

BROADENED BUYING POOL DRIVES PRICES AT DALBY AUSTRALIAN STOCK HORSE SALE



Image is Lot 170- HILLGROVE BLACK LABEL, Sold online for \$80,000, Vendor: Mrs D Watts

THE NATION'S horse industry watched on as the iconic Dalby Australian Stock Horse Sale surpassed the \$100,000 top-price milestone for the first time in 47 years, in an event which was livestreamed via StockLive to more than 8,000 viewers and buyers across the country.

In total, the 250-horse offering grossed \$4,567,000, achieving a clearance rate of 95% and a sale average of \$19,351 at the three-day campdraft and auction held at the Dalby Showgrounds.

This record-breaking year also coincided with the first time the historic equine sale chose to extend the reach of the auction through StockLive's online selling platform, which contributed 65% of bids placed.

Ray White Rural Dalby Principal, David Felsch, described the top-price result of \$114,000, up \$39,000 on the \$75,000 peak of last year, as "exceptional", and said prices were driven by the dual propeller of a buoyant cattle market and growing professionalism within the horse training and breeding industries.

"The horse industry is growing to become a bigger business," Mr Felsch said.

"This sale caters for all buyers and vendors, but it's important we can accommodate professional trainers who are looking to achieve strong results.

“This year we sold horses to every state and territory across Australia, barring Tasmania, and StockLive had a lot to do with the reach and success of our sale.”

The sale’s \$114,000-bellringer, Malua Tilly Devine, was offered by Debbie Gesler, Pittsworth, and secured by Evan and Kim Acton, Millungerera, Julia Creek. The 11-year-old black/brown mare, sired by Hazelwood Conman and out of Wildrift Ambition, was campaigned on sale day by well-regarded horse trainer, Kimberley Sammon.

The top-selling online horse, Hillgrove Black Label, was knocked down to Geoffrey Porges, Orange, for \$80,000. The striking 10-year-old black mare, sired by Allingham’s Black Jack and out of a Hillgrove Daddy’s Girl, was offered by Donna Watts, Proserpine.

The highest priced gelding, Hazelwood Conterfeit, was secured on the floor for \$55,000 by Jim and Jackie Wedge, Warwick. A stylish grey horse, the nine-year-old was sired by Hazelwood Conman, which were genetics that proved a major drawcard to buyers all weekend.

Darling Downs Australian Stock Horse President, Jim Ryan, said the premium results represented a new level of confidence within the horse industry, and marked a major milestone for the auction.

“Looking through the quality of our catalogue I felt there was potential to reach the one-hundred-thousand dollars mark,” Mr Ryan said.

“We ended up achieving that twice, so we were chuffed to have set this new bar. I don’t believe we would have achieved our high averages if it wasn’t for enhancing our sale with online selling.”

Kim Ide, Chalani Australian Stock Horses, Strathalbyn, South Australia, was among StockLive’s first-time buyers, picking up Fossil Downs Vouge, for \$28,000.

Ms Ide said the eight-year-old grey mare ticked all the boxes for her requirements, as she was over 15 hands, Heritage Stock Horse listed, and fully trained for competition. Ms Ide intends to campdraft her in South Australia’s upcoming season, which starts in January, and will eventually put her new mare’s top-class genetics, encompassing Kirkby’s Stud Echo and Chevin Fashion, to use within her own stud’s breeding program.

“Buying a horse through an auction is new for me, we tend to breed and train our own, or buy privately, but I had conversations with the vendor and decided she would be perfect for what I needed,” Ms Ide said.

“I found the process of bidding quite straightforward, I was actually attending a cattle clinic during the weekend, and was able to bid in the morning on my phone.”

Overall, Mr Ryan said broadening the sale with online selling gave organisers, vendors and buyers confidence the auction would achieve strong results, given the lead up to the event was plagued with weather events and uncertainty due to COVID-19 restrictions.

“This was the perfect storm of events to prove the value of adding online bidding to the sale,” Mr Ryan said.

“We had flooding to the south, then people being turned away at the Queensland border due to coronavirus. All these buyers still had the opportunity to secure the horses they wanted as they could do so on their phones or computers.”

StockLive also livestreamed the action from the sale preworks and the campdraft arena, which allowed spectators from throughout Australia to watch some of the best horse and rider duos on course.

“Given the restrictions spectators faced trying to attend this event, the livestream was invaluable as competitors could still feel supported by their friends and family, as they knew they were watching from afar,” Mr Ryan said.

Online sale results:

- Registered bidders: 512
- Total viewers: 8,078
- Online average: \$15,696
- Top-selling online horse: Hillgrove Black Label, \$80,000 10-year-old black mare, by Allingham’s Black Jack

Dalby Australian Stock Horse Sale results:

- Horses offered: 250
- Horses sold: 237
- Clearance: 95%
- Average: \$19,351
- Gross: \$4,567,000

Mare results:

- Top-priced mare: Malua Tilly Devine, \$114,000, 11-year-old mare sired by Hazelwood Conman
- Mares sold: 135
- Mare average: \$24,300

Gelding results:

- Top-priced gelding: Hazelwood Conterfeit, \$55,000, nine-year-old gelding sired by Hazelwood Conman
- Geldings sold: 117
- Gelding average: \$14,434

Stallion results:

- Top-priced stallion: Royale Xtreme, \$45,000 – eight-year-old stallion sired by Wallabah Excel
- Stallions sold: 5
- Stallion average: \$21,400