A group of alpacas of various colors (white, light brown, and dark brown) are standing in a grassy field. In the background, there are several tall, dark green pine trees against a clear blue sky. The scene is brightly lit, suggesting a sunny day.

Alpaca Auction Price Trends: Huacaya April 2009



Don't Kill the Messenger (Or: I'm just sharing, not claiming to be an expert)

I started tracking auction prices out of casual interest. I formalized much of the work when I was briefly part of the AOBA Long Range Planning Committee a few years back.

After I attended more auctions, the combination of looking at animals first hand and examining price data yielded what I thought was a more well-rounded perspective on whether auction pricing was really indicative of the market.

Conclusions?

- Auction pricing is a lot like Wall Street. Perceived Market Value is as powerful as actual animal quality
- However, there is a threshold of animal quality the animal has to meet to attain the higher price levels, after which the differences don't seem to create a huge variance
- Average quality animals are more heavily penalized at auctions than private treaty
- Overall assessment of sales price is irrelevant without an assessment of the animal itself
- It only takes two bidders to create that outlier in auction pricing. Take one of those away and you have a whole different story.

And last but not least...

*I wasn't willing to pay anything for some animals selling for thousands and I still couldn't afford the animals I wanted.
In other words -*

**Value is relative.
Auction price reporting is absolute.**

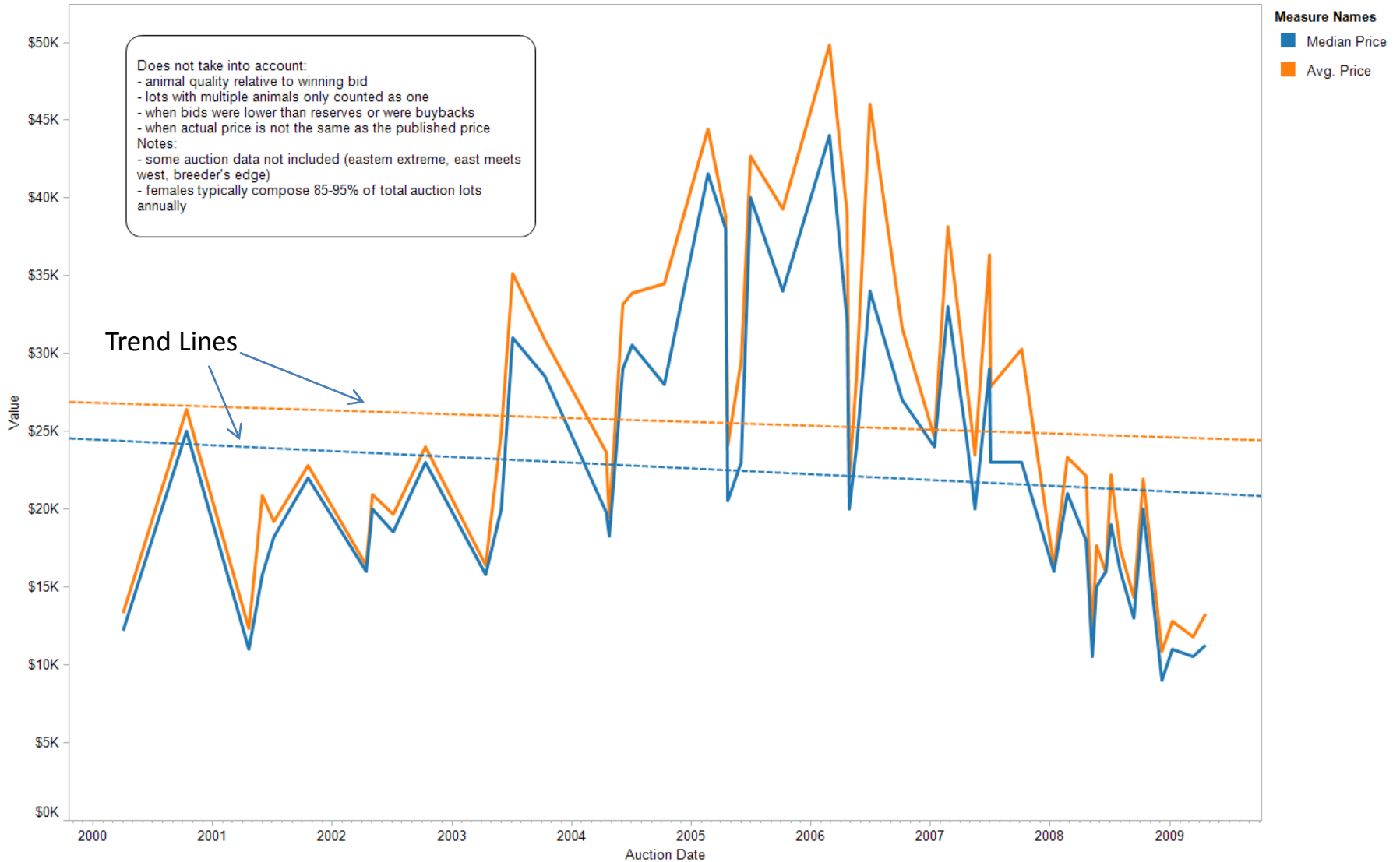


Cautionary Notes About Drawing Conclusions from Auction Pricing

- The number of animals sold at auction is a tiny percentage of the alpaca population- typically under 1% of total ARI registration
 - Females compose 85-95% of auction lots
 - Males compose 5-15% of auction lots
- The animals at auction are not a randomly chosen – they must be submitted and accepted
- Published auction pricing may not reflect the actual price paid
- Auction pricing does not normalize for quality, number of animals in a lot, or lots that represent partial ownerships
- Other cautions are on the individual slides



Female Huacaya Auction Price Trends- Median and Average Prices Per Auction





Female Huacaya Auction Median and Average Prices

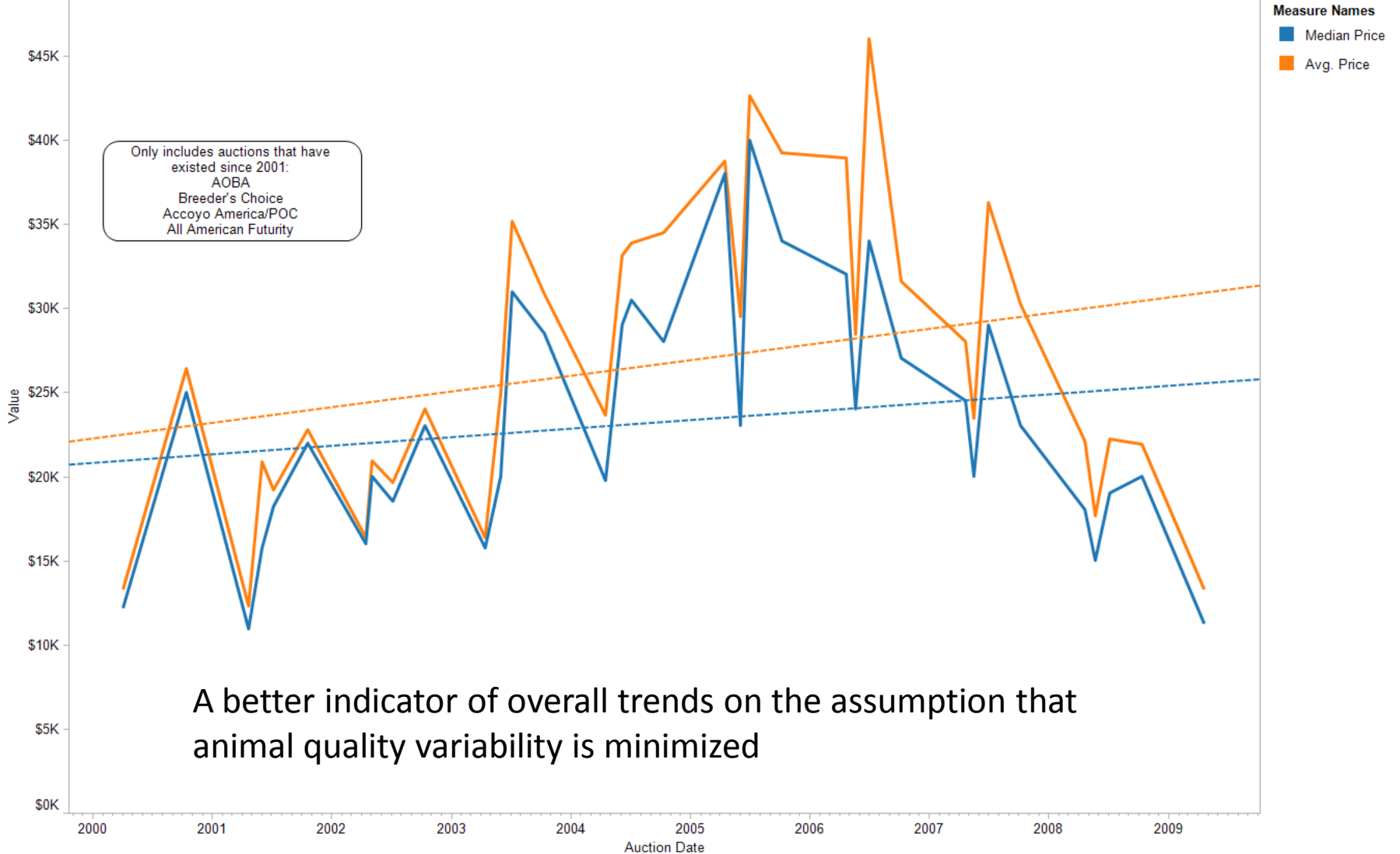
Auction Date	Auction	Median Price	Avg. Price
02/25/2006	Snowmass	\$ 44,000	\$ 49,811
02/19/2005	Snowmass	\$ 41,500	\$ 44,389
07/02/2005	Parade of Champions	\$ 40,000	\$ 42,641
04/16/2005	All American Alpaca Futurity Sale	\$ 38,000	\$ 38,765
10/08/2005	Breeder's Choice	\$ 34,000	\$ 39,236
07/01/2006	Parade of Champions	\$ 34,000	\$ 46,024
02/24/2007	Snowmass	\$ 33,000	\$ 38,094
04/22/2006	All American Futurity	\$ 32,000	\$ 38,914
07/05/2003	Parade of Champions	\$ 31,000	\$ 35,141
07/03/2004	Parade of Champions	\$ 30,500	\$ 33,886
06/04/2004	AOBA	\$ 29,000	\$ 33,148
06/30/2007	Parade of Champions	\$ 29,000	\$ 36,297
10/11/2003	Breeder's Choice	\$ 28,500	\$ 30,844
10/09/2004	Breeder's Choice	\$ 28,000	\$ 34,486
10/07/2006	Breeders Choice	\$ 27,000	\$ 31,586
10/14/2000	Breeder's Choice	\$ 25,000	\$ 26,414
04/21/2007	All American Futurity	\$ 24,500	\$ 28,025
01/13/2007	America's Choice	\$ 24,000	\$ 24,614
05/19/2006	AOBA	\$ 24,000	\$ 28,434
10/12/2002	Breeder's Choice	\$ 23,000	\$ 24,000
07/04/2007	National Elite Auction	\$ 23,000	\$ 27,881
06/03/2005	AOBA	\$ 23,000	\$ 29,489
10/06/2007	Breeder's Choice	\$ 23,000	\$ 30,264
10/20/2001	Breeder's Choice	\$ 22,000	\$ 22,776
02/23/2008	Snowmass	\$ 21,000	\$ 23,283
04/23/2005	MaPaca Jubilee	\$ 20,500	\$ 24,056
05/03/2002	AOBA	\$ 20,000	\$ 20,897
10/11/2008	Breeders Choice	\$ 20,000	\$ 21,903
04/29/2006	MaPaca	\$ 20,000	\$ 21,947
05/18/2007	AOBA	\$ 20,000	\$ 23,453
05/30/2003	AOBA	\$ 20,000	\$ 24,926
04/17/2004	All American Futurity	\$ 19,750	\$ 23,654
07/05/2008	Parade of Champions	\$ 19,000	\$ 22,200
07/06/2002	Accoyo America Sale	\$ 18,500	\$ 19,636
04/24/2004	MaPaca Jubilee	\$ 18,250	\$ 19,423
07/07/2001	Accoyo America Sale	\$ 18,200	\$ 19,207
04/19/2008	All American Alpaca Futurity Sale	\$ 18,000	\$ 22,087
06/20/2008	Prestige Auction	\$ 16,000	\$ 15,891
01/12/2008	America's Choice Alpaca Sale	\$ 16,000	\$ 16,311
04/13/2002	All American Alpaca Futurity Sale	\$ 16,000	\$ 16,387
08/02/2008	National Elite	\$ 16,000	\$ 17,387
04/13/2003	All American Alpaca Futurity Sale	\$ 15,750	\$ 16,359

Auction Date	Auction	Median Price	Avg. Price
06/01/2001	AOBA	\$ 15,750	\$ 20,841
05/23/2008	AOBA	\$ 15,000	\$ 17,667
09/13/2008	Extreme Progeny	\$ 13,000	\$ 14,337
04/01/2000	All American Alpaca Futurity Sale	\$ 12,200	\$ 13,307
04/18/2009	All American Alpaca Futurity Sale	\$ 11,250	\$ 13,261
01/09/2009	America's Choice Alpaca Sale	\$ 11,000	\$ 12,766
04/21/2001	All American Alpaca Futurity Sale	\$ 10,950	\$ 12,308
05/09/2008	National Alpaca Sweepstakes	\$ 10,500	\$ 11,792
03/14/2009	Best of the Midwest Alpaca Sale	\$ 10,500	\$ 11,776
12/06/2008	Belleauwood Auction	\$ 9,000	\$ 10,824

- Sorted in order of Median price, highest to lowest
- Does not include all auctions since 2000- limited by published pricing

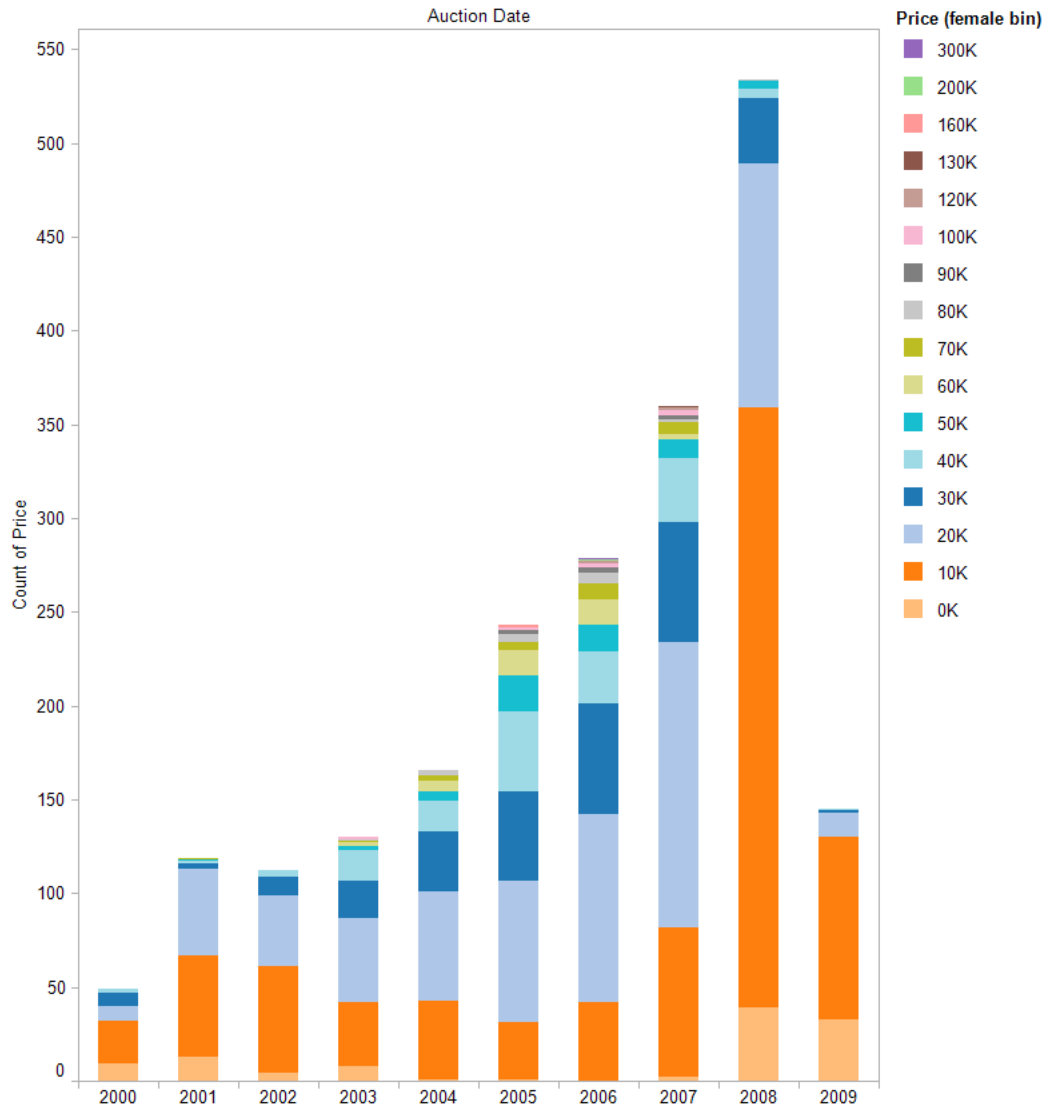


Female Huacaya Auction Price Trends Isolated to Longest Running Sales





Female Huacaya Auction Prices by Sale Price Tiers



The dominant price tier:

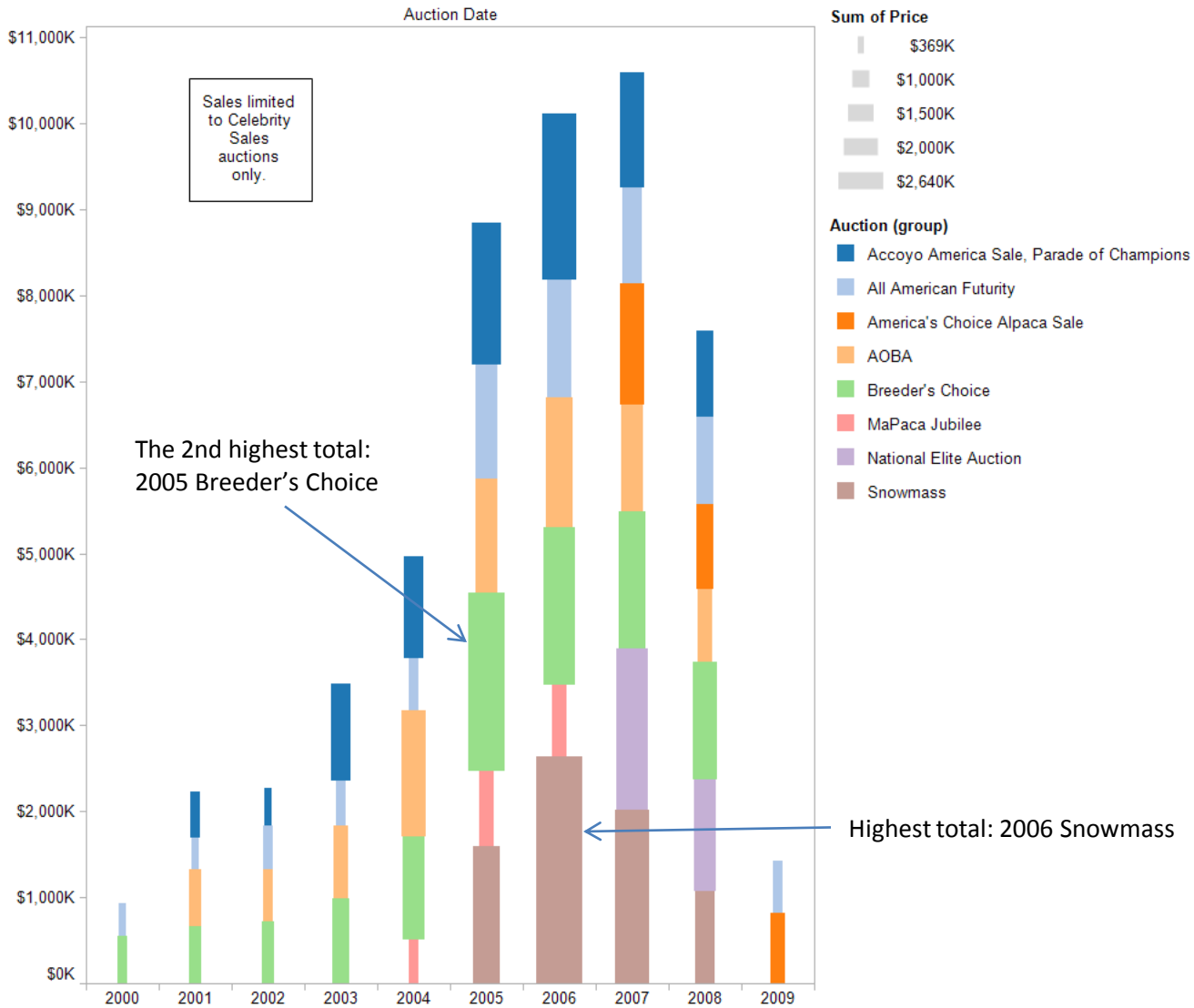
2000 - 2002: \$10-\$20K

2003 - 2007: \$20-\$30K

2008 - 2009 YTD: \$10-\$20K

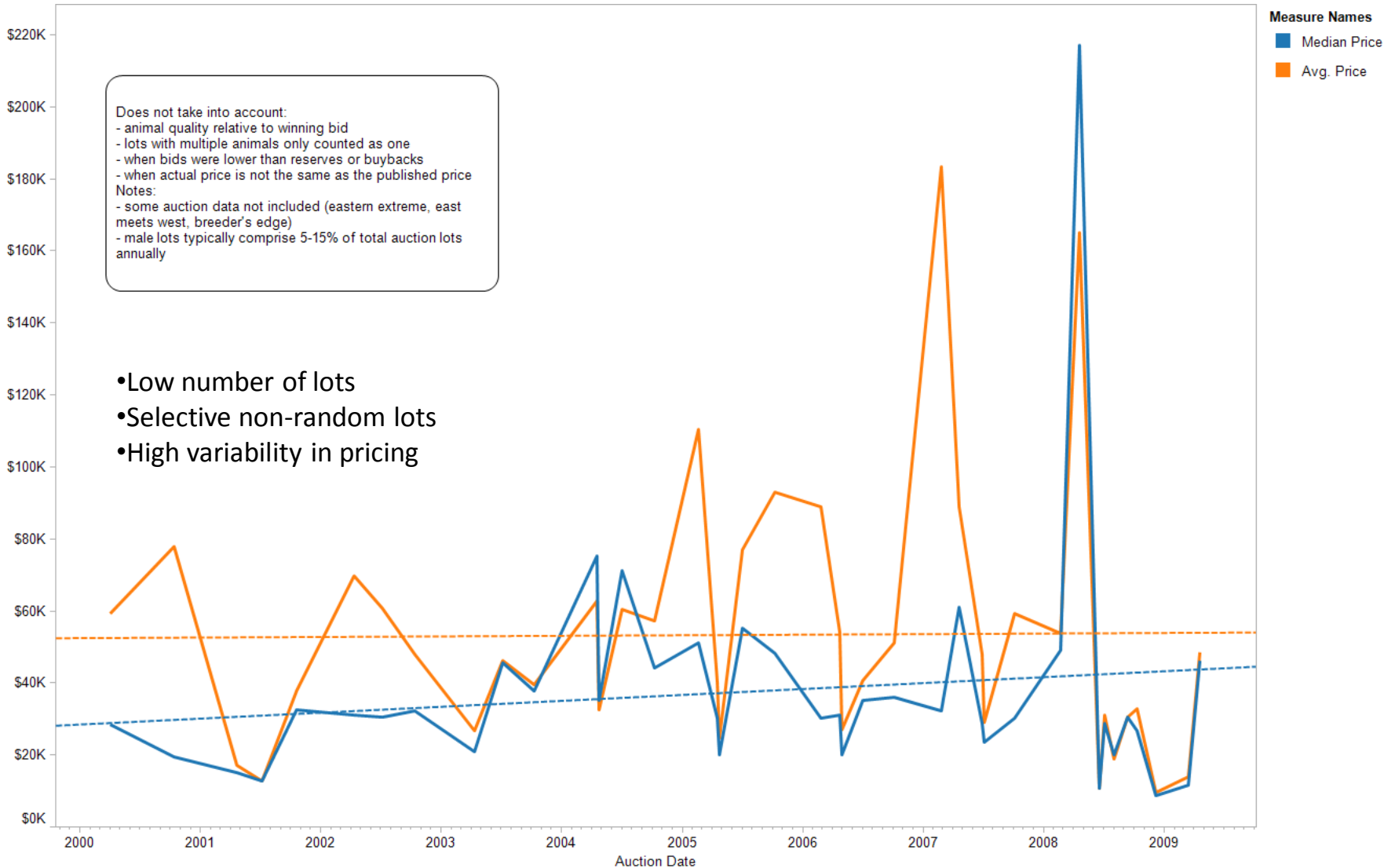


Females Huacaya Auctions – Auction Total Sales Comparison (Isolated to Celebrity Sales for Continuity)





Male Huacaya Auction Price Trends: Median and Average Prices Per Auction





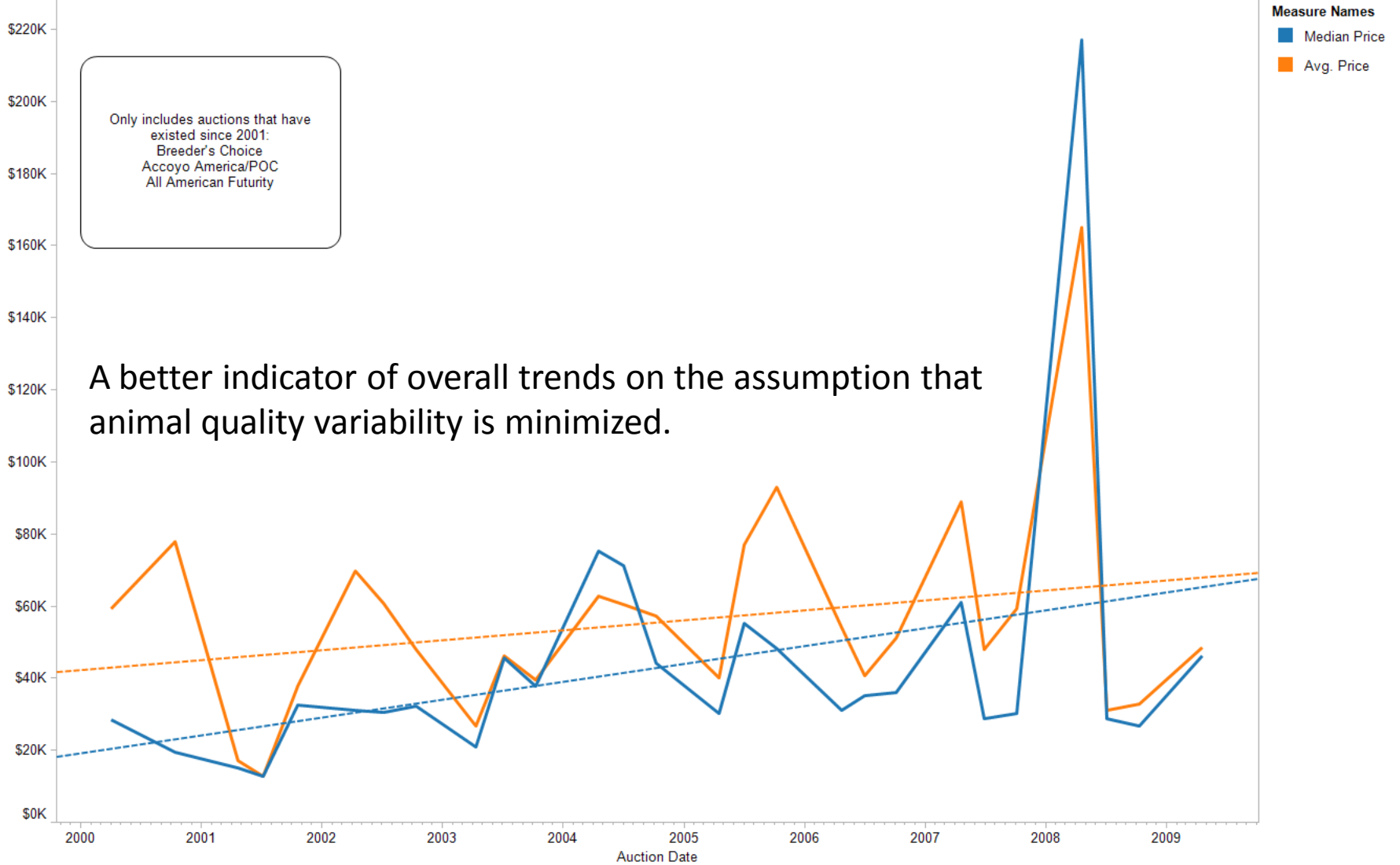
Male Huacaya Auction Median and Average Prices

Auction Date	Auction	Median Price	Avg. Price
04/19/2008	All American Alpaca Futurity Sale	\$ 217,000	\$ 165,000
04/17/2004	All American Futurity	\$ 75,000	\$ 62,667
07/03/2004	Parade of Champions	\$ 71,000	\$ 60,268
04/21/2007	All American Futurity	\$ 61,000	\$ 88,750
07/02/2005	Parade of Champions	\$ 55,000	\$ 77,000
02/19/2005	Snowmass	\$ 51,000	\$ 110,308
02/23/2008	Snowmass	\$ 49,000	\$ 53,667
10/08/2005	Breeder's Choice	\$ 48,000	\$ 92,933
04/18/2009	All American Alpaca Futurity Sale	\$ 46,000	\$ 48,500
07/05/2003	Parade of Champions	\$ 45,500	\$ 46,143
10/09/2004	Breeder's Choice	\$ 44,000	\$ 57,000
10/11/2003	Breeder's Choice	\$ 37,500	\$ 39,333
10/07/2006	Breeders Choice	\$ 36,000	\$ 51,071
04/24/2004	MaPaca Jubilee	\$ 35,000	\$ 32,300
07/01/2006	Parade of Champions	\$ 35,000	\$ 40,467
10/20/2001	Breeder's Choice	\$ 32,500	\$ 37,750
10/12/2002	Breeder's Choice	\$ 32,000	\$ 47,833
02/24/2007	Snowmass	\$ 32,000	\$ 183,167
04/13/2002	All American Alpaca Futurity Sale	\$ 31,000	\$ 69,667
04/22/2006	All American Futurity	\$ 31,000	\$ 54,000
09/13/2008	Extreme Progeny	\$ 30,500	\$ 30,500
07/06/2002	Accoyo America Sale	\$ 30,500	\$ 60,625
10/06/2007	Breeder's Choice	\$ 30,000	\$ 59,214
04/16/2005	All American Alpaca Futurity Sale	\$ 30,000	\$ 40,000
02/25/2006	Snowmass	\$ 30,000	\$ 88,882
07/05/2008	Parade of Champions	\$ 28,500	\$ 31,056
06/30/2007	Parade of Champions	\$ 28,500	\$ 47,875
04/01/2000	All American Alpaca Futurity Sale	\$ 28,250	\$ 59,125
10/11/2008	Breeders Choice	\$ 26,500	\$ 32,813
07/04/2007	National Elite Auction	\$ 23,500	\$ 29,000
04/13/2003	All American Alpaca Futurity Sale	\$ 20,750	\$ 26,625
08/02/2008	National Elite	\$ 20,000	\$ 18,667
04/29/2006	MaPaca	\$ 20,000	\$ 26,857
04/23/2005	MaPaca Jubilee	\$ 20,000	\$ 24,571
10/14/2000	Breeder's Choice	\$ 19,200	\$ 77,640
04/21/2001	All American Alpaca Futurity Sale	\$ 15,000	\$ 17,000
07/07/2001	Accoyo America Sale	\$ 12,600	\$ 12,600
03/14/2009	Best of the Midwest Alpaca Sale	\$ 11,500	\$ 13,667
06/20/2008	Prestige Auction	\$ 10,500	\$ 10,500
12/06/2008	Belleauwood Auction	\$ 8,500	\$ 9,583

- Sorted in order of Median price, highest to lowest
- Does not include all auctions since 2000- limited by published pricing

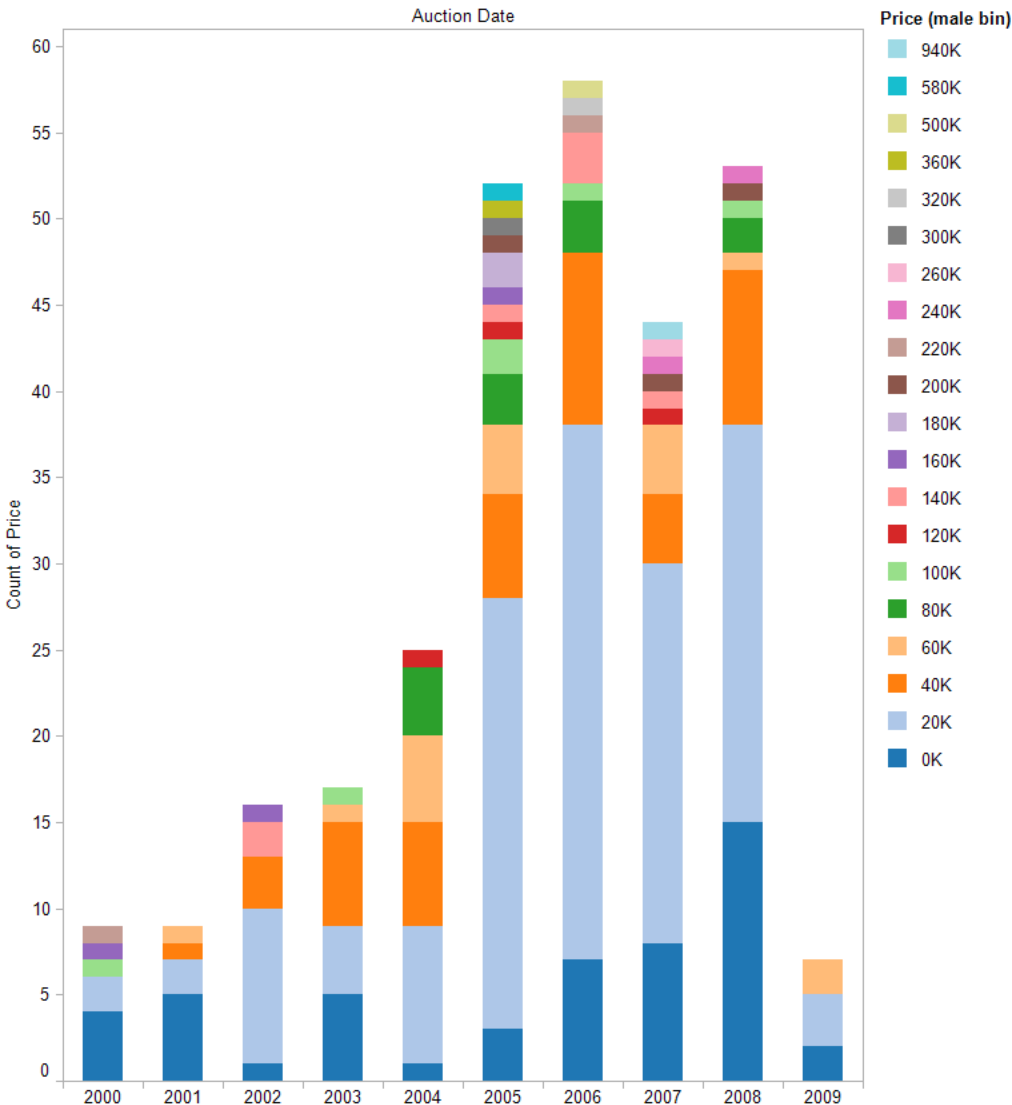


Male Huacaya Auction Price Trends Isolated to the Longest Running Sales





Male Huacaya Auction Prices by Sale Price Tiers



The dominant price tier:

2000 - 2001: \$0-\$20K

2002: \$20-\$40K

2003: \$40-\$60K

2004 – 2009 YTD: \$20-\$40K



Male Huacaya Auctions – Auction Total Sales Comparison (Isolated to Celebrity Sales for Continuity)

