

YOUR *FREE* VINEYARD GUIDE

Buying a vineyard in France



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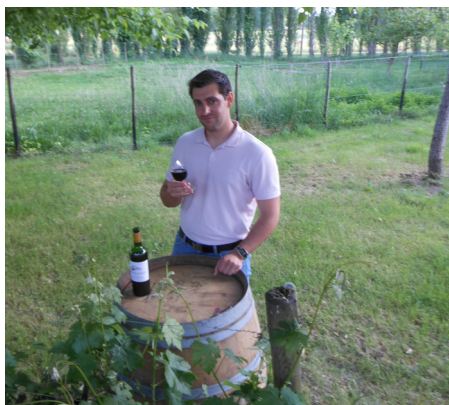
LEGGETT
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Buying a vineyard in France

Buying a vineyard is a specialist matter. Our experts working from our Saint-Emilion Leggett Immobilier office set in the heart of the Bordeaux wine region, are there to provide unrivalled knowledge and experience to wine enthusiasts and professional winemakers alike looking to buy a vineyard in France.





Xavier Routurier is only 30 years old but already has a strong background in the wine industry and has visited an impressive number of exceptional vineyards throughout the world. He has in-depth training: a diploma in agronomy followed by a business school degree and an oenologist diploma, obtained in 2010, from the prestigious ENSAT in Toulouse. “My parents are wine-makers in the North of the Gironde, in the “Côtes de Bourg” area. I started helping out as soon as I could walk. At first, it felt like a chore, a summer job, but as I grew older I started to enjoy it and decided to train as an oenologist at the Toulouse engineering school. My job as an estate agent enables me to share my expertise with winemakers. The sales process is usually very long and arduous as there are many factors that need to be accounted for. A solid foundation is essential and the technical aspect of the transaction requires specific knowledge and experience. I enjoy sharing my passion for wine with buyers who are about to embark on their own adventure. That’s why my job makes me so happy.”



Saint-Emilion...

the heart of the Bordeaux wine region

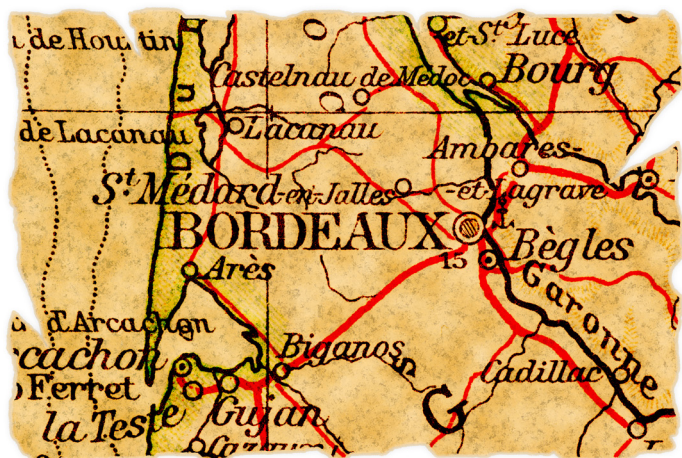
Saint-Emilion is one of the best-known and most prestigious destinations for wine lovers. Apart from the beauty of the medieval village, a UNESCO World Heritage site, its exceptional fine wines are known throughout the world. Vineyard sales were initially a side-line for Leggett Immobilier, but over the last few years the agency has developed an extensive portfolio of more than one hundred wine estates for sale in the whole of France and works hand in hand with highly skilled specialists. The Bordelais wine region remains, according to Xavier Routurier, the prime red wine production area in France. "The Bordeaux wines are famous in the whole world. From 2000 to 2010, there was wave of buyers from China although they have been less prominent since 2012. However, we are starting to notice a new wave of interest from buyers who have learnt from past errors and have set higher standards. Chinese buyers are currently looking for properties with a minimum of 30 ha in the most prestigious areas. Half of the requests received by Leggett Immobilier come from international buyers. The agency has developed an international outlook which attracts clients from Russia, East Europe, the US and, of course, the United-Kingdom. In the national sphere, our French buyers are usually seeking a lifestyle change. The majority are between 40 and 55 years old and wish to indulge their lifelong passion all year-long. They are frequently driven by a desire to "return to the land".

The Cité du Vin

A striking new cultural and tourist destination in the heart of Bordeaux. This stunning new building on the left bank of the Gironde was inaugurated on the 1st of June 2016. This architectural masterpiece of 13,500 m², frequently compared by locals to a gigantic decanter, offers a journey through the world's wine regions.

This 8000 year old beverage is studied from a number of aspects: art, history, geography, philosophy, craftsmanship, ancestral knowledge, etc. One of the most enjoyable moments of the visit is the amazing belvedere from which you can admire the fantastic views on the city and enjoy a glass of wine from one of the best vineyards in the world. The Cité du Vin is expected to welcome 450,000 visitors per year. It is also possible to book visits to local vineyards that can be reached by the river buses, public transport or your own car.

It is estimated that there are over 4.3 million tourists visiting France, each year, with an interest in winemaking. The former industrial area where the Cité du Vin has been built is already experiencing a vast development with over 700,000 m² of accommodation, company headquarters and public infrastructure being built. Bordeaux expects to see its population grow. In 2017, the TGV will reach Paris in only 2 hours. Its warm climate, beautiful architecture (a UNESCO World Heritage site), its closeness to the Atlantic beaches and its fast-growing economy all mean that it is a truly attractive area for property investment.



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*Wine is a source of wonder and delight...
it reflects the true personality of its producer*”

Our love affair with wine

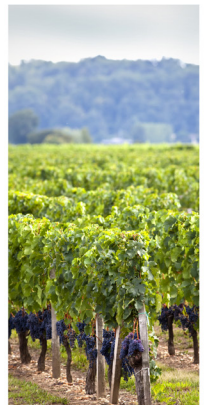
Wine is a source of wonder and delight. “The particularity of wine is that the whole process is in the hands of the winemaker from the growth of the vine to the transformation of the grape juice. Wine reflects the true personality of its producer. Many of our buyers have obtained technical training in order to grasp the foundations of winemaking and to infuse their own character on their product. The love for wine is usually awoken by tasting which leads to an interest in the overall process: the maturation, the growth of the vines, etc. Unlike most farmed products, winemaking leaves room for imagination and creativity”, explains Xavier Routurier.

Southern wines

The Bordeaux wines may be the first to come to mind but there are many other wine areas that produce very fine wine in the south of France: Lot-et-Garonne, Duras, Buzet.

In the Dordogne, you will enjoy the Bergerac wines in particular Pécharmant and Montravel that may just surprise you. There is also Cahors, Gaillac, Madiran, Jurançon, etc.

Further east, Leggett Immobilier is receiving an increasing amount of requests for vineyards in the Languedoc-Roussillon. A dynamic region that has made huge progress in regards to wine-making and production.



Current trends

The south-west of France has traditionally been focussed on the production of red wine. However, grapes for rosé wine are increasingly being grown in the Bordeaux wine region, heavily inspired by its southern neighbours. In the Bordelais, the price of vineyards (outside of the most prestigious areas) starts at around € 15,000 and can reach € 30,000 or more per hectare. It is a profitable investment as future prospects are thriving. The popularity and consumption of wine is consistently increasing throughout the world. And French wine will always be the best. Whilst, knowledge and experience can be exported, the soil and the reputation of the vineyards take generations to develop. Furthermore, an exciting number of tourist and business projects centred on the wine industry are currently being created. Agri-tourism has bright days ahead in our wine growing regions.



7 tips to find the perfect vineyard

1. Understand the reasons for which you want to buy a vineyard: lifestyle change, as a hobby, to develop a business, to create a legacy for future generations ...
2. Consider the kind of wine lifestyle you want: will you be actually working in the vineyard or just overseeing management. Decide what your level of involvement will be.
3. The budget. Currently a down-payment of at least 50% is required to obtain a mortgage.
4. Is the vineyard in good condition? Number of dead vines, quality of the land and water, altitude, exposure ...
5. Are you willing to undertake renovations? Make sure you are aware of the quality of the equipment and the qualifications of the staff.
6. Check the accounts.
7. Think about how you wish to develop the business. The current trend is for environment-friendly wines and a number of properties are going organic.



Who are the buyers?

Leggett Immobilier sells different types of wine estates from vineyards with a couple of outbuildings to “complete” properties which include accommodation, the vineyard and wineries. We have defined three price ranges: up to € 800,000, from € 800,000 to 1.5 million euros and then from 1.5 million euros upwards. Some properties have been valued at over 80 million euros in the Saint-Emilion area.

Our portfolio attracts different types of buyers:

- The buyer who already works in the wine industry: a winemaker wanting to develop his existing business or perhaps a wine trader who wants to invest in his own vineyard.
- The buyer wanting to make a career change. Often French and sometimes British buyers, hoping to change their lifestyle.
- Investors for whom it is about making money.
- Wine enthusiasts wanting to invest and produce their own wine.

The advantages of buying with Leggett Immobilier

- ✓ Xavier Routurier started his career selling oenological products abroad. This gave him the opportunity to visit the best vineyards in the world and to study the different winemaking methods. He travelled to India, China, California, Australia, New-Zealand and in Eastern Europe: Moldavia, Bulgaria, Ukraine and the Czech Republic.
- ✓ Our expert knows the wine industry inside out, its vocabulary, its codes and has numerous contacts throughout the regions.
- ✓ He can provide a valuation of the property taking into account the technical factors: the quality of the vines, the equipment, etc.
- ✓ As a certified oenologist, he can judge the quality of the wines and the vineyard.
- ✓ He can assess the accounts and legal structure of the transaction and can inform you of the current economic and financial trends.
- ✓ If required, he can put you in touch with specialist accountants and legal and financial experts.
- ✓ He will travel throughout France and provides training for our specialist agents in the other wine regions.



Interesting facts

AOC Bordeaux vineyards are frequently called Châteaux and many tourists are often disappointed not to actually find a castle on the land. A long time ago, if there wasn't a château, vineyards who wanted to obtain the title had to at least have a tower within the property – which explains why so many wines are called tour something. Nowadays, not even an elegant house (or maison bourgeoise) is required to become a Château.

The Bordeaux Clairnet is a discreet label that is mainly enjoyed by wine connoisseurs. The name comes from the English who have been enjoying and importing Bordeaux wines since the 13th century. Back in the Middle-Ages, the colour of the wine was quite pale, hence the name “clear” that became Clairnet in French.

Drinking wine has been demonstrated to have beneficial effects on our health. A small company had the idea to use the exceptional properties of the vines and the grapes to make skin care products. Their delightful creams and lotions are now stocked throughout the world.



Talk to us today

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