

MOVE

# How to buy a European vineyard

Drink in the view and buy a wineshare from €500,000



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A good summer has resulted in a decent harvest for many of Europe's vineyards, with a bumper crop of grapes being gathered from Sussex to Saint-Émilion.

To those who dream of surveying their own vines, glass in hand, but without battling backache, agricultural disease and the elements, there is a solution. Buy into a vineyard where someone else does the hard work.

This is certainly the experience of Jonathan Todd, 48, who owns a four-bedroom holiday home at Château St Pierre de Serjac, near Béziers in Languedoc, southern France – a wine estate with a hotel, vineyard and residences. “I have friends who own vineyards and have seen how time-consuming and cash-consumptive it can be,” he says. Instead the company director from Northamptonshire “enjoys sitting on the veranda watching the guys work on the vineyard”.

“As owners I think we get about 20 cases of wine a year. When we visit there are wine tastings and you can wander around and find out what is going on. The guys who run the vineyard are superfriendly and passionate and keen to show you,” he says. “I collect wine, but didn’t know much about the process until I bought there.”



It is also cheaper than owning a vineyard — last year an investor bought a 20 per cent stake in Château Pétrus for about €200 million (£181 million); a bottle of Pétrus sells for about £2,000, although the majority of vineyards in Bordeaux are smaller and less well known, changing hands for between €2 million and €5 million. By contrast a two-bedroom house on the Château St Pierre de Serjac estate, where Todd owns, is on the market for €570,000.

Karl O'Hanlon, the founder of Domaine & Demeure, which owns three wine estates in Languedoc including St Pierre de Serjac, says: "Winemaking is part of the social context of the area and when you buy a home here you buy into that. Often owners start by drinking the wine and watching the harvest come in, but some then go on to get more involved and end up investing in local makers or buying vineyards."

They will also often help with the harvest. "It is fun to take part in grape picking; it is all part of the experience," says Marnix Fruitema, 64. The Dutchman owns a contemporary four-bedroom villa on the L'And Vineyards near Montemor-o-Novo in Alentejo, Portugal. "There are also a wine club and lots of wine events in the hotel too," he adds, although he hasn't opted to have a vineyard plot himself. "I like to be surrounded by the vines. That is enough for me," he says.



Arinto Villas at L'AND vineyards in Portugal, from €700,000, l-and.com  
JURGITA VIEIRA

Each of the homes at L'And — a vineyard and hotel with residences — can be planted with a plot of 200 sq m or more vines, enough to produce up to about 200 litres of wine a year. There is also a communal vineyard and winery. "You can make your own personalised wine and even design your label," says José Cunhal Sendim, the estate owner.

He adds: "Sales have gone well during lockdown. In fact we have had a lot more interest than before the pandemic." This echoes reports from estate agents across Europe who say that increasingly buyers are looking for out-of-town properties with gardens or plots on which to grow vines, olives or vegetables. Homes on the L'And estate start from €500,000.

In Bordeaux, southwest France, Michael Baynes, an executive partner at Maxwell-Baynes real estate, has a waiting list for the ten [Baccarat-branded residences](#) that will be built at Château de Carignan in Bordeaux. The French crystal brand's hotel and residence venture has been delayed by the pandemic, but is expected to begin next year and complete by the end of 2023.

The layout and price of the two to three-bedroom homes has yet to be decided, although Baynes estimates they will cost between €12,000 and €13,000 a square metre. Residents will be able to join in vineyard activities such as the harvest, tastings in the restaurant and even sign up to an exclusive Bordeaux wine investment fund. Serious prospective buyers can secure a place on the waiting list for a refundable deposit of €5,000.

A similarly luxurious approach to viticulture can be taken at Le Ville Serristori, a gated development of six villas set in 37 hectares of parkland and forest, on the Maremma coastline near Bolgheri, Tuscany. The four to six-bedroom villas cost from €8 million, with owners able to work with architects and interior designers to add bespoke touches.

There is a residents' vineyard and each home comes with an allocation of half a hectare of vines (which will produce about 2,000 bottles a year). Alessandro Deghe, the local Knight Frank agent, says: "Buyers can have their own branded wine with their own label, which is great for bragging." There will also be annual harvest lunches, although much of the hard work will be done by the well-known Tenuta Hortense winery, which will run the business on site.

There is also a residents' olive grove which will be managed on your behalf too, while you relax glass in hand at the private beach club where residents' services are provided by Palazzo Tornabuoni, a well-known private residence club in Florence. And if you are wondering how you might get all that wine home, every villa comes with a Land Rover Defender 2020.

## FOR SALE

### **Arinto Villas, Alentejo, Portugal, from €700,000**

With four or five bedrooms, Arinto Villas are located on one of the most coveted areas of the L'AND vineyard resort in Alentejo, Portugal, at the highest point of the property, which allows for stunning views. The architecture includes variety of indoor and outdoor patios.


**(+351) 266 242 400, [l-and.com](#)**

### **Château de Carignan, Bordeaux, prices TBC**

At Château de Carignan there will be ten Baccarat-branded residences for sale. The prices have not yet been decided, but you can register your interest for €5,000 euros with the estate agency Maxwell Baynes.

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