

The Napa Valley Collection



Unlock access to fine wine's most exclusive club



A new world awaits





Napa Valley represents the pinnacle of American wine. Zoom in, and atop that peak sits the California cult cab. Only produced in limited quantities, the cult cab is equal parts luxurious, pricey, and elusive, with heaps of annual accolades only accelerating demand. In fact, the cult cab is so influential that it single-handedly put Napa Valley on the map.

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A Brief History of Napa Valley

The history of Napa Valley would be incomplete without mentioning the 1976 Judgment of Paris. The event pitted cabernet sauvignon and chardonnay from California versus Bordeaux and Burgundy in a blind tasting. At the time, this was a David versus Goliath matchup. (Hint: Napa was not Goliath.)

Eleven judges – nine French, one British, and one American – scored the wines. Once the results were tallied, the panel gave top honors to California-based Montelena Chardonnay and Stag's Leap Wine Cellars Cabernet Sauvignon. The outcome was so stunning that French wine industry leaders banned the event organizer from the country's most prestigious wine tasting tour for a year.

As for Napa Valley, it would never be the same. The region parlayed its success with an unparalleled run of vintages in the 1990s, more critical praise, and a rise in California cult cabernets. It also handily defeated France in several wine tasting rematches. Meanwhile, local wineries began embracing high-pH terroir and small production. While the flavor profile varied from its predecessors, the results increased the mystique and desirability of Napa Valley wines.



Terroir of Napa Valley

Why Napa Valley? Why not Pittsburgh, Poughkeepsie, or Portland? Simply put, Napa Valley has the ideal combination of soil, climate, and terrain for growing grapes. The region is home to more than 100 different soil types, including more than half the soil types on Earth. In Napa, the summers are warm, and the winters are mild. The moderate rainfall contributes to long growing seasons that let grapes ripen with sugar and flavor. Additionally, the 789 square mile region offers invaluable diversity. The area is home to valley beds, mountain slopes, and benchlands, among other growing environments.

Napa Valley contains 16 subregions, two of which overlap with its neighbors Sonoma and Solano Counties. Oakville, St. Helena, and Yountville are among the most prestigious American Viticultural Areas (AVAs). Oakville alone is home to Opus One, Screaming Eagle, and Harlan Estate and has become synonymous with cult cabernets. Each AVA has a distinct microclimate. For instance, Oakville is slightly warmer than Yountville. Meanwhile, St. Helena contains fluvial soil, while Yountville has alluvial soils, making its wines more dynamic. These small differences allow estates to create unique flavor profiles for their wines.



What Is a Cult Cab?

The Napa cult cab is a rare breed. It's exclusive. It's highly acclaimed. It's nearly impossible to find. That illusiveness is not accidental. Numerous roadblocks prevent the average wine investor or drinker from getting their hands on cult cabs.

First is the price. Cult cabs are tailor-made for those with the deepest pocket, who are willing to pay a hefty price to obtain them. Prepare to pay handsomely to secure the finest that Napa has to offer.

Second is limited production. The makers of cult cabs are incredibly strict about what goes into their wine. Anything less than the best is unacceptable. As a result, only a tiny quantity of the available fruit gets vinified, which translates to a few hundred cases of wine per year per winery.

Third, cult wineries are not open to the public. That means no visits and no wine tastings. Wine enthusiasts can only put their name on a years-long waitlist while they read glowing reviews from critics.

California Cult Cabs vs. Super Tuscans

Napa Valley might be the new kid on the block by wine industry standards, but it has the pedigree to stand shoulder to shoulder with Old World titans like Burgundy, Bordeaux, and Tuscany. When it comes to wines with comparable acclaim, production, and pricing, California's cult cabs draw comparisons to Super Tuscans.

WINE NAME	100-POINT RATINGS	ANNUAL PRODUCTION (CASES)	PRICE
Ridge Monte Bello	7	3,000	\$268
Dominus	11	7,000	\$325
Joseph Phelps Insignia	4	18,000	\$280
Opus One	2	25,000	\$423
Screaming Eagle	12	850	\$5,033
<i>Average</i>	<i>7.2</i>	<i>10,770</i>	<i>\$1,246</i>

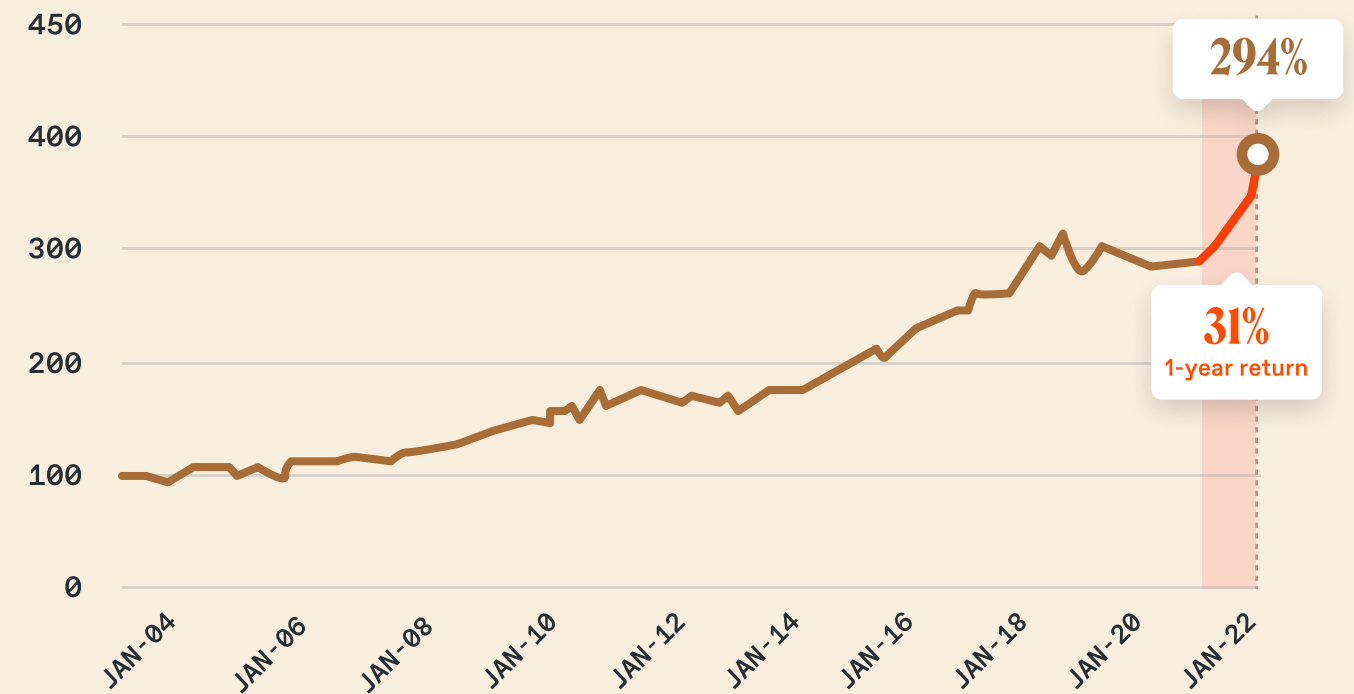
Tenuta San Guido Sassicaia Bolgheri	4	30,000	\$348
Marchesi Antinori Tignanello Toscana	0	30,000	\$172
Masseto Toscana IGT	4	6,000	\$991
Ornellaia Bolgheri Superiore	0	12,000	\$251
Marchesi Antinori Solaia	4	30,000	\$363
<i>Average</i>	<i>2.4</i>	<i>21,600</i>	<i>\$425</i>

A Golden Opportunity in the Golden State

While a shaky economy has brought the stock market to a standstill, fine wine remains unaffected. Few regions better exemplify that than Napa Valley. According to the Liv-ex California 50, the region has returned 31.9% over the past year. That makes California the third best performing wine region, behind only Champagne (47.8%) and Burgundy (36.8%) in that time.

The names responsible for this rapid growth should come as no surprise – Opus One, Screaming Eagle, Dominus, Ridge Monte Bello, and Harlan Estate. Each estate has seen its prices rise 10.6% to 41.7% over the past year, with Screaming Eagle ranking as the top performer.

Return on Investment for California 50



SOURCE: LIV-EX.COM



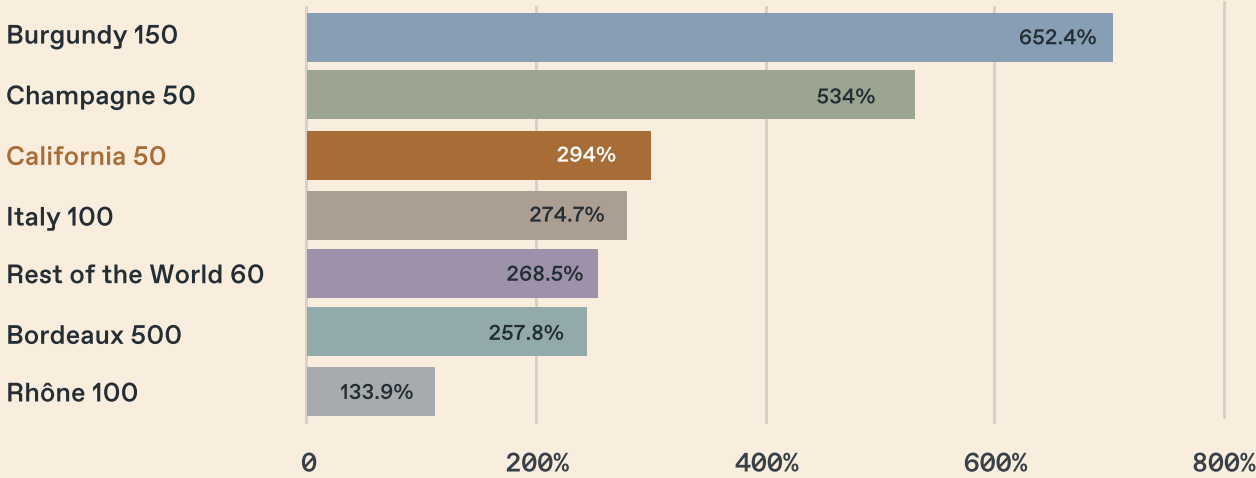
The increase in the number of California wines traded over the last five years.

Napa Valley wines aren't just a solid one-year investment. The region has performed admirably over the last two decades, returning 294% on investment since 2004. Just like with the one-year returns, the California 50 has outperformed all other Liv-ex sub-indices except the Burgundy 150 and Champagne 50. Several factors have aligned just right to fuel Napa Valley's rise. Obviously, the 1976 Judgement of Paris stands out as a key factor. Equally as important, though, is California's reputation for challenging conventions. The region's winemakers are fiercely innovative and have dismantled the notion that great wine can only come from France or Italy.

No winery has been more influential in this regard than Screaming Eagle. The cult label has successfully combined microscope volume (<850 cases per year), universal critical praise, and sky-high demand. As a result, Screaming Eagle is the most traded Californian wine, followed by Opus One and Dominus.

Superb vintages have also fueled California's growing share of the fine wine market. Over the last two decades, Wine-Searcher.com has declared seven vintages "excellent," while 2002 and 2013 have risen to the level of "legendary." With Napa Valley showing no signs of slowing down, now is the time to join this already exclusive club.

Returns on Investment Since 2004



All-Time Most Traded California Wines

RANK	WINE NAME
#1	Screaming Eagle, Oakville Cabernet Sauvignon
#2	Opus One, Napa Valley
#3	Dominus, Napa Valley
#4	Harlan Estate, Napa Valley
#5	Promontory, Napa Valley
#6	Scarecrow, Rutherford Cabernet Sauvignon
#7	Screaming Eagle, Oakville The Flight
#8	Spottswoode, St. Helena Cabernet Sauvignon

7.9% California's total share of the fine wine market. A decade ago, that figure was 0.1%.

Inside the Napa Collection

No VIP passes required



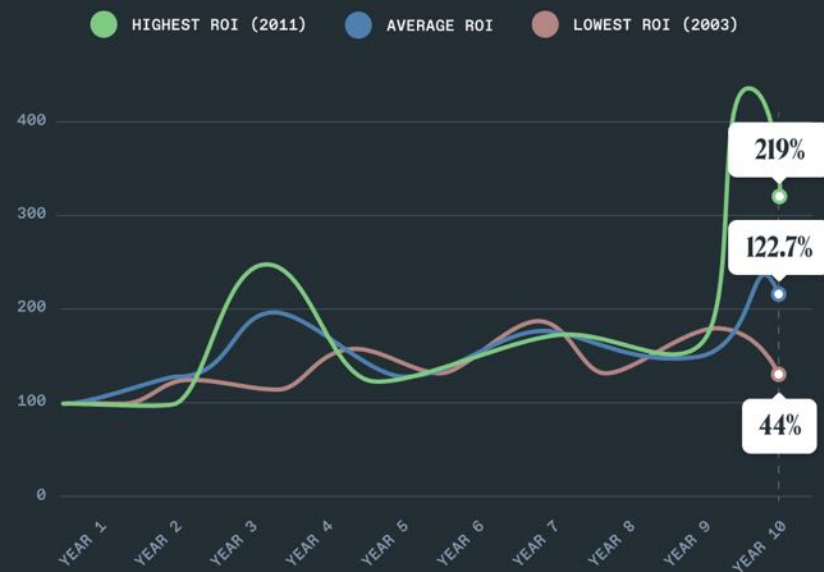
2019 Ridge Monte Bello

VINTAGE QUALITY	B+
ANNUAL RETURN	12.27%
AGING WINDOW	2024 - 2042
RARITY	★ ★ ★
CRITICAL ACCLAIM	

X7 100 Point ratings since 1992

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

When investors think of Ridge, they think of cabernet sauvignon. It has been the estate’s flagship wine since opening in the mid-1960s, earning a reputation for intense and concentrated fruit flavors. But what makes Ridge Monte Bello investment-worthy isn’t a rigid commitment to one recipe; it’s the estate’s willingness to set aside tradition in pursuit of the best possible wine.

That pursuit of perfection has earned Ridge Monte Bello an impressive seven 100-point ratings from critics over the years. The 2019 vintage has a good chance to be number eight. The estate reported an immaculate growing season with twice the usual rainfall, which accelerated growth and preserved nutrients in the soil. Meanwhile, summer heatwaves contributed to flawlessly ripe fruit. After the Ridge team blind tasted 28 lots and vinified the best ones, head winemaker Eric Baugher described 2019 Monte Bello as having “tremendous depth and complexity, showing great balance, with rich tannins that are coated in dark mountain fruit.”

THE FINAL SIP:

Ridge Monte Bello offers double-digit returns and triple-digit ratings without breaking the bank.



2016 Dominus

VINTAGE QUALITY



ANNUAL RETURN

14.94%

AGING WINDOW

2024 - 2054

RARITY

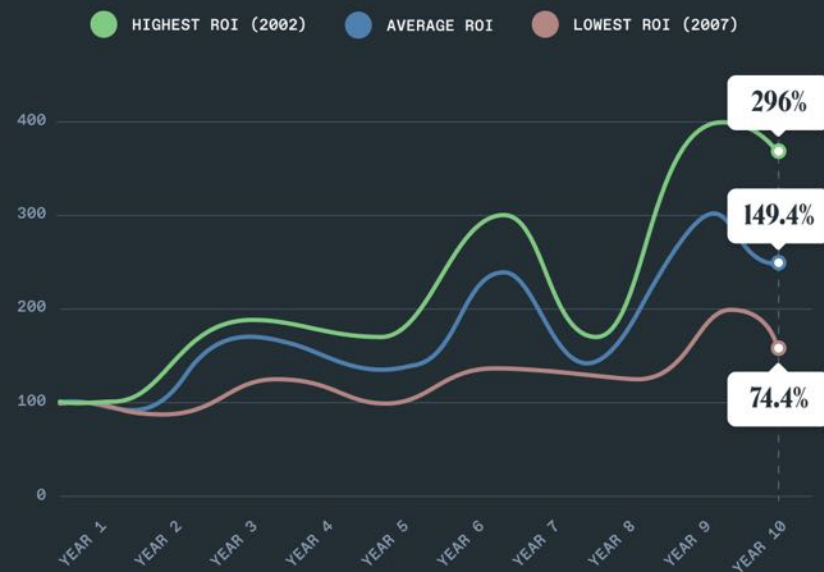


CRITICAL ACCLAIM

X7 100 Point ratings since 2003

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

Perfection, thy name is Dominus. The 2016 vintage of this iconic Bordeaux-style blend earned multiple 100-point ratings from critics, making it the fourth Dominus to achieve the feat. Jeb Dunnuck lauded it, saying, "It is as good as it gets in classic, age-worthy Cabernet Sauvignon!" Meanwhile, Wine Spectator gave 2016 Dominus the ultimate praise and crowned it as the 2021 Wine of the Year.

Dominus's ascension to cult status has been all but predestined. Founder Christian Moueix is the son of French winemaking royalty, and Moueix selected the now-historic Napanook Vineyards based on advice from industry titan Robert Mondavi. Not only does Dominus have the winemaking tradition and perfect scores, but it also has paltry production (7,000 cases per year). As a result, Dominus ranks as Wine-Searcher.com's second most sought-after Napa wine.

THE FINAL SIP:

If you want Dominus at peak form, you want the 2016 vintage.



2018 Joseph Phelps Insignia

VINTAGE QUALITY



ANNUAL RETURN 8.35%

AGING WINDOW 2024 - 2044

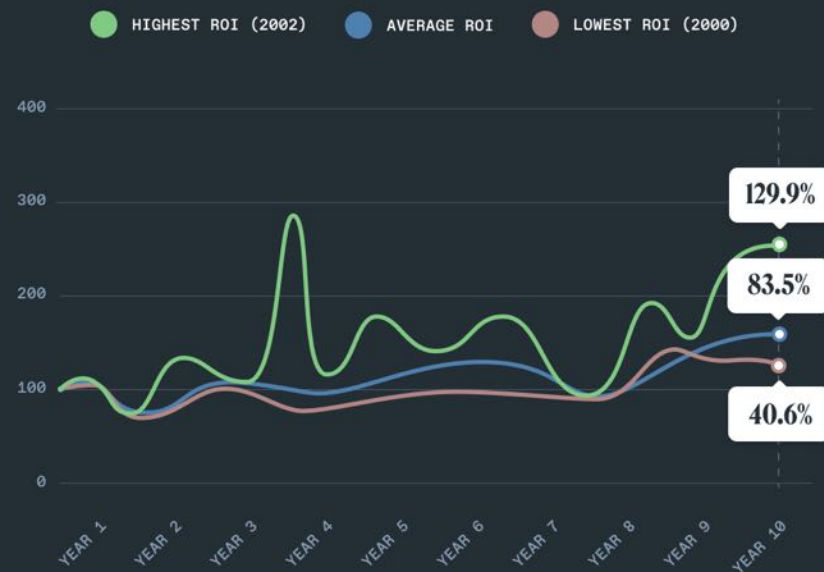
RARITY ★ ★

CRITICAL ACCLAIM

99 James Suckling	98 Wine Enthusiast	97 Wine Advocate
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The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

Investing in 2018 Joseph Phelps Insignia means investing in history. First released in 1978, Insignia was California’s first blend of traditional Bordeaux grapes released under a proprietary name. (Up until this point, most California wines were a mix of low-quality mission grapes and field blends.) Phelps’ meticulous craftsmanship and uncompromising standards were met with widespread acclaim. In 2005, Insignia even won Wine Spectator’s “Wine of the Year.”

The 2018 vintage continues the tradition of excellence in classical style. Cassis, black currants, graphite, tobacco, and cocoa unfurl from the nose with the full body and regal structure evoking first growth Bordeaux. Add in balance that rivals that of Simone Biles, and it’s easy to see why wine critic James Suckling praised the vintage as “one of the best Insignias ever.”

THE FINAL SIP:

Own a piece of history that holds its own against modern heavyweights.



2018 Opus One

VINTAGE QUALITY



ANNUAL RETURN

13.97%

AGING WINDOW

2024 - 2058

RARITY



CRITICAL ACCLAIM

99

James Suckling

98

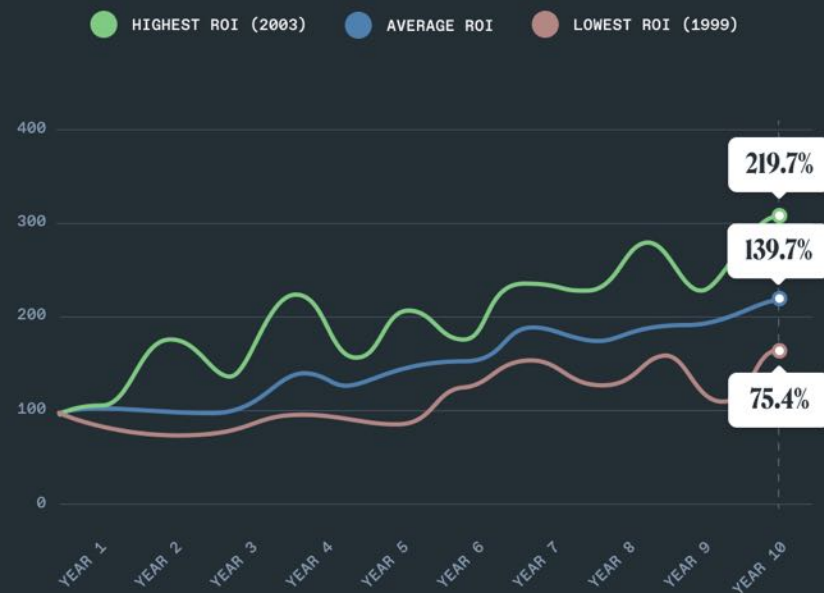
Wine Advocate

97

Jeb Dunnuck

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

When ranking the greatest collaborations of all time, nothing beats Opus One. ("Under Pressure" by David Bowie and Freddy Mercury comes in a close second.) The Oakville estate is the brainchild of Baron Philippe de Rothschild of Chateau Mouton Rothschild and acclaimed Napa Valley vintner Robert Mondavi. The dynamic duo released its first vintage in 1979, helping set the standard by which all California cult cabs are measured.

The 2018 vintage (27,000 cases produced) has all the makings of an investment-worthy wine. It's perfumed, seductive, and richly layered with a complexion that Wilfred Wong called "a tremendous example of why Cabernet Sauvignon and other Bordeaux grape varieties flourish along Highway 29." The blend seamlessly integrates five grape varietals into a harmonious symphony with a sturdy structure and silky tannins that will age well for decades.

THE FINAL SIP:

For a classic Opus One that will stand the test of time, the 2018 vintage can do no wrong.



2015 Opus One

VINTAGE QUALITY



ANNUAL RETURN

13.97%

AGING WINDOW

2021 - 2040

RARITY



CRITICAL ACCLAIM

98

James
Suckling

97

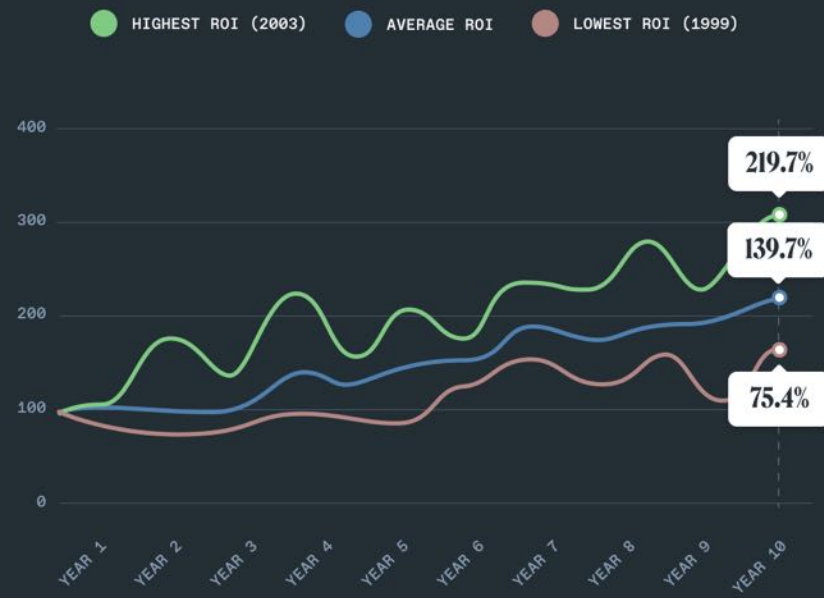
Wine
Advocate

97

Vinous

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

Napa Valley is home to 375 wineries. According to Wine-Searcher.com, none of them produce a wine more sought-after than Opus One. That mythical status has only grown with time. Opus One was the first American wine sold through La Place de Bordeaux. It has also earned multiple 100-point ratings from critics. Wine writer Marisa D’Vari even declared Opus One “the perfect fusion of Napa Valley and Bordeaux.”

As the bridge between Napa Valley and Bordeaux, 2015 Opus One lets investors enjoy the best of both worlds. It has a full, muscular body that manages to remain light on its feet. Soaring notes of lavender, violets, black fruits, and earthiness imbue brightness alongside the plush tannins and everlasting finish. In the words of Jancis Robinson, 2015 Opus One “nicely [exemplifies] the new, fresher Napa Valley school.”

THE FINAL SIP:

2015 Opus One takes the best parts of Napa Valley and Bordeaux and brings them to one bottle.



2004 Screaming Eagle

VINTAGE QUALITY



ANNUAL RETURN

15.44%

AGING WINDOW

2007 - 2032

RARITY



CRITICAL ACCLAIM

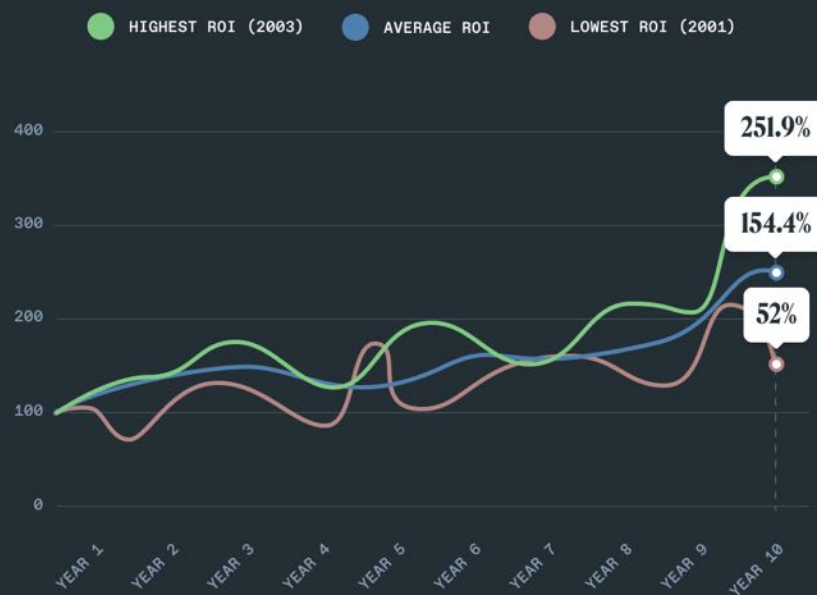
97
Wine Advocate

94
International Wine Cellar

94
Wine Advocate

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

The story of Screaming Eagle is impossible to tell without Robert Parker. The supremely influential critic had the power to make or break wineries with a single review. So, when Parker awarded a 99-point rating to this relatively unknown Oakville winery in 1995, it changed everything. Overnight, Screaming Eagle gained cult status and renown as a Napa first growth among critics and connoisseurs.

The 2004 Screaming Eagle pays homage to the great Pauillac estates of Château Pontet-Canet and Château Mouton Rothschild. It's perfumed. It's bold. It's multi-dimensional with a flavor profile that evolves by the minute. Like its predecessors, 2004 Screaming Eagle offers a profound drinking experience that defies easy categorization. Parker, who has awarded Screaming Eagle seven perfect scores since its debut, said of the 2004 vintage, "this is undeniably a great wine that competes on the world stage with the best that exist."

THE FINAL SIP:

If the greatest wine critic of all time sings the praises of 2004 Screaming Eagle, who are we to argue?



2005 Screaming Eagle

VINTAGE QUALITY



ANNUAL RETURN

15.44%

AGING WINDOW

2008 - 2033

RARITY



CRITICAL ACCLAIM

98

Wine Advocate

95

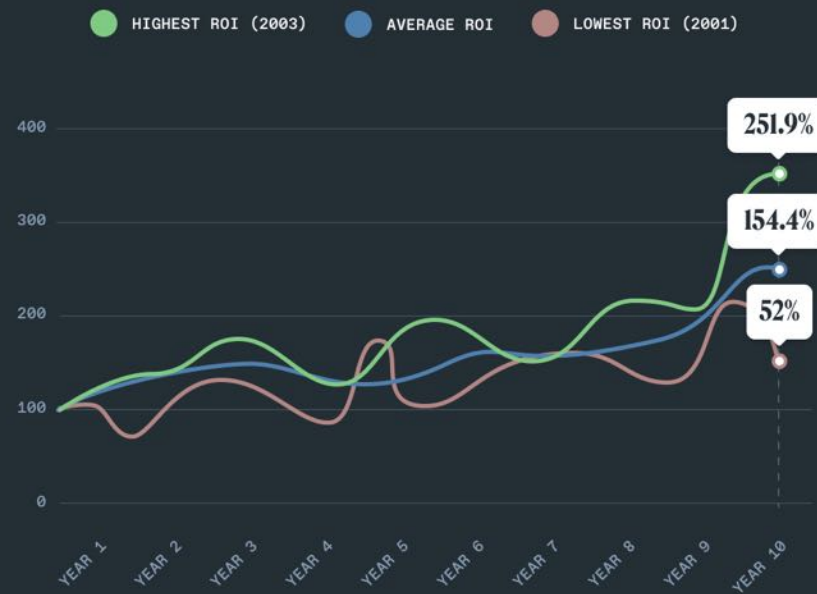
Wine Spectator

94

International Wine Cellar

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

If you were to create the perfect investment-grade wine, it would look something like 2015 Screaming Eagle. The wine is universally beloved. Production never exceeds 850 cases per year. And the demand is only rivaled by Maverick’s need for speed in Top Gun. As a result, six magnum bottles of Screaming Eagle sold for \$500,000 in 2016, a record at the time.

The banner growing season in Napa for Bordeaux varietals brought out the best in this 98% cabernet sauvignon and 2% cabernet franc blend. After a 21-month slumber in new French oak, the Paulliac-styled wine exudes an intoxicating mixture of black currants, black cherries, cassis, smoke, licorice, and earthiness. Wine critic Robert Parker awarded the vintage a 98-point rating, saying, “the 2005 Cabernet Sauvignon, which I loved last year, has gotten even better.”

THE FINAL SIP:

Trophy wines don’t get bigger, rarer, or more coveted than Screaming Eagle.



2008 Screaming Eagle

VINTAGE QUALITY



ANNUAL RETURN

15.44%

AGING WINDOW

2015 - 2028

RARITY



CRITICAL ACCLAIM

97

James Suckling

96

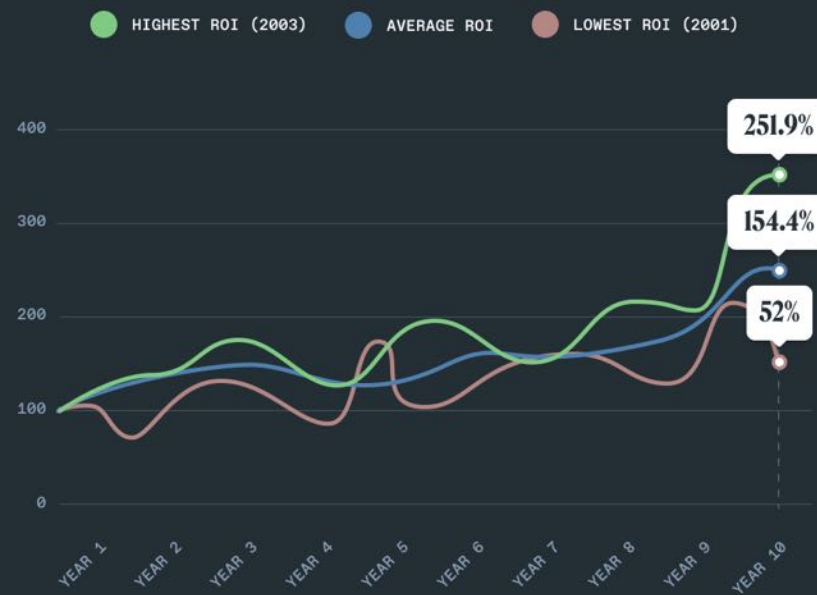
Vinous

95

Wine Advocate

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

What's the longest you'd wait in line for something? (I personally waited four hours for Franklin Barbecue once.) If you answered more than a decade, you might just have the grit and tenacity to become a member of Screaming Eagle. The hallowed Oakville estate has a 12-year waitlist, with outstanding vintages like 2008 only adding more potential patrons to the line.

Fortunately, our Napa collection lets you invest in 2008 Screaming Eagle in 12 seconds rather than 12 years. The expressive Bordeaux-style red blend bursts forth with crystal clear purity and unbridled intensity, drawing comparisons to Château Margaux from critics. Layers of blackberries, black cherries, graphite, licorice, violets, and espresso layer upon each other to form a well-structured body. Anyone fortunate enough to have this gem is sure to be the envy of other wine investors.

THE FINAL SIP:

Say no to waitlists. Say yes to the granddaddy of all cult wines.



2019 Scarecrow

VINTAGE QUALITY



ANNUAL RETURN

9.27%

AGING WINDOW

2024 - 2054

RARITY



CRITICAL ACCLAIM

100

Wine Advocate

98

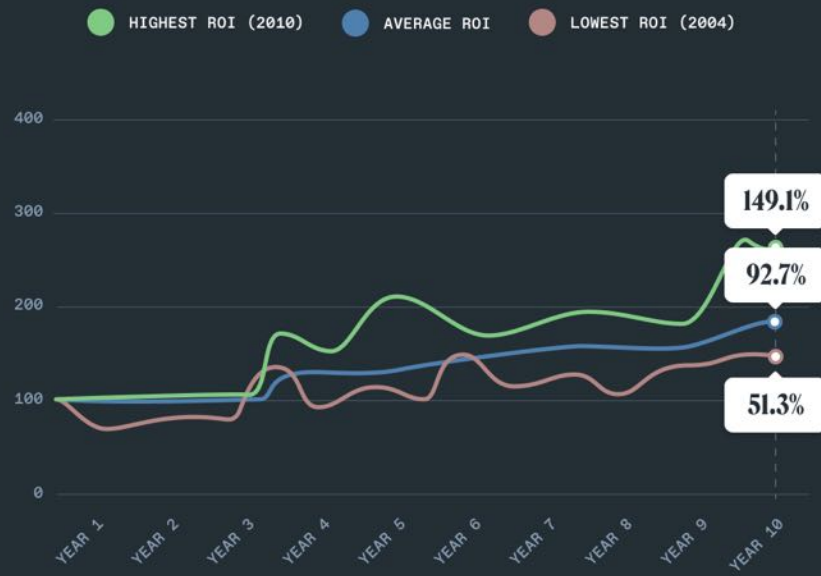
Jeb Dunnuck

98

James Suckling

The annual return comes from average return over first ten years (Source: Liv-ex)

10-year return



Source: Liv-ex

Critics have long exhausted superlatives to praise Scarecrow. The 100% cabernet sauvignon ranks among the most consistent cult cabs on the market, notching seven perfect scores since its debut in 2003. Critics have compared it to Château Margaux due to its dense silkiness, hidden strength, and intoxicating aromas.

The yet-to-be-released 2019 Scarecrow promises to uphold the estate's lofty reputation. In September, several unusually cold nights allowed the fruit to retain optimal freshness and acidity. After vinification, winemaker Celia Welch described the cabernet sauvignon as "bright," "fresh," with a "finish (that) offers plenty of structure to age beautifully." With only 2,000 cases produced, demand for 2019 Scarecrow should far outpace supply.

THE FINAL SIP:

For a cult cab that checks all the boxes, investors will have a tough time finding a more appealing option than 2019 Scarecrow.

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Join the club

March 8 / 1 PM EST / 10 AM PST

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