

2018 Finger Lakes Grape Price Survey

Prices/ton

Name	Anthony Road	Bully Hill Vineyards	Chateau Lafayette Reneau	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Hazlitt's Red Cat Cellars	Hazlitt 1852 Vineyards	Heron Hill Winery	Hunt Country Vineyards	Knapp Winery	Lakewood Vineyards	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	# of Responses	2017 Avg Price	% change
Aromella														650	650	650	1	700	-7.1%	
Aurore		440			420								285		382	285	440	3	391	-2.4%
Baco Noir		650	625		600	625			600		625	625			621	600	650	7	608	2.3%
Cabernet franc	1300	1500	1500	1600	1700	1500			1800	1600	1500	1500		1800	1573	1300	1800	11	1609	-2.3%
Cabernet Sauvignon		1700	1750		1700	1750			1700	1800	1750			1850	1750	1700	1850	8	1743	0.4%
Castel		700													700	700	700	1	700	0.0%
Catawba		290	350		340	350		355		350	350	400	380	350	352	290	400	10	345	2.0%
Cayuga White	600	600	600	600	500	600			650	600	600	600	500	525	581	500	650	12	577	0.7%
Chambourcin		700								800				900	800	700	900	3	825	-3.0%
Chancellor		700			600										650	600	700	2	650	0.0%
Chardonel		750													750	750	750	1	750	0.0%
Chardonnay	1400	1300	1350	1300	1400	1350			1500	1400	1350	1400		1450	1382	1300	1500	11	1386	-0.3%
Chelois		900													900	900	900	1	900	0.0%
Colobel		700													700	700	700	1	563	24.4%
Concord		340			300		250	250		275		375	250	285	291	250	375	8	285	2.0%
Corot noir					600					600				550	583	550	600	3	575	1.4%
De Chaunac					525					500		475			500	475	525	3	500	0.0%
Delaware					400							475			438	400	475	2	392	11.7%
Diamond					500								275	435	403	275	500	3	475	-15.1%
Dornfelder					1600										1600	1600	1600	1	1600	0.0%
Elvira													350		350	350	350	1	325	7.7%
Fredonia													265		265	265	265	1	N/A	N/A
Frontenac		500										900		650	683	500	900	3	767	-10.9%
Geneva Red (GR7)		650	575			575					575				594	575	650	4	577	2.9%
Gewurztraminer	1600	1800	1650		1700	1650			1700		1650	1650		1700	1678	1600	1800	9	1678	0.0%
Golden Muscat					400			375						385	387	375	400	3	387	0.0%
Gruner Veltliner					1600				1800						1700	1600	1800	2	1700	0.0%
Himrod					700										700	700	700	1	700	0.0%
Hybrid - Red			450			450		530		450	450		380	450	451	380	530	7	455	-0.8%
Hybrid - White			450			450				500	450		300	450	433	300	500	6	430	0.8%
Isabella			475			475					475			450	469	450	475	4	469	0.0%
Ives												425			425	425	425	1	468	-9.1%

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LaCrescent														650	650	650	1	700	-7.1%	
Lakemont					500										500	500	500	1	500	0.0%
Lemberger	1300		1450	1300	1600	1450			1400	1550	1450	1600		1600	1470	1300	1600	10	1495	-1.7%
Leon Millot		700			625							625			650	625	700	3	650	0.0%
Marechal foch		700			625				600			625	700		650	600	700	5	655	-0.8%
Marquette		900												650	775	650	900	2	800	-3.1%
Melody													600		600	600	600	1	600	0.0%
Merlot	1700	1700	1700		1900	1700			2250	1800	1700			2000	1828	1700	2250	9	1822	0.3%
Muscat ottonel			1000			1000			1000		1000				1000	1000	1000	4	1000	0.0%
Native - Red			400			400					400			225	356	225	400	4	356	0.0%
Native - White			400			400					400			225	356	225	400	4	368	-3.2%
Niagara		340	400		300	400		300		350	400	375	240	275	338	240	400	10	327	3.4%
Noiret		650			600									825	692	600	825	3	708	-2.4%
Organic													475		475	475	475	1	475	0.0%
Pinot blanc			1450			1450			1575		1450				1481	1450	1575	4	1481	0.0%
Pinot gris	1700	1800	1700		1700	1700			1800	1700	1700	1700		1750	1725	1700	1800	10	1717	0.5%
Pinot noir	2000	1900	1700	1600	1900	1700			1700		1700	2200		2000	1840	1600	2200	10	1870	-1.6%
Pinot noir, sparkling														1800	1800	1800	1800	1	1800	0.0%
Riesling	1750	1600	1500	1500	1400	1500			1650	1600	1500	1500		1450	1541	1400	1750	11	1577	-2.3%
Rosette	650				375										513	375	650	2	375	36.7%
Rougeon		500	550		500	550					550			550	533	500	550	6	553	-3.6%
Sangiovese			1825			1825					1825				1825	1825	1825	3	1825	0.0%
Sauvignon blanc			1700		1700	1700					1700				1700	1700	1700	4	1700	0.0%
Saperavi		1900													1900	1900	1900	1	N/A	N/A
Seyval		550	600		700	600			650	650	600				621	550	700	7	617	0.8%
St. Croix		800													800	800	800	1	800	0.0%
Syrah			1750		1900	1750					1750				1788	1750	1900	4	1788	0.0%
Traminette		950		700	900			600	900	850				650	793	600	950	7	790	0.4%
Valvin muscat					900					850		1000			917	850	1000	3	950	-3.5%
Verdelet		600													600	600	600	1	700	-14.3%
Vidal blanc		600	650		600	650			600	700	650	625		625	633	600	700	9	634	-0.2%

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Vidal blanc, late harvest		1650													1650	1650	1650	1	1650	0.0%
Vignoles (Ravat)	900	800	750		800	750				800	750	800		800	794	750	900	9	803	-1.1%
Vignoles Late Harvest	1600														1600	1600	1600	1	1600	0.0%
Vincent			525		600	525					525	610	500	650	562	500	650	7	568	-1.1%
Vinifera - Red			1000			1000					1000			600	900	600	1000	4	938	-4.0%
Vinifera - White			1200			1200					1200			500	1025	500	1200	4	1088	-5.7%
Vinifera (other)				700						1200					950	700	1200	2	700	35.7%
Viognier													1800	1800	1800	1800	1	1800	0.0%	
Zweigelt					1900									1600	1750	1600	1900	2	1750	0.0%

Avg price down more than 0.5% from '17
 Avg price 0.5% change or less from '17
 Avg price up more than 0.5% from '17

Note:

1. Some 'premium' prices may not be listed. Some processors may have sliding price scales, based on brix.
2. Where there are multiple prices for a variety, the high and low prices are listed. Higher prices may have different quality standards, harvesting methods, etc.
3. If in doubt, check with the buyer. We have made every effort to be accurate, but the range of price categories was edited.
4. The 'average' price listed is merely an average of the stated prices. It is not weighted based on tons purchased at each price.