



Newsletter Spain – September 2025

Here our first market report for the 2025 harvest in Spain.

As expected before the summer, we are starting the new season with very low inventory levels. Some transactions involving small quantities have been made, as wineries are playing around with the delays in the cancellation of certain contracts. Producers are currently not stressing over sales and prefer to wait and see how things develop before entering the market. The experience of the past two years has taught them to wait and hold a strong price.

August was dismal, as in most European vineyards. Extreme heat waves that lasted unusually long had a negative impact on yields. Wineries confirm that the berries of the first grape varieties harvested (Chardonnay, Sauvignon Blanc, Syrah, etc.) contain between 15 and 20% less juice than expected. The lack of rainfall over the past three months has caused the berries to dry out.

This means that while the overall harvest in Spain could be higher than last year (which, as we remember, was historically low), there could be less wine in La Mancha than last year.

These first days of harvest have already caused a stir nationwide: wineries that did not normally buy grapes began buying grapes from grape producers to ensure their own production, thus creating new competition.

Given these very early reactions, it's important to remember that the harvest of the productive grape varieties has only just begun (Tempranillo and Monastrell) or hasn't yet begun (Airén and Bobal). Let's hope that these late-ripening varieties will show somewhat higher production and that the market will ease. We'll have to be very vigilant in the coming weeks.

A word about red wine. Last year was a very weak year for red wine production: A large portion of the black grapes were intended for the production of Blanc de Noir, Rosé, and must for rectified grape must production. The red wine-growing regions in

the Mediterranean, Manchuela and northern Spain, had a very poor harvest, which reduced the supply of available red wine.

This year was supposed to be a year with more red wine available, but the first information from areas such as Manchuela and Jumilla indicates that there is less must in the grapes than expected, but more than last year, when it was catastrophic.

Producers are already announcing that we will have a year with higher alcohol levels than other years.

This means that fewer white wines with 9.5%/10% alcohol and red wines with 10% alcohol can be produced, and that contracts for lower-quality wines will certainly have to be signed before the final harvest declaration at the end of November.

Initial reports from other wine-growing countries, particularly in Eastern European countries such as Bulgaria and Hungary, indicate rather poor harvests. This is likely to boost demand for Spanish wines.

Italy apparently has a normal 2025 harvest and has wine stocks from 2024, giving them the opportunity to speculate on prices. The initial announced prices are currently quite high. However, Italy will align its prices with Spain's to secure a share of the market.

GUIDELINE PRICES CROP 2024 FOR SPANISH WINES

PRICES EXW WINERY SUBJECT OF SALES WINE WITH ORIGIN SPAIN –
WITHOUT VARIETAL INDICATION ON THE DOCUMENTS

TABLE WINE	BASE WINE FOR SPARKLING 10% F/C TA MIN 6	11% F/T Traditionally fermented	12% F/T Traditionally fermented	11% F/C Controlled fermentation	12% F/C Controlled fermentation	TREND
WHITE WINE	46,00 €/HL (€ 4,60 hº)	46,20 €/HL (€ 4,20 hº)	50,40 €/HL (€ 4,20 hº)	48,40 €/HL (€ 4,40 hº)	52,80 €/HL (€ 4,40 hº)	?
ROSÉ WINE	-	46,20 €/HL (€ 4,20 hº)	50,40 €/HL (€ 4,20 hº)	48,40 €/HL (€ 4,40 hº)	52,80 €/HL (€ 4,40 hº)	?

TABLE WINE	Red Wine 11% IC 5 MIN	Red Wine 12% IC 7 MIN	Red Wine 13% IC 8/9 MIN	TREND
RED WINE	45,10 €/HL (€ 4,10 hº)	50,40 €/HL (€ 4,20 hº)	54,60 €/HL (€ 4,20 hº)	?

VARIETAL WINES 100%

WITH VARIETAL DESCRIPTION AND CROP INDICATION ON THE DAE

White Wine Varietal 100% * crop 2024		€ Indicatif 12%	TREND
WHITE WINE AIREN	4,60 €/hgd	€ 55,20/HL	?
WHITE WINE MACABEO	4,60 €/hgd	€ 55,20/HL	?
WHITE WINE VERDEJO	5,50 €/hgd	€ 66,00/HL	?
WHITE WINE MOSCATEL	5,50 €/hgd	€ 66,00/HL	?
WHITE WINE SAUV. BLANC	6,50 €/hgd	€ 78,00/HL	?
WHITE WINE CHARDONNAY	6,00 €/hgd	€ 72,00/HL	?
Rosé Wine Varietal 100% * Crop 2024		€ Indicatif 12%	TREND
ROSE TEMPRANILLO	4,40 €/hgd	€ 58,80/HL	?
ROSE GARNACHA	4,40 €/hgd	€ 58,80/HL	?
ROSE BOBAL	4,40 €/hgd	€ 58,80/HL	?
Red Wine Varietal 100% * Crop 2024		€ Indicatif 12%	TREND
RED WINE TEMPRANILLO	4,30 €/hgd	€ 51,60/HL	?
RED WINE SYRAH	4,50 €/hgd	€ 54,00/HL	?
RED WINE CABERNET SAUV.	4,50 €/hgd	€ 54,00/HL	?
RED WINE MERLOT	5,00 €/hgd	€ 60,00/HL	?

Concentrate / **rectified grape must concentrate 65 Brix** – on the base of must prices **crop 2024**

INDICATIVE PRICE SUBJECT TO CONFIRMATION * PER TANK TRUCK / FLEXITANK EXW Spain.

100% VITISVINIFERA	PRICE KG	PRICE HL	PRICE PA	%TREND
Rectified grape must concentrate 65 BRX * RTK	EUROS 1,80	EUROS 238,46	EUROS 4,56	=
White grape must concentrate 65 BRX	EUROS 1,65	EUROS 218,59	EUROS 4,18	=

For the next crop 2025 in Spain ...

[METEO Ciudad Real -- Servicio meteorológico y climatológico online de Ciudad Real - Valores](#)

Up to 31/08/2025

	Rain in Litres in Autumn September October November	Rain in litres in Winter December January February	Rain in Litres in Spring March April May	Rain in Litres in Summer June July August	Total Rain in Lts	Total production Mio/HLS
Rainfalls						Region La Mancha
2024/2025	178,80	50,00	231,60	22,00	482,40*	crop 2025 = ¿21,00?
2023/2024	167,8	138,00	134,40	28,20	468,40	crop 2024 = 24,00
2022/2023	54,1	138,2	60,4	58,8	311,5	crop 2023 = 17,00
2021/2022	142,2	107,4	20,2	24	293,8	crop 2022 = 20,00
2020/2021	124,2	124,8	94,2	40,8	384	crop 2021 = 21,00
2019/2020	137,4	72,6	161,8	6,8	378,6	crop 2020 = 22,00
2018/2019	128,6	26,2	78,4	6,4	239,6	crop 2019 = 19,00
2017/2018	61,6	113,8	264,8	16,6	456,8	crop 2018 = 29,08
2016/2017	165	102,8	108,4	31	407,2	crop 2017 = 19,45
2015/2016	87,8	56,8	174,2	2,2	321	crop 2016 = 24,42
2014/2015	159,4	64,8	77,6	35,2	337	crop 2015 = 22,94
2013/2014	139,6	237,4	54,8	14,4	446,2	crop 2014 = 25,12
2012/2013	299,4	129,6	256,2	11,8	697	crop 2013 = 33,03
2011/2012	89	26,6	121,4	10,8	247,8	crop 2012 = 19,00
2010/2011	147,6	243,2	130,6	2,4	523,8	crop 2011 = 18,90
2009/2010	42,8	391,8	98,2	49,1	581,9	crop 2010 = 21,60
2008/2009	129,4	67,3	71,8	32	300,5	crop 2009 = 20,00
2007/2008	¿... ?	¿... ?	¿... ?	¿... ?	602	crop 2008 = 23,10

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