



Podere Riparbella

Massa Marittima · Tuscany · Italy

*A new life, built on healthy soils and first-class products.
Not a property. A life's work, still growing.*



Podere Riparbella

The Essentials

In the Maremma, three decades in the making: a certified organic farm, run sustainably in every respect, producing award-winning wines and olive oils – and an agriturismo with real character.

Whoever takes on Riparbella is not simply buying a property with a lot of land, but a working operation: healthy soils, well-tended vineyards and olive groves, an established brand, an experienced team, and an orderly, supported handover.

The foundation is the farm. The agriturismo is the complementary branch built upon it – it lives from the estate's own wine, its own olive oil, its own vegetables, and from the location itself.

Everything is sold together: the land, the buildings, the plantings (vines and olive trees), the Riparbella brand, the website, the awards, and the customer and supplier relationships.

Location	Massa Marittima, Province of Grosseto (GR), northern Maremma, Tuscany, 370–400 m (1,200–1,300 ft) above sea level
Land owned	46 ha $\approx$ 113.7 acres – of which 4.5 ha $\approx$ 11.1 acres vines, 8.74 ha $\approx$ 21.6 acres olive groves owned (a further 3.65 ha $\approx$ 9.0 acres leased), vegetable and flower garden, woodland, arable land
Buildings	Guest house with 11 rooms, restaurant with dining and service areas, wine and oil cellar, residential and ancillary buildings
Annual production	Wine 10,000–15,000 bottles (potential 18,000–22,000), olive oil avg. approx. 900 l $\approx$ 238 US gal, grappa, brandy
Certification & memberships	Organic, ICEA-certified · Member of FIVI and FIOI
Building fabric	Full renovation 1994–96, extension 1999, façade 2015; consistently high standard of finish, very well maintained
Price	€3.2 million, turnkey, excluding stock of wine and goods





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Agriculture as the Foundation

In the early 1990s an experienced restaurateur and an architect who had turned winemaker were looking for an estate on which to realize an idea: to produce wine and olive oil of the highest quality and to host guests – both consistently ecological and sustainable. What they found was a farm that had long lain dormant: buildings in poor condition, land barely tended, but uncontaminated and full of potential.

That potential has become capital that cannot be recreated in a few years. The soils have been farmed organically, cover-cropped and built up for more than thirty years. Humus content is high, drought stress correspondingly limited, the plants resilient. Anyone taking on an established, mature organic operation buys the time that lies between a fresh conversion and a stable, settled ecosystem.

The vines are trained on the quality-oriented Lyre system – a training method that gives twice the canopy surface at the same yield. Wind and sun reach the grapes more easily, ripening is more even, disease pressure lower. In organic viticulture that is a structural advantage. In the cellar the wine is guided rather than made: no technical aids, no altering additives, sulfur only in small quantities.

The same care runs through the whole estate – from the tending of more than 1,150 olive trees to the gentle, rapid processing of the olives and the choice of partners.



Wine, Olive Oil and the Riparbella Brand

Riparbella has been built up over the years as a quality brand in three areas: award-winning organic viticulture, repeatedly honored organic extra virgin olive oils, and a kitchen that draws on the estate's own garden. The brand and all awards are part of the sale and may be continued by the buyer without restriction.

The wines: From the Canonico, Triangolo, Vermentino and Vigna Vecchia sites come honest, fruity, structured wines – based on Sangiovese, Merlot, Cabernet Franc, Pinot Nero and Vermentino. Alongside them come grappa and brandy distilled by the renowned Vittorio Capovilla. Riparbella is a member of FIVI, the association of independent Italian winegrowers, and of FIOI, the association of independent olive oil producers.

The olive oil: The Frantoio, Moraiolo, Leccino, Pendolino and Maurino varieties yield monovarietal oils with a high polyphenol content. The olives are pressed on the day of harvest at the renowned Franci mill (www.frantoiofranci.it) – a partner that works only with first-class raw material.

Awards (selection). The products have for years been recognized by the leading guides and competitions:

- Wines: Veronelli (up to 91 points), Vitae, the AIS wine guide (up to 91.5 points), Guida Bio (repeated top rating of five vine leaves), Berliner Wine Trophy (Gold), Wine Hunter (Bollino Rosso), Vinum (17/20), Falstaff (91 points).
- Olive oil: Biol international competition (Gold), Slow Food, Flos Olei – listed among the world's distinguished oils.

These awards are not decoration. They are independent evidence that the substance is there – across different vintages.



The Agriturismo

The guest operation is the natural extension of the farm. Eleven simply and attractively furnished rooms, a restaurant with a fireplace, a professional kitchen, a library that doubles as an event room, a bar and a shop for the estate's products, along with covered terraces and the vine-covered pergola where breakfast is served.

Riparbella attracts guests who come for the quiet, the nature, the food and the products. The cooking is light, inventive and draws on the estate's own organic garden; guests drink the wine with dinner and take wine and oil home with them. It is precisely this cycle – produce, host, sell – that defines the business.

Guest feedback over the years speaks of rest, of taste, and of an atmosphere that stays with people. This goodwill, grown over more than a quarter of a century, passes with the business.



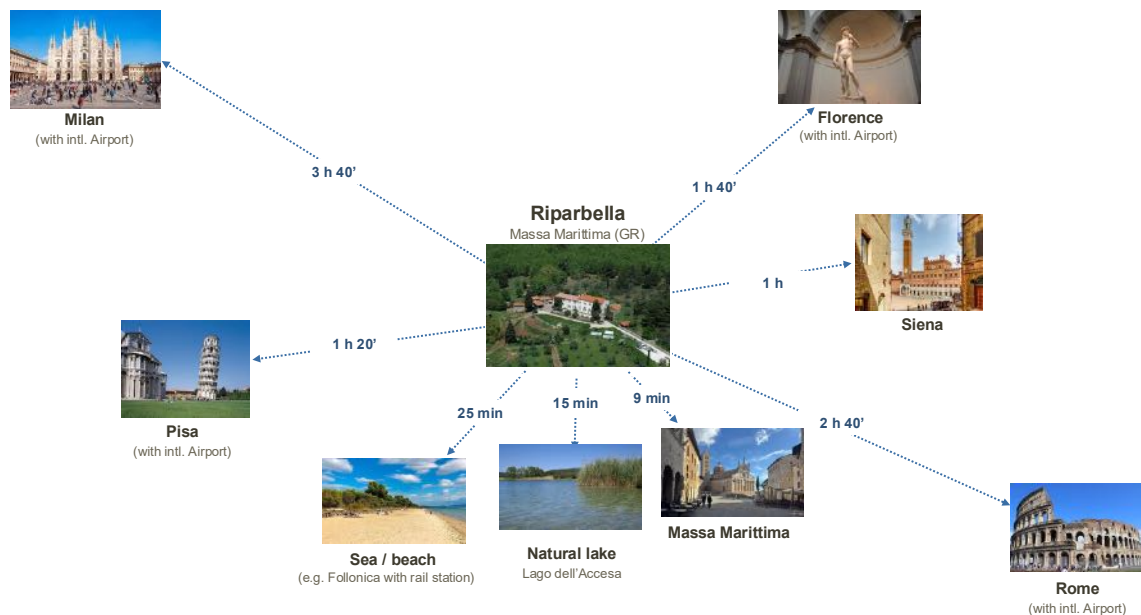


The Location

The Maremma is not Chianti – and that is an advantage. It lies somewhat off the well-trodden Tuscan routes, the landscape is largely intact, and it has visibly gained in standing in recent years without sliding into the price levels of the better-known regions further north. The Maremma is increasingly regarded as one of Italy's most dynamic wine regions. While established Tuscan wine regions are recording declining production figures, the Maremma Toscana denomination grew by more than 8% in 2024 and held that level in 2025 at 7.5 million bottles (according to the Consorzio Tutela Vini della Maremma Toscana, 2025/2026). Across the denomination, vines account for only around 2% of the land – the rest is woodland and olive groves in a largely industry-free stretch of country.

Riparbella lies at around 400 meters $\approx$ 1,300 ft above sea level in the green hills of the Colline Metallifere: set slightly back, quiet, but well connected. From the pergola the view runs across the estate's own olive grove to the nearby medieval town of Massa Marittima; in clear weather Elba and Corsica appear on the horizon.

Travel times from Riparbella, approximately:





Substance, Systems and Figures

Riparbella was rebuilt in parts and renovated throughout to high Swiss standards and, by Italian norms, is exceptionally well maintained. The building fabric was thoroughly renovated in 1994–96 and 1999; all floors, roofs, terraces and walls were carefully insulated; the electrical, plumbing and heating installations were designed, executed and serviced to Swiss standards.

What stands out is the consistently ecological construction – a value that counts regardless of future use, because it lowers running costs and creates independence:

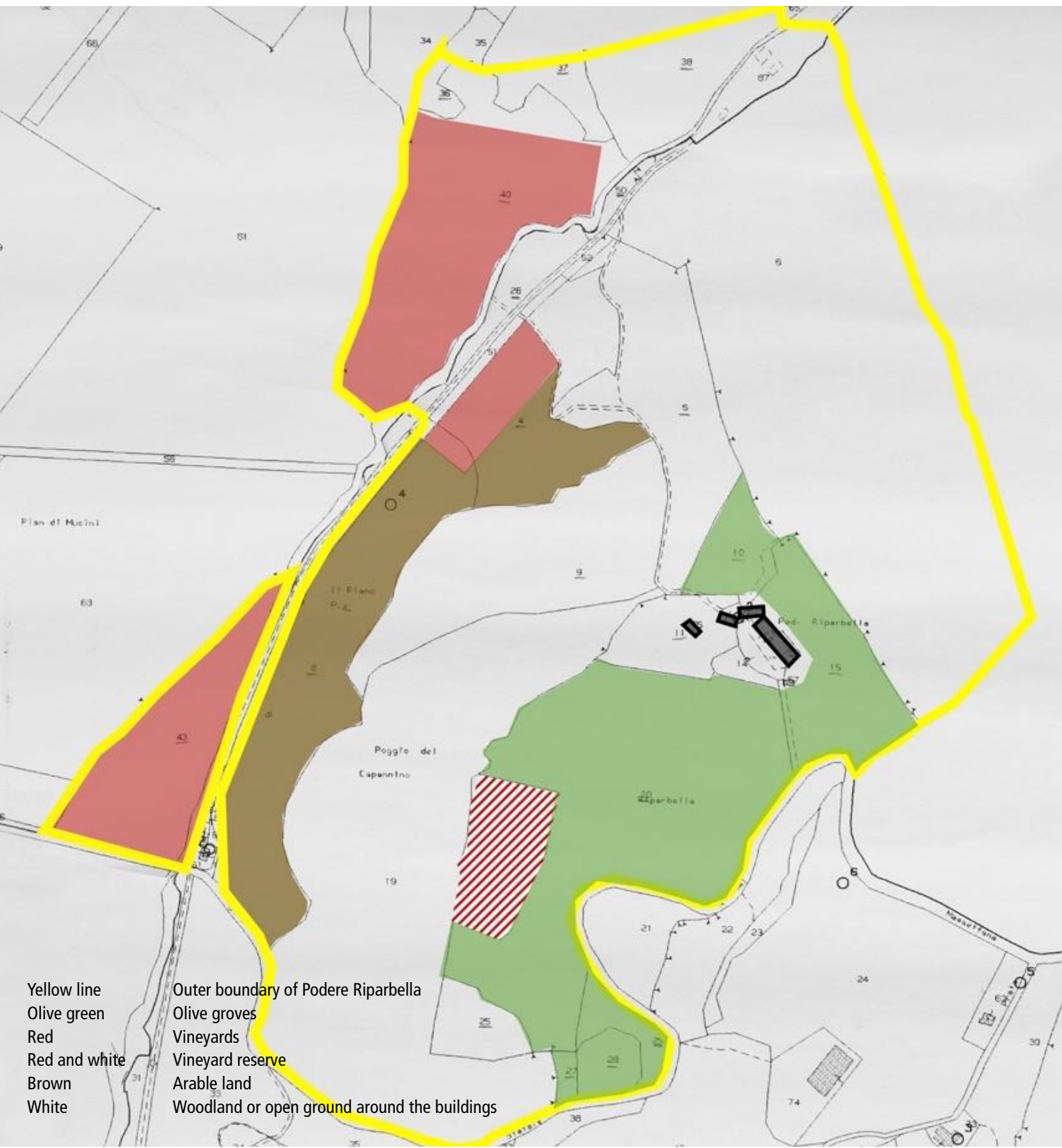
- Rainwater cisterns – approx. $180 \text{ m}^3 \approx 47,500 \text{ US gal}$, around $1,000 \text{ m}^2 \approx 10,800 \text{ sq ft}$ collection area
- Very good insulation and double-shell construction instead of energy-intensive climate control
- Heat and cold recovery, underfloor heating
- Thermal solar system (covers around 30% of the heat energy for hot water and heating)
- Wood-gasification central heating fired with the estate's own wood, supplemented by an LPG boiler

Land and Buildings

Total land	46 ha $\approx$ 113.7 acres owned and 4.8 ha $\approx$ 11.9 acres under a long-term lease
Vineyards	4.5 ha $\approx$ 11.1 acres (Canonico, Triangolo, Vermentino, Vigna Vecchia)
Olive groves	12.39 ha $\approx$ 30.6 acres: 8.74 ha $\approx$ 21.6 acres owned and 3.65 ha $\approx$ 9.0 acres under a long-term lease. More than 1,150 trees, approx. 1,000 in production
Vegetable and flower garden	approx. $300 \text{ m}^2 \approx 3,200 \text{ sq ft}$, irrigated from the rainwater cisterns
Areas and volume	Buildings (gross internal floor area, all floors) approx. $885 \text{ m}^2 \approx 9,500 \text{ sq ft}$; surrounds and terraces a further approx. $415 \text{ m}^2 \approx 4,500 \text{ sq ft}$; net volume approx. $4,600 \text{ m}^3 \approx 162,000 \text{ cu ft}$
Guest house	11 rooms, 9 of them en suite, 2 covered terraces, restaurant, bar/reception, professional kitchen, library, storage rooms, cold rooms, wine cellar
Further buildings and infrastructure	Manager's residence, wine and oil cellar, storage, cart shed, small stables, 15 parking spaces (extendable)
Development potential	Under agricultural use, built volume can be increased by approx. 30% subject to the relevant permits

Production

Wine	10,000–15,000 bottles per year (potential for 18,000–22,000 with more intensive management); planting right for 0.26 ha $\approx$ 0.64 acres of new vines is included
Olive oil	avg. approx. 900 l $\approx$ 238 US gal (mean of the last seven years)
Spirits	Grappa and brandy, distilled by Capovilla, Rosà (VI)



A Handover Without a Break

A business like this lives on knowledge, experience, relationships and routines that cannot be captured in a purchase contract. This is exactly where Riparbella offers what most listings do not: an orderly, supported handover.

- Bureaucracy and permits: until the buyer has put the necessary conditions in place, the existing operating company continues to function with the current manager as IAP (imprenditore agricolo professionale, Italy's certified professional-farmer status). The buyer can join the company and take over from the current owners once the formalities are complete. If the buyer does not hold IAP status personally, it can be covered by employing a farm manager who does.
- Support: the current owners are staying in the region. They will accompany the handover in person during the first months and remain available afterwards, on a project basis, for questions and advice.
- Team: long-serving employees are in place. Taking on their employment contracts is the obvious solution and will be settled as part of the negotiations.
- Network and brand: suppliers, the olive mill, the distillery, memberships, the brand and the website all transfer with the business.

This significantly reduces the risk for the buyer – particularly for someone coming from outside who wants to acquire the knowledge, the language and the local processes step by step, or to outsource individual functions to service providers.



Possibilities

The most obvious future for Riparbella is to continue in its present spirit – organic viticulture and olive growing, agriturismo, ecology and sustainability lived rather than advertised. Anyone who values the quality of the products and the worth of healthy soils takes on an intact basis and develops it with their own ideas.

But none of that is a requirement.

Riparbella suits people with energy of their own: those who want to leave behind a demanding, often abstract working life – success you can never actually touch – and build something real and grounded. A family or an individual with secure, substantial means, not looking for an investment but for a task with meaning and substance.

That takes two things: the financial basis to carry a project of this scale over years, without depending on a particular return. And the willingness to engage with the nature of a farm – with its own rhythms, its own pace, its own rules.

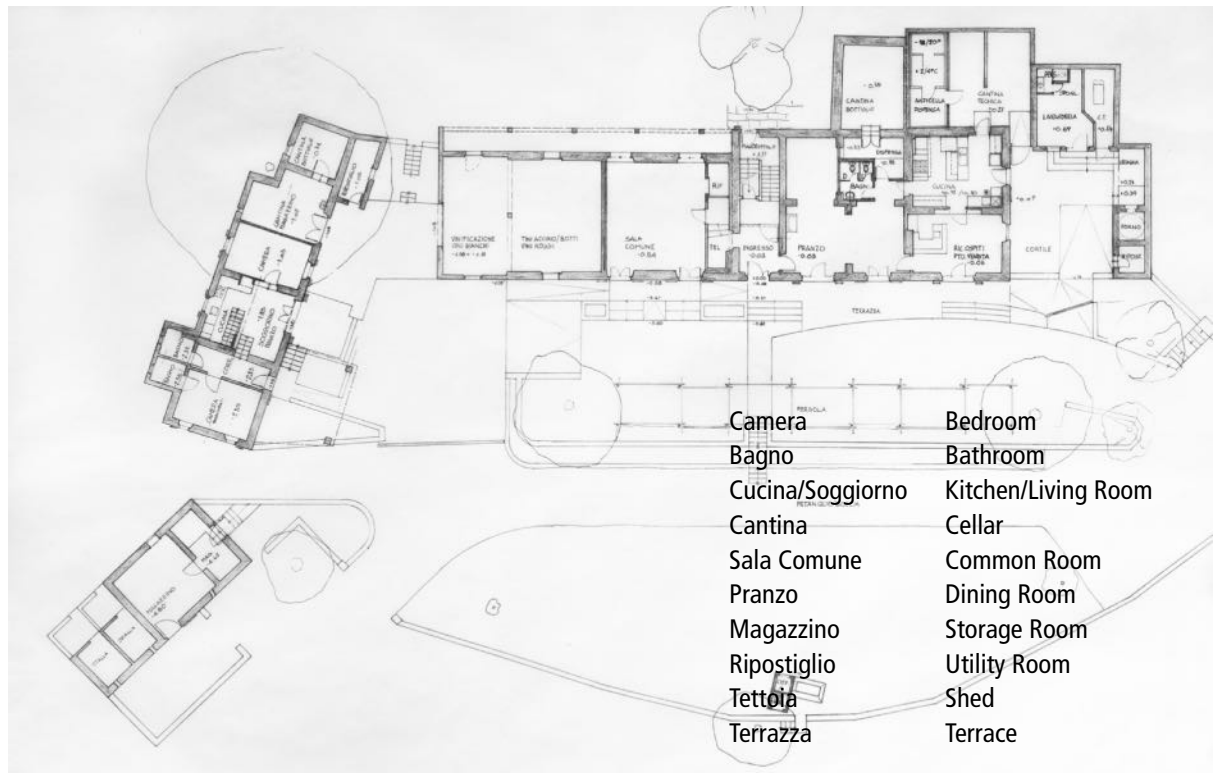
Riparbella is explicitly not an investment property. Anyone seeking a financial return is in the wrong place. Anyone prepared to invest in substance, soil and the future over the long term – including through years that are operationally difficult – will find an exceptional basis: thirty years of sustainable work at the highest level, products of outstanding quality, a recognized brand, and the freedom to make something new of it with their own ideas.

The measure is not whether someone can afford Riparbella. It is whether someone is willing to carry it.

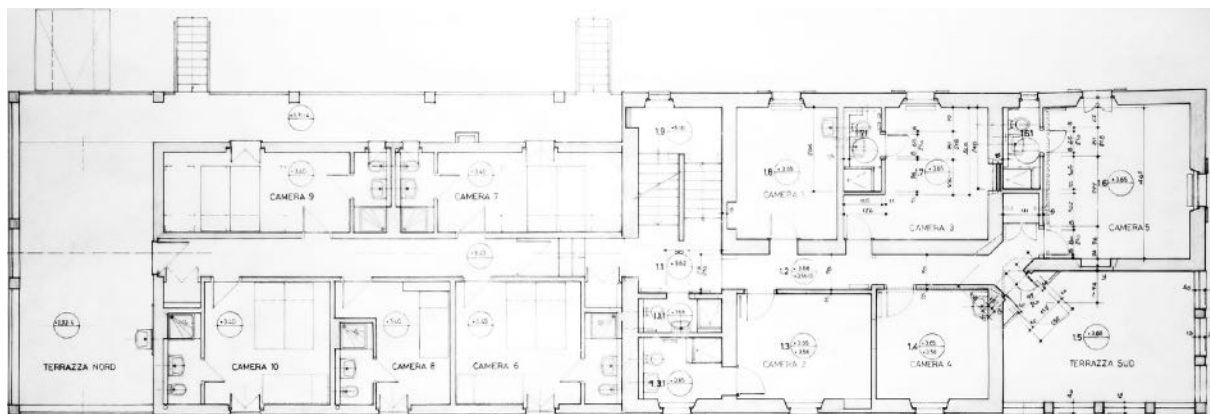


Appendix

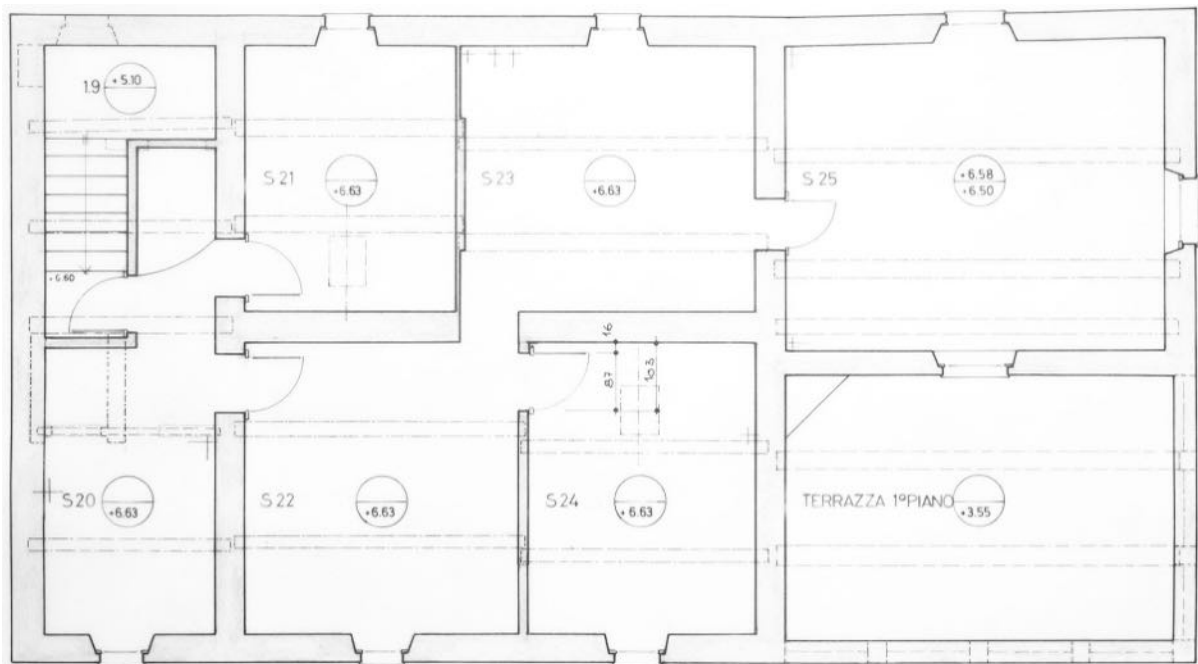
Overview of building floor plans: ground floor



Floor plan: guest house, upper floor



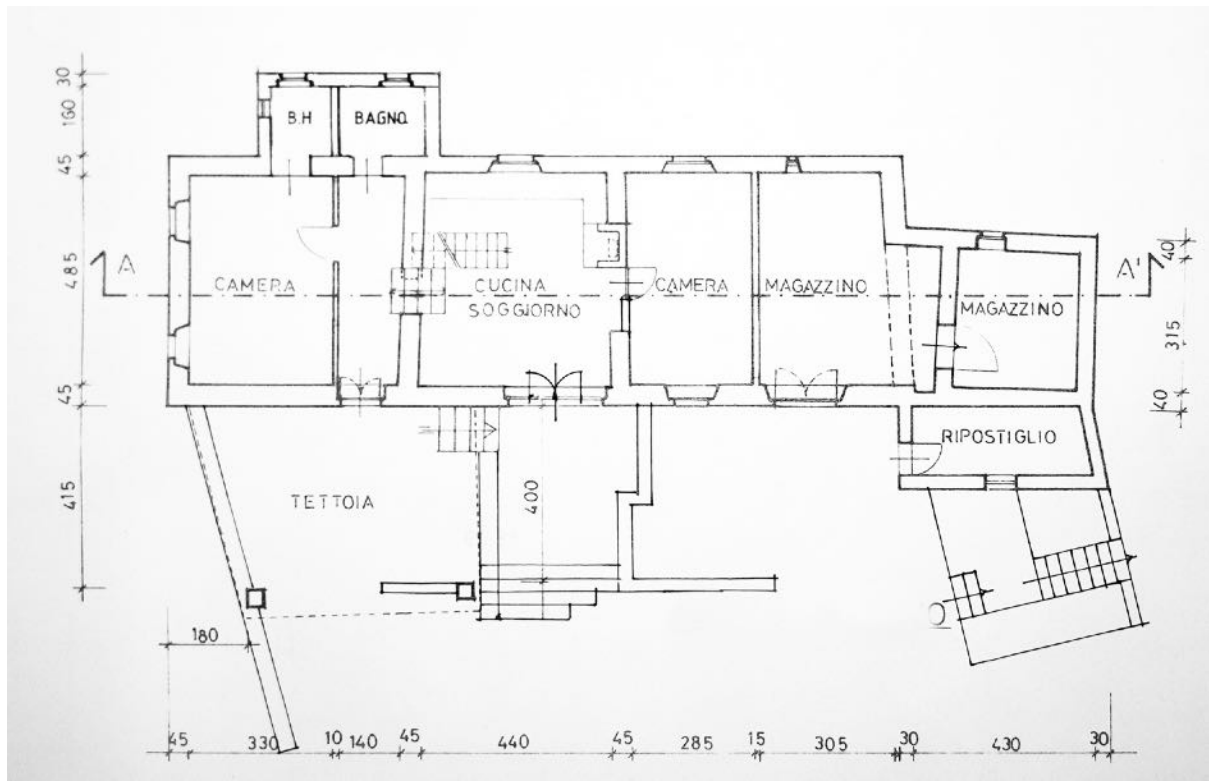
Floor plan: guest house, top floor



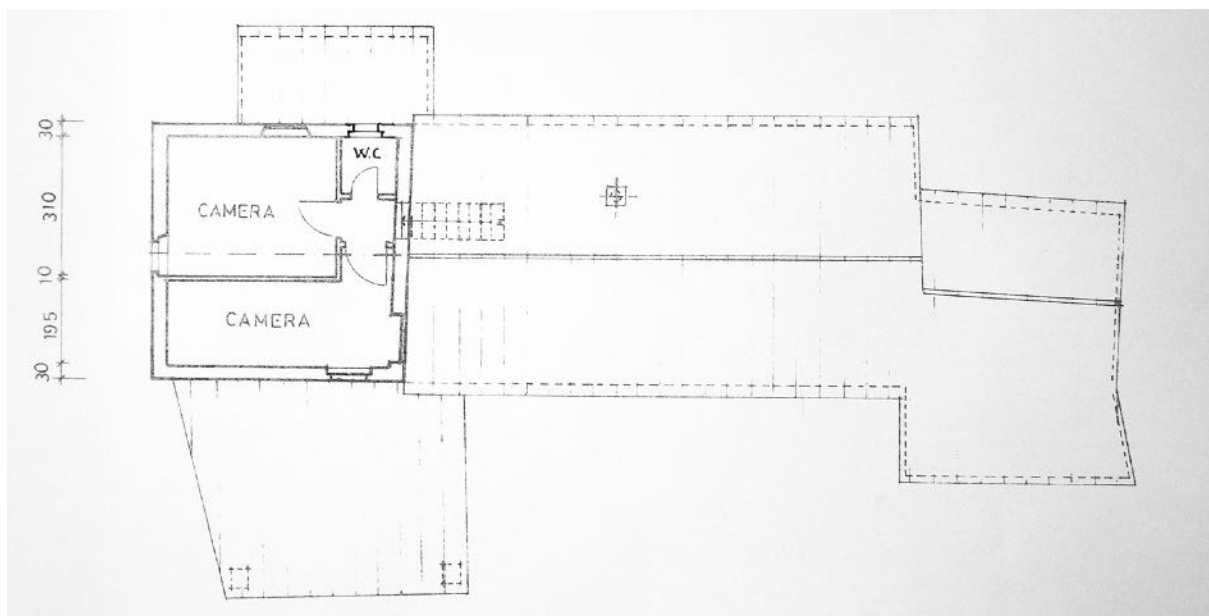
Ancillary building with manager's residence



Floor plan: ground floor, manager's residence and ancillary rooms



Floor plan: upper floor, manager's residence and ancillary rooms



Closing Impressions

More photographs at www.riparbella.com



Contact

This podere has to be seen.

I am glad to provide further information and to arrange a personal viewing. For serious enquiries, further documentation is available following a mutual confidentiality agreement.

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