

# LOS OLIVOS WINE MERCHANT & CAFÉ



**ROBERT RAUCHHAUS**  
SVP Real Estate & Business Ventures  
Radius Commercial Real Estate  
**805.705.8512**  
[rrauchhaus@radiusgroup.com](mailto:rrauchhaus@radiusgroup.com)  
CA Lic. 01891927



# LOS OLIVOS WINE MERCHANT & CAFÉ

2879 GRAND AVE • LOS OLIVOS CA 93441



**ROBERT RAUCHHAUS**

SVP Real Estate & Business Ventures  
Radius Commercial Real Estate

**805.705.8512**

[rrauchhaus@radiusgroup.com](mailto:rrauchhaus@radiusgroup.com)

CA Lic. 01891927



# LOS OLIVOS WINE MERCHANT & CAFÉ

**BUSINESS ASKING PRICE**

**\$1,000,000**

## A Rare Opportunity Awaits in the Heart of the Los Olivos District AVA & Santa Barbara Wine Country

Established in 1995, Los Olivos Wine Merchant & Café is an iconic landmark restaurant and wine store located in the heart of Los Olivos, California. The 2-block town is renowned for its expanding array of wine tasting rooms, art galleries, boutiques, and stunning views of the rolling Santa Ynez mountain range. The business consists of two symbiotic entities under one roof: a café offering lunch and dinner service seven days a week, and a wine merchant boasting an impressive selection of approximately 300 wines and 2,000 bottles in inventory.

The rustic elegance of the ±4,475 square foot Los Olivos Café, set against an extensive wall of wine, creates an inviting ambiance that complements the extensive, award-winning wine list showcasing the incredible wines of the California Central Coast. The café has become a local favorite, consistently awarded as the best restaurant for wine since 2007.

With its long-standing reputation, prime location, and diverse revenue streams, Los Olivos Wine Merchant & Café presents a unique opportunity for a buyer looking to acquire a thriving and well-established business in the heart of California's Santa Barbara wine country. Please note that the real estate and business must be sold together. Management is willing to stay on, or at least remain intact long enough to ensure a successful transition.

*\*Information provided by Owner/Seller. Broker and Broker's agent have not verified the information and make no representations as to its accuracy.*

*\*\*Seller's Discretionary Cash Flow (SDCF) = Free Cash Flow or EBITDA + Discretionary or Other Addbacks. Disclaimer applies.*

**ROBERT RAUCHHAUS**  
SVP Real Estate & Business Ventures  
Radius Commercial Real Estate  
**805.705.8512**  
[rrauchhaus@radiusgroup.com](mailto:rrauchhaus@radiusgroup.com)  
CA Lic. 01891927

### Business Overview

Business Name	Los Olivos Wine Merchant & Café
Business Address	2879 Grand Ave. • Los Olivos, CA 9344
Business Asking Price	\$1,000,000
Type of Sale	Asset + Real Estate Sale
DBA	Los Olivos Wine Merchant & Café
Legal Entity	Bernat LTD.
Reason for Sale	Owners would like to retire
Date Established	1995
Licenses	ABC License Type 41

### Financials Available with NDA Contact Listing Agent





2879 Grand Ave is home to the Los Olivos Wine Merchant & Café. The ±4,475 SF building is located in the heart of downtown Los Olivos. The property is one of the largest restaurants in town and features ample seating and entertaining with a large main dining room, bar, private dining room and patio. Situated in a coveted locale renowned for its historic charm and vibrant atmosphere, this space captures the essence of Los Olivos' distinctive character. Surrounded by bustling foot traffic and a dynamic blend of local and tourist activity, it promises unparalleled exposure and visibility for restauranteurs seeking to thrive in this renowned destination. Business and Real Estate must be purchased together.

### Real Estate Overview

Price	\$4,900,000
Address	2879 Grand Ave. • Los Olivos, CA 9344
Land	±6,098 SF
Building Size	±4,475 SF
APN	135-093-015
Zoning	REC
Parking	2 Spaces
HVAC	Yes
Restrooms	(One is ADA Compliant)
Floors	One (1)
Sprinklers	Yes
Year Built	1980's

**ROBERT RAUCHHAUS**  
 SVP Real Estate & Business Ventures  
 Radius Commercial Real Estate  
**805.705.8512**  
[rrauchhaus@radiusgroup.com](mailto:rrauchhaus@radiusgroup.com)  
 CA Lic. 01891927



# LOS OLIVOS WINE MERCHANT & CAFÉ

2879 GRAND AVE • LOS OLIVOS CA 93441

## Noteworthy Highlights

- **Wine Spectator** has consistently awarded Los Olivos Wine Merchant & Café for its exceptional wine list.
- The Café was featured in the pivotal date scene of the **Academy Award winning movie "SIDEWAYS,"** garnering significant media attention and cementing its status as a must-visit destination.
- The Wine Merchant operates a successful wine club with 215 current members, generating close to **\$30,000 in sales** each quarterly club release.
- The Wine Merchant sells wine online and in person at competitive retail prices.
- The Café **grows most of its own produce on a personal CCOF Certified Organic farm** located just a mile away, ensuring the freshest ingredients and setting the dining experience apart from competitors. (A continued relationship with use of the Café Farm can be negotiated.)
- The business **offers catering services and private events** in its private dining room and off-site, with the potential for growth in this area.
- A strong marketing presence is maintained through a **monthly newsletter with over 12,500 recipients** (email open rate is notably high – average open rate 45%), active social media accounts on Facebook (9.3K followers) and Instagram (3,841 followers), and positive online reviews on platforms such as Yelp (4.1 stars and 971 reviews), Trip Advisor (4.5 stars and 789 reviews), and Google (4.6 stars and 864 reviews).
- The business has established strong, long-lasting relationships with locals, local winemakers, and vendors alike.



### ROBERT RAUCHHAUS

SVP Real Estate & Business Ventures  
Radius Commercial Real Estate

805.705.8512

[rrauchhaus@radiusgroup.com](mailto:rrauchhaus@radiusgroup.com)

CA Lic. 01891927





**ROBERT RAUCHHAUS**

SVP Real Estate & Business Ventures  
Radius Commercial Real Estate

**805.705.8512**

[rrauchhaus@radiusgroup.com](mailto:rrauchhaus@radiusgroup.com)

CA Lic. 01891927

