

Wine prices reach all time high at 34th Nedbank Cape Winemakers Guild Auction

This year's 34th Nedbank Cape Winemakers Guild Auction held in the Stellenbosch Winelands saw a turnover exceeding R10.5m, with a new record price for red wine. Total sales amounted to R10,593,760 with the average price per case at R5,265 and per bottle at R878 exceeding last 2017's results.



UK buyer Paul Plant

Bidding started at a rapid pace from the first lot, with Kanonkop CWG Paul Sauer 2015 setting a new record of R22,500, the highest price ever achieved for a case of six wines at the auction.

"We are very happy with the results of the 2018 auction. The strict selection process by our members and our focus on smaller volumes of premium quality wines certainly paid off when considering the increased average price per bottle. Overall the auction offered exceptional value across the board which was good news for the large contingent of private buyers," says Boela Gerber, chairman of the Cape Winemakers Guild.

The highest average prices per case for red wine went to Kanonkop CWG Paul Sauer 2015 (R20,580), Boekenhoutskloof Syrah Auction Reserve 2016 (10,664), Rijk's CWG Pinotage 2015 (R9,670), Etienne le Riche Cabernet Sauvignon Auction Reserve 2015 (R9,295), Kanonkop CWG Pinotage 2016 (R8,688), Rust en Vrede CWG Auction Estate 2015 (R7,640), Newton Johnson Family Vineyards Windansea Pinot Noir 2017 (R7,310) and Hartenberg CWG Auction Shiraz 2015 (R7,142).

Top achieving white wines based on an average price per case included:

- Mullineux 'The Gris' Semillon – Old Vines 2017 (R5,657),
- Ataraxia Under the Gavel Chardonnay 2017 (R5,070),
- Paul Cluver The Wagon Trail Chardonnay 2017 (R4,910) and
- Jordan CWG Chardonnay 2017 (R4,771).

The average price per case for Méthode Cap Classique was R4,419 for Silverthorn Wines Big Dog IV 2013 and R4,253 for Graham Beck Cuvée 105 "MGA" Zero Dosage 2009 Pinot Noir Chardonnay. The only port-style wine, Boplaas Cape Vintage Auction Reserve 2015 sold for an average price of R3,933.



Miguel Chan - Tsogo Sun

The hospitality industry was once again well represented amongst the top buyers with Singita, Tsogo Sun and Marble Restaurant snapping up just over R2m worth of auction wines.

The bulk of the wine, 79%, was purchased by local buyers with 21% bought by foreign bidders. The countries represented included the United Kingdom, Denmark, Hong Kong, Belgium, Netherlands, Germany, USA, Namibia, Luxembourg, Czech Republic and France.

Auction buyers showed great generosity again this year, with the charity auction raising R115,500 in aid of the Guild's Protégé Programme for the development of talented young winemakers and viticulturists. In addition, the silent auction of collectors' wines raised R244,500 on the day.

The auction, conducted by Henré Hablutzel of Hofmeyr Mills Auctioneers for the 21st consecutive year, attracted a total of 123 buyers comprising 102 local and 21 foreign buyers. In total 2,012 cases (6 x 750ml equivalent) were sold.

The line-up of 48 wines included 31 red wines, 14 white wines, two Méthode Cap Classique wines and a port-style wine.

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