Newsletter Spain – September 2026

We are in the middle of the grape harvest, which began approximately 15 days earlier than usual. As is widely known, the weather in Europe has been extremely harsh in recent months. Drought, severe heat waves, and insufficient irrigation have significantly impacted the vineyards of the major European wine-growing countries. A general decline in production is expected across Europe, and initial reports from Spain indicate a harvest similar to last year.

Italy, normally a major wine-producing country and a competitor of Spain, is also reporting a smaller harvest, with the south being particularly affected and yields expected to be low. The big unknown is how the wine stocks from previous harvests will be utilized—through sales, subsidized distillation, or vinegar production—and what impact this will have on wine prices in Italy and Europe.

As for Spain, the initial pricing of grapes caused some surprise, as the prices announced by Felix Solis (one of those who publish their grape purchase prices) were very high compared to market trends. This caused a stir and ultimately proved to be a destabilizing strategy for private wineries: they were forced to pay more for grapes from their usual suppliers, risking losing them in subsequent years.

The Airén harvest is proceeding ahead of schedule, with approximately 40% of the grapes already harvested. It should be noted that this grape variety, the most productive and important in La Mancha, will significantly influence the prices of the remaining bulk wines.

The market has been very quiet in recent months. Customers were waiting for prices to drop before gradually entering into smaller contracts. This led to stable prices throughout the summer, with limited profit opportunities depending on the producer.

According to the OIV (International Organisation of Vine and Wine), global annual wine consumption has declined by 35 million hectoliters over the past decade. This is causing great concern for the wine industry at all levels.

And unfortunately, we will certainly see a realignment of supply, whether through winery closures or mergers, or through a shift in agricultural production, for example, from viticulture to dried fruit production, as has been observed in La Mancha in recent years.

This factor is influencing prices and leading to downward trends. It is now clear that cooperatives, which are exceptionally well-structured and supported by the banking sector, are playing a leading role in the wholesale market. Private suppliers are finding it increasingly difficult to resist and adapt.

In Charentes, production is expected to be only half of the originally planned volume. Prices will certainly be very attractive, but very rapid turnover is required (production/winemaking followed by immediate shipping). The wineries are not equipped to produce high-quality white wines using controlled fermentation, let alone to age them. These are therefore wines intended to reduce production costs.

For the next crop 2026 in Spain …
METEO Ciudad Real -- Servicio meteorológico y climatológico online de Ciudad Real - Valores
Up to today – * 01/09/26

Rainfalls	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 Region La Mancha
2025/2026	94,40	118,20	137,20	27,4	377,20*	crop 2026 = 21,00 ? expected
2024/2025	178,80	50,00	231,60	22,00	482,40	crop 2025 = 19,00
2023/2024	167,8	138,00	134,40	28,20	468,40	crop 2024 = 23,00
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

GUIDELINE PRICES CROP **2026** 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	FROM 38,00 €/HL (€ 3,80 hº)	FROM 38,50 €/HL (€ 3,50 hº)	FROM 42,00 €/HL (€ 3,50 hº)	FROM 39,60 €/HL (€ 3,60 hº)	FROM 43,20 €/HL (€ 3,60 hº)	↘
ROSÉ WINE	-	FROM 38,50 €/HL (€ 3,50 hº)	FROM 42,00 €/HL (€ 3,50 hº)	FROM 39,60 €/HL (€ 3,60 hº)	FROM 43,20 €/HL (€ 3,60 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	FROM 41,80 €/HL (€ 3,80 hº)	FROM 46,80 €/HL (€ 3,80 hº)	FROM 50,70 €/HL (€ 3,90 hº)	↘

VARIETAL WINES 100%
WITH VARIETAL DESCRIPTION AND CROP INDICATION ON THE DAe

White Wine Varietal 100% * **crop 2026**		**€ Indicatif 12%**	**TREND**
WHITE WINE AIREN	3,70 €/hgd	€ 44,40/HL	=
WHITE WINE MACABEO	3,80 €/hgd	€ 45,60/HL	=
WHITE WINE VERDEJO	4,70 €/hgd	€ 56,40/HL	=
WHITE WINE MOSCATEL	4,20 €/hgd	€ 50,40/HL	=
WHITE WINE SAUV. BLANC	5,70 €/hgd	€ 68,40/HL	=
WHITE WINE CHARDONNAY	5,20 €/hgd	€ 62,40/HL	=
Rosé Wine Varietal 100% * **Crop 2026**		**€ Indicatif 12%**	**TREND**
ROSE TEMPRANILLO	3,80 €/hgd	€ 45,60/HL	=
ROSE GARNACHA	3,80 €/hgd	€ 45,60/HL	=
ROSE BOBAL	4,20 €/hgd	€ 50,40/HL	=
Red Wine Varietal 100% * **Crop 2026**		**€ Indicatif 12%**	**TREND**
RED WINE TEMPRANILLO	4,00 €/hgd	€ 48,00/HL	=
RED WINE SYRAH	4,30 €/hgd	€ 51,60/HL	=
RED WINE CABERNET SAUV.	4,50 €/hgd	€ 54,00/HL	=
RED WINE MERLOT	4,90 €/hgd	€ 58,80/HL	=

Concentrate / **rectified grape must concentrate 65 Brix –** on the base of must prices **crop 2026**
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 BRIX * **MCR**	EUROS 1,58	EUROS 229,35	EUROS 4,00	**=**
White grape must concentrate 65 BRIX	EUROS 1,50	EUROS 198,75	EUROS 3,80	=

We will keep you updated on further developments related to the harvest and the market.

September 2026