



AuctionsPlus

Angus “Hoofprint”

In the first nine months of 2022, a total of 240,113 purebred Angus cattle had been listed through AuctionsPlus’ weekly commercial cattle sales. The “Hoofprint” of Angus cattle offered on AuctionsPlus extends across the east coast of Australia, from Central Queensland to Tasmania and across to SA, with pockets in WA and the NT. The “heartland” of Angus for AuctionsPlus is undoubtedly the NSW New England region between Glen Innes, Armidale and Walcha (see Figure 1).

NSW commands a 64% share of national listings, while Victoria accounts for 18%, SA 7%, Queensland 6% and Tasmania 4%. On the purchasing side of the market, a total of 196,357 head have been purchased so far in 2022, 57% in NSW, 20% in Queensland, 14% in Victoria, 5% in SA and 3% in Tasmania.

The top three listing regions in 2022 starts with the NSW Northern Tablelands, with 32,000 head. Following closely behind was the NSW Northwest Slopes and Plains (31,081 head) and Central West (27,510 head). Across Australia, the top-ranking locations was Walcha, NSW, with 5,779 head, followed by Armidale, NSW (5,497 head) and Holbrook, NSW (3,550 head).

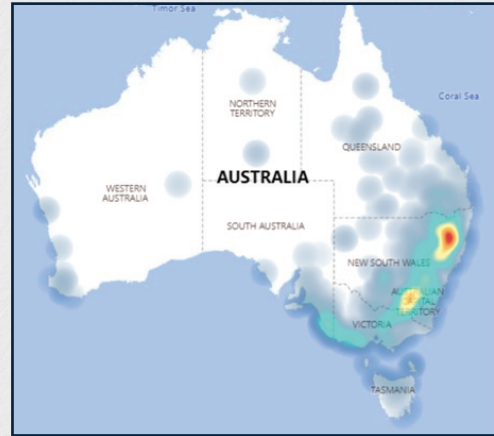


Figure 1: AuctionsPlus Listings of Angus Cattle 1st January – 30th September 2022

Angus purchases by state

Analysis of purchases of Angus cattle by state reveals the regional movement of cattle due to changing seasonal conditions over the last four years. During the extensive drought of 2019, many cattle listed from NSW and Queensland were secured by Victorian producers. Victoria’s share of purchases increased from 18% in 2018, to 28% in 2019, while Queensland’s share fell from 18% to 11%, and NSW’s share fell from 52% to 50% (see Figure 2).

When the drought broke in early 2020, national listings and purchases on AuctionsPlus increased significantly, with NSW’s share of purchases rising from 50% in 2019, to 62% in 2020. Queensland’s share of purchases took longer to recover, due to disappointing wet seasons, but eventually increased to 20% of national listings on the back of substantial rain in 2022.

AuctionsPlus Purchases of Angus Cattle by State

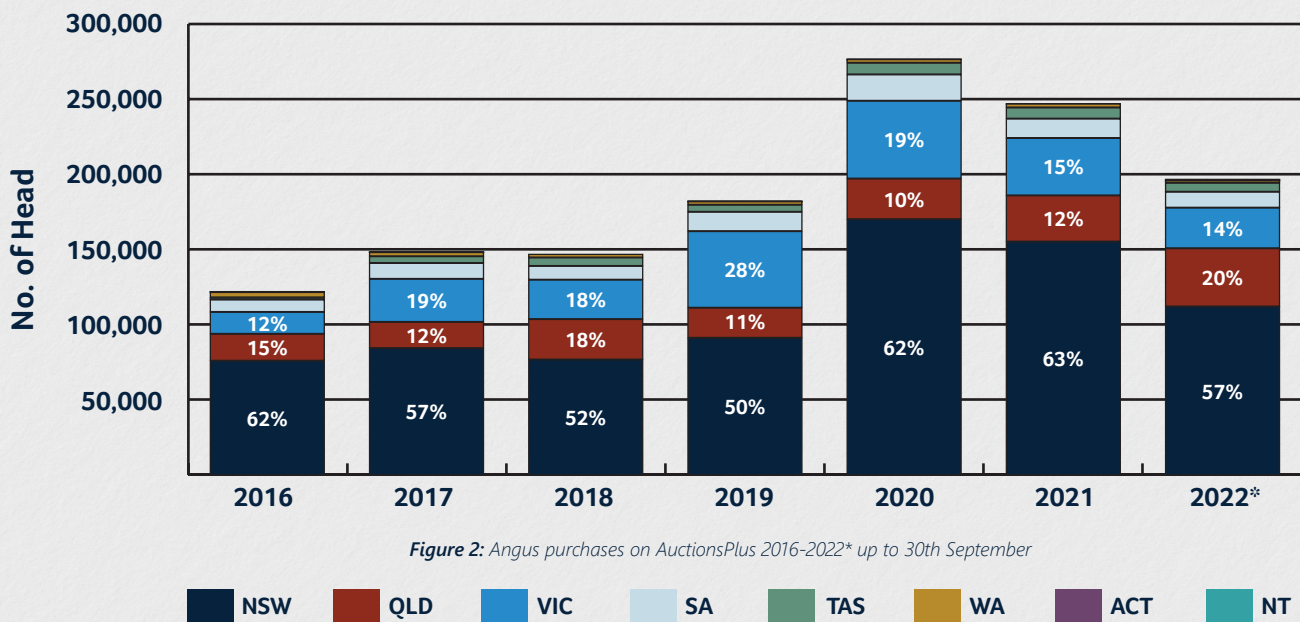


Figure 2: Angus purchases on AuctionsPlus 2016-2022* up to 30th September

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Price Trends

Price fluctuations for young (200-400kg steers and heifers) Angus cattle sold on AuctionsPlus are consistent with that of the broader markets (see Figure 3). After an astounding run-up in cattle prices from early 2020, the third quarter of 2022 saw the first significant decline in prices – largely driven by a sharp drop in market sentiment following the widespread coverage of exotic disease concerns.

During the third quarter of 2022, Angus cattle prices on AuctionsPlus averaged 6% lower than the previous quarter but 3% higher than the corresponding quarter in 2021. Demand for ready-to-join heifers remains strong with 280-330kg and 330-400kg heifers earning higher prices on average than the equivalent steers. Heifers weighing 330-400kg averaged \$2,340/head across 5,418 head, while 9,064 steers weighing 330-400kg averaged \$2,258/head. PTIC heifers averaged \$2,771/head across 8,943 head for the quarter, while 5,556 PTIC cows averaged \$2,856/head.

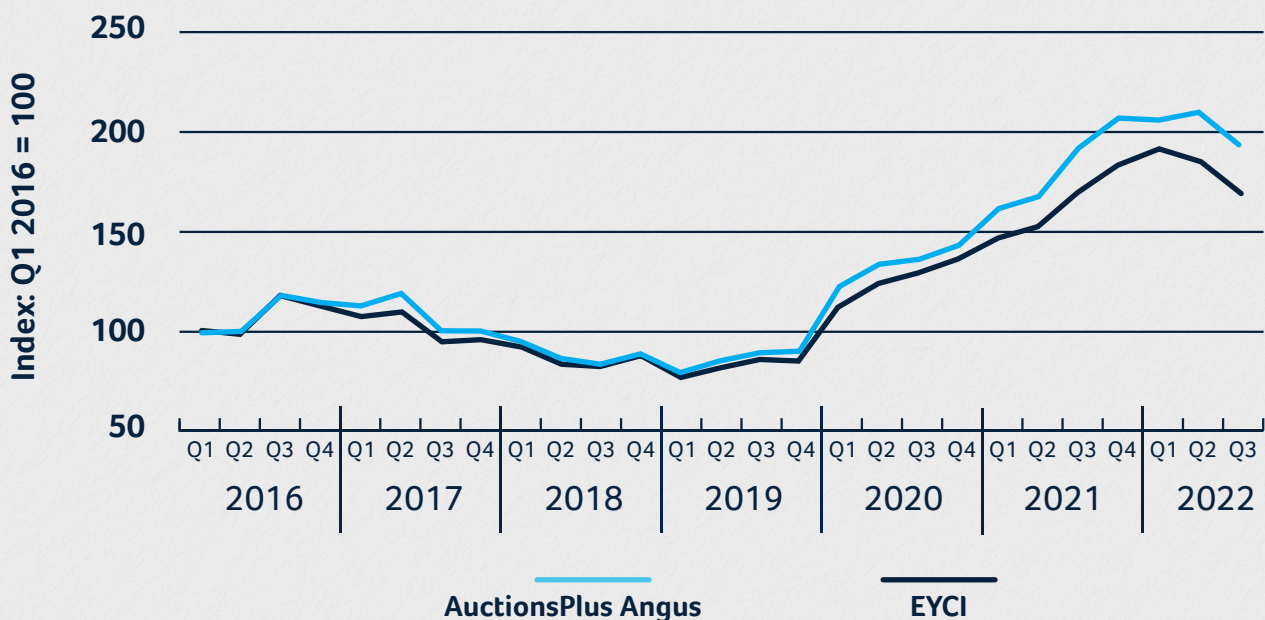


Figure 3: AuctionsPlus Angus prices vs EYCI on **index basis**: Q1 2016 = 100

Angus bull sales on AuctionsPlus go from strength to strength

Angus breeders have been long-term advocates of the AuctionsPlus platform and continue to reap the rewards. Over 130 Angus bull sales were interfaced with AuctionsPlus in 2022. A total of 6,407 of the 6,695 bulls offered in 2022 were sold, achieving a clearance rate of 96% and an average price of \$15,374/head. The top price so far in 2022 for an Angus bull on AuctionsPlus was secured by lot 25 Knowla So Right S48, which sold for \$190,000 at the Knowla Annual sale on 29th July.

Scan here to download your copy of the inaugural 'AuctionsPlus Breed Hoofprint'

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