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## French vineyards cultivate rising international buyer demand

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Values in the vineyard sector have fallen for a number of years and international investors are now showing rising interest in French properties, says a leading luxury property specialist.

With the French grape harvest season approaching, there has been a rise in inquiries from international buyers, particularly from the UK, says Rory Ramsden, a consultant and vineyard expert for Home Hunts.

"This year has seen a real increase in enquiries for the French property market in general and the vineyard market is no exception. We are receiving enquiries from clients based around the globe including China, South Africa, Russia, the USA and most European countries.

"The most interest seems to be coming from the UK at present however, the market has been tough for a number of years and therefore asking prices have come down, buyers are really taking advantage of this, along with the superb exchange rates at the moment."

Enquiries range from those people who are looking for a top-class home with a hobby vineyard through to clients who are looking for full scale commercial vineyards.

"A large percentage of commercial vineyards available for sale are not on the open market because owners choose to sell discreetly, we have access to all properties. Buyers looking for this type of property need to be prepared to sign non-disclosure agreements and search mandates to be able to access the entire market, our team are here to guide them through every step of the process," he advises.

Finding a dream vineyard property without specialist guidance can be difficult. It is commonplace for agents to only have approximately 10% of the vineyard properties that are for sale on their books. Vineyard owners are particularly discreet as they don't want their competitors or staff to know their property is on the open market – as a result buyers have to dig deeper, he says. This is where market intelligence and carefully established connections come into their own.

Home Hunts covers vast areas of France including Bordeaux, St Emilion, Pecharmant vineyards near Bergerac, Provence and Languedoc Roussillon.

Its vineyard listings includes an estate in Languedoc, with a chateau, 215 acres of vineyards, outbuildings and spa area in Hérault for sale at €10.5million (around £7,416,881) *pictured here*. It features a 19th century castle built on Roman ruins, with 1,000 square metres having kept the original style, plus a park with rare species, heated pool, greenhouse classified and more.



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