

AMERICAN  
VITICULTURAL  
AREA

# RED MOUNTAIN

VINEYARD DEVELOPMENT

**40**  
ACRES +/-

**\$1,400,000**

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OWNER

**MICHAEL LEY WILSON**

AGENT

**ADAM C. WOIBLET**

PRESIDENT AND DESIGNATED BROKER

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**AGRIBUSINESS**  
TRADING GROUP



# DESCRIPTION

## LOCATION

This vineyard development property lies approximately three miles East of Benton City, WA in Benton County in Southeast Washington State. This asset is located in the Red Mountain American Viticultural Area, a sub-appellation of the Columbia Valley AVA.

## ACCESS

The property is accessed via a recorded, 45 ft. wide easement running South from State Route 224 to the property.

## TOTAL ACRES & PROPERTY TAXES

- Per the Benton County Assessor, there are 40.0 total, deeded acres included in the asset and consisting of one tax parcel.
- Benton County Parcel ID#115-971-000-002-000
- 2018 property taxes = \$1,690.52

We have available for acquisition, a rare, sizable vineyard development parcel primarily located within the Red Mountain American Viticultural Area (AVA), a sub-appellation of the Columbia Valley AVA. This asset is located in Southeast Washington State, approximately three miles East of Benton City, WA in Benton County. The property is accessed via a 45 ft. wide access easement running South from State Route 224 to the property.

Per the Benton County Assessor, this asset includes 40.0 +/- deeded acres. 39.8 acres of the property include irrigation rights, are eligible to be irrigated via the Kennewick Irrigation District and are potentially suitable for planting grapes or other permanent crops. A portion of the parcel on the Southeast corner is outside of the Red Mountain AVA Boundary. Per the USDA Natural Resources Conservation Service, precipitation on this parcel averages 7 - 8 inches per year. Soils are wind-blown, glacial loess consisting primarily of Warden Silt Loams.

The Red Mountain American Viticultural Area, which is located on a Southwest facing slope in South Central Washington, is the smallest, warmest wine grape growing region in Washington State. The price per ton on grapes that are harvested from the Red Mountain AVA are three times higher than other AVA's in the area. Wines created from Red Mountain fruit express this unique terroir with exceptional color, strength and richness, while demonstrating remarkable balance of fruit, acidity, and tannin. The unique combination of diverse geology, gentle South slope, consistent winds and reliable heat profile allow for varietals such as Cabernet Sauvignon, Merlot, Cabernet Franc and Syrah to flourish in this AVA and are highly sought after for production of some of the world's finest wines.



## WATER RIGHTS & IRRIGATION

- Sale includes 39.8 acres of water rights for the property with water delivery provided by Kennewick Irrigation District (KID).
- The annual KID assessment in 2018 was \$32,353.89.
- Pressurized Irrigation water service is currently located at the Northwest corner of property ready for hookup of a future distribution system.
- Irrigation distribution systems typical for the area and neighboring vineyards begin with mainlines running to sand filtration system and terminating in drip line distribution to the vines.

## ZONING

Per Benton County, zoning of the property is RL5 meaning Rural Lands with a 5 acre minimum parcel size and wineries and residential structures are an allowed use with proper permitting.

## ELEVATION

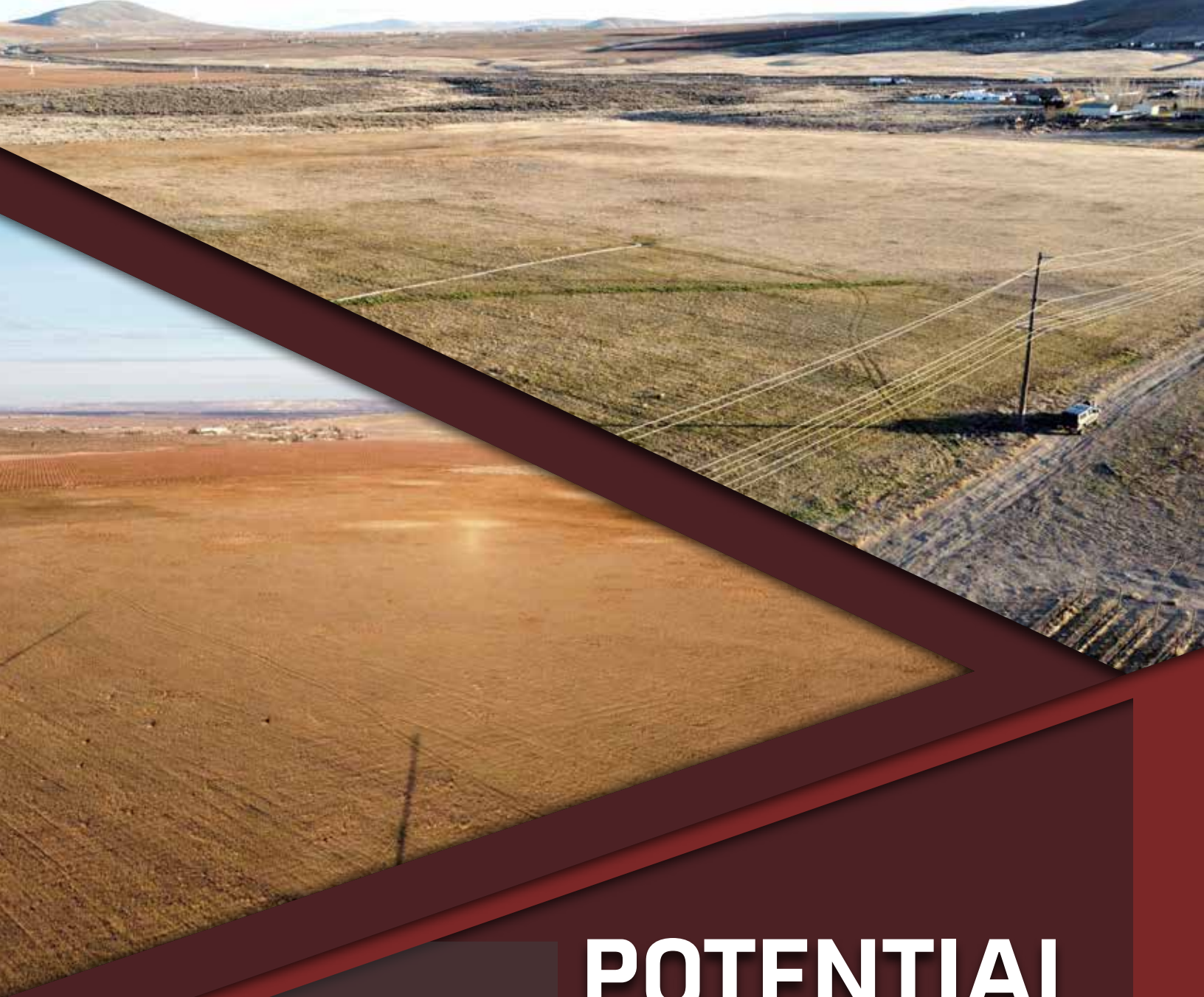
Elevation across the property runs from approximately 680 feet to 725 feet.

## PRECIPITATION

Per the USDA Natural Resources Conservation Service, annual rainfall for this area averages 7 to 8 inches per year.







# POTENTIAL USES

## SOILS AND SLOPE

Soils, on the property, are made up of Warden Silt Loam and Warden Very Fine Sandy Loam with gentle 0% to 15% slopes across the property.

## STRUCTURES

There are no structures included in the sale.

- Vineyard development.
- Winery site development, with proper permits.
- Other permanent crops including orchards, hops, berries.
- Residential development, with proper permits.



# REGION

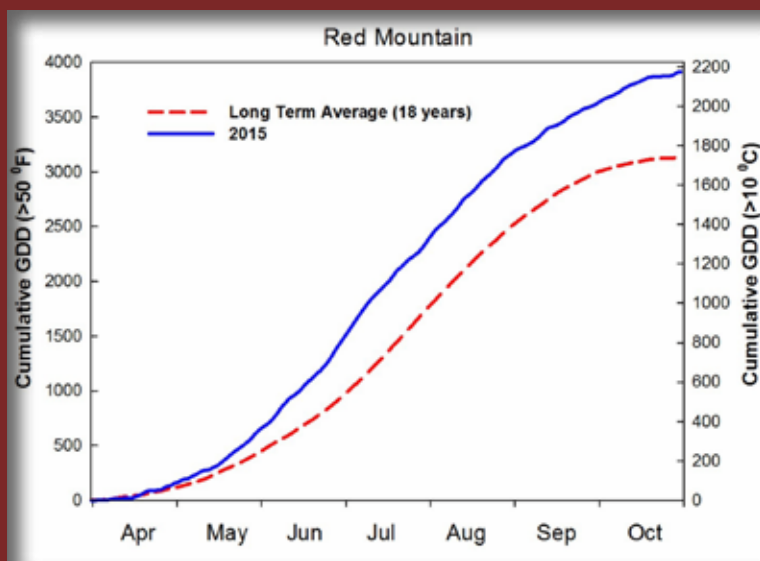
## RED MOUNTAIN AVA

Awarded appellation status in 2001, The Red Mountain AVA is the smallest recognized American Viticultural Area within the Yakima Valley AVA, which is a sub-appellation of the Columbia Valley AVA. Red Mountain is located in South-Central Washington near the small town of Benton City. The natural boundaries are the ridges of the mountains to the North and the Yakima River to the West.

The name Red Mountain is attributed to the geographic land mass that rises like a silent sentinel over the region. It sits in the Southeast corner of Washington State as a result of the ice-age flooding of Glacial Lake Missoula. Red Mountain takes its name from a native grass called “drooping brome” or “cheatgrass”, which adds a reddish hue to the mountain slopes in the Springtime.

The AVA is comprised of approximately 4,040 total acres of which 2,700 +/- are planted in several different varietals. The AVA is located on a Southwest facing slope and is the smallest, warmest wine grape growing region in Washington State.

The unique combination of diverse geology, gentle South slope, consistent, gentle winds and distinctive heat profile allow for varietals such as Cabernet Sauvignon, Merlot and Syrah to thrive and be highly sought after for production of some of the world’s finest wines.





## CLIMATE & SOILS

Soils across the Red Mountain AVA are high in alkalinity and calcium carbonate and are granular in composition, allowing its vineyards to establish deep, well formed root systems that feed the vines with vital nutrients and moisture.

The AVA's slight to moderate slopes can be beneficial for vineyards because they accelerate cold air drainage protecting against Spring frosts. The Southwest slope of the Red Mountain AVA provides the vineyards with long sunlight exposure and welcome warmth. The amount of sun per day is two hours more than Napa Valley and the angle of the sun is similar to the great wine regions of Northern Europe, as these areas share similar latitudes. Under these favorable conditions, the fruit is able to hold a ripeness in tannins that is widely recognized as a primary characteristic of Red Mountain fruit.

The temperature swings during the growing season are attributed to the high latitude (N 46\*) and topography. Red Mountain vineyards experience cool evenings dropping below 50 °F and warm daytime temperatures that average 90 °F. The cooler evenings help retain the acidity level of the grapes, which is vital to the balance and structure found in Red Mountain wines and the richness and intensity of the wines can be traced to the warm gusts of wind prevalent throughout the growing season. Towards the Fall when temperatures begin to drop, the cooler air is pulled down towards the Yakima River which provides frost prevention.

### ELEVATION

680 to 725 Feet

### SOIL

Warden Silt Loam

### SLOPE

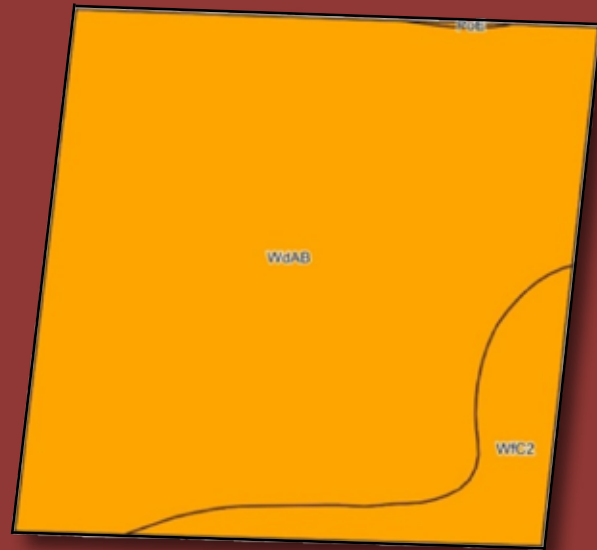
South facing 0% TO 15% across the property

### GDD

2018 Growing Degree Days for season = 3468 in °F

### WIND

Primarily from Southwest



Code	Soil Description	Acres	Percent of Field	Non-Irr Class Legend	Non-Irr Class °c	Irr Class °c	Pasture Irrigated	Spring Wheat Irrigated	Alfalfa Hay Irrigated	Dry Beans Irrigated	Corn Irrigated	Grass Legume Hay Irrigated	Dry Peas Irrigated	Irish Potatoes Irrigated	Winter Wheat	Winter Wheat Irrigated
WdAB	Warden silt loam, 0 to 5 percent slopes	35.46	88.6%		Vle	Ile			8	35	150	10	2300	560	10	120
WfC2	Warden very fine sandy loam, 0 to 15 percent slopes	4.48	11.2%		Vle	Ive			7	38	150	10	2300	560	10	120
PoE	Prosser silt loam, 0 to 30 percent slopes	0.06	0.2%		Vle	Vle	16	105								
Weighted Average								*-	0.2	7.9	35.3	149.8	10	2296.6	559.2	119.8



## VARIETALS

Red Mountain now hosts approximately fifty-four vineyards covering more than 2,700 acres, making Red Mountain one of the most densely planted AVA's with 57%+ of the AVA currently planted.

The Red Mountain AVA provides many Washington producers with Cabernet Sauvignon, Merlot, Malbec, Cabernet Franc, Petit Verdot and Syrah. Some of the wine being produced has been awarded 'Best in Show' at the Great Northwest Invitational Wine Competition. There were 15 wines from Red Mountain that received accolades at the competition.

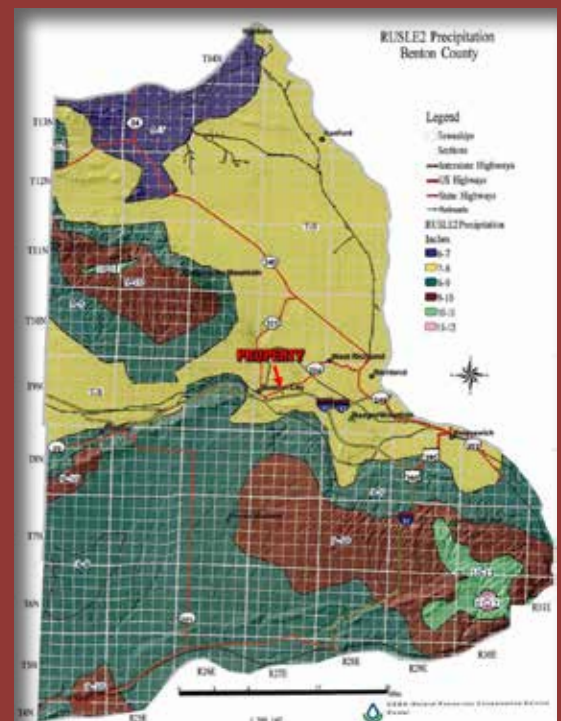
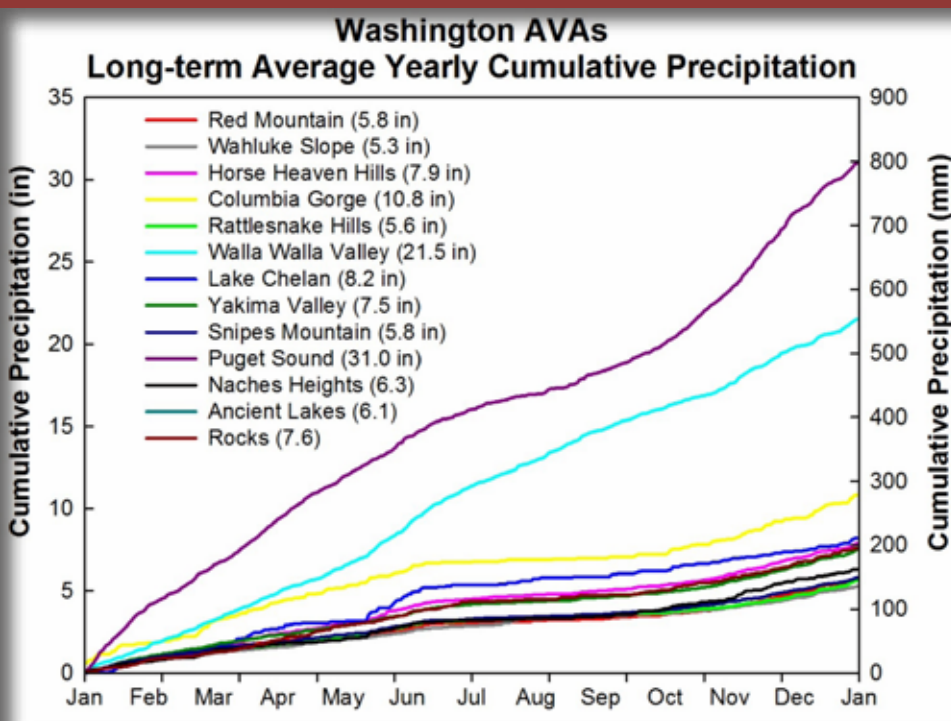
The AVA grows many different varietals of wine grapes. The success of this diversity can be attributed to the many different growing aspects within the AVA. The micro climates, heat variations, and different soil types within the AVA play a major role in this success.

Some of the well-known wineries that use the grapes from the Red Mountain AVA include Blackwood Canyon Winery, Buckmaster Cellars, Canon de Sol Winery, Col Solare Winery, Cooper Wine Company, Corvus Cellars, Goedhardt Family Winery, Hamilton Cellars, Hedges Cellars, Hightower Cellars, Kiona Vineyards & Winery, Monte Scarlatto Estate, Oakwood Cellars Winery, Portrait Cellars, Sandhill Winery, Seth Ryan Winery, Tapteil Vineyard Winery, Terra Blanca Winery, Tucannon Cellars, and Upchurch Vineyard.

## WATER & PRECIPITATION

The Cascade Mountain rain shadow has its greatest effect on Red Mountain, where the desert climate experiences an average annual rainfall of seven inches, and almost no precipitation during the growing season. The result is dramatically lower mold and mildew pressure compared to most vineyard regions. The area is capable of supporting grape production in the three to four ton per acre range if that is the goal of the producer and with the premium price commanded by Red Mountain AVA fruit, this equates to a desirable location for a vineyard based business.

Per the USDA Natural Resources Conservation Service, annual rainfall for this property averages 7 to 8 inches per year.







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**40**  
ACRES +/-

**\$1,400,000**