

NAPA VALLEY WINERY ESTATE

OFFERING MEMORANDUM



CYD GREER

MOVE SMARTLY
Napa Valley

Mendelson



3242 SILVERADO TRAIL NORTH, ST. HELENA

OFFERED AT \$16,700,000

 [VIEW VIDEO TOUR](#)

NAPA VALLEY WINERY ESTATE

THE OFFERING



Tucked into an idyllic private setting between St. Helena and Calistoga, this extraordinary 23.51± acre Napa Valley winery estate presents a rare opportunity to acquire an established vineyard and permitted winery together with a remarkable historic residential compound. Encompassing two legal parcels in the St. Helena AVA, the property brings together a sustainably farmed 10.97± acre vineyard, Napa Green certified winery, 5,000± sq ft wine cave, gracious circa-1890 residence, guest house, rustic barn and extraordinary heritage gardens.

At the heart of the estate is the 10.97± acre vineyard, planted predominantly to Cabernet Sauvignon with small blocks of Cabernet Franc, Merlot, Malbec, Petit Verdot and Sauvignon Blanc. Recipient of both Fish Friendly Farming environmental certification and Napa Green regenerative and sustainable vineyard certification, the vineyard reflects a longstanding commitment to thoughtful farming and stewardship of the land.

Complementing the vineyard is a Napa Green certified winery permitted for production of up to 10,000 gallons annually. Designed for small-lot winemaking, the approximately 5,000 sq ft underground cave accommodates wine production, barrel and bottle storage, administrative functions and tasting. The winery use permit provides for retail sales, tours and tastings by appointment together with private promotional tastings. An additional 1,360 sq ft is permitted as winery area within the property's barn.

From the winery motor court, framed by towering palms, a stone pathway leads across the broad front lawn to a residential compound with roots reaching back more than 130 years. Grand oaks, stately palms and heritage plantings frame the 3,360± sq ft, three-bedroom, two-and-one-half-bath home, which blends its circa-1890 origins with the relaxed character of Mediterranean-influenced California architecture.

The spectacular gardens preserve the romance of an earlier Napa Valley, with mature trees and historic plantings, a Victorian rose garden encompassing approximately 250 roses representing some 70 varieties, and an extraordinary Lady Banks rose believed to be approximately 150 years old. An exquisitely preserved historic Lord & Burnham greenhouse, the oldest of its kind on the west coast, provides another remarkable connection to the estate's past.

An inviting pool and expansive patio with built-in barbecue, charming one-bedroom guest house, wonderful rustic barn with recreation room and indoor car parking, and a 2,880± sq ft storage building complete the offering. Rarely does a Napa Valley property combine this degree of wine making infrastructure, history and natural beauty—an exceptional opportunity to write the next chapter of a distinctive Napa Valley estate.

NAPA VALLEY WINERY ESTATE

HISTORY AND GARDENS



HISTORY OF THE PROPERTY

According to local lore, the house and barn were built circa 1890 by a prominent businessman for his mistress. The property was subsequently the home of a Russian princess, a prune and walnut orchard, a camellia nursery and a Christmas tree farm. We purchased the property in 1999, and it is now our home and family operated vineyards and winery. The previous owners restored the house. We remodeled much of the first floor, restored the barn and greenhouse, landscaped, expanded the vineyards and built the winery.

THE LANDSCAPE STORY

What started as a project to spruce the place up for our daughter's wedding in 2003 evolved into several years' worth of renovation and landscaping. In designing the garden, our goal was to recreate the feel of a garden that might have been planted at the time the house was built in the 1890's, and we have saved the old plantings and trees whenever possible. We researched the structures and plantings of that era and have incorporated both whenever practical. However, ours is a family friendly garden heavily used by three generations and thus a "period correct" garden was never the goal.

We brought in truckloads of compost and added thousands of feet of Sonoma Fieldstone rock walls and Buckskin Flagstone terraces. We have something of fragrance in bloom at all times. We use only organic fertilizers and do not use chemical pesticides or fungicides.

Jonathan Plant did the original schematic and the planting plan for the Woodland Garden. Since then we have had additional design help from Chris Hedberg and Mieko Imai. My husband has also done some of the hardscape design and I have done some of the plant design. Price Landscaping installed both hardscape and plantings.

WHITE ICEBERG ROSES

Our practical daughter limited our floral budget for her 2003 wedding. We circumvented that restriction by planting 75 white Iceberg roses around the wedding site. After the wedding, we moved the Iceberg roses to several different locations in the garden. Thus was born the white Iceberg theme for the garden.

NAPA VALLEY WINERY ESTATE

HISTORY AND GARDENS CONTINUED



ROSE GARDEN

The formal euonymus japonicus edged rose garden with a fountain and rose, and clematis covered iron trellises and arches is reminiscent of those popular in the 1880's and 1890's in both the U.S. and Europe. The roses are planted in color blocks which was the popular method of the era. Most of the roses in the formal rose garden are floribunda, hybrid tea and shrub roses. Old garden roses and grandifloras are planted throughout the garden. There are approximately 250 roses of over 70 different varieties in the garden.

WHITE LADY BANKS' ROSE

An arborist estimates this *Rosa banksiae* (White Lady Banks' Rose) to be approximately 120 to 150 years old. This species rose was first introduced in 1807 and is a thornless, double, white, evergreen rose. It devours the arbor, covers an old apple tree and climbs 30 feet or more up a Pine tree. It's a glorious sight in March when it is covered with

masses of fragrant white blooms.

THE GREENHOUSE

The Lord and Burnham greenhouse was built circa 1920 by J. B. Landfield for his Russian princess wife, Louba. Mr. Landfield and his friend Mr. Crocker (founder of Crocker Bank), liked to spend their weekends partying with their male friends at the Bohemian Club. To keep their wives occupied in their absence, Mr. Landfield built the greenhouse as a gift for his wife. After World War II, the greenhouse was used as part of a commercial camellia nursery.

It is reportedly the oldest metal frame greenhouse on the west coast. The chimney and the cast iron pipe racks are all that is left of a below ground boiler and hot water heating system for the greenhouse and attached hot bed. We carefully restored the greenhouse to retain its original appearance but automated it for functionality using machinery we discovered when touring the greenhouses at the Biltmore Estate in North Carolina.

NAPA VALLEY WINERY ESTATE

ESTATE MAP



NAPA VALLEY WINERY ESTATE

PROPERTY OVERVIEW

- + Two legal parcels totaling 23.51 +/- acres
- + Ag Watershed zoning
- + Private idyllic setting with vineyard and garden views
- + Convenient location between St. Helena & Calistoga
- + Sustainably farmed 10.97 acre Bordeaux varietal vineyard
- + Napa Green certified winery permitted for 10,000 gallon production
- + Smartly designed 5,000 sq ft cave for wine making, administration, wine storage, and tasting
- + Mediterranean influenced California style residence circa 1890: 3 bedrooms, 2 full baths, 1 half bath, separate shower room, detached 2-car garage, 3,360 sq ft living space
- + Charming 1 bedroom guest house with kitchen and bath
- + Wonderful rustic barn with spacious recreation room, multiple indoor car parking, and bonus room for storage or hobbies
- + Spectacular gardens with heritage plantings, grand trees, stately palms and a Victorian rose garden with a 150-year old Lady Banks specimen
- + Inviting pool, expansive surrounding patio, and built-in BBQ
- + Gracious motor court with abundant parking
- + 2,880 +/- sq ft storage building
- + Gated entry
- + Two private water wells
- + Separate septic systems for the winery and the residences
- + The offering includes the real property and equipment, but not wine brand and inventory



NAPA VALLEY WINERY ESTATE

THE WINERY AND WINES



SUMMARY

- + Small lot estate grown production
- + First commercial vintage was 2006
- + Recipient of the Napa Green winery certification program in 2008
- + Approximately 1500 case production/year
- + Wine maker: Doug Boeschen
- + Sold 100% DTC

THE WINES

- + Winchester Reserve: \$300/btl
- + Estate Cabernet Sauvignon: \$150/btl
- + Carrera Estate Blend: \$150/btl
- + Estate Petit Verdot: \$150/btl
- + Estate Sauvignon Blanc: \$60/btl
- + Katie Rose: \$40/btl

WINERY USE PERMIT

- + July 17, 2002: Original winery use permit #02119-UP
- + March 13, 2006: Use permit modification
- + Production and operation
 - 10,000 gallons/year
 - 75% of the production to be from Napa County grown grapes
- + Tastings and events
 - Retail sales, tours and tastings for 10 persons per day by appointment until 4:00 PM
 - Private promotional tastings 4 times per years for 10 persons max, 11:00 AM until 10:00 PM
- + Winery related structures
 - Cave for wine production and barrel storage – 5,000 +/- sq ft
 - Use of 1360 sq ft of the existing barn

NAPA VALLEY WINERY ESTATE

THE VINEYARD

- + Sustainably farmed estate vineyard
- + Recipient of the Fish Friendly Farming Environmental Certification by the California Land Stewardship Institute
- + Recipient of the Napa Green regenerative vineyard certification
- + Total net vine acres: 10.97 +/- acres: see detailed varietal data table
 - Cabernet Franc: 0.27 acres
 - Cabernet Sauvignon: 9.57 acres
 - Merlot: 0.43 acres
 - Malbec: 0.01 acres
 - Petit Verdot : 0.42 acres
 - Sauvignon Blanc: 0.27 acres
- + St. Helena AVA
- + Farmed by in-house team
- + Harvest Data: see detailed harvest data table
 - 2021: 20.59 tons
 - 2022: 23.52 tons
 - 2023: 41.21 tons
 - 2024: 59.48 tons
 - 2025: 62.70 tons
- + Grape tonnage sold
 - 2024: 32.45 tons
 - 2025: 22.89 tons



NAPA VALLEY WINERY ESTATE

THE MAIN RESIDENCE

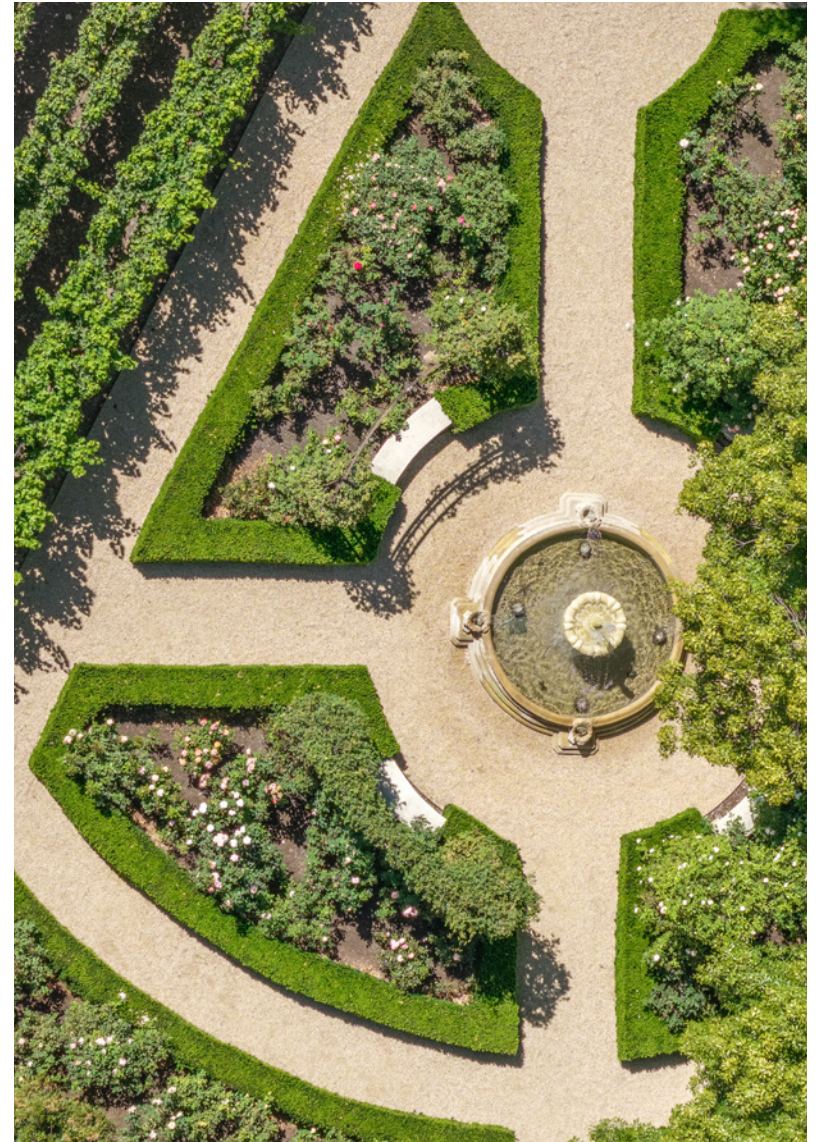


- + Mediterranean influenced California style residence
- + 3,360 +/- sq ft, 3BR/2.75BA, originally built in 1890 and re-modeled since
- + Welcoming front porch overlooking an expansive front lawn
- + High ceilings and light-filled rooms through mullioned windows with garden views
- + Handsome wood floors throughout
- + Open living room with gas log burning fireplace and central chandelier
- + Dining room with central pendant light, pass-through to kitchen, and access to pool and patio
- + White-on-white kitchen with custom cabinetry, marble counters, bar seating, gorgeous copper hood, and high-end appliances
- + Library/sitting room with decorative hearth, a wall of built-in bookshelves, a spacious area for breakfast dining, and an attached screened-in porch
- + First floor office with French door access to pool and patio
- + Second floor primary suite with cathedral ceiling, central chandelier, wood burning fireplace, spacious walk-in closet, bath with shower and tub, and balcony overlooking the pool
- + Two second floor guest bedrooms
- + Shared guest bath with single vanity and tiled shower over tub
- + Separate laundry room with cabinetry
- + Powder room and mud room with shower
- + Detached 2-car garage

NAPA VALLEY WINERY ESTATE

INFRASTRUCTURE

- + Water: 2 private water wells; one on each parcel. Filtration and UV treatment for domestic and winery use.
- + Septic: Separate standard septic systems for winery and for residences. Winery is served by two tanks (one for sanitary, one for winery waste)
- + Gas: Natural Gas
- + HVAC:
 - Main house: Natural gas furnace forced air heating and electric heat pump A/C, serviced by Reid Sheet Metal.
 - Guest house: Thru-wall window style A/C unit.
 - Barn: Electric heat pump system supplying heat to rec room, entry hall, and car barn.
 - Cave: No built-in heating or cooling needed.
 - Electric wine cellar coolers serve bottled wine storage in back of cave and vault in warehouse.
 - Electric glycol cooling skid and natural gas glycol heating unit provide heating and cooling to fermentation tank jackets and cold room for white wine storage. Installed fans supply and exhaust ventilation air and sensed CO2.
- + Electric: PG&E. 13KW Generac generator serves house, garage, and pool equipment.
- + Transfer switch at well pump house main panels provides readiness for rental of large KW generator for main well, winery, warehouse, and barn/cottage. No generator backup for well on 4.24 acre parcel (021-200-009-000).
- + Solar: South-facing roof of warehouse supports PV solar panels providing 60% of their output to winery, warehouse, well, barn and cottage, and 40% of their output to house, garage, and pool.
- + Water Heaters:
 - Main house and cottage each have conventional gas fired tank water heaters
 - Winery: gas fired on-demand water heater for wine making/cleaning
- + Phone: Mobile service only. Powered cell antenna booster/repeater inside wine cave.
- + TV: DirecTV dishes are on house (double cable) and barn but not currently subscribed. No TV feed into winery, cottage or greenhouse.
- + Internet: Trellis. Radio feed brings signal from tower on hill above hospital to a dish on east side of cottage, from which coax delivers to barn, house, and winery office. Repeater reaches to green house.



NAPA VALLEY WINERY ESTATE

VINEYARD VARIETAL DATA

BLOCK	VARIETAL	PLANTED	NET PLANTED ACRES	ROWS	VINES	SPACING	ROOTSTOCK	CLONE
Terraces Cab Franc	Cab Franc	2022	0.27	8	380	8 x 4	110R	10
Terraces CS	Cab Sauv	2022	2.19	21	2987	8 x 4	110R	7
Terraces OV	Cab Sauv	2001	0.33	3	453	8 x 4	110R	337
Lower 16 CS	Cab Sauv	2000/2005	1.82	16	1582	10 x 5	St. George	337, 15, 7
Cab Flats	Cab Sauv	1989, 2009 Bud	0.68	12	595	10 x 5	3309	169
Front 4 Center	Cab Sauv	2019	0.63	6	858	8 x 4	101-14	169
Front 4 North	Cab Sauv	2021	2.23	27	3038	8 x 4	SO4	7
Front 4 South	Cab Sauv	2021	1.69	16	2301	8 x 4	SO4	7
	Cab Sauv Ttl		9.57					
Merlot	Merlot	2019	0.14	3	194	8 x 4	SO4	181
Heritage Merlot*	Merlot	1989	0.29	6	253	10 x 5	3309	3
	MerlotTtl		0.43					
Malbec	Malbec	2009 Bud	0.01	1	6	10 x 5	3309	

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NAPA VALLEY WINERY ESTATE

VINEYARD VARIETAL DATA CONTINUED

BLOCK	VARIETAL	PLANTED	NET PLANTED ACRES	ROWS	VINES	SPACING	ROOTSTOCK	CLONE
Petit Verdot	Petit Verdot	2016	0.2	9	429	5 x 4	1616C	1058
Old Vines Petit Verdot	Petit Verdot	2002, 2009 & 2014 Bud	0.22	26	658	5 x 3	101-14; 110R	400
	Petit Verdot Ttl		0.42					
Sauvignon Blanc YV	Sauv Blanc	2019	0.09	9	198	5 x 4	1616C	1
Sauvignon Blanc OV	Sauv Blanc	2000	0.18	4	322	5 x 5	101-14	1, Musque, 316
	Sauv Blanc Ttl		0.27					
	Total After 2026 Harvest		10.97	Without neighboring PV at 270 Glass Moun- tain				
	Total Through 2026 Harvest		11.12	Includes 0.15 acres of PV on neighbor- ing property at 270 Glass Mountain				
	Total in 2021 and 2022		8.66	Due to loss of vineyard in 2020 fire				

NAPA VALLEY WINERY ESTATE

VINEYARD BLOCK MAP



NAPA VALLEY WINERY ESTATE

VINEYARD HARVEST DATA

BLOCKS	2021 TONS	TONS/ ACRE	2022 TONS	TONS/ ACRE	2023 TONS	TONS/ ACRE	2024 TONS	TONS/ ACRES	2025 TONS	TONS/ ACRES
Terraces Cab Franc					0.1755	0.65	0.3955	1.46	0.734	2.72
Terraces CS					2.189	1.00	7.0645	3.23	4.904	2.24
Terraces OV	0.97	2.94	0.85	2.58	1.0325	3.13	0.9895	3.00	1.2675	3.84
Lower 16 CS	5.07	2.79	5.44	2.99	7.5405	4.14	8.016	4.40	8.068	4.43
Cab Flats	2.33	3.43	2.12	3.12	2.616	3.85	2.721	4.00	3.677	5.41
Front 4 Center	2.02	3.21			6.2735	9.96	4.5865	7.28	6.152	9.77
Front 4 North Block			1.78	0.80	3.3365	1.50	10.875	4.88	8.94	4.01
Front 4 South Block			1.94	1.15	5.5805	3.30	10.9895	6.50	14.739	8.72
Cabernet Sauvignon Ttl	10.39	1.09	12.13	1.27	28.5685	2.99	45.242	4.73	47.7475	4.99
Merlot	1.89	4.40	2.48	5.77	2.5825	6.01	3.13	7.28	3.18	7.40
Malbec					0.07	7.00	0.07	7.00	0.07	7.00

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NAPA VALLEY WINERY ESTATE

VINEYARD HARVEST DATA

BLOCKS	2021 TONS	TONS/ ACRE	2022 TONS	TONS/ ACRE	2023 TONS	TONS/ ACRE	2024 TONS	TONS/ ACRES	2025 TONS	TONS/ ACRES
Petit Verdot	1.85	9.25	2.15	10.75	2.602	13.01	2.566	12.83	2.722	13.61
Old Vines Petit Verdot	2.56	6.92	2.75	7.43	2.9615	8.00	3.395	9.18	3.0895	8.35
Petit Verdot Ttl	4.41	10.50	4.9	11.67	5.5635	13.25	5.961	14.19	5.8115	13.84
Sauvignon Blanc YV	0.8	8.89	0.7	7.78	1.0635	11.82	0.679	7.54	1.2535	13.93
Sauvignon Blanc OV	3.1	17.22	3.31	18.39	3.1825	17.68	4.002	22.23	3.9035	21.69
Sauvignon Blanc Ttl	3.9	14.44	4.01	14.85	4.246	15.73	4.681	17.34	5.157	19.10
Total Vineyard	20.59	2.38	23.52	2.71	41.21	3.71	59.48	5.35	62.70	5.64

NAPA VALLEY WINERY ESTATE

AERIAL MAP



NAPA VALLEY WINERY ESTATE

EXCLUSIVE REPRESENTATION



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