



AUCTIONSPLUS

LAMB SALES WRAP

By Andrew Johnston

Winter is almost here and the AuctionsPlus lamb sales season has wrapped up, recording a huge increase in numbers. As vendors shift their focus to breeding their lambs for next season we want to celebrate our vendors, agents and assessors successes.

By comparing the numbers from 2017 financial year (FY2017) and 2018 financial year (FY2018) we gain a perspective on just how large the growth was for these sales. The total number sold in FY17 was 378,250 head while FY18 surpassed that with 906,348; an increase of 528,098 head.

Demand also increased with 334 new buyers participating in the lamb sale for the first time.

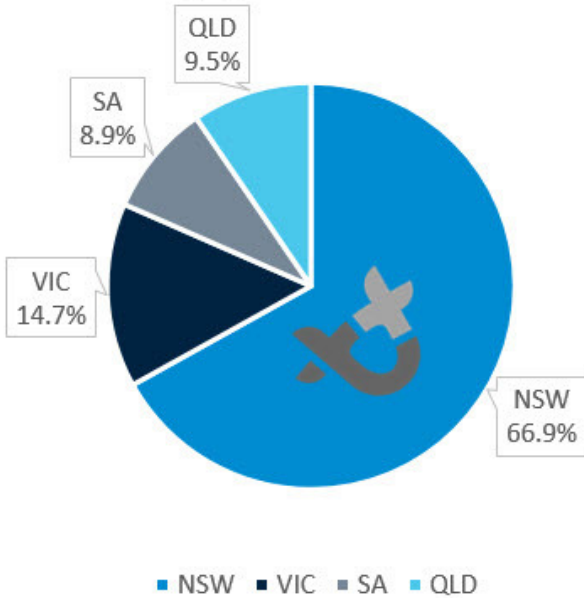
The number of vendors more than doubled with 997 new vendors participating in lamb sales this season. We also saw an increase of 131 assessors using the platform from last season.

NSW achieved the highest growth with 537,358 head listed, which is an increase of over 50%. The largest percentage of throughput growth was achieved by South Australia growing from 8.9% to 17.5% which is an increase of 124,838 head for the season. Victoria grew 2%, which accounted to almost 100,000 head. QLD growth was subdued, attributed to seasonality pressures.

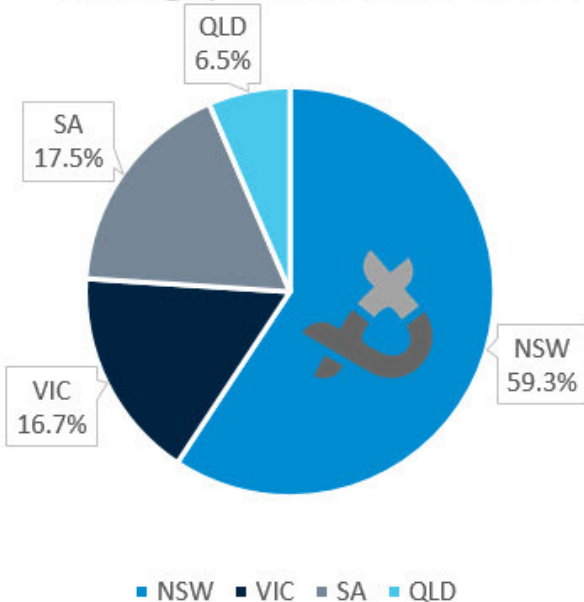




Throughput Per State FY2017



Throughput Per State FY2018



Lambs sold in lamb sales achieved a premium compared to Tuesday and Thursday sheep sales with 2nd cross lambs selling for an average premium of \$3/hd (15.7 c/kg), 1st cross Term lambs selling for an average premium of \$4/hd (7.4 c/kg) and Merino wethers selling for an average premium of \$3/hd (2.5c/kg).

AuctionsPlus CEO, Anna Speer, said “Excitingly, livestock in these feature sales are attracting a premium as buyers can establish a national market floor for a single stock category.”

“Single stock sales allow buyers to react to market signals more accurately. The volume of stock in these sales and improved biosecurity practices, mean that they are more confident that stock will be ready to perform on arrival.”

The peak offering in our lamb sales was achieved on the 28th of November 2017 with 103,587 sheep offered throughout the days sales, 61,769 of these being in the lamb sales. 60% of the lots purchased in this record breaking day were purchased by interstate buyers, highlighting the benefits of the national reach of AuctionsPlus for both vendors and buyers.

Lamb sales will be returning early Spring this year. We look forward to continuing to achieve the success and growth of these sales in conjunction with AuctionsPlus assessors and producers.