SALE

CLARKSBURG VINEYARD LAND

37830 Jefferson Blvd Clarksburg, CA 95612





Sale Price	**$2,990,000**

OFFERING SUMMARY

Available SF:	
Lot Size:	5,702,753 SF
Price / Acre:	$22,839
Cap Rate:	9.16%
NOI:	$273,761
Zoning:	A-N

PROPERTY HIGHLIGHTS

- 131.4 gross acres in Clarksburg's North Delta region
- 120 planted vineyard acres: Chardonnay and Riesling
- 12-year-old vines producing approximately 7.0 to 7.5 tons per acre
- Gallo crop income history
- Reported riparian water entitlement and North Delta water resources
- Drip irrigation throughout
- Two-unit rental component producing approximately $2,300/month
- Owner-managed farming operation with future crop flexibility

Kurt Parkinson
(916) 798-4214
CalDRE #01517516

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PROPERTY DESCRIPTION

37830 Jefferson Boulevard presents an opportunity to acquire an income-producing agricultural asset in the heart of Clarksburg's North Delta farming region. The property consists of approximately 131.4 gross acres and is currently operated as a commercial wine grape vineyard, with approximately 120 planted acres split between Chardonnay and Riesling.

The vineyard is reportedly planted to approximately 60 acres of Chardonnay and 60 acres of Riesling. The vines are approximately 12 years old and are producing at a reported range of approximately 7.0 to 7.5 tons per acre, reflecting a high-yield commercial farming operation. Current crop income is supported by sales to Gallo, with 2024 revenue representing payment for the full crop and 2025 revenue understood to reflect a partial crop sale, believed to be the Chardonnay component.

The property is supported by a reported riparian water entitlement together with Reclamation District 999 / North Delta Water Agency-related water resources. Drip irrigation is installed throughout the vineyard, supporting the current farming operation and enhancing the site's long-term agricultural utility.

In addition to the vineyard operation, the property includes a small two-story residential structure that has been converted into two rental units. The residential component currently produces approximately $2,300 per month, or $27,600 annually, providing supplemental income alongside the agricultural operation.

The current owner manages the farming operation directly, offering a buyer the opportunity to continue an owner/operator model, engage a contract farmer, or evaluate future crop alternatives as the existing vines move through their remaining economic life. Given the property's Delta water profile, established agricultural use, and productive vineyard improvements, 37830 Jefferson Boulevard offers a compelling combination of current income, water-backed agricultural utility, and long-term crop flexibility.

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LOCATION OVERVIEW

37830 Jefferson Boulevard is located in Clarksburg, California, within Yolo County's North Delta agricultural region. The property sits along Jefferson Boulevard, a key rural corridor connecting the Clarksburg farming area with West Sacramento, the greater Sacramento metropolitan area, and surrounding Delta agricultural communities.

The site benefits from a strategic agricultural location characterized by productive vineyard and row-crop land, Delta water influence, and proximity to regional transportation, labor, farm services, and crop buyers. Clarksburg is recognized as an established wine grape and agricultural production area, with surrounding land uses consisting primarily of vineyards, field crops, rural homesites, and related agricultural operations.

The property is supported by a reported riparian water entitlement together with Reclamation District 999 / North Delta Water Agency-related water resources. Drip irrigation is installed throughout the vineyard, supporting the current high-yield farming operation and reinforcing the property's long-term agricultural utility.

The property includes approximately 131.4 gross acres and is currently operated as a commercial vineyard. Its North Delta setting is central to the investment thesis, offering a combination of existing crop income, water-backed agricultural utility, and long-term flexibility for continued vineyard operations or potential transition to other Delta-suitable crops.In addition to its agricultural use, the property includes a small residential component, providing supplemental rental income and supporting the broader farm operation. The location offers buyers a rare opportunity to acquire a sizable income-producing agricultural asset within close reach of Sacramento-area infrastructure while maintaining the character and utility of a working Delta farm property.

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37830 JEFFERSON BLVD

Financial Summary & Normalized NOI Analysis

Clarksburg, California | Draft for OM Inclusion

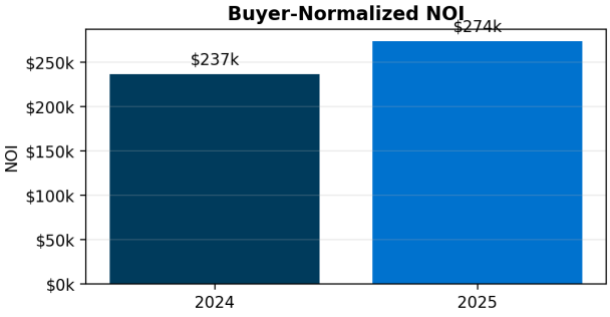
Executive Financial Summary

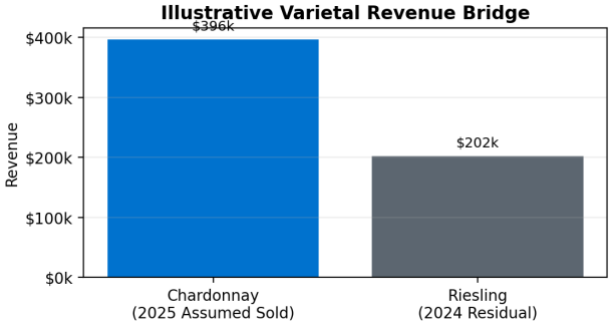
The following analysis presents a buyer-normalized operating view of the property using the seller-provided 2024 and 2025 profit and loss statements, seller-provided crop information, and current underwriting assumptions for property taxes, insurance, and residential income. **Crop revenue is presented as Gallo Payment.**

Primary NOI Conclusion

After normalizing for equipment CapEx, financing costs, property taxes, estimated insurance, and net residential income, the property indicates buyer-normalized NOI of approximately $236,644 for 2024 and $273,761 for 2025.

Metric	Amount	Comment
2024 Buyer-Normalized NOI	$236,644	7.9% implied cap at $3.0M
2025 Buyer-Normalized NOI	$273,761	9.1% implied cap at $3.0M
Net Residential Income	$22,080	Gross rent less 20% expense allowance
Buyer Property Tax Estimate	$33,363	Assumes $3.0M sale price x 1.1121%
Insurance Placeholder	$15,000	Estimate pending quote / binder





Normalization Methodology

Adjustment	Treatment
Gallo Payment	Shown as crop revenue. 2024 reflects the full crop payment. 2025 reflects a partial crop sale, assumed for underwriting purposes to represent Chardonnay only.
Equipment Purchases	2024 equipment purchases totaling $52,397 are treated as CapEx and excluded from NOI.
Financing Costs	Debt service and financing costs are excluded from NOI as standard operating normalization.
Residential Income	Residential units are modeled at $27,600 gross annual rent less a 20% expense allowance, producing $22,080 net income.
Property Taxes	Buyer-normalized tax is estimated at $33,363 based on a 1.1121% effective tax rate applied to a $3,000,000 sale price.
Insurance	Insurance is estimated at $15,000 per year pending actual quote, binder, and coverage review.

Restated Operating Summary

Line Item	2024	2025
Gallo Payment	$598,215	$396,251
Crop Insurance / Other Income Adjustment	-$5,914	-
Total Operating Revenue per P&L	$592,301	$396,251
Operating Expenses per P&L	$381,771	$137,643
Less: CapEx / Non-Operating Normalization	$52,397	$41,436
Adjusted Operating Expenses before Tax & Insurance	$329,374	$96,207
Farm NOI before Tax & Insurance	$262,927	$300,044
Net Residential Income	$22,080	$22,080
NOI before Property Tax & Insurance	$285,007	$322,124
Buyer Property Tax Estimate	($33,363)	($33,363)
Insurance Estimate	($15,000)	($15,000)
Buyer-Normalized NOI	$236,644	$273,761

Note: The buyer-normalized tax estimate uses the assumed $3,000,000 sale price rather than the seller's historical tax bill. Historical taxes were $29,861 in 2024 and $27,557 in 2025.

Crop Revenue Bridge

The vineyard is reportedly planted to approximately 60 acres of Chardonnay and 60 acres of Riesling. For underwriting, the 2025 Gallo Payment is assumed to represent the Chardonnay crop only. The 2024 Gallo Payment is used as the full-crop benchmark. **Because the two varietals do not carry the same value or buyer demand, the 2025 payment should not be doubled to estimate full-crop revenue.**

Varietal / Crop	Acres	Yield / Ac	Tons	Revenue	Implied $/Ton
Chardonnay	60	7.0	420	$396,251	$943
Riesling	60	7.0	420	$201,964	$481
Blended Full Crop	120	7.0	840	$598,215	$712

Cap Rate Sensitivity

NOI Basis	7.5%	8.0%	8.5%	9.0%	9.5%
2024 Buyer-Normalized NOI	$3,155,255	$2,958,052	$2,784,049	$2,629,379	$2,490,991
2025 Buyer-Normalized NOI	$3,650,145	$3,422,011	$3,220,716	$3,041,787	$2,881,693

Pricing Context

At a $3,000,000 purchase price, the buyer-normalized NOI implies an approximate cap rate of 7.9% based on 2024 and 9.1% based on 2025.

The property demonstrates a stable operating income profile supported by crop payments from Gallo and supplemental residential rental income. The 2024 operating year reflects the full crop payment, while 2025 reflects a partial crop sale, assumed for underwriting purposes to represent the Chardonnay component. Buyer-normalized NOI has been adjusted to exclude capital expenditures and financing costs, and to include estimated property taxes, estimated insurance, and net residential income.

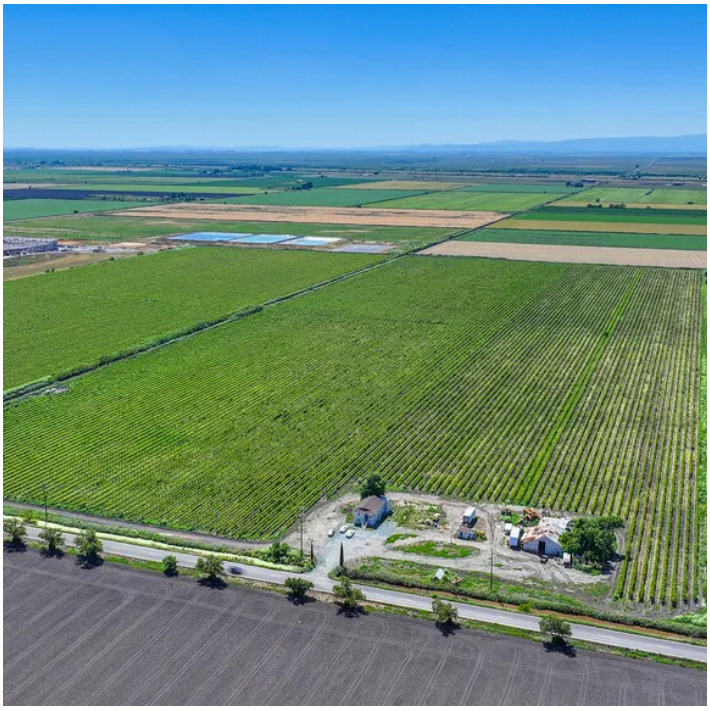
Using a $3,000,000 pricing assumption, buyer-normalized NOI is estimated at approximately $236,644 for 2024 and $273,761 for 2025. These figures should be reviewed in conjunction with crop settlement statements, historical production records, actual insurance quotes, and buyer-specific operating assumptions.

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KURT PARKINSON

Senior Vice President, Commercial Development

kurt.parkinson@goparkinson.com

Direct: **(916) 798-4214**

CalDRE #01517516

PROFESSIONAL BACKGROUND

Kurt Parkinson's journey to Real Estate in the Sacramento area is a story marked by resilience, adaptability, and a diverse array of experiences. Originally hailing from Upstate New York, Kurt initially pursued a degree in Aeronautical Engineering Physics at Embry-Riddle Aeronautical University with dreams of becoming a military pilot. However, upon realizing that this path wasn't his true calling, he returned home and discovered his passion for the restaurant industry while working in a local kitchen, marking the beginning of his love for the culinary world. Determined to hone his culinary skills, Kurt enrolled in the prestigious Culinary Institute of America - Hyde Park in New York City. Following graduation, he secured a Chef's Residency at The Russian Tea Room in Midtown Manhattan, which not only elevated his culinary expertise but also laid a solid foundation for his future endeavors.

Kurt's life took a significant turn when his parents relocated to Sacramento, prompting him to transition from the kitchen to the business side of the restaurant industry on the West Coast. His journey continued with roles at a local restaurant group, where he managed establishments like Paragary's Bar & Grill in Gold River. In this capacity, he played a crucial role in developing management and financial controls and contributed to the opening of several new restaurants.

Taking a leap into entrepreneurship, Kurt founded his own restaurant consulting business, exposing him to the world of real estate as he collaborated with commercial agents to secure leases for new restaurant locations. This exposure ignited his interest in property transactions, leading him to venture into the real estate industry.

Even amidst the challenges presented by the 2007 housing crash, Kurt remained steadfast in his pursuit of a real estate career. While many agents left the industry during this tumultuous period, his perseverance through the difficulties strengthened his resolve and shaped his approach to real estate. The lessons learned during those trying times instilled in him qualities of diligence, focus, and thoroughness that continue to define his work today.

Kurt's diverse experiences in the restaurant industry, entrepreneurship, and real estate have equipped him with valuable lessons in resilience, professionalism, and service. His unique journey, coupled with his commitment to family – evident in his enduring marriage to Janay for 22 years, their two daughters Abbi and Hannah, and their two dogs, Jack and Bella – adds a personal touch to his professional success. Acknowledged as one of the best commercial agents in Sacramento, CA, Kurt's honesty, passion, patience, and keen eye for real estate details are integral to his success in helping clients navigate the complexities of property transactions.

Coldwell Banker Commercial Realty
2277 Fair Oaks Blvd Ste 440
Sacramento, CA 95825
555.555.5555

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