

Mid-Year Review

'23



MAISON DU DOMAINE
DE LA
ROMANÉE-CONTI
ROMANÉE, CÔTE D'OR



zachys®



Chevalier-Montrachet Domaine D'Auvenay 1995
\$100,000 (Ten 750ml)

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**Currency is in USD, unless otherwise noted.*

Introduction

What an astonishing half-year it has been.

34 auctions year-to-date, a number that would have been unthinkable even five years ago. Our team has catalogued and sold 93,508 bottles for \$42,179,302 with many world records set along the way.

We've sold seven lots over \$100,000, including a case of 1988 Romanée-Conti for \$412,385. We've sold 764 lots between \$10,000 and \$99,999!

We've had 11 single-owner auctions too, including the 58,000-bottle Vanguard Collection, The All Star Collection, The Crystal Ball Collection and others, and have several lined up for the fall. Indeed, the world's top wine collectors prove again and again that we're their preferred venue.

We've continued our work with the Roots Fund and the Willamette Valley Vintners, as well as helped raise funds for the Perlman Music Program, CancerCare, the Metropolitan Opera, Mount Sinai and others—all through the sale of fine wine.

The September New York sale will be live at Le Bernardin and features the return of Ian Mill KC's collection. We also have a Hong Kong slated for this September. Oh, about those Hong Kong sales: we're fully "back." Our first in-person auction in several years was a smashing success, preceded by a pre-auction birthday party for President Jeff Zacharia!

If you'd like to take part in this phenomenal upcoming fall, please be in touch. There is no greater time to have your collection appraised and participate. Email me directly, or my team at Consignments@Zachys.com and we will be in touch immediately.

Thank you for your continued business. We look forward to seeing you either virtually or in the "real live" sale room this fall!

Sincerely,



Jeff Zacharia
CEO



Charles Antin
Global Head of Auction Sales

By the Numbers, Year to Date

34

Auctions

93,508

Bottles Sold

19,156

Lots Sold

\$42m

in Auction Sales



Romanée-Conti DRC 1988
\$150,672 (One 6L)

State of the Market Analysis

And now to the reason you're probably reading this: "How's the wine market doing?"

As we've said in the past, our market has proven resilient in the face of uncertain economics, and that's still the case. Wines at the top end of the market have held their value with consistently high prices achieved across auctions and auction sites. If your frame of reference is three months then these prices are stable, if it's 18 or even 12 months, we are up significantly.

We also continue to see world records achieved at every auction at both ends of the value spectrum; e.g. we set an American record for a single 1971 DRC La Tâche Jeroboam at \$106,250 while we also set a world record for a bottle of 1991 Domaine des Chezeaux Clos St. Denis VV at \$2,600, nearly 1,000% over its low estimate!

It's important to keep in mind that hammers, especially for the finest and rarest Burgundy, remain at an all-time high; collectors are netting more from the same wines sold today than they would have 1 – 2 years ago; Zachys sold a 1971 La Tâche Jeroboam for a little over \$69,000 back in June of 2019 and that 1991 Chezeaux Clos St. Denis VV was only \$256 back in 2014! The fine wine classics you have cellared now are still worth more than ever and continue to quietly accrue in value.

This time last year, we predicted a market plateau, but one that was significantly higher compared to past years...and we were right; the wine market didn't crash, and blue-chip bottles have retained their value and some have even gone up! We've also even seen growth along the entry level of fine wine with 100% sold offerings of cutting-edge Jura wines and cult Australian bottlings as well as some remarkable growth for certain regions like Champagne. We can further attest to both of these points with the continued success of The Vanguard Collection, which has played host to wines at all price points with offerings throughout these past six months. We expect this trend to persist as inflation woes wane and the economy continues to recuperate from the pandemic.

Importantly, we believe a rising tide lifts all ships and what's most important is not the month you sell your wine, but the collections it is sold beside, and how it is marketed. So for example, our fall auctions include more from The Ruby Collection and The Collection of Ian Mill KC, meaning the eyes of the collecting world will be on Zachys this fall. Prominent collectors and members of trade recognize this, as well as the high demand, and the hammers Zachys has put up and are acting accordingly by consigning with Zachys over the competition.



zCollections Success

2023 has been a great year for zCollections: from unique, region-specific Vanguard collections to single-owner cellars, and all the multivendor internet sales in between. At this point, Zachys has held 23 online auctions, about 50% more than we did by this time last year, realizing \$5,562,187!

Our zCollections have played host to several, top-of-the-line items like the New York edition of the Macallan El Celler de Can Roca Distil Your World selling for \$13,695, five bottles of 1976 Petrus sold for \$8,092, a quartet of Rousseau's 2005 Clos St. Jacques sold for \$7,470, and even a 6-pack of 2005 Harlan Estate sold for \$5,976. Prices like these exemplify demand for fine wine and spirits regardless of sale medium.

Our zCollections also give bidders the opportunity to pick up wines not typically seen in our live sales, but are no less interesting. The cult wines of Two Hands for example were featured in a dedicated sale and were 100% sold. There was also the exclusive offering of Jura wines from The Vanguard Collection which was also 100% sold.

It is important to note that, while the "average lot value" is lower in our online sales than in our live sales, the per-bottle value is often similar and the results versus the pre-auction estimates is the same. The wines come from the same great collections with the same great provenance.

Between high prices realized at the pinnacle of fine wine and high demand among the up-and-coming, zCollections continue to be an important sale venue. These strong results also showcase Zachy's ability to market unique collections and wines online and deliver results at both ends of the fine wine spectrum. As we pen this review, our latest zCollections, The Award-Winning Cellar from Proof Restaurant, is open for bidding and we're sure we'll have more to come this fall!



THE VANGUARD COLLECTION

Anatomy of a Collection: Vanguard

When we first saw the Vanguard inventory, our collective jaw dropped. 58,000 bottles in one warehouse, spanning from the greatest Burgundies and Bordeaux to equally-famous in their own right, but perhaps not quite as known on the auction market, wines from around the world. The types of wines that make a wide range of collectors salivate, from Rousseau to Sadie, from Clos Rougeard to Clos des Goisses, to just about everything in between.

You're probably thinking to yourself: I don't have a 58,000-bottle collection. How is this relevant to me?

Simple: Our ability to sell this collection shows our prowess at marketing to all segments of the wine-collecting population from top to bottom.

It also shows our ability to "create a brand" around a collection, as we have with collections from Ian Mill KC, Rob Caine, The White Tie Collection, The Vault, and many, many more.

If your collection is big or small, filled with the rarest Burgundies, Champagnes, or cult Jura, we've created a market for it.

By the Numbers (So Far)

11

Auctions

(10 in 2023)

36%

**Realized Over
Low Estimate**

(35% in 2023)

4,647

Lots Sold

(3689 in 2023)

\$12.7m

Realized

(\$5.9m in 2023)

THE VANGUARD COLLECTION

Top Producers by Price Realized

Producer	Lot Count	Realized
Armand Rousseau	34	\$266,480
Georges Roumier	34	\$240,920
Coche-Dury	46	\$199,349
Raveneau	73	\$187,871
Domaine Roulot	79	\$139,789
Bizot	18	\$136,203
Vincent Dancer	70	\$120,777
Liger Belair	40	\$114,851
Selosse	31	\$112,473
Hubert Lamy	20	\$93,375

Top Producers by Percent Over Low Estimate

Producer	Lot Count	% Over Low Est.
D'Angerville	22	40%
Comtes Lafon	23	37%
Louis Carillon	28	36%
Cedric Bouchard	21	32%
Vincent Dancer	70	32%
Berthaut-Gerbet	53	32%
Chartogne-Taillet	29	30%
Hubert Lamy	20	28%
Vincent Dauvissat	38	27%
Pattes Loup	23	26%

Top Lots

Of all 93,508 lots sold so far this year, Burgundy continues to reign supreme in terms of raw dollars; all 20 of our top lots for the first half of this year hail from the region! DRC continues to steal the show between back vintages and rare large formats, but not without the wines of d'Auvenay, Liger-Belair, and Leroy popping up alongside here and there. Prices have stayed consistently high across the board though for the pinnacle productions of famous regions.

Aside from the usual suspects commanding the upper echelons of the charts, there have been some surprising star performers in relation to their estimates this past half-year. The wines of Agrapart and Chartogne-Taillet have been hammering respectively at 52% and 42% above their low estimates on average! Meanwhile, other Champagnes like Cedric Bouchard, Burgundies by Brochet, Berthaut-Gerbet, Carillon, and Dancer as well as the Californian Kongsgaard and Promontory have been seeing hammers 30% or higher over their low estimates too.

These numbers reflect the continued high demand for Burgundy as well as the burgeoning demand for Champagne outside of the most preminent producers.

Romanée-Conti 1988 - 12 (750ml)	\$412,358	April 1, 2023
Romanée-Conti 1988 - 1 (6L)	\$150,672	April 21, 2023
Romanée-Conti 2002 - 6 (750ml)	\$142,739	April 1, 2023
La Tâche 1999 - 12 (750ml)	\$126,879	April 1, 2023
La Tâche 1971 - 1 (3L)	\$106,250	June 22 & 23, 2023
La Tâche 2009 - 12 (750ml)	\$103,090	April 1, 2023
Chevalier-Montrachet Domaine d'Auvenay 1995 - 10 (750ml)	\$100,000	June 22 & 23, 2023
La Romanée Liger-Belair 2005 - 6 (1.5L)	\$95,705	June 29 & 30, 2023
Assortment Case Domaine de la Romanée-Conti 1999 - 12 (750ml)	\$87,729	June 29 & 30, 2023
Meursault Les Gouttes d'Or Domaine d'Auvenay 1996 - 12 (750ml)	\$87,230	April 1, 2023

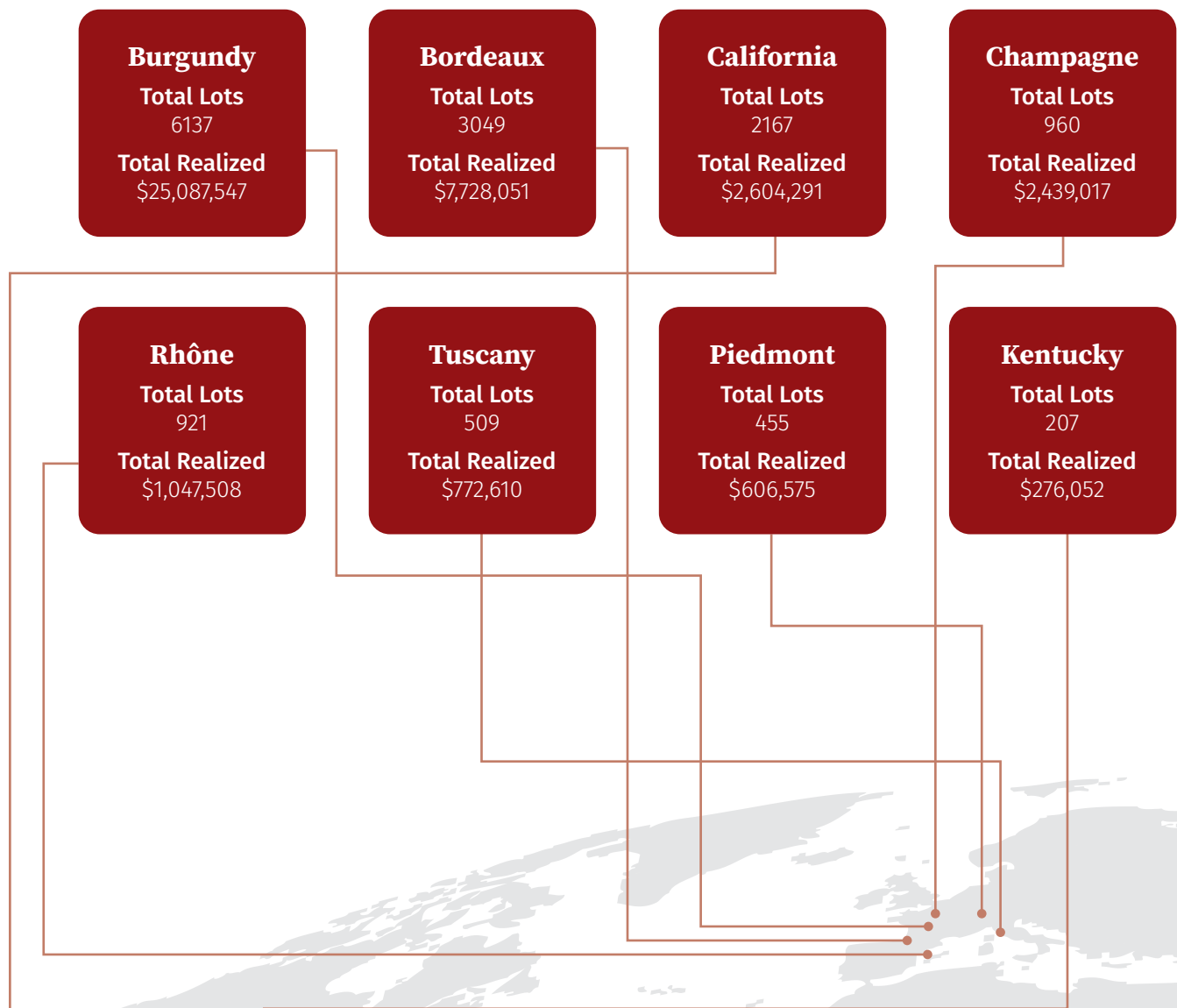


Top Regions

We're sure no one is surprised that our top region so far this year has been Burgundy.

Thus far, we've sold double the number of Burgundy lots for almost double the average price as we have for our #2 region: Bordeaux. Burgundy continues to dominate the auction landscape with consistently high hammers across the region's top producers like DRC, Liger-Belair, d'Auvenay, and Leroy.

What's more of note however, is the marked uptick of everyone's favorite bubbly: Champagne. From this time last year, Champagne has seen a whopping 64% increase in value with only an extra 187 lots sold, now rivaling California with only a fraction of its lot share! Take note Champagne collectors, pop a cork to celebrate if you'd like, but it may be worth more on the auction block.



Notes from Hong Kong

Hong Kong has always been a critical locale for Zachys with fervent in-room bidding...which COVID swiftly suspended. But all that has changed now with the return to in-person live sales in the region! Hong Kong kicked off a return to the live venue with The All Star Collection, a single-owner sale jam-packed with stand-out after stand-out wine and realized over US\$8.1 million.

Being “back” in Hong Kong means we were able to throw our CEO and owner, Jeff Zacharia, the 60th birthday of a lifetime with nearly 100 people joining a truly spectacular “BYO.” Jeff was born in 1961 so the Bordeaux selection in particular was impressive!

Now that the borders are open with mainland China, our trade and private buyers from Beijing, Shanghai, and elsewhere have had their bidding reinvigorated. Indeed, we’ve seen an uptick in bidding from China not only in our bidding parties held by Beijing and Shanghai wine specialists Austin Zhang and Alex Kong, but in the sheer number of clients flying into Hong Kong for the auction.

Top Lots

Romanée-Conti 1988 - 12 (750ml)	\$412,358
Romanée-Conti 1988 - 1 (6L)	\$150,672
Romanée-Conti 2002 - 6 (750ml)	\$142,739
La Tâche 1999 - 12 (750ml)	\$126,879
La Tâche 2009 - 12 (750ml)	\$103,090
La Romanée Liger-Belair 2005 - 6 (1.5L)	\$95,705
Assortment Case Domaine de la Romanée-Conti 1999 - 12 (750ml)	\$87,729
Meursault Les Gouttes d'Or Domaine d'Auvenay 1996 - 12 (750ml)	\$87,230
Meursault Les Gouttes d'Or Domaine d'Auvenay 2000 - 12 (750ml)	\$79,754
Musigny Domaine Leroy 1993 - 2 (750ml)	\$73,373



Looking Ahead

As we pen this, Zachys is looking forward to an impressive Fall season. We'll kick off with our live, in-person auction at Le Bernardin Privé on September 21st & 22nd, featuring the fourth installment of The Collection of Ian Mill KC as well as several other phenomenal collections over the course of two days. It's shaping up to be "the sale of the season" along with our next Hong Kong sale that same month.

More immediately however is The Willamette Valley Trade Auction Powered by Zachys on August 10th. This sale is a great opportunity for members of the trade to acquire the finest wines of the Willamette Valley straight from the producers themselves. The sale features 75 unique Pinot Noir and Chardonnay wines from the 2021 vintage, crafted specially for this event by a group of the Willamette Valley's top producers in exclusive lots of 5, 10, or 20 cases. We should add that there is no buyer's premium for this auction too!

Even more immediately, we snuck in one last New York live sale before the Fall season later this month on July 27th! This Fine & Rare Wines & Spirits sale is a highly curated set of collections with the best of the best, so don't miss it (it's under 350 lots too so it doesn't cut into your long summer weekend).



FINE & RARE
WINES & SPIRITS

New York
July 27, 2023 (10AM EDT)

Three bottles of wine are displayed on the right side of the advertisement. The bottles are labeled 'Grand Cru BIENVENUE CHARD-MONTRACHET', 'Grand Cru MONTRACHET', and 'Grand Cru CHARD-MONTRACHET'. Each bottle has a white label with a blue crest and the year '2008' on the neck.



WILLAMETTE
the pinot noir auction
AUGUST 7 - 10, 2023

POWERED BY
zachys

A circular logo with a white 'W' on a dark background is located in the bottom left corner. The background of the advertisement is a scenic view of a vineyard with rows of grapevines stretching across rolling hills under a clear sky.



THE COLLECTION OF
IAN MILL KC
PART IV

September 21 & 22, 2023 • 10AM ET

The advertisement has a dark green background with gold and white text. The text is centered and reads 'THE COLLECTION OF IAN MILL KC PART IV' and 'September 21 & 22, 2023 • 10AM ET'.

Conclusion

Before you leave this document and return to your summer plans, allow us to recap what you should take away from this.

Number 1: Zachys has seen a resilient and consistent market these past six months inured to economic uncertainty. Blue-chip value remains high and demand for fine wine enduring. The finest and rarest Burgundy still tops the charts with world records being realized alongside other regions and producers maintaining their respective high values and market share. Don't take our word for it: we also have multiple major collections on the docket for the fall as more and more collectors and trade members choose to take advantage of this market and consign with Zachys because of our hammer prices.

Number 2: Asia's back in a big way with our renewal of in-person live sales in the region. Strong prices have been realized across our Hong Kong live auctions thanks to competitive in-room bidding and reinvigorated international buying.

And number 3: we have an incredible autumn lined up! We have a live, in-person auction at Le Bernardin Privé on September 21st & 22nd, featuring the fourth installment of The Collection of Ian Mill, KC and it only gets better from there, so keep your eyes on our sale schedule for both domestic and international auctions.

We hope to see you in the sale room; if you'd like to expand your collection or take advantage of this strong and consistent wine market on the selling side, please email us at Consignments@zachys.com and we'll take care of you!

Sincerely,



Charles Antin
*Head of
Auction Sales*



Connor Kriegel
*Head of
North America*



Julia Murray
*Global
Managing Director*



Steve Weids
*Head of
Europe*



Terrence Tang
*Head of
Asia*

Upcoming Live Sales

Fine & Rare Wines & Spirits

New York, July 27

Willamette: The Pinot Noir Auction, Powered by Zachys

New York, August 10

Fine & Rare Wines & Spirits

Hong Kong, September 15

Fine & Rare Wines & Spirits, featuring the Collection of Ian Mill KC

New York, September 21 & 22

Fine & Rare Wines & Spirits

New York, October 19 & 20

Fine & Rare Wines & Spirits

New York, November 10

Fine & Rare Wines & Spirits

New York, December 8

Upcoming zCollections

The Award-Winning Cellar from Proof Restaurant

New York, July 20 – 31

zCollections

Hong Kong, July 27 – August 8

zCollections

New York, August 17 – 28

Cellar Gems from a World Class Restaurant, Part II

New York, August 3 – 14

zCollections

New York, September 7 – 18

zCollections

New York, October 12 – 23

United Sommeliers Foundation

New York, November 2 - 13

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