



The Madrones & The Brambles

PHILO | CA

Price Undisclosed
Presented by Kevin McDonald



The Madrones & The Brambles

A boutique Mediterranean styled resort and Redwood forest retreat.

A manifestation of all the area has to offer, The Madrones and The Brambles combine to create an offering like no other.

Price Undisclosed

Kevin McDonald

Sales Associate

DRE# 01944953

Sotheby's International Realty

Kevin.McDonald@Sothebys.Realty
707.391.3382 | KEVINMPROPERTIES.COM

The Madrones & The Brambles

A confluence of two unique properties combines to create an enticing hospitality opportunity in Northern California. Located approximately two hours north of the San Francisco Bay Area in idyllic Anderson Valley, The Madrones and The Brambles offer lodging, on-site restaurant, retail space and a thriving event venue in one attractive package.

Sited on two separate commercially zoned parcels, totaling approximately 14 acres, the offering includes a total of 14 luxurious guest suites, as well as complimentary retail and restaurant space with al fresco dining and tasting options within the Mediterranean themed enclave. Curated landscape design and lush gardens connect the spaces nicely. Juxtaposed below the commercial improvements, the main event and reception area resides under towering old growth Redwoods on the fringes of Indian Creek. Multiple areas of the grove are designated for event use, while the crescent pavilion offers indoor space for gatherings and food prep.

Potential expansion of lodging and commercial components has been explored and preliminary approval is in place. Demand for additional guest suites in the area is present due to the low volume of existing lodging units in the area. Adjacent premium wineries include Goldeneye, Domaine Anderson, and Kendall Jackson’s flagship Pinot Noir brand, Maggy Hawk, all within walking distance of the offering.

An opportunity to acquire two complementary sites, and their existing commercial enterprises in a setting which is not duplicatable is a rare occurrence. Current operations show year-over-year revenue growth with ample opportunity to scale and expand. An experience-based destination like no other.



*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



Trones

Hotel & Restaurant





The Madrones

The Madrones is an anchor of the Anderson Valley wine and food experience. The Mediterranean enclave is setback slightly off Highway 128, and is surrounded by landmark wineries such as Goldeneye, Domaine Anderson and Maggy Hawk. Once through the main gates, the paseo design delivers intentional flow between the commercial spaces and guest suites.

The Madrones offers 9 luxurious guest suites between the main compound and the garden cottage. Each suite is well appointed for comfortable stays. Outdoor spaces, vibrant gardens, and pathways connect the cottage with the main compound. Two distinct outdoor patio areas create space for private events and al fresco dining. The guest suites and landscape combine to deliver a world class resort atmosphere.

Daily and overnight guests indulge in locally sourced wood-fired delights in the intimate atmosphere of the onsite restaurant. Multiple tasting rooms occupy retail spaces, allowing wine connoisseurs to enjoy locally produced wines which showcase the terroir of the area. The topic of terroir would not be complete in Mendocino County without acknowledging one of the area's most notable exports, cannabis. The Madrones plays host to an authentic fully licensed cannabis apothecary where guests can acquire and enjoy the finest craft cannabis products the area has to offer in an elevated setting. Completing the retail experience, an eclectic gift shop greets guests at check in, creating an element of fun for everyone.

The hospitality and retail components of The Madrones are complimentary, drawing daily and overnight guests looking to embrace all the area has to offer in one location.



The Madrones Property Details

ADDRESSES	9000 Highway 128, Philo, CA 95466
APN NUMBER	046-080-14
ACREAGE	1.85 acres (80,586 square feet)
ZONING	C-2 (General Commercial District- Code linked)
UTILITIES	Private Well, Propane, Septic, Broadband Internet

Improvements

MEDITERAINIAN ENCAVE WITH RETAIL, RESTUARANT AND LODGING	8,500 Sq. Ft.
COVERED BREEZEWAY	384 Sq. Ft.
COTTAGE	2,546 Sq. Ft.
BARN	864 Sq. Ft.
TOTAL	12.294 Sq. Ft.

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



Retail and Restuarant Tenants

SPACE #	TENANT	SQUARE FOOTAGE
1	Dos Zapatos	1,280
2	Wickson Restuarant	1,132
3	Sun & Cricket	676
4	The Bohemian Chemist	1,020
5	Long Meadow Ranch	740
6	Wentworth Vineyards	1,005
	Total Square Footage	5,853

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



The Madrones Lodging Guest Suites

ROOM NAME	BED SIZE	GUEST OCCUPANCY
Guest Quarters I	Queen Bed	Two Guests
Guest Quarters II	Queen & King Bed (two-bedroom suite)	Four Guests
Guest Quarters III	King Bed	Two Guests
Guest Quarters IV	Two Queen Beds	Four Guests
Garden View	King Bed	Two Guests
Living Room	King Bed	Two Guests
Kitchen	Two Queen Beds	Four Guests
Spare Rooms	King Bed with twin bed in sitting room	Three Guests
Master	King Bed with twin bed in sitting room	Four Guests







Arial Map - The Madrones



*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.





The Brambles

Encompassing approximately 12 acres of old growth Redwood Forest on the fringes of Indian Creek in Philo, The Brambles offers an inspirational setting for weddings, events and retreats. Seldom does an opportunity to acquire commercially zoned land in such a naturally stunning setting exist.

Currently, The Brambles offers three separate ceremony and reception areas for weddings, events and retreats. The current ownership has achieved rapid success in establishing the site as one of the premier event venues in Northern California.

The Brambles includes 5 unique guest suites for overnight stays. The Homestead and hillside guest cottages blend with the native landscape and capture the Anderson Valley vibe perfectly. The crescent shaped Redwood Pavillion provides indoor space for conferences, retreats, food prep and more, as well as a beautiful backdrop for outdoor events. Several elevated decks rest above the forest floor atop enormous old growth Redwood stumps.

The diligence of the current ownership to preserve the site, while priming it for expansion, adds great value to the investment opportunity. A successful bid to rezone the property for commercial use has positioned the site for expansion of guest accommodations and retail operations. Approval, environmental investigations and preliminary design work have been completed to prepare for Phase 2 of The Brambles projects. Phase 2 includes the addition of guest bungalows, glamping, and retail facilitates.

The Brambles is the ultimate Redwood escape for events, retreats, and overnight stays. Naturally stunning, the site allows its visitors to get lost in the majestic setting while retaining proximity to the desirable amenities of Wine Country.



The Brambles | Property Details

ADDRESSES	8790 & 8800 Highway 128, Philo, CA 95466
APN NUMBER	046-070-26. 046-070-27 & 046-070-28
ACREAGE	12.12 acres (527,947 square feet)
ZONING	C-2 (General Commercial District- Code linked)
UTILITIES	Private Well, PG&E, Propane, Septic, Broadband Internet

Improvements

THE HOMESTEAD	1,143 Sq. Ft.
THE PAVILLION	1,122 Sq. Ft.
THE LOGGERS (COTTAGE)	587 Sq. Ft.
THE FELLERS (COTTAGE)	560 Sq. Ft.
TOTAL	3,412 Sq. Ft.

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



The Brambles Lodging Guest Rooms

ROOM NAME	BED SIZE	GUEST OCCUPANCY
The Front Door	King Bed	Two Guests
The Back Porch	King Bed	Two Guests
The Perch	King Bed	Two Guests
The Loggers	Queen Bed & Full Bed (two-bedroom suite)	Four Guests
The Fallers	King Bed	Two Guests



*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.





An aerial photograph of Indian Creek County Park. A red line traces a proposed trail route through a dense forest. The route begins near a parking area at the top, winds through the woods, and ends near a building at the bottom right. A road labeled '128' is visible on the right side. The text 'Indian Creek County Park' is in the bottom right corner.

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



An Experience Based Hospitality Opportunity

In an area known for premium wines, incredible culinary offerings and the finest craft cannabis in the world, the sister properties harness these elements in one inviting compound, with a natural backdrop of redwoods, vineyards and curated landscape. Tenants have been carefully selected to complement each other and deliver guests a well-rounded experience.

Currently occupying the sites hub, the Wickson Restuarant offers elevated wood-fired cuisine in an intimate setting. Exceptional ingredients are available seasonally and showcased alongside the many world class wines of the region in an al fresco environment. Guests enjoy the convenience of the on-site restaurant. Events benefit greatly from the on-site restaurant and facilities as well.

The Madrones has always been a showplace for local wine producers. Multiple retails spaces are ideal for tasting venues. Currently, two retail spaces are leased for tasting room use. Long Meadow Ranch, a staple of the Napa Valley wine community, pours its wines in one of the two spaces. Wentworth Vineyards, a fast-growing local brand, occupies the second tasting room location. The tasting rooms offer guests the opportunity to taste local wines without leaving the enclave.

A vision of the current ownership, The Bohemian Chemist is a unique apothecary focused on local craft cannabis products. A well thought out concept, The Bohemian Chemist provides guests with the opportunity to indulge in sustainably and intentionally farmed cannabis products, adding the entire experience of the site.

Whether it's the food, the wine, the cannabis, or all three, guests are sure to thoroughly invigorate the senses without having to leave the properties. The outdoor dining areas, garden nooks, and guest patios create the perfect spaces to relax and enjoy. The whimsical redwood playground of The Brambles offers the chance to get lost in the beauty of an old growth forest without having to leave the land. The area's unique components and culture are well represented within the sister properties, offering a rich Northern California experience.

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



Unimaginable Event Spaces

The ability to utilize the combined features of The Madrones and The Brambles as an event venue blends the perfect organic features of The Brambles with the many amenities of The Madrones. At present, The Brambles offers multiples outdoor ceremony and reception areas, while also taking advantage of the indoor space of the Redwood Pavillion for more intimate gatherings, conferences and retreats. The Madrones includes several ancillary reception areas, allowing prospective guests the ability to spread their celebrations out over the course of a weekend rental. The sister properties allow guests optionality in planning events due to the many amenities and spaces available to them.

The current ownership has kept event rental to a minimum at their own preference. The demand in the area is present to book the venue at nearly triple the rate of current reservations. A new owner would be in an ideal scenario to increase bookings immediately, adding significantly to revenue, and bringing bookings in-line with similar venues in the area. The strongest demand in the area comes from wedding bookings, with a growing rise in popularity of midweek micro-weddings as well. The opportunity to scale venue rental for corporate offsite retreats and other forms of retreats and conferences exists as well.

A general inconvenience with event venues in the area is the lack of overnight accommodations. The area in general lacks adequate lodging to accommodate guests for most events of any scale. The 14 combined suites between The Madrones and The Brambles allow for occupancy of 38 overnight guests comfortably. The expansion plan, along with glamping potential, would allow for increased overnight occupancy without permitting hurdles, attracting additional bookings.

Onsite restaurant services let guests host meals on premises during their booking. The food preparation facilities also aid caterers when hired for events. Guests also enjoy the ability to add wine and cannabis experiences to their events by taking advantage of the onsite wine tasting rooms and apothecary.

Primed for continued success, The Madrones and The Brambles marry gorgeous organic landscape with necessary amenities to create an event experience like no other.

** An extensive amount of FF&E, is included in this offering. Please inquire for a complete list of inclusions.*

Financial Considerations

Current Structure:

At present, the current ownership has several revenue channels within their business model.

- Hotel Operations
- Event and Venue Fees
- Rental Income from Commercial Leases
- Revenue from Partnership in the Wickson Restaurant
- Profits Gift Shop Sales

The current ownership is active in management of the hotel and restaurant operations. A buyer could assume current structure and assume 5-7% returns with minimum additional effort or upgrades.

Current Income Expense:

	Jan-Dec 2022	Jan-Dec 2023
Income	\$843,330	\$1,027,602
Cost of Goods	(\$21,240)	(\$28,408)
Gross Income	\$822,090	\$999,194
Expense	(\$424,199)	(\$469,883)
Net Profit	\$397,891	\$521,311
Rate of Return	5%	7%

* Rate of Return based on \$7,600,000 acquisition cost.

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



Expansion Projections

	Jan-Dec 2025*	Jan-Dec 2026**	Jan-Dec 2027	Jan-Dec 2028	Jan-Dec 2029	Totals
Acquisition Cost	(\$7,600,000)	NA				(\$7,600,000)
Capital Improvements	(\$1,500,000)	NA				(\$1,500,000)
Gross Profits	\$1,429,194	\$2,011,998	\$2,112,598	\$2,218,228	\$2,329,139	
Expenses	(\$546,871)	(\$683,589)	(\$717,768)	(\$753,626)	(\$791,307)	
Net Profit	(\$8,217,677)	\$1,328,409	\$1,394,830	\$1,464,602	\$1,537,832	\$6,607,996
Rate of Return		15%	15%	16%	17%	
Disposition					\$11,000,000	\$11,000,000
				Total Return		\$9,100,000

NOTES:

- 17 Weekend Events are added at \$20,000 per event, creating \$340,000 in additional revenue.
- 12 Micro Events are added at \$7,500 per event, creating \$90,000 in additional revenue.
- Expenses have been increased by 10% in 2025 to compensate for added event rental, and increased by 25% in 2026 to accommodate for additional guest suites.
- Assumes a \$1,500,000 capital Expense in 2025 for addition of 12 new guest suites and infrastructure.
- Current Guest Suites contributed \$48,567 of revenue per unit to the 2023 income. This input is used as an input per unit for the 12 additional units to be completed in 2026. Creating additional income of \$582,804 annually.
- Assumes a disposition at \$11,000,000 in year based on appreciation and value add per key added.

Built-In value Proposition

Events:

Expansion of most operations is feasible. Immediate revenue growth is possible through capitalizing on the demand for event and venue rental and adding guest accommodations to The Brambles site. Current ownership has kept weekend venue rental count low at their own preference. Most similar venues in the area are booking 25 weekend events on average, annually. By doubling bookings for weekend events and doubling weekday micro event rentals, the site can increase event rental revenue substantially. Based on market research, there is also the opportunity to increase rental fees to bring rates to current market rates.

Lodging and Retail Expansion:

The Brambles is approved for additional guest suites and up to 8,000 square feet of retail improvements. Based on the current rezoning agreement, the addition of lodging units would only be capped by usable space, with an inclusion of up to six units within the 150-foot steam buffer zone. The current ownership has performed initial studies and has engaged in preliminary design efforts to work towards expansion.

The opportunity to expand existing operations at scale, without the worry of restrictions and Use Permits, is invaluable. The ability to further develop such a special site within an old growth forest and with highway exposure, is unheard of.

* Preliminary expansion plans, studies and copies of the rezone agreement are available upon request.

*While information in this Memorandum has been obtained from reliable sources, it is not guaranteed to be accurate or complete. Prospective Parties are encouraged to investigate all information and details contained within for accuracy.



Proof of Concept

It's all in the press.

- **Wall Street Journal** | Uncorking the Perfect Long Weekend in California's Anderson Valley
- **Robb Report** | The Next Best Weekend Wine Tour: Mendocino County
- **Forbes** | Anderson Valley and the Coast are the New California Dream
- **Condé Nast Traveler** | Ancient Redwoods, Empty Beaches and Foraged Fine Dining
- **Los Angeles Times** | Explore the California spot serving up weed country fun the wine country way
- **Wine Enthusiast** | Five Under-the-Radar Wine Regions for Your Summer Vacation
- **Los Angeles Times** | Take a Trip Back in Time Through Anderson Valley to Mendocino
- **SF Chronicle** | Uncork the Perfect Weekend in Anderson Valley
- **Forbes** | Planning a Wedding in Nature? Get Hitched in Mendocino
- **New York Times** | 36 Hours in Mendocino
- **Venue Report** | Hottest New Venue Openings Around the Globe
- **Urban Bliss Life** | Places to stay in Mendocino County California
- **Travel Weekly** | Cannabis Friendly Hotels Target High End Travelers
- **Visit California** | So You Think You Know California
- **Thrillist** | Pack Your Bags for a Stoner's Weekend in Weed and Wine Country
- **High Times** | A Cannabis Retailer Adopts Ideas from the Wine and Hospitality Industries

What Guests Are Saying:

"Nestled within the majestic Redwoods of Anderson Valley in Philo, Mendocino County, California, The Madrones and it's sister property The Brambles was the perfect location to host our company retreat. The quiet and understated luxury of this property/hotel along with the owners/proprietors and their friendly and accommodating staff made us feel so welcome and so comfortable. The Madrones is unique as it presents itself with a touch of European grandeur in the natural beauty of the emerald forest."

TripAdvisor • February 2024

"What a fabulous hidden gem! This is a truly spectacular property in a magical valley. I organized a weekend getaway for myself and 12 great girlfriends and we had an amazing time exploring the area. The Madrones offered a truly unique and unforgettable experience with their onsite wine tasting room and cannabis apothecary. Something for everyone! :)"

Yelp • November 2023

"Had an opportunity to spend the night in this beautiful, elegant, plant-friendly boutique hotel. Some nice jazz was playing when we entered. The decor was upscale and yet felt welcoming and warm. Surrounded by trees, with a lovely deck, it was the perfect place to wrap up our tour of the lovely Anderson Valley. So so quiet at night."

Yelp • March 2024

Anderson Valley, CA

Anderson Valley lies approximately 2 hours north of the San Francisco Bay Area in Gorgeous Mendocino County. The valley itself is inclusive of two main towns, Boonville and Philo. This bucolic farming community traces its agrarian roots to a time when vast numbers of sheep grazed the land and apples were the primary crop.

Highway 128 runs through the area from the south, transporting visitors to the valley and serving as the primary route to the charming towns and scenic landscape of the Mendocino Coast. The gentle foothills transition from oak savannah to coastal redwood forests delivering unmatched wild beauty. While small in size, Anderson Valley leaves little to the imagination.

Explored in earlier years for its vineyard potential, the valley has taken a foothold as one of the top Pinot Noir growing regions over the past few decades. The cool coastal influence which blesses the valley most days, delivers the climate necessary to produce world class wines. The region has become home to big players in the industry, such as Goldeneye, Roederer, Scharfenberger, Kendall Jackson and many other notable independently owned brands which capture the terroir of the area.

An incredible farm-to-table food scene echoes the robust agricultural past of the region, with several unique eating establishments which incorporate the spoils of the region into every dish. Among the many notable wineries and tasting rooms, there exist limited retreats and inns. Seasonal events, tastings and gatherings, draw crowds from all over the world to enjoy all the area has to offer.

Anderson Valley is a standalone destination for those seeking a more rootsy and rustic wine country feel within a short drive of the Bay Area. Plenty of attractions and gorgeous natural landscape continue to draw visitors to the area as an up-and-coming Wine Country getaway.







© 2025 Sotheby's International Realty. All Rights Reserved. Sotheby's International Realty® is a registered trademark and used with permission. Each Sotheby's International Realty office is independently owned and operated, except those operated by Sotheby's International Realty, Inc. This material is based upon information which we consider reliable but because it has been supplied by third parties, we cannot represent that it is accurate or complete and it should not be relied upon as such. All offerings are subject to errors, omissions, changes including price or withdrawal without notice. If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. Equal Housing Opportunity.