



## SALE RESULTS – JUNE 23-27, 2022 *PRICES SHOWN IN US DOLLARS*

Fur Harvesters final sale of the 2022 season concluded on June 27<sup>th</sup>. In light of all that is taking place in the world we are fortunate to realize an overall result better than most expected. For the third season in a row, like all the world's fur auctions, selling was conducted online. A live auction venue is what everyone wants but what cannot be remedied must be endured, and enduring is what this company has done. The Covid 19 restrictions and how they are dealt with country by country thru mandates has and continues to plague our industry. Russia's invasion of Ukraine impacted the fur trade dramatically as these two countries have been tremendous buyers of a great number of wild fur species we sell.

Our position in valuing the goods prior to this auction was to retain past price levels on the top grades of luxury goods and hold to 10% of these values. Other goods and commercial grades were valued accordingly allowing a greater margin to be discounted on auction.

We valued the western Coyotes at approximately 50% off last year's levels and allowed a 10% discount on the top grades and 15% on the remainder on the auction to get this product moving. The result directly following the coyote auction was less than 10 % clearance, despite having a registered attendance online of 300 plus buyers. This clearly details the present situation of the coyote market and the use of this item in the world trim trade at this time. Moving forward our policy on Private Treaty as it pertains to WESTERN COYOTES is to hold to a 15% valuation on the better grades and 20-25% on the commercial grades in ALL sections of coyotes we have for sale.

Sables remained at levels comparable to March 2022 with good clearance on all but the 3X-2X top grades, which we continue to hold firm to value.

Beaver prices continue to ratchet up with levels increasing 15-20% on many grades throughout all size classes with clearance close to 100%. Many beaver customers did not get the quantities they wanted, which points to beaver moving well at the start of next season.

Our marketing position on Lynx has remained the same for several years. We hold to value on the best quality colored belly cats and move the off colored and commercial grades at more flexible levels which resulted in a 70% clearance.

Lynx cats/Bobcats were an item we felt that would be affected most by the Russia Ukraine war but results proved differently. We maintained a very strong basis of close to \$1000 on the best cats in the western sections with close to 70% clearance in the Western Part Lots, 100% clearance on Canadian eastern Cats as well as Northern and Central US section cats.

Colored wild foxes, cross and silver sold 100% and very good levels, with the wild reds meeting resistance with lower clearances.

The muskrat market has always followed the global ranch mink market and the Saga sale in Finland took place directly ahead of our auction, and price levels on ranch mink were reduced by 30% on many varieties of mink on that auction resulting in strong clearances. Our muskrat auction received very little interest other than selling the top strings at \$7.00, and the rest for the most part remains unsold. We will discount the low grades and damages and try to move them while staying put on the remaining goods.

The entire world is doing its best to function in a time of unprecedented uncertainty and turmoil. Fur Harvesters Auction closed the 2021 season on a very strong financial position and we remain on solid footing at the close of this year.

The total results of our June 2022 are outlined below.

To all of you that entrust FHA in the marketing of your fur we thank you and on behalf of everyone here at Fur Harvesters Auction we wish you and your family a pleasant summer.

Respectfully,

Mark Downey  
Chief Executive Officer  
Fur Harvesters Auction Inc.



**SALE RESULTS – JUNE 23-27, 2022**  
**PRICES SHOWN IN US DOLLARS**

Species	Offered	% Sold	Section	Average	Top
<b>Beaver</b>	39,231	99%	1st Section Eastern	\$15.35	\$77.00
		100%	1st Section Western	\$14.69	
		100%	III section	\$13.18	
		99%	Overall	\$14.70	
<b>Castoreum</b>	Western Select \$120 / lb	Grade #1 \$110 / lb	Grade #2 MAINLY UNSOLD	Grade #3 UNSOLD	
<b>Mink</b>	11,374	25%	Overall	\$5.20	\$7.50
<b>Sable</b>	17,638	62%	1st Section HVY	\$42.27	\$65.00
		93%	1st Section SEMI	\$34.96	
		100%	M&S	\$17.62	
		88%	Western	\$31.92	
		100%	III Section	\$18.98	
		83%	Overall	\$34.11	
<b>Otter</b>	4,656	54%	Overall	\$22.81	\$54.00
<b>Fisher</b>	3,728	100%	1st Section	\$22.67	\$35.00
<b>Lynx</b>	3,492	68%	Overall	\$88.30	\$160.00
<b>Lynx Cat</b>	7,729	100%	Canadian	\$90.23	\$975.00
		100%	Northern	\$93.06	
		68%	Western	\$257.77	
		100%	Central	\$65.48	
<b>Muskrat</b>	209,455	Mainly unsold			\$7.00
<b>Red Fox</b>	13,294	47%	Eastern	\$15.95	\$38.00
		49%	Northern	\$12.50	
		14%	Western	\$11.99	
		Mainly Unsold	Central	n/a	
<b>Cross Fox</b>	247	100%	1st Section	\$33.39	\$51.00
<b>Grey Fox</b>	1,862	Mainly Unsold			\$8.50
<b>White Fox</b>	814	100%	1st Section	\$52.21	\$111.00
<b>Silver Fox</b>	33	100%	Overall	\$29.42	\$53.00
<b>Coyote</b>	80,908	60%	Western HVY	\$26.95	\$97.00
		21%	Western SEMI	\$10.74	\$32.00
		67%	Eastern	\$9.95	\$66.00
		81%	Eastern US	\$9.27	\$45.00
		Mainly unsold	Central	n/a	
<b>Raccoon</b>	39,364	92%	Canadian	\$6.87	26.50
		26%	Western HVY	\$15.35	
		13%	Western N/C	\$4.74	
		Mainly unsold	Eastern US	n/a	
<b>Ermine</b>	7,385	74%	1st Section	\$3.64	\$7.10
<b>Squirrel</b>	5,477	Mainly unsold			\$1.85
<b>Skunk</b>	1,148	100%	Overall	\$14.24	\$27.00
<b>Badger</b>	372	63%	Overall	\$17.62	\$71.00
<b>Opossum</b>	8,962	Unsold			
<b>Wolverine</b>	128	100%	Overall	\$389.75	\$710.00
<b>Timber Wolf</b>	561	99%	Arctic	\$242.02	\$585.00
		79%	Eastern	\$116.85	\$355.00
		100%	Western	\$185.25	\$375.00
		100%	Black	\$470.27	\$810.00
<b>Black Bear</b>	239	90%	Overall	\$119.36	\$439.00

Averages are sundry owner, 1<sup>st</sup> Section pelts only unless stated otherwise.