

2020 Finger Lakes Grape Price Survey

Prices/ton

Name	Anthony Road	Bully Hill Vineyards	Constellation Wines	Fox Run Vineyards	Fulkerson Winery	Glenora Wine Cellars	Hazlitt's Red Cat Cellars	Hazlitt 1852 Vineyards	Heron Hill Winery	Hunt Country Vineyards	Lakewood Vineyards	Red Newt	Spring Ledge (Royal)	Swedish Hill Vineyard	Average	Low	High	# of Responses	2019 Avg Price	% change
Aromella					500									600	550	500	600	2	650	-15.4%
Aurore		440	400		420								285		386	285	440	4	428	-9.8%
Baco Noir		650	510		600	625			650	625					610	510	650	6	610	0.0%
Cabernet franc	1300	1500		1800	1700	1600			1500	1700	1500	1900		1800	1630	1300	1900	10	1565	4.2%
Cabernet Sauvignon		1700			1700	1750			1700	1800		1900		1800	1764	1700	1900	7	1771	-0.4%
Castel		700													700	700	700	1	700	0.0%
Catawba		340	280		340	350		355		350			360	350	341	280	360	8	341	-0.1%
Cayuga White		600	475	600	500	600			650	600	600		500	600	573	475	650	10	578	-1.0%
Chambourcin		700								800					750	700	800	2	775	-3.2%
Chancellor		700			600										650	600	700	2	650	0.0%
Chardonel		750													750	750	750	1	750	0.0%
Chardonnay	1400	1300		1275	1400	1350			1500	1400	1400			1400	1381	1275	1500	9	1392	-0.8%
Chelois		900													900	900	900	1	900	0.0%
Colobel		700	425												563	425	700	2	563	-0.1%
Concord		360	290		325		300	300		275	375		310	290	314	275	375	9	295	6.4%
Corot noir					600					600				550	583	550	600	3	583	0.1%
De Chaunac		500			525					500	475				500	475	525	4	500	0.0%
Delaware		400			400						475				425	400	475	3	438	-3.0%
Diamond					500								275	425	400	275	500	3	463	-13.6%
Dornfelder					1600										1600	1600	1600	1	1600	0.0%
Elvira			280										350		315	280	350	2	300	5.0%
Frontenac		500									900				700	500	900	2	700	0.0%
Frontenac Gris													600		600	600	1	600	0.0%	
Geneva Red (GR7)		700	510			575									595	510	700	3	595	0.0%
Gewurztraminer	1600	1800			1700	1650			1700		1650	2000		1600	1713	1600	2000	8	1725	-0.7%
Golden Muscat					400			375						375	383	375	400	3	383	0.1%
Gruener Veltliner					1600				1800						1700	1600	1800	2	1700	0.0%
Himrod					700										700	700	700	1	700	0.0%
Hybrid - Red			425	300		450		530		450		400	380	350	411	300	530	8	451	-9.0%

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Hybrid - White						450				400		400	300	350	380	300	450	5	417	-8.9%
Isabella						475								475	475	475	2	468	1.5%	
Ives			510								425				468	425	510	2	468	0.0%
LaCresent														600	600	600	1	650	-7.7%	
Lakemont					500										500	500	500	1	500	0.0%
Lemberger	1400			1700	1600	1550			1400	1550	1600	1350		1400	1506	1350	1700	9	1539	-2.2%
Leon Millot		700			625						625				650	625	700	3	650	0.0%
Marechal foch		700			625				600		625			650	640	600	700	5	650	-1.5%
Marquette		900												650	775	650	900	2	800	-3.1%
Melody														600	600	600	1	600	0.0%	
Merlot	1700	1700			1900	1700			2250	1800		1900		2000	1869	1700	2250	8	1869	0.0%
Muscat ottonel						1000			1000						1000	1000	1000	2	1000	0.0%
Native - Red						400								200	300	200	400	2	400	-25.0%
Native - White						400								200	300	200	400	2	400	-25.0%
Niagara		340			300	400		355		350	375	400	285	325	348	285	400	9	349	-0.4%
Noiret		650			600							700		800	688	600	800	4	694	-0.9%
Organic													500		500	500	500	1	N/A	
Pinot blanc						1450			1575						1513	1450	1575	2	1513	0.0%
Pinot gris	1700	1800			1700	1900			1800	1700	1725	1800		1600	1747	1600	1900	9	1733	0.8%
Pinot noir	2000	1900		1800	1900	1700			2000		2200	1900		2000	1933	1700	2200	9	1911	1.2%
Pinot noir, sparkling											2000			1600	1800	1600	2000	2	1700	5.9%
Riesling	1500	1600			1400	1500			1475	1500	1500	1800		1400	1519	1400	1800	9	1538	-1.2%
Rosette					375										375	375	375	1	375	0.0%
Rougeon	650	500	425		500	550								550	529	425	650	6	529	0.0%
Sangiovese						1825									1825	1825	1825	1	1825	0.0%
Sauvignon blanc					1700	1900									1800	1700	1900	2	1700	5.9%
Saperavi		1900				750									1325	750	1900	2	1325	0.0%
Seyval		550			700	600			650	650					630	550	700	5	630	0.0%
St. Croix		800													800	800	800	1	800	0.0%

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Syrah					1900	1750									1825	1750	1900	2	1825	0.0%
Traminette		950		700	800			800	900	700				650	786	650	950	7	793	-0.9%
Valvin muscat					900					850	1000			800	888	800	1000	4	913	-2.8%
Verdelet		600													600	600	600	1	600	0.0%
Vidal blanc		600			600	650			600	650	650			600	621	600	650	7	621	0.1%
Vidal blanc, late harvest		1650													1650	1650	1650	1	1650	0.0%
Vignoles (Ravat)	900	800			800	750				800	800			600	779	600	900	7	807	-3.5%
Vignoles Late Harvest	1600														1600	1600	1600	1	1600	0.0%
Vincent			510		600	525								650	582	510	650	5	582	0.0%
Vinifera - Red	600					1000						800		500	725	500	1000	4	800	-9.4%
Vinifera - White			415			1200						800		500	729	415	1200	4	705	3.4%
Viognier														1600	1600	1600	1	1700	-5.9%	
Zweigelt					1900									1400	1650	1400	1900	2	1800	-8.3%

Avg price down more than 0.5% from '19

Avg price 0.5% change or less from '19

Avg price up more than 0.5% from '19

Note:

1. Boxes in the "% change" column highlighted in blue indicate that there was a different numbers of buyers for that variety between 2019 and 2020, therefore those values cannot be considered as accurate of a measure of the change in the price for that variety.
2. The average price listed is merely an average of the stated prices. It is not weighted based on tons purchased at each price.
3. Some premium prices may not be listed. Some processors may have sliding price scales, based on brix or other factors.