

2012 AUCTION TOTALS

	2012 SALES (IN US\$ MILLIONS)	2011 SALES (IN US\$ MILLIONS)	PERCENT CHANGE
NEW YORK			
Zachys Auctions	\$28.5	\$32.0	-10%
Acker-Merrall & Condit	\$25.7	\$29.8	-14%
Sotheby's	\$17.7	\$13.5	31%
NYWinesChristie's	\$11.9	\$11.9	0%
TOTAL NEW YORK	\$83.7	\$87.0	-4%
OTHER U.S.			
Hart Davis Hart (Chicago)	\$26.3	\$37.4	-30%
Zachys (California)	\$6.7	-	
Heritage (Los Angeles)	\$6.5	\$11.9	-45%
Bonhams (San Francisco)	\$4.4	\$6.0	-26%
Acker Merrall & Condit (Chicago)	\$4.1	\$3.6	14%
TOTAL UNITED STATES	\$131.8	\$146.4	-10%
U.K. & EUROPE			
Sotheby's London	\$19.7	\$27.2	-27%
Christie's London	\$17.4	\$15.1	15%
Christie's Europe	\$16.1	\$16.5	-3%
Bonham's London	\$7.4	\$7.7	-3%
Spectrum London	\$2.1	-	
TOTAL U.K. & EUROPE	\$62.8	\$66.5	-6%
HONG KONG (IN \$US)			
Acker Merrall & Condit	\$46.9	\$68.8	-32%
Christie's	\$37.0	\$41.8	-11%
Zachys	\$31.2	\$47.2	-34%
Sotheby's	\$27.0	\$44.7	-40%
Spectrum	\$9.8	\$24.2	-60%
Bonham's	\$3.2	\$2.8	14%
HONG KONG TOTAL	\$155.2	\$229.6	-32%
INTERNET ONLY			
Winebid.com	\$24.0	\$26.0	-8%
Acker Merrall & Condit	\$6.7	\$8.2	-19%
Zachys	\$3.8	-	
Morrell & Co.	\$2.9	\$3.9	-26%
Christie's	\$1.4	-	
Heritage	\$0.6	\$0.3	66%
TOTAL INTERNET	\$39.3	\$38.1	3%
WORLD TOTAL	\$389.0	\$478.3	-19%
MARKET LEADERS WORLDWIDE			
CHRISTIE'S	\$83.8	\$84.3	-1%
ACKER MERRALL & CONDIT	\$83.3	\$110.5	-25%
ZACHYS	\$70.2	\$79.0	-11%
SOTHEBY'S	\$64.4	\$85.5	-25%

Source: Wine Spectator