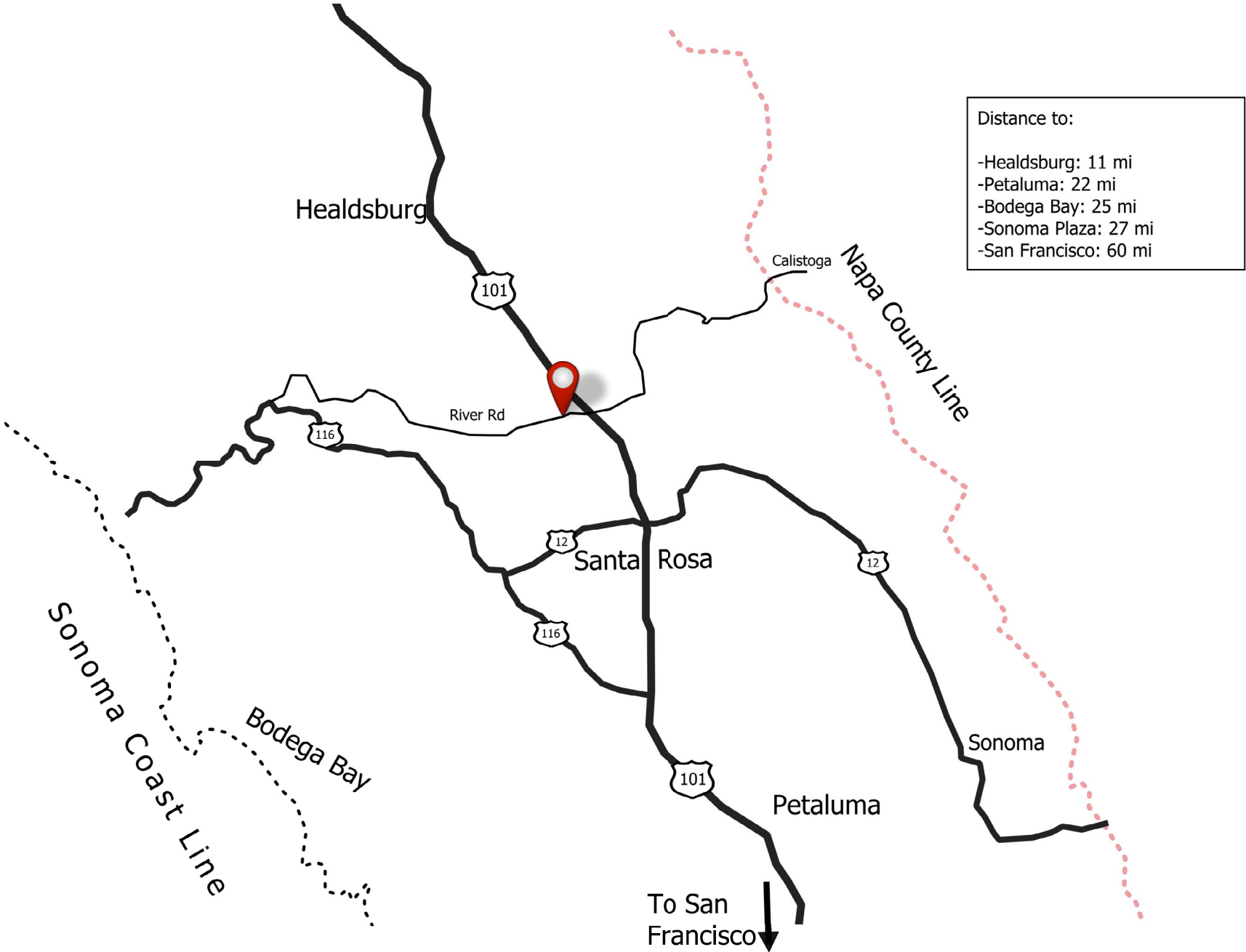


6.5 Miles



3.4 Miles

# Location Map



# Aerial Map



# Property Photos





# About 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, and premium wine-producers local expertise and a platform for growth within the rapidly accelerating Agricultural Investment space.

---



**David J. Carciere**

**David Carciere's** Real Estate career began as a California Certified General Appraiser with a focus on recreational and agricultural land. In 2010 he was a founding partner at First Leaf Land Acquisitions where he spent a decade brokering agricultural and vineyard land sales. During that period, he also had first-hand experience on the wine-production side with his family's wine label, Suacci Carciere Wines, as well as on the grower side operating the Donnelly Creek Vineyard in Anderson Valley.

Understanding the intersection of the Real Estate, growing and production sides of agriculture gives David a unique perspective when both evaluating vineyard and agricultural land and, as importantly, analyzing potential investment opportunities.

David holds a Bachelor of Science degree in Industrial Engineering from Cal Poly San Luis Obispo and a master's degree in Land Economics and Real Estate from the Mays Business School at Texas A&M where he worked as a graduate assistant under research economist Dr. Charles Gilliland. He is a licensed Real Estate Broker in the state of California and is active in the California Association of Farm Managers and Rural Appraisers, as well as the Sonoma County Farm Bureau.

---



**Mike Hansen**

**Michael Hansen** is a formally trained business professional with a MBA from Sonoma State University. Both of Michael's parents worked in the wine industry his whole life, so Michael grew up and lived in several prominent wine regions up and down the California Coast. This life-long immersion and proximity to the industry naturally grew into a curiosity in the business aspect of wine and vineyard operations.

Michael's introduction into Real Estate began in 2018, totally by happenstance. While working in management at a Sonoma County Country Club, Michael's wife suggested he get his Real Estate license to complement his outgoing personality. After unexpected success in his first few years of Real Estate activity, Michael began to consider leaving his full-time career as a Vice President at a prominent lifestyle company. After meeting David Carciere, Principal at Cru Land Company, at a property showing, Michael was convinced that CRU was the place to be, ultimately coming on as Vice President of Sales and Marketing.

Michael and his wife Christy own and manage multiple rental properties in both residential and agricultural locales. This first-hand experience gives Michael's clients a useful perspective on local Real Estate Investment Strategy as well as expertise in permitting, land use, well and septic, contract negotiation, vineyard management, and overall land strategy.

Michael currently resides in Sonoma county, where he helps to run and manage his wife's family ranch, which was established in 1848. Michael is an asset in most conceivable business cases, bringing significant skills and experience in the fields of business, strategy, marketing, financial management, analytics, sales, and operations. He brings enthusiasm and energy to all his projects. Contact Michael today!

---



**Bonnie Burnett**

**Bonnie Burnett** is the Senior Project Manager and marketing specialist at Cru Land Company. Bonnie grew up in Alexander Valley where she developed a love and fascination with the wine industry. In 2007 she graduated from Sonoma State University with her Bachelor of Science degree in Wine Business. After graduation, she worked for Quivira Vineyards and Winery in the Dry Creek Valley where she spent several years as their accountant learning the intricacies on the financial side of winery operations.

Bonnie began her Real Estate Career in 2017, when she was asked to join NorCal Vineyards as their supporting agent. She spent her time at NorCal focused on creating high-end marketing materials and successful internet marketing campaigns, while also showing vineyards and wineries and managing all open escrows.

In her first year in Real Estate, she won the Rookie of the Year Award generating the largest gross sales of new agents in the entire brokerage. In her second year of being licensed, she was awarded the most Real Estate Transactions in the entire office. Bonnie is also a Certified Transaction Coordinator, TCing over \$100,000,000 in Gross Sales for Winery, Vineyard and Agricultural Land.

With a background in the wine industry and having cultivated an exceptional understanding of Real Estate's role in industry during her years spent with NorCal Vineyards, she was invited to join Cru Land Company.

---



# 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 at contacting: David Carciere at 707.479.2199 or Mike Hansen at 805.503.8552.

