

[Web](#)  
[30/07/2021](#)

Home > Industry News Releases > iDealwine, France's Top Wine Auctioneer for 6 Consecutive Years

INDUSTRY NEWS RELEASES WINE BUSINESS

# iDealwine, France's Top Wine Auctioneer for 6 Consecutive Years

By Press Release - July 30, 2021 70 0

Advertisement



**Paris, 30th July 2021** – The Conseil des Ventes Volontaires, the regulatory body for auctions in France, has just published its annual report confirming iDealwine as the number one wine auctioneer in France, for the sixth consecutive year.

## Classement des 20 premières maisons de ventes du secteur Art & objets de collection en 2020 (par montant d'adjudication des ventes aux enchères volontaires)

Rang 2020	Maisons de ventes	2019	2020	Variation
1	CHRISTIE'S France	200 M€	166 M€	-17%
2	SOTHEBY'S France	289 M€	127 M€	-56%
3	ARTCURIAL	181 M€	118 M€	-27%
4	CLAUDE AGUTTES	41 M€	40 M€	-2%
5	MILLON & ASSOCIÉS	35 M€	32 M€	-10%
6	ADER	27 M€	25 M€	-6%
7	OSENAT	16 M€	19 M€	20%
8	INTERNATIONAL WINE AUCTION	18 M€	19 M€	8%
9	BEAUSSANT-LEFEBVRE	13 M€	18 M€	41%
10	BONHAM'S France	14 M€	18 M€	27%
11	TAJAN	32 M€	17 M€	-46%
12	CORNETTE DE SAINT CYR MAISON DE VENTE	17 M€	17 M€	-1%
13	PIASA	22 M€	17 M€	-25%
14	RM SOTHEBY'S	28 M€	16 M€	-43%
15	PIERRE BERGÉ & ASSOCIÉS	19 M€	14 M€	-27%
16	DE BAECQUE & ASSOCIÉS	14 M€	12 M€	-14%
17	BINOCHÉ & GIQUELLO	13 M€	11 M€	-14%
18	AUCTIONART-RÉMY LE FUR & ASSOCIÉS	9 M€	10 M€	8%
19	SOCIÉTÉ THIERRY DE MAIGRET	12 M€	10 M€	-23%
20	BESCH CANNES AUCTION	8 M€	9 M€	12%
Montant total adjugé par les 20 premières maisons du secteur*		1004 M€	716 M€	-28,7%
Part des montants adjugés par les 20 premières maisons par rapport au total adjugé pour le secteur*		64,8%	50,4%	-8%
Part des montants adjugés par les 20 premières maisons du secteur par rapport au total national adjugé*		29,7%	24,7%	-16,9%

\* Pour 2019: montant des 20 premières maisons de ventes



## France's Leading Wine Auctioneer

The regulatory body for auctions in France, the Conseil des Ventes Volontaires (CVV), has published a report listing top auctions houses across all sectors including fine art, collectors' items, vintage cars and more.

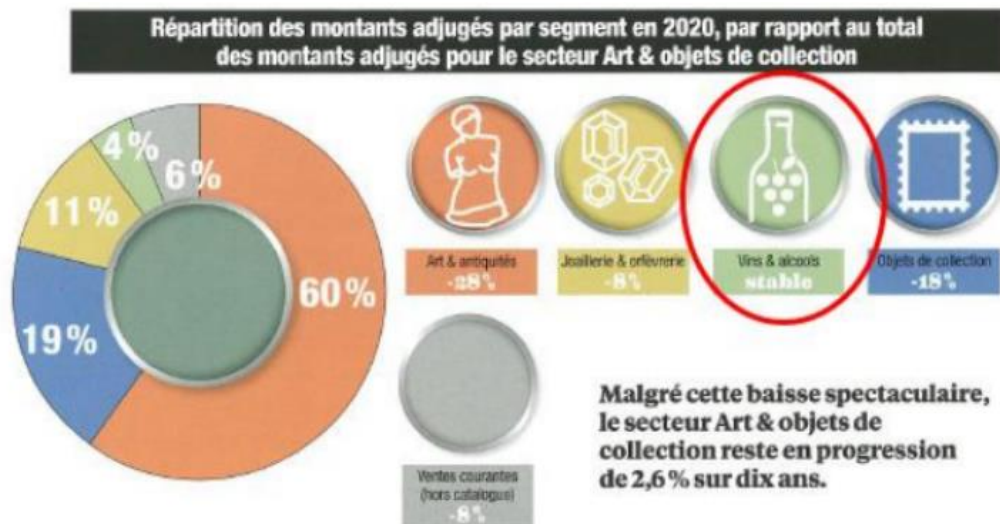
Wine and spirits are included in the same category as art and collectors' items.

The CVV has confirmed, for the sixth year running, that IWA (International Wine Auction, a subsidiary of iDealwine), is the leading wine auctioneer in France, now boasting a 42% market share.

On the wine and spirits sector, the CVV says "As seen in previous years, the performance of this category is mainly based on the success of the market leader: International Wine Auction [iDealwine's subsidiary], which operates online only and sold 93,739 lots at auction (compared to 80,000 in 2019) achieving hammer prices totalling €19 million (€17.6 million in 2019 or a 7% increase)."

iDealwine held 41 auction sales in 2020 (one auction every 9 days) with over 175,000 bottles auctioned for a total of €23.4 million including tax – meaning over 40% of all wine sold at auction in France (up from 37% in 2019). Auctions aside, iDealwine's fixed price sales, which include wine sourced directly from partner properties at cellar door prices, have increased by 46% to reach €10m. In total, iDealwine generated €33 million in sales in 2020 (+15%).

## Fine Wine Market at Auction in General – Stable



Despite the tumultuous year, the fine wine auctions market has remained comparatively stable, with iDealwine itself widening the gap in terms of market leaders. In France, wine auctions generated €47 million excluding commission (2019: €47m, 2018: €46m), which represents just 4% of the entire art and collectors' items category. The art and collectors' items category itself recorded a significant 22.4% drop in sales. IWA (and therefore iDealwine) has risen to rank as the eighth most important auction house in France in the art and collectors' item category. Of course, much of this movement was accelerated by the pandemic. As a purely digital player in wine auctions, iDealwine was well placed to deal with the unique situation.

Cyrille Jomand, CEO of iDealwine, said: "We are delighted by this announcement. iDealwine recently welcomed new investment from entrepreneurial fund Capital Croissance. With this, we look forward to increasing iDealwine's footprint not only in the fine wine world, but also in spirits via our new platform Fine Spirits Auction platform, which sees whiskies, cognacs, rums, and other fine spirits go under the hammer in partnership with La Maison du Whisky. iDealwine is also focused on its new bespoke cellar consultation and management service, offered to wine lovers, collectors, and investors alike."

Please see tables below, credit to Conseil des Ventes Volontaires

[Retrouver l'article en ligne](#)