

**Colorado Cellars - Colorado's Oldest
Winery For Sale**
3553 E Rd, Palisade, CO, 81526
Palisade, CO 81526

\$2,995,000
6.040± Acres
Mesa County



Colorado Cellars - Colorado's Oldest Winery For Sale

Palisade, CO / Mesa County

SUMMARY

Address

3553 E Rd, Palisade, CO, 81526

City, State Zip

Palisade, CO 81526

County

Mesa County

Type

Business Opportunity, Commercial

Latitude / Longitude

39.0747154 / -108.3945952

Dwelling Square Feet

7500

Acreage

6.040

Price

\$2,995,000

Property Website

<https://aspenranchrealestate.com/property/colorado-cellar-colorado-s-oldest-winery-for-sale-mesa-colorado/27709/>



MORE INFO ONLINE:

aspenranchrealestate.com

PROPERTY DESCRIPTION

Colorado Cellars - Oldest & Most Awarded Winery in Colorado

Located in Palisade, Colorado, this winery was initially established in 1978 with the first vines provided by Colorado State University in Colorado, with the vineyards planted in 1974. The winery location was purchased and the original portion of the building was built in 1980 into the hillside to begin making wines. As time progressed, the owners built on the production & storage area, and in 2002 added the carefully curated wine tasting room & patio area. With approximately 3 total acres of vines on the property, growing Merlot and Gewurztraminer, the winery produces a total of 26 types of wines and a authentic champagne.

The property has a beautifully maintained lawn with gazebo which is ideal for outdoor events, weddings, concerts, and more. More than sufficient parking has been carefully thought through. Between the winery building, tasting room, outdoor tasting area, and event area, the property is an ideal hosting grounds for wine tasting & events.

The winery business and equipment assets are nothing short of impressive. Wine making efficiency and a well-established, strong business makes this property a great income-producing investment, with a very strong capitlization rate. This business has lead the charge in Colorado wine making, fruit wine production, and champagne production. Producing over 12,000 cases per year, it has an impressive list of vendors & outstanding financials.

The tasting room encompasses just over 1,200 square feet, the office and laboratory rooms cover 988 square feet, and the winery/bottling/warehouse area covers 5,600 square feet total. Two 10,000 watt solar arrays cover the roof, providing free power to the business, and netting the property approximately \$35/month in electric from Xcel energy.

Colorado Wine History - Started in 1978 in Palisade, CO

Most Awarded - Colorado Cellars Winery has won over one thousand State, National, and International wine competition awards. They offer 26 wines, and a even a genuine Champagne. Not just one, but many of their wines have recevied medals for *best in class* over the years. The business has been family owned and operated from the start, *"Exclusively in the wine business - complete commitment to an uncompromising desire for quality is the key to our long term success"* This property and business is also the original Colorado vineyard & winery. They forged the path for many other vineyards & wineries in the Palisade area. Their brands include: Colorado Cellars, Rocky Mountain Vineyards. A unique fact about their brand is the grandfathered-in law allowing the use of "Colorado" in their brand name, as well being able use the label name "Champagne" and "Port".

MORE INFO ONLINE:

Vineyard and Winery For Sale

Strong Financials Offers Great Investment Opportunity

Great property for weddings and event center. Revenue has grown 3 years in a row. Thoroughly recorded financials and high net profit compared to other vineyard & winery businesses. Cap rate is over 18% at current list price. Possible option to have manager run operations with owner being remote. Colorado Cellars has a strong reputation that makes this a unique opportunity and practical investment. Contact listing brokers for NDA prior to viewing financials.

Opportunity for Multiple Tasting Locations Across State

Through the current licensing, Winery owners may expand their businesses and offer multiple tasting room locations around the state. This offers flexibility to expand from the Grand Valley area, and develop satellite tasting rooms in other towns in the state. Currently there may be a total of 6 tasting rooms, including the home winery building/tasting room/vineyard.

Palisade, Colorado

Founded in April of 1904, Palisade, Colorado has been considered an "agricultural heaven" because of its close proximity to the Colorado River and its ability to feed the beautiful orchards and vineyards we have today. Named after the cliffs that overhang the town, Palisade is most known for their local businesses such as wineries, breweries and restaurants. Wine tasting, fine cuisine and frequent local musicians playing in town give this place a lively charm. Throughout the year, events like Palisade Bluegrass Festival, the Farmers Market, Colorado Mountain Winefest and the Custom Motorcycle Show attract plenty of visitors and keep locals entertained. With many outdoor activities like mountain biking, camping, ATV adventures, cross-country skiing, rafting and hiking; there is an abundance of recreation.

Just outside of town you have the Grand Mesa, which is the largest flat top mountain in the world comprising 500 square miles and home to 300 lakes and reservoirs. As I-70 runs just north of Palisade, you are given the ease of travel in and out of town. The closest airport is only 12 miles away in the neighboring city of Grand Junction. Located just an hour east of Palisade is Powderhorn Ski Resort, a fantastic family resort offering 600 acres of skiable terrain. You are also only a two hour drive away from the famous towns of Vail, Aspen, and Moab, UT. Throughout the year, this western Colorado town receives an average of 78% of sunshine which is 240 days a year and an impressive 182-day growing season. Palisade really is the quintessential of a Colorado town - filled with character, recreation, and plenty of sunshine.

Palisade Plunge bike path is a long distance path running from the top of the Grand Mesa to the town of Palisade over a total of 33 miles. A great tourism attraction, the plunge dives over 5,000 feet in elevation.

MORE INFO ONLINE:

Vineyard & Winery Experts - Agriculture Business Professionals

There is more than you think to selling an agricultural business. Now that our brokerage has sold 5 wineries in the past 2 years, and en route to selling our 6th and best winery, we can confidently say that we have become the experts in this field. Though there has been a big learning curve, our team has gotten the process down to a science.

When evaluating and approaching such businesses, you have to understand the passion behind what drives people to own and operate something like a vineyard and winery. Not everyone has the vocation to run an Ag business - there are endless hours of work and dedication needed to be successful. With a history in ranching, our team understands that internal drive. What we learned along the way was the unique elements to actually transferring such businesses. Like a ranch, there are many attributes that give it value; it is not your average subdivision home. Water rights, grazing permits, landowner hunting tags, off-grid utilities, and a complicated list of easements is normal in the ranch real estate world.

When it comes to a Vineyard & Winery, the process of selling and transferring ownership has its own complications, and an inexperienced broker can easily botch an entire deal. To start, marketing a difficult asset takes a team. Our personal networking, print advertising, social media campaigns, and countless specialized websites are just the surface. Once we let the world know about our listing and a contract is written, the real challenge begins. Our company will begin to compile all local, state, and federal permits in association with the winery, organize a detailed inventory and equipment list, draft correct Asset Purchase Agreements (APAs), transfer any & all liquor licenses, exchange the trademark and brand associated, ensure critical employees are involved with the new ownership, and negotiate a transition period. A winery does not just shut down when being bought / sold, we make sure the vineyard & winery does not lose revenue all while this changeover is happening. UC Colorado Brokers ensures a smooth transaction and approaches our deals with professionalism. We know what it takes and do not leave anything on the table. We operate on behalf of our clients and their best interest to stay on top of these complex deals and provide counsel from start to finish. If you or anyone you know is planning on selling, or trying to sell an agricultural business like a Vineyard & Winery, do not hesitate to reach out.

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Locator Maps



Aerial Maps



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LISTING REPRESENTATIVE

For more information contact:



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NOTES

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