

VINEYARD  
&  
WINERY  
SALES  
SPECIALISTS

Specializing in the discreet, worldwide marketing of  
Vineyard and Winery properties on the East Coast.



Virginia Estates



This  
brochure  
features a  
selection  
of the many  
properties  
we have  
**SOLD**

## Selling a Vineyard or Winery is...

**unlike any other type of real estate transaction.** Success requires discretion — so that the ongoing business is not disturbed — and a fluent knowledge of the business, from soil types to storage facilities. And the true potential is only realized with the ability to reach as many national and international buyers as possible.

It is an art few have mastered.

**Rick Walden**, owner of Virginia Estates, has been selling vineyards and wineries since 1988 with consistent success. Over the years, he has accumulated a great deal of practical and theoretical knowledge that enables him to help winery buyers and sellers attain their goals efficiently and equitably.

**See more information about working with us on the inside back cover, or visit our website listed below.**

**Contact Rick Walden via: Office Phone: 877.646.8800**

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## VINEYARD AND WINERY PROPERTIES SOLD

### Swedenburg Winery



Swedenburg winery (now Greenhill Winery) is located in Middleburg, Virginia inside Loudoun County on a private 128 acres. Vitis vinifera vineyards make up most of the 11 acres of the Greenhill vineyards. The home on the property is a stone manor that was built circa 1792. Strolling across the property you will also find a large pond with a small dock reaching out. Greenhill also includes barns and cattle as well as a small caretaker home.



#### Grape varieties include

CHARDONNAY  
PINOT NOIR  
CABERNET SAUVIGNON  
CABERNET FRANC  
PETIT VERDOT  
MERLOT  
RIESLING  
SEYVAL BLANC

*Swedenburg Winery has been delightfully transformed into Greenhill Winery, with a new tasting room and winery under construction and several acres of new vines having been planted.*

### Sugarloaf



Sugarloaf Mountain Vineyard is located just 25 minutes outside of Washington, D.C. making them the closest vineyard to the city. Sugarloaf covers a total of 92 acres of farmland including 19 acres of mature vineyards. Their tasting room was opened in 2008 and formally dedicated in January of 2009.

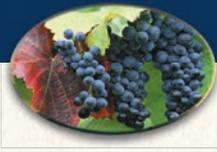


#### Grape varieties include

CABERNET FRANC  
CABERNET SAUVIGNON  
MERLOT  
MALBEC  
PETIT VERDOT  
CHARDONNAY  
PINOT GRIGIO  
VIOGNIER

It adjoins the outdoor patio giving any visiting party the option for an indoor or outdoor tasting. Sugarloaf has been voted several times as the best winery by *The Washington Post*.

*Sold in the fall of 2014, SMV continues its long standing tradition of pleasing its many happy patrons. They have been awarded several times by The Washington Post as the most popular winery in the D.C. area.*



## VINEYARD AND WINERY PROPERTIES SOLD

### Seven Oaks



Seven Oaks Farm has been placed on the National Register of Historic Places and is considered a Virginia historic landmark. Seven Oaks is located in Greenwood, VA, just outside of Charlottesville, Virginia. Spanning 100 acres, this beautiful property is home to 15 acres of vineyards, four tenant houses, several barns,



#### Grape varieties include

MERLOT  
CABERNET FRANC  
SYRAH  
VIOGNIER  
PETITE VERDOT

a gym, stables and a greenhouse. The estate itself stands as 6, 870 ft of finished Greek revival architecture. Beneath the outstanding view of the Blue Ridge Mountains, you will find seven varieties of grapes in the now mature vineyard.

*Seven Oaks was sold in the spring of 2014. The new owners plan to create one of Virginia's most elegant wineries serving Virginia's most delightful wine.*

### White Hall



White Hall is located just 13 miles from Charlottesville, Virginia in Albemarle County.

The vineyards are host to a wide variety of wines including but not limited to Petit Verdot, Pinot Gris, Chambourcin, Gewürztraminer, Muscat

and Touriga Nacional. The vineyard, totaling 45 acres, stands alongside the estate at approximately 800 feet in elevation. The elegant wine tasting room also serves to showcase White Hall's production process.



#### Wine varieties include

CHARDONNAY  
PINOT GRIS  
GEWÜRZTRAMINER  
MERLOT  
CHAMBOURCIN  
CABERNET SAUVIGNON  
PETIT VERDOT  
PETIT MANSENG

*Rick Walden's first real estate sale in 1988 was the 300 acres of land which has become White Hall Vineyards. It remains one of the most beautiful vineyard sites in Virginia.*



## VINEYARD AND WINERY PROPERTIES SOLD

### La Grange



The Winery at La Grange is located in Haymarket, Virginia at the base of Bull Run Mountain making it just 40 miles south west of Washington D.C. The farm vineyard is a full 22 acres, 8 of which are the vines themselves. The grapes grown are used to make wines such as Cabernet Sauvignon, Petit Manseng and most recently Petit Verdot. A manor dating back to 1790 has been renovated and is now used as their tasting room.



#### Grape varieties include

CABERNET SAUVIGNON  
PETIT MANSENG  
PETIT VERDOT

*The Winery at La Grange was sold in 2012. The new owners and new employees continue to serve fine wine in an elegant atmosphere.*

### Afton Mountain Vineyards



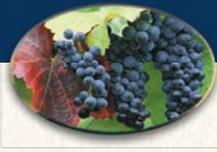
Afton Mountain Vineyards is located on the east facing side of Afton Mountain in Afton, Virginia. There are a total of 15 varieties of grapes on 24 acres. The setting is absolutely breath taking. A visit to the cozy tasting room is only a 30 minute drive from Charlottesville. The tasting room overlooks Baldwin Pond and the Blue Ridge Mountains. Outside tastings are held underneath a covered pavilion next to the tasting room.



#### Grape varieties include

PINOT NOIR  
CABERNET FRANC  
MERLOT  
GEWÜRZTRAMINER  
CABERNET SAUVIGNON  
PETIT VERDOT  
CHARDONNAY

*Afton Mountain Vineyards has been transformed into a romantic Tuscan escape in one of the most beautiful settings of any mid-Atlantic winery.*



## VINEYARD AND WINERY PROPERTIES SOLD

### Pollak Vineyards



**P**ollak Vineyards is located 15 miles west of Charlottesville in Greenwood, Virginia. On the 98 acre farm, there are 27 acres of French vinifera. The spacious tasting room lets in light from all the right angles. From out on the patio, there is a great view of the vineyards, pond and of course, the beautiful Blue Ridge Mountains.



#### Grape varieties include

CABERNET SAUVIGNON  
CABERNET FRANC  
MERLOT  
PETIT VERDOT  
CHARDONNAY  
VIOGNIER  
PINOT GRIS

*Purchased in 2003 as a 98 acre farm, the property has evolved into one of the most highly regarded wineries in central Virginia with a dedicated and loyal following.*

### Sunside



**S**unside Farm & Vineyard is located in Monroe, Virginia inside Amherst County. This private estate covers 100 acres with a combination of vineyards, farmland, orchards, a renovated historic country home and guest cottage. The Sunside country home was constructed circa 1820. Later in the 1800's, the home added two full stories and a two story back wing. Sunside Farm & Vineyard is home to three acres of Viognier and Merlot grapevines, about 90% of which are Viognier.



#### Wine varieties include

VIOGNIER  
MERLOT

*Sunside Farm was sold in June of 2015. Everyone is hoping the new owners will continue to nurture and care for the vineyard and orchards.*



## VINEYARD AND WINERY PROPERTIES SOLD

### Naked Valley Vineyards

**N**aked Valley Vineyards are situated on a beautiful knoll in Amherst County with gorgeous mountain views. There are 12 acres of vines on 60 acres growing Chardonnay, Merlot, Cabernet Franc, Petit Verdot, Traminette, Chambourcin and a little Malbec.



#### Grape varieties include

- CHARDONNAY
- MERLOT
- CABERNET FRANC
- PETIT VERDOT
- TRAMINETTE
- CHAMBOURCIN
- MALBEC

*Naked Valley Vineyards were purchased to supply supplemental grapes from a different micro climate for Greenhill Winery in Middleburg. Last year's harvest was record breaking.*

### Cooper Vineyards



**C**ooper Vineyards covers 103 acres with 22 acres of vineyards. It's tasting room and deck is perfect



for daily tastings or private gatherings, holding up to 25 guests. One of only six to be a part of the Heart of Virginia Wine Trail, Cooper Vineyards offers a fantastic variety of wines to fit even the most exquisite tastes! Located in Louisa, Virginia, you're just a short drive from Charlottesville, Richmond, and Fredericksburg.



#### Grape varieties include

- PINOT GRIGIO
- CHARDONNAY
- VIOGNIER
- CABERNET SAUVIGNON
- PETIT VERDOT
- CABERNET FRANC

*Cooper Vineyards is under contract and should close soon. The new owner has dynamic plans to ensure that Cooper remains Virginia's favorite tasting room.*



## SELECTED SOLD FARM AND LAND PARCELS



**Monte Vista Farm:** An exceptionally beautiful, classic Virginia farming estate situated on 761 picturesque acres surrounded by a 360 degree mountain panorama. Combines gently rolling hills, meadows, forests, streams, ponds and lakes.



**Hickory Hill:** An extraordinary 258 acre estate situated on the eastern banks of the James River. This very private property offers panoramic views of the Blue Ridge Mountains and lush open pastures for horses and cattle.



**Foxport:** Situated at the base of the Southwest mountains with panoramic views of the Blue Ridge Mountains. The 4,100 square foot home is located on 353 secluded and picturesque acres in Albemarle County.



**Kluge's Lone Oak:** Features 1390 acres of rolling, open and wooded highly productive farmland, bisected by beautiful Ballenger Creek and graced by broad Blue Ridge Mountain vistas.



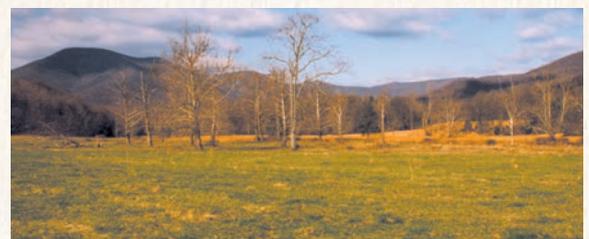
**Sutherland:** 580 totally private acres at the headwaters of the Hardware River, 10 miles south of Charlottesville. An entirely private mountain valley with numerous spectacular building sites, pure mountain streams, and wild flower filled meadows.



**Green Springs Farm:** In the heart of the historic Green Springs District of Louisa County, on 995 spectacular acres of farm land. This rare and private Piedmont farm of rolling terrain and fertile soils is complemented by exceptional water resources including two lakes.



**Green Mountain Valley:** 579 totally private recreational acres in Northwest Albemarle County. Fresh mountain streams originate in the surrounding mountains and flow through the meadows and forests below. A naturalist's wild life paradise.



**Rockfish River Farm:** A spectacular river front farming estate of 490 acres, bordering the Rockfish River and Spruce Creek. A pleasant mix of open and wooded land rising from rich bottomland to mountain peaks.



## SELECTED SOLD ESTATE PROPERTIES



**Rocklands:** An 18th century home situated on 2,000 acres of gently rolling hills. Rich in Virginia history, this home is now registered as a Historic Landmark by both the Commonwealth of Virginia and the U.S. Department of the Interior.



**Edgewood:** A fine old Virginia house sited on 453 acres overlooking the Blue Ridge Mountains and the scenic Rapidan River. Built in 1853, the house is a fine example of Greek Revival architecture set in a group of towering hardwoods.



**Verulam:** A brick, 8,600 square foot mansion built in 1941, Verulam offers nearly a square mile of beautiful gardens, huge oak trees, and 550 acres with the perfect balance of open meadow and hardwood forests.



**Windermere:** A grand brick home built in 1981 in the tradition of the Deep South. Situated on 290 acres of primarily rolling fields and meadows, fenced for horses and other livestock. Within ten minutes of Charlottesville.



**Woodley Farm:** Situated on 200 beautiful acres of open, rolling fields which surround the main houses and stables. This site of two manor homes was obviously chosen for the spectacular views as well as for the shade of the huge oak trees.



**Bellefonte:** A certified organic cattle farm west of Staunton, in the heart of the Shenandoah Valley, with a large 1840 white brick manor house and panoramic views to the west of the nearby Allegheny Mountains. The farm has gentle topography and good soils with long road frontage on both the front and the rear of the property.



**White Hart Country Estate:** Hidden amidst 353 acres of rolling Virginia countryside in northern Albemarle, this English country manor rests beneath the shadow of ancient majestic oaks. The 8500 square foot residence is constructed with superb quality materials and craftsmanship.



**Sherwood Farm:** Located just 14 miles from Charlottesville, Sherwood Farm consists of 674 beautiful acres of both pasture and wooded lands in the pastoral Carters Bridge area of fine estates.



## SELECTED SOLD ESTATE PROPERTIES



**Stone Ridge:** A grand Georgian Colonial manor house offering 8,900 square feet of living area on 1,250 acres on the shores of the James River. This home site has broad views of the Blue Ridge Mountains and the James River Valley.



**Blue Ridge Farm:** A magnificent 12,000 square foot manor home on 124 park-like acres with extraordinary mountain vistas. Charming guest houses, pool, stables, two large ponds and classic landscaping in an area of historic estates.



**Blue Ridge Mountain Lodge:** From its position on a plateau 1,000 ft above the surrounding countryside and 1,700 ft. above sea level, this property commands astounding views of near and very distant mountains and the rolling meadows and fields of the farms below.



**Esmont:** One of Virginia's most classic Georgian homes set on a high knoll in the Green Mountain section of Albemarle County. The estate has substantial facilities for horses, and would be well suited for other livestock as well.



**Seven Oaks:** Located in beautiful Greenwood, and a Virginia Historic Landmark "of statewide and national significance." Situated on a prominent knoll in Albemarle County with commanding views of the Blue Ridge Mountains.



**Red Horse Farm:** A classic Virginia farming estate built in 1800, overlooking 513 rolling acres with fantastic views of the Blue Ridge and Southwest Mountains. The two story brick country home reflects the long lost craftsmanship of that bygone era.



**Windholme Farm:** A 235 acre equestrian estate featuring an exquisite 18th century manor home with several charming cottages and superb horse facilities. Set amidst beautifully rolling meadows and magnificent hardwood forests.



**Mountain Hollow:** Situated in the beautiful Greenwood estate area of Albemarle County. The turn of the century home is situated under a canopy of large trees, shady lawns and beautiful gardens.

## OUR WORKING PROCESS

The decision to sell your vineyard or winery, to which you have devoted many years of loving toil, is often difficult but often necessary for many reasons.

When you reach that point in the evolution of your business and your life, you will want to be sure that the sale of your hand-crafted creation is carried out with the utmost discretion and expertise.

You will also want the sale process to appeal to as broad an audience of qualified buyers as possible.

The ability to reach as many national and international buyers as possible is a multifaceted skill developed over many years and many sales.

At Virginia Estates we use those patiently acquired skills, and our mastery of Internet positioning, to find the qualified buyers that you would feel secure in entrusting your vineyard or winery.

It is important to recognize that it is not only the sale of your business that is critical, but also arranging the sale to someone who will carry on the tradition you have started.

Virginia Estates prides itself in the absolutely discrete marketing, on a worldwide basis, of businesses just like yours.

We accomplish this by showing up at or near the top of Internet searches for vineyard and winery sales, where over 90% of all real estate sales begin.

We then present the qualified buyers, who come to us, with general information about wineries which are privately marketed.

After interviewing potential buyers we send non-disclosure agreements to those who are qualified to make such purchases.

Only after we receive this documentation do we reveal specific information about appropriate wineries.

Finally, when we pair qualified buyers with appropriate properties, we will personally tour the properties with them until we find the perfect match for their needs and budgets.

We have been perfecting this process since 1988 and we are available to use our skills to help you if you are ready to move on to the next stage in your life.

If you have an interest in discussing this process with us please contact us for an appointment and we will be glad to meet with you anywhere in Virginia, North Carolina and Maryland, at your convenience



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