



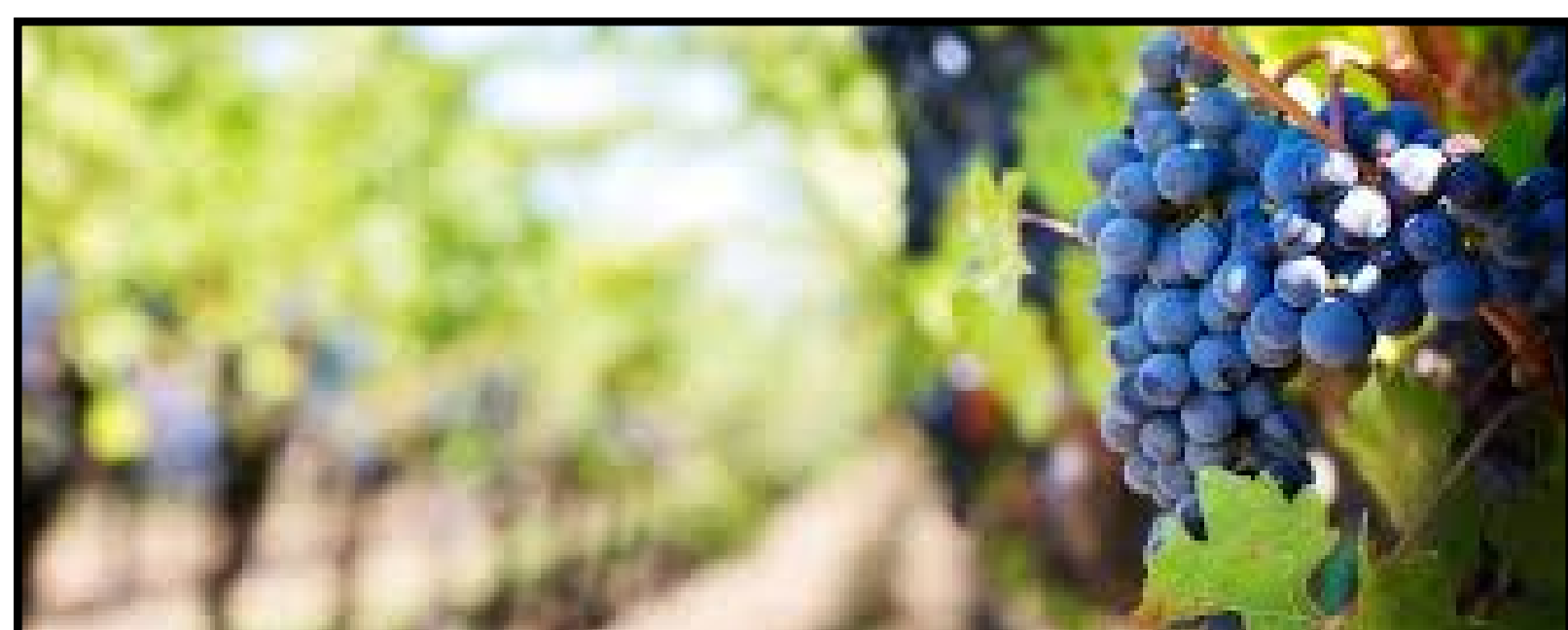
2025 Napa Vineyard Cost Guide

Real Numbers, Real Strategy



Is Vineyard Ownership Right For You?

If you're considering owning a Napa vineyard for lifestyle, legacy, or investment — this guide is your financial roadmap. Whether you're a seasoned investor, a wine enthusiast dreaming of your own label, or someone seeking the tranquility of the Napa lifestyle, this guide gives you the real numbers you need to make informed decisions.



About Adam

Second-Generation Realtor | Vineyard Property Specialist | Napa Native

Adam Ghisletta is a second-generation Realtor and fifth-generation Napa native with deep roots in vineyard real estate. Licensed since 2006, Adam specializes in the sale and acquisition of vineyard, estate, and land properties throughout Napa, Sonoma, and Solano Counties.

Raised in a family of vineyard professionals, Adam learned the business from his father, a well-known broker in the region. Today, he continues that legacy—not only as a real estate expert, but as an owner and operator of a 63-acre Napa vineyard, with 40 acres under vine. His firsthand experience in vineyard management provides clients with invaluable insight into the unique challenges and opportunities of owning agricultural land in wine country.

Adam is committed to helping clients build lasting value through strategic real estate decisions, offering a rare blend of local knowledge, industry expertise, and practical experience.



[Schedule a consultation call](#)

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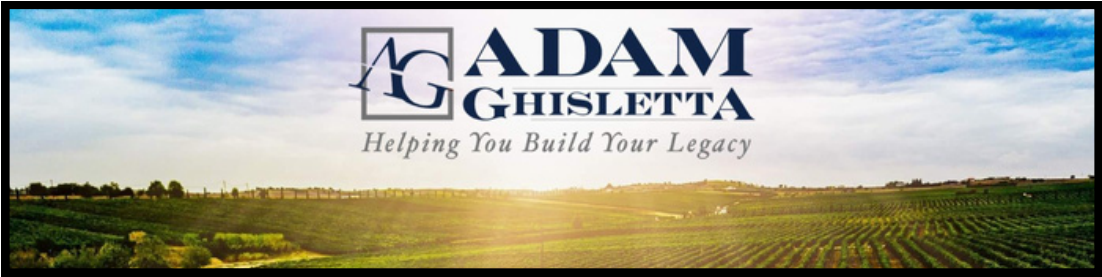
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Vineyard Land Pricing & Market Trends - Napa County 2025

| Property Type | Price Per Acre | Inventory | Buyer Competition | Market Trend |
|-----------------------|-----------------|-----------------|-------------------|----------------------|
| Vineyard Prime | \$300k-\$525k | Moderate | Limited | Stable |
| Vineyard Secondary | \$165k-\$375k | Limited | Limited | Stable |
| Vineyard Outlying | \$50k-\$165k | Limited | Limited | Stable to Decreasing |
| Plantable Prime | \$200k - \$300k | Moderate | Limited | Stable |
| Plantable Secondary | \$165k-\$245k | Limited | Limited | Stable to Decreasing |
| Plantable Outlying | \$50k-\$100k | Limited to None | Limited | Stable to Decreasing |
| Homesite Entitlements | \$0 \$5,000,000 | Moderate | Moderate | Stable |

**Data obtained from multiple listing services and private appraiser sources. All data is deemed reliable but not guaranteed.



Annual Vineyard Operating Costs (Per Acre)



| Expense Category | Cost Range |
|----------------------------------|--------------------|
| Vineyard Manager | \$1,500-\$3,000 |
| Labor (pruning, harvesting, etc) | \$2,500-\$5,000 |
| Water & Irrigation | \$600-\$1,200 |
| Compost/Fertilizer/Pest Mgmt | \$1,000-\$2,000 |
| Custom Crush | \$3-\$6 per bottle |

“Example Cost Breakdown” with a mock vineyard summary (e.g. “10 Acres in Rutherford = ~\$110K/year”)

**Cost vary from property to property. These numbers are based on industry averages and may not reflect actual farming costs at specific sites.

Passive vs. Active Ownership

What kind of vineyard owner are you?



There are pros and cons to passive and active vineyard ownership. Below are just a few. For more information on benefits and challenges of each type of ownership [contact me today](#)

| Passive Vineyard Ownership | Active Vineyard Ownership |
|--|---|
| Lease Vineyard to A Grower or Winery | Run Full Operation |
| Higher Vineyard Management to Run Operations | Manage Crews, Farming, and Harvest Operations |
| Lower Annual Costs | Higher Upside |
| No Team Needed | Requires Staff & Oversight |
| Stable Potential Income Stream | Greater Tax Opportunities |

Pro Tip For First-Time Buyers



- **Buy in the AVA that fits your goals — not just prestige.**
- **Always verify water rights and well production.**
- **Understand existing fruit contracts and expiration dates.**
- **Don't ignore infrastructure: roads, fencing, barn, drainage.**
- **Calculate lifestyle value along with tax savings.**
- **Work with a specialist who understands vineyards inside and out.**

“Every successful vineyard starts with a smart plan.”

Let's Talk Strategy

There's no one-size-fits-all answer in the vineyard world. I help clients navigate the nuances — from buying their first 5 acres to scaling to an estate-producing brand.

Book a confidential call and we'll build a custom strategy based on your goals, risk tolerance, and lifestyle vision.

"The best time to plant a vineyard was 10 years ago. The second best time is today."

 [Schedule here](#)

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This guide is for informational purposes only and should not be considered financial advice. All information within deemed reliable but not guaranteed. For personalized guidance, contact a qualified real estate and vineyard professional.

