



Sotheby's EST. 1744 Wine

Preferred Vendor Brochure

Sotheby's Wine Advisory offers expert advice to both existing and aspiring wine collectors

Experience Sotheby's Wine

Sotheby's Wine offers a selection of the world's best wines for every palate and occasion. Whether you are an adventurous collector or are simply in search of a fine bottle to serve at your next dinner party, we invite you to explore our range or enlist the advice of our trusted team of specialists.

Visit our New York City retail location at 1334 York Avenue (72nd and York), in the Sotheby's worldwide headquarters building, for an exciting selection of well-priced bottles for immediate consumption, or investment-grade cases to add to your collection. We also have a retail location in Hong Kong with its own online store; as well as auctions in New York, London and Hong Kong.



Our Approach

You can depend on Sotheby's to offer a comprehensive range of wines at all price points, in pristine condition with impeccable provenance, from the best producers in the world's top winemaking regions. Our selection is chosen with both the casual enthusiast and the experienced collector in mind.

Selection and Tasting

To earn a coveted spot on our retail shelves, each wine has been stringently selected based on its superb taste, excellent value and representation of the region from which it originates.

The Sotheby's Wine team regularly visits the world's finest wine-producing areas and we enjoy spending time with winemakers, many of whom have become trusted colleagues and friends.

Our preferences are reflected in our range which frequently features our favorite chateaux, domaines and wineries.

We offer only carefully authenticated, highly enjoyable wines. While we focus our attention on buying from the best producers, we also spend time in search of wines from lesser known producers that offer exceptional value.

Inspection

To ensure that our entire selection is authentic and in excellent condition, our specialists inspect every bottle of wine that is not purchased directly from a winery or through a direct importer/wholesaler.

Service

Our knowledgeable team knows and enjoys wine. In fact, our business is our passion. Sotheby's Wine provides prompt, efficient and courteous service within our retail locations and online. We aim to ship each order within 24 hours, using high-quality, insulated shipping materials, as long as weather permits.

Delivery

Sotheby's Wine offers free delivery to Manhattan on all purchases of \$175 or more. Orders may also be picked up at our retail store at 72nd and York.

Delivering world-class, entirely personalized wine collections

Instant Cellars

Instant Cellar is a seamless way to acquire a specially curated selection of wines handpicked by our top specialists with one click. Our top specialists have curated a selection of wines for each Cellar option based on being a stellar example of that region and grape variety and representing excellent value for money. Each Instant Cellar includes 10% off the wines' list price.

Introductory Cellar **\$5,000**

Introductory cellar for those who want to enjoy and appreciate excellent wine which is typical of its region. Ideal for people getting into wine and as a gift for the aspiring wine lover who wants reassuringly good wine at a great price.

*50 bottles, average price: \$115
25 different selections, 2 bottles of each wine*

Intermediate Cellar **\$10,000**

A larger introductory cellar with more variety - for those who want to enjoy and appreciate excellent wine which is typical of its region. Ideal for people getting into wine and as a gift for the aspiring wine lover.

*72 bottles, average price: \$150
36 different selections, 2 bottles of each wine*

Enjoyment Cellar **\$25,000**

This cellar selection is designed to give great pleasure for the more adventurous. If you frequently select bottles from your cellar for drinking in a variety of occasions, this cellar suits your lifestyle.

*165 bottles, average price: \$165
55 different selections, 3 bottles of each wine*

Investment Cellar **\$25,000**

This cellar is for those who are looking to create a wine collection for investment purposes. Each wine has been selected by our specialists for their potential to increase in value after careful analysis of the market, and for their fantastic quality-to-price ratio.

*90 bottles, average price: \$300
15 different selections, 6 bottles of each wine*

We are eager to consult with you and share our passion and expertise.

For more information, please contact our Retail Wine Department
at 212-894-1099, or email one of our specialists:

Cat Stephani

Fine Wine Sales

6 Years in Fine Wine Industry

+1 212 894 1099

cat.stephani@sothebys.com



Tom Baxter

Fine Wine Sales

4 Years in Fine Wine Industry

+1 212 894 2328

tom.baxter@sothebys.com



Sotheby's EST. 1744 Wine

AUCTION • RETAIL • ADVISORY
New York Hong Kong London