

VINEYARDS & WINERIES

MEET OUR TEAM

Newmark Knight Frank Valuation & Advisory's (V&A) Vineyards & Wineries practice is committed to providing best-in-class valuation and consulting services worldwide for this unique and rapidly evolving asset class. The Vineyards & Wineries team's senior appraisers are industry experts with unrivaled acumen in every aspect of the wine industry, from vineyards and tasting rooms to production and storage facilities. We utilize innovative methodologies to develop accurate valuations that are supported by the most current market information.

With over 25 years of specialized experience, the Vineyards & Wineries team has completed valuation assignments in American Viticultural Areas (AVAs) across the country, particularly in California's North Coast and Central Coast. These assignments have covered a wide range of property types, including:

- Still and Sparkling Winemaking Facilities
- Historic Wineries and Estates
- Production Vineyards
- Proposed Vineyard and Winery Developments
- Vineyard Estates
- Wineries and Tasting Rooms
- Wine Storage Facilities

EXPERIENCE THAT COUNTS

Whereas other appraisers base their valuations on comparable sales, which typically involve vineyards that need replanting, our discounted cash flow analysis approach uses projected future revenues to arrive at a present value for plantable land. By analyzing the earnings potential of a vineyard in prime condition, we can provide wineries with a far more sophisticated analysis than is commonly offered.

We provide appraisal services to both privately and publicly held wineries, including documentation for accounting and tax purposes typically available only from large accounting firms. Additionally, lending institutions can rely on the accuracy of our valuations to support their underwriting.

The Vineyards & Wineries team is also highly experienced in valuing tasting rooms. Our experts bring to every tasting room appraisal a background in high street retail valuation, as well as an understanding of the importance of high-volume, in-demand tasting rooms to a winery's success.

Newmark Knight Frank V&A's Vineyards & Wineries practice offers the following appraisal services:

- Estimates of Market Value
- FASB Reports
- Financial Reporting
- Market Analysis
- Market/Feasibility Studies
- Property Tax Appeals



FOR MORE INFORMATION:

John Vaughan, MAI
Senior Vice President
Specialty Practice Leader – Vineyards & Wineries
707.583.8405
john.vaughan@ngkf.com

Newmark Knight Frank Valuation & Advisory is a leading industry innovator, comprising an extensive team of the most trusted and recognized names in the valuation sector. Headquartered in New York and Houston, Newmark Knight Frank's V&A professionals serve clients from more than 60 offices throughout the Americas. Our valuation and advisory practice is supported by Newmark Knight Frank's industry-leading offerings including research, leasing, corporate advisory services, capital markets, consulting, project and development management, and property and corporate facilities management services—allowing us to add significant value for clients that goes beyond mere reporting.