



## SALE RESULTS – MAY 26-28, 2023

*PRICES SHOWN IN US DOLLARS*

The buyer attendance this past sale surpassed our March 2023 auction. All major markets were represented with a very strong number of Chinese attending this sale. Going into this auction there was concern with the beaver market holding as the price had more than doubled at our March 2023 auction setting a very high bench mark moving forward. As well our beaver quantity was about 35% larger this auction compared to March. Competition was as we hoped and the larger sizes increased and the smaller sizes were slightly weaker which is understandable considering what they brought last auction. The final outcome was a 100% clearance once again and an overall average of within a dollar of past March.

The sable increased over March and this is something that may have happened once in 30 years. This along with a 100% clearance bodes very well looking to next year. Lynx sold very well again with an increase and a clearance of 100%. Fisher softened slightly as did otter but good clearances on both of around 75%.

The bobcat market for all commercial grades and sections of bobcats is very strong, as is the mid level heavy western cats. The better goods and top colors remain unsold as we are trying to keep this premier luxury article within our set values which we have done for many years now. This is a rare commodity and cannot be sourced at any other place with such a fine graded assortment. We are optimistic these will start to see attention by the end of summer.

Wolves, Wolverine and Bears all once again received strong attention resulting in clearances of 95%. The results that Fur Harvesters has been getting this past year are arguably the highest levels ever for these items and buyers are still not getting all they want.

We tried to move the muskrats this auction and reduced the value by 25 to 50% on strings with no interest. The struggling ranch mink prices are said to be a major factor in our inability to sell them.

Raccoon and wild mink remain unchanged with only real interest in the best grades and sizes.

The interest in coyotes softened further this auction with overall averages falling and poorer clearances to March 2023.

2023 has been a difficult year for castoreum. Some of our customers are experiencing problems obtaining import permits from their home countries, while other customers are reporting the high prices from previous years has caused demand destruction and their customers are ordering less from them. Still, FHA has been able to sell all our 2023 Western Select and Grade #1 at very respectable levels. The problems lay with Grade #2 & Grade #3, as our fresh May shipments remain unsold. With increased beaver production expected in 2024, this situation is unlikely to improve.

In conclusion we see a much better year ahead for trappers harvesting northern species.

Wishing all our shippers a safe and wonderful summer.



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Species	Offered	% Sold	Section	Average	Top
<b>Beaver</b>	40,757	100%	1 <sup>st</sup> Section Eastern	\$29.32	\$64.00
			1 <sup>st</sup> Section Western	\$27.68	
			3 <sup>rd</sup> Section	\$27.77	
			Overall	\$28.84	
<b>Castoreum</b>	Grade #1 - \$69.60/lb		Grade #2 & #3 - Unsold		
<b>Mink</b>	4,129	32%	Overall	\$8.84	\$10.00
<b>Sable</b>	17,141	100%	1 <sup>st</sup> Section HVY	\$49.30	\$80.00
			1 <sup>st</sup> Section SEMI	\$40.47	
			M&S	\$24.76	
			Section III	\$19.90	
			Overall	\$41.48	
<b>Otter</b>	4,346	74%	1 <sup>st</sup> Section	\$28.83	\$66.00
			Overall	\$27.02	
<b>Fisher</b>	4,353	73%	Females	\$34.48	\$84.00
			Males	\$43.79	
			1 <sup>st</sup> Section	\$39.34	
<b>Lynx</b>	1,809	100%	1 <sup>st</sup> Section	\$114.22	\$180.00
<b>Lynx Cat</b>	6,367	53%	Canadian	\$126.37	\$240.00
			Northern	\$95.75	\$180.00
			Western Overall	\$251.59	\$1000.00
			Western P/L	\$203.57	\$700.00
			Central	\$107.69	\$200.00
<b>Muskrat</b>	266,541	Mainly Unsold			\$7.50
<b>Red Fox</b>	8,269	84%	Eastern	\$10.25	\$52.00
			Northern	\$19.47	
			Western	\$10.07	
			Central	\$4.53	
<b>Cross Fox</b>	149	100%	1 <sup>st</sup> Section	\$40.85	\$59.00
<b>Grey Fox</b>	718	86%	Eastern	\$11.31	\$26.00
			Western	\$9.85	
<b>White Fox</b>	407	100%	1 <sup>st</sup> Section	\$58.18	\$100.00
<b>Silver Fox</b>	27	100%	Overall	\$32.43	\$61.00
<b>Coyote</b>	41,855	24%	Western	\$24.37	\$160.00
			Eastern	\$11.20	
			Eastern US	\$4.21	
			Overall	\$18.73	
<b>Raccoon</b>	34,780	46%	Canadian	\$7.53	\$16.00
			Western HVY	\$3.38	
			Eastern US	\$2.58	
<b>Ermine</b>	5,628	100%	1 <sup>st</sup> Section	\$4.33	\$22.50
<b>Squirrel</b>	7,492	79%	1 <sup>st</sup> Section	\$1.01	\$1.50
<b>Skunk</b>	1,716	99%	1 <sup>st</sup> Section	\$12.66	\$32.00
<b>Badger</b>	205	100%	1 <sup>st</sup> Section	\$29.56	\$71.00
<b>Opossum</b>	7,176	Mainly Unsold			\$3.00
<b>Wolverine</b>	149	99%	1 <sup>st</sup> Section	\$407.15	\$680.00
<b>Timber Wolf</b>	542	97%	Arctic	\$250.69	\$1040.00
			Eastern	\$152.32	
			Western	\$206.72	
			Black	\$507.76	
<b>Black Bear</b>	167	99%	Overall	\$174.25	\$410.00

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