

A photograph of a flock of sheep in a field. The sheep are the central focus, with several looking towards the camera. They have thick, brown wool. The background shows a line of trees under a clear blue sky. The lighting is bright, suggesting a sunny day.

# AuctionsPlus Sheep & Lamb Synopsis

Insights into the dynamic sheep and lamb market, driven by seasonality, shifting demand and fast paced flock rebuilding.



# Contents

<b>The Big Picture</b> .....	1
<b>Rainfall</b> .....	2
<b>Central Western NSW</b> .....	3
<b>Southwest Victoria</b> .....	4
<b>Lower Southeast SA</b> .....	5
<b>Western QLD</b> .....	6
<b>AuctionsPlus Lamb-Scape</b> .....	7
<b>Crossbred Lambs</b> .....	8
<b>Merino Wether Lambs</b> .....	9
<b>Merino Ewe Lambs</b> .....	10
<b>Shedding Breed Lambs</b> .....	11
<b>Seasonality of the Lamb Market</b> .....	12
<b>Breeding Ewes</b> .....	13
<b>SIL Ewes</b> .....	14
<b>NSM Ewes</b> .....	15
<b>Contact</b> .....	16

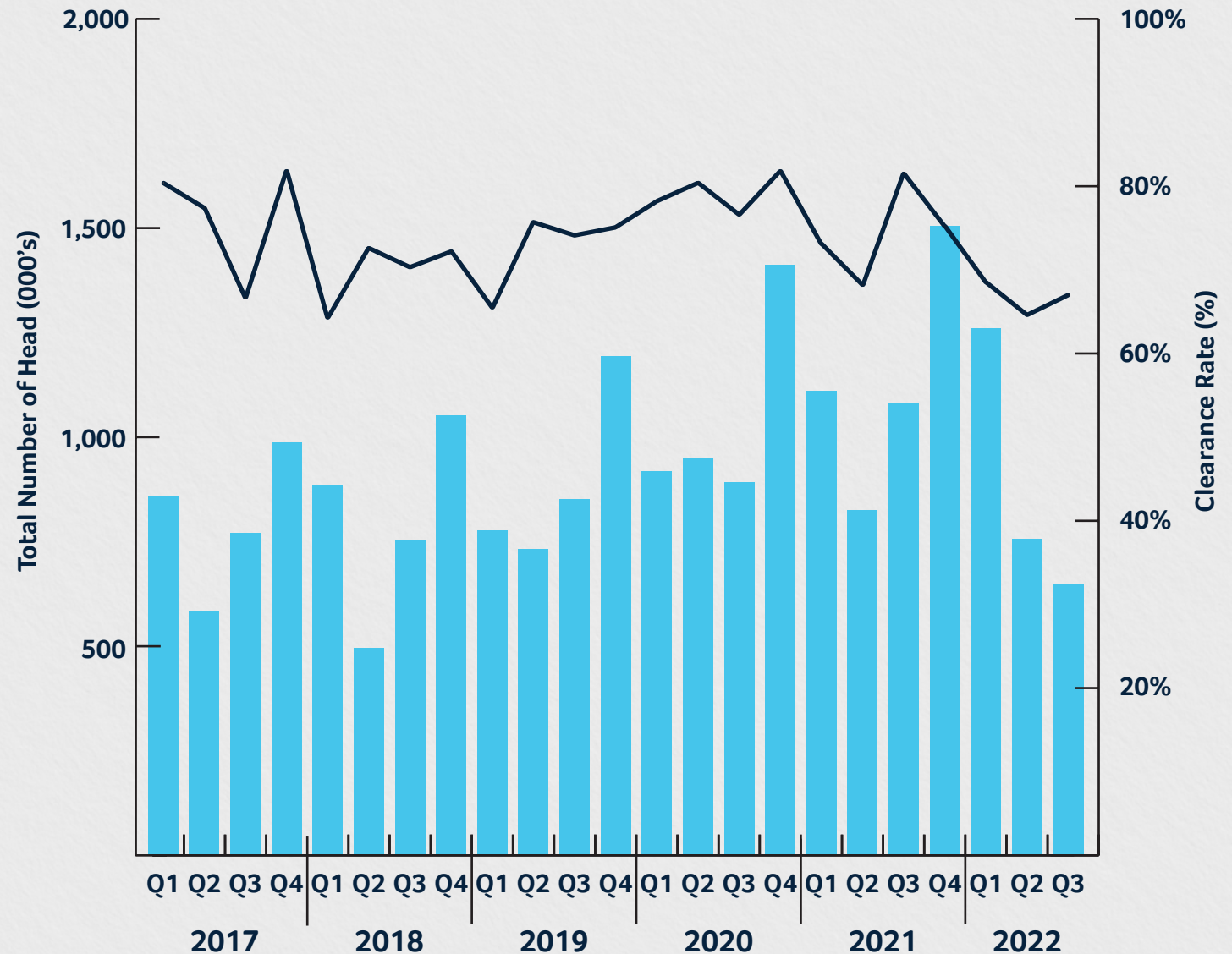


# The Big Picture

An average of 3.4 million sheep and lambs are listed on AuctionsPlus from across Australia each year. The flexibility of the platform has seen over 70 different breeds listed\*, ranging in sex, age and location.

This report provides insights into the key sheep and lamb breeds, categories, listing regions and purchasing regions on AuctionsPlus over the past five years. A focus on changing seasonal conditions across key listing regions has been used to highlight the extent of rainfall on the dynamics of the sheep and lamb market.

### AuctionsPlus Sheep & Lamb Listings vs Clearance Rate



\*Data from 2017- 31st Oct 2022

# Rainfall...

## The influence of rainfall on regional listing and purchasing volumes

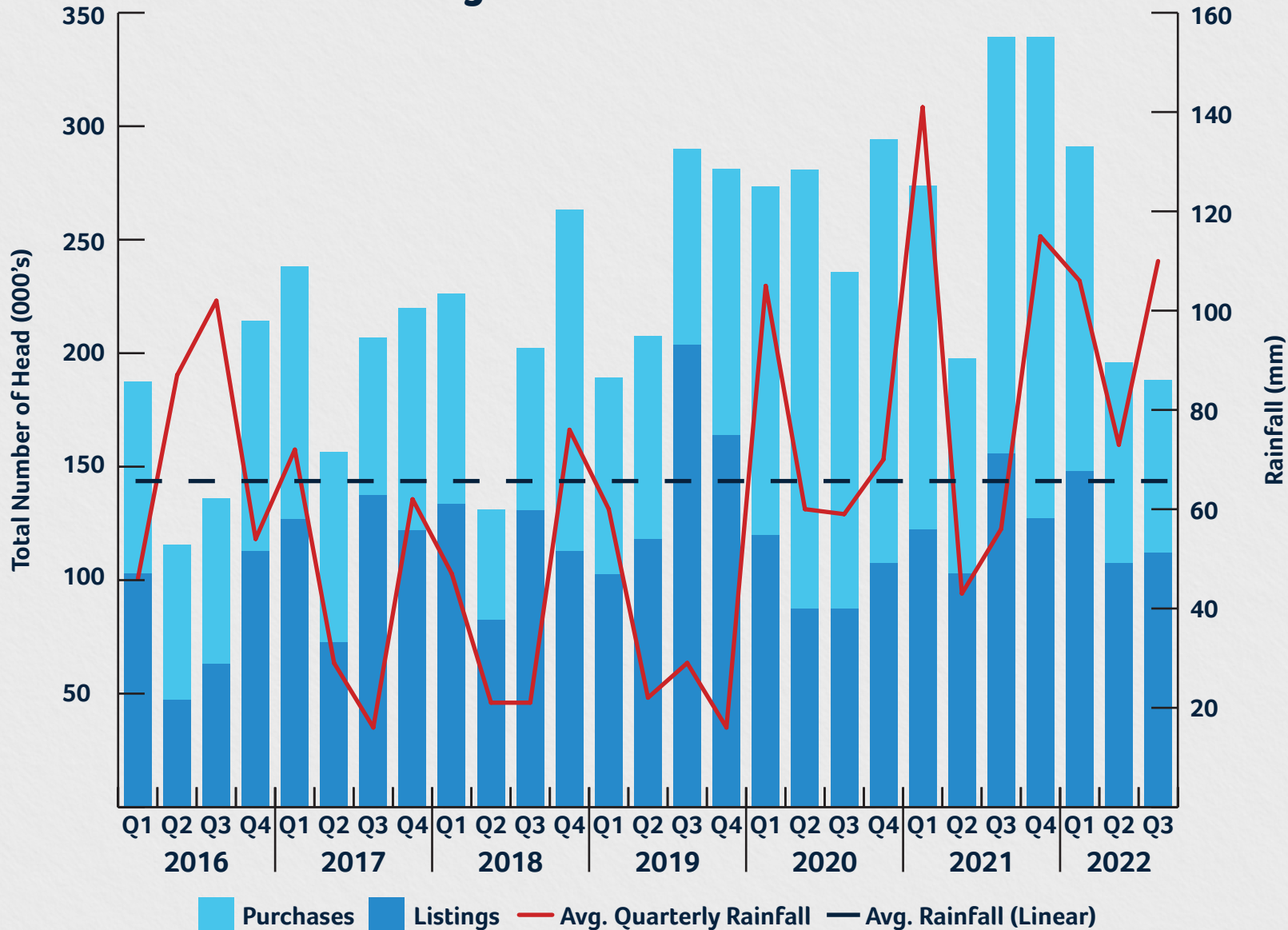
- The past five years has seen a tale of two very different seasons. Spanning across record breaking droughts and floods, climatic conditions have played a pivotal role in the dynamics and sentiment toward the sheep and lamb market.
- A closer investigation into the impact rainfall has on listing and purchasing actions at a regional level, by reviewing sheep and lamb inflows, reveals a stronger correlation between rainfall and purchases, as opposed to rainfall and listings.
- The top sheep and lamb listing and purchasing regions across each state have been analyzed to highlight the varied conditions between states, as well as key rainfall events which have impacted both listing and purchasing trends on AuctionsPlus.





# Central Western NSW

## Listings & Purchases vs Rainfall



### Timeline

#### Q3 2019

Listings peaked (223,125 head) off the back of low rainfall

#### Q2-Q3 2020

Purchases begin to overtake listings as the region looks to restock from the drought. Q2 2020 saw 107,765 head listed, and 213,293 head purchased.

#### Q3 2021

Shedding breed listings peaked (10,707 head)

#### Q4 2021

Purchases peaked (227,861 head) dominated by crossbred lambs

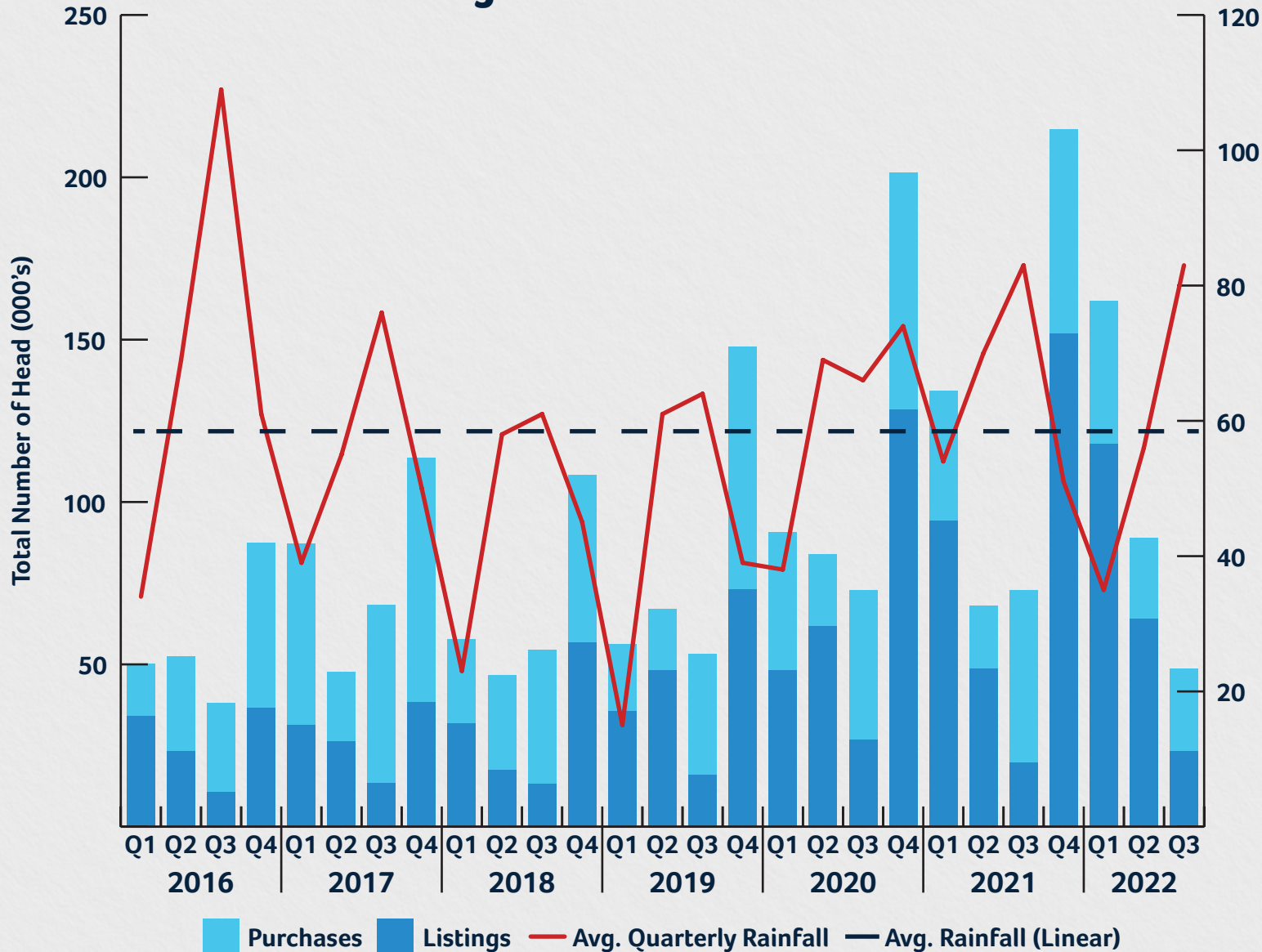
#### Q2 2022

Lowest listings for the region (36,486 head), since Q3 2020 with 99,389 head listed



# Southwest Victoria

## Listings & Purchases vs Rainfall



### Timeline

#### Q1 2016

Lowest quarterly purchases (21,982 head)

#### Q4 2017

Crossbred lambs (31,438 head) and Merino wether lamb listings (26,029 head) peak

#### Q4 2019

Purchases peaked (125,095 head) off the back of above average rainfall in Q2-3

#### Q4 2021

Listings peaked (295,750 head) dominated by crossbred lambs (106,000 head)

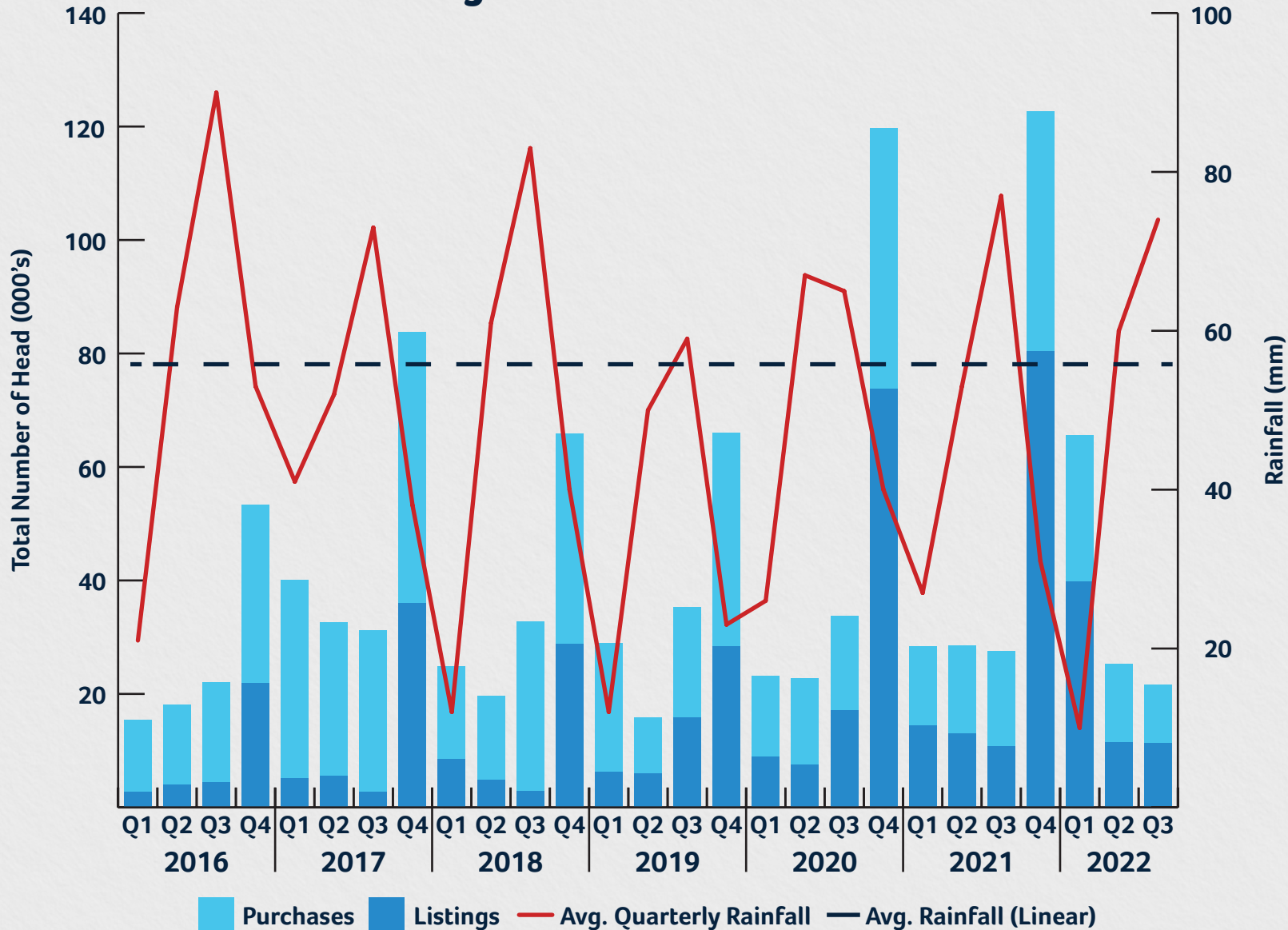
#### Q3 2022

Purchases dominated by crossbred lambs, accounting for 36% of the 37,827 head



# Lower Southeast SA

## Listings & Purchases vs Rainfall

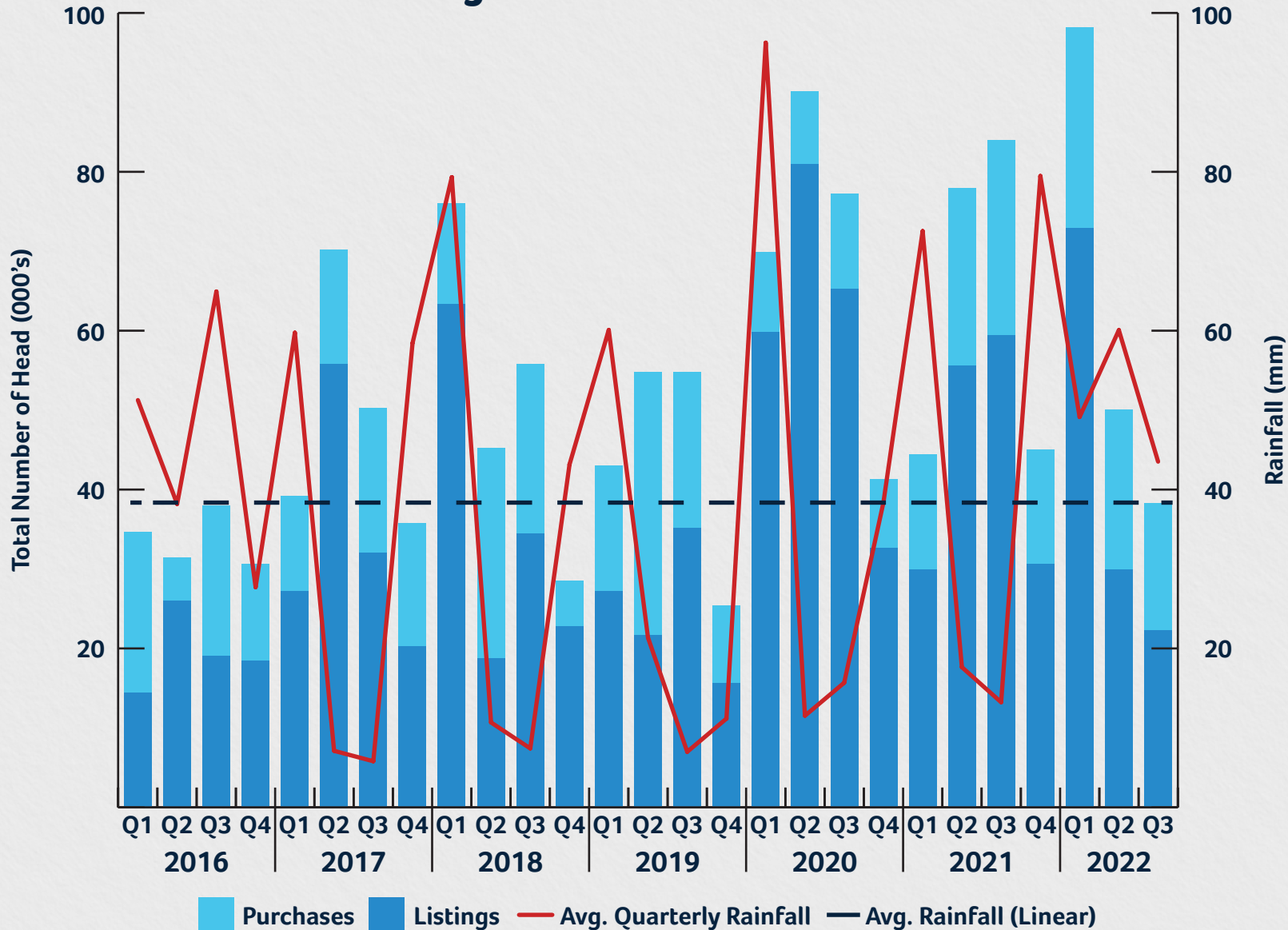


### Timeline

- Q4 2017**  
Purchases peaked (47,345 head)
- Q2 2019**  
Lowest purchasing quarter (9,901 head)
- Q4 2020**  
Merino wether lamb listings peaked (27,004 head)
- Q4 2021**  
Listings peaked (141,653 head)
- Q1 2022**  
Unseasonal lift in listing and purchases for Q1, saw 60,424 head offered (60% rise on Q1 2021) and 26,070 head purchased (44% rise on Q1 2021).

# Western QLD

## Listings & Purchases vs Rainfall



### Timeline

#### Q2 2019

Purchases peaked (32,604 head) with majority Merino wethers (10,477 head)

#### Q2 2020

Listings peaked (81,575 head) dominated by Merino wether lambs (35,774 head)

#### Q3 2021

Shedding breed purchases peaked at 12,919 head – up 24% on 2020's total purchases

#### Q3 2022

Listings drop to lowest since Q4 2019 – with 22,296 head offered, dominated by Merino wether lambs.

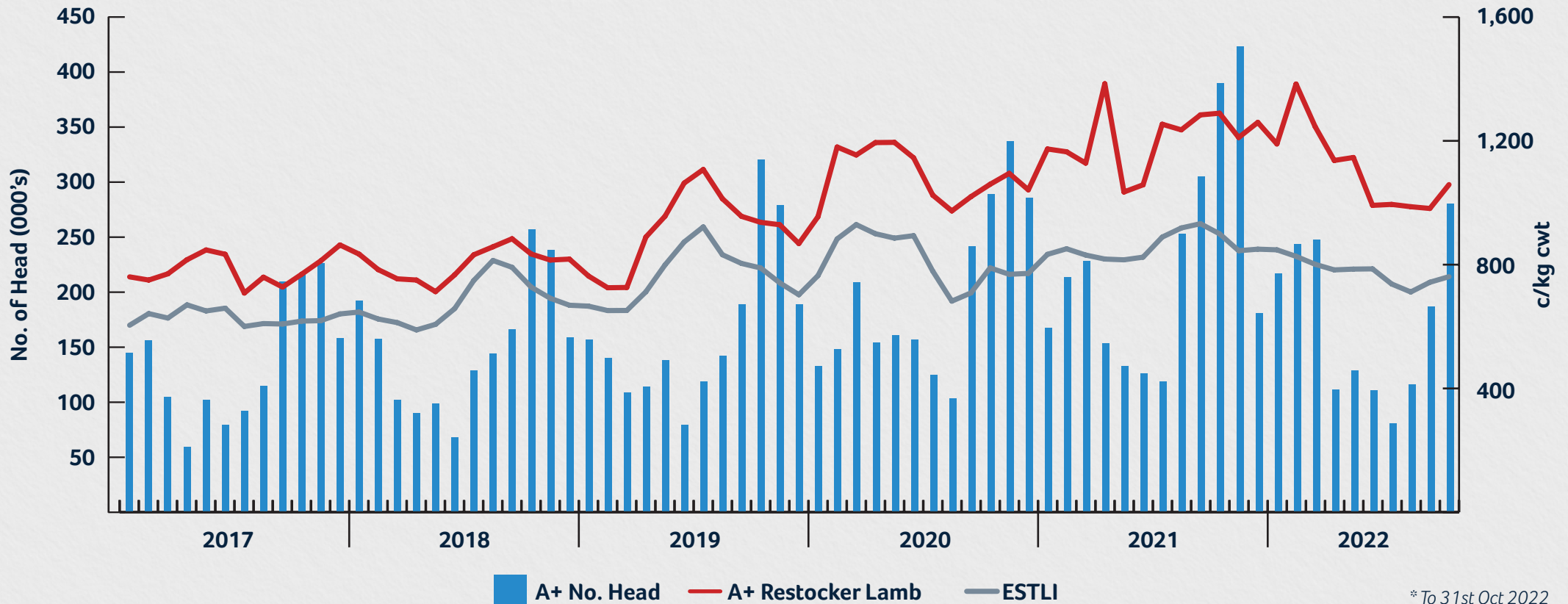


# AuctionsPlus Lamb-Scape

A guide to key stats and insights across lamb categories offered on AuctionsPlus

- The 2017 to 2022\* period has seen restocker lambs offered on AuctionsPlus dominate the market, accounting for 52% of the commercial sheep and lamb offering, with 2021 recording the biggest listing year at 2,435,878 head.
- Crossbred and Merino lamb categories account for the majority of lamb listings online, with shedding breed lambs experiencing the biggest increase year-on-year since 2017.

## AuctionsPlus Restocker Lamb vs ESTLI



# Crossbred Lambs

**Proportion of lamb listings: 40%**  
**Peak throughput: Oct- Dec**

- Crossbred listings for YTD 2022\* total 574,819 head- 11.7% below the same period in 2021.
- White Suffolk/Merino lambs dominated the category- accounting for 25% of listings over the period.
- Southwest Victoria YTD in 2022\* are leading listings with 20.2% of the total offering, or 115,896 head.

\* To 31st Oct 2022

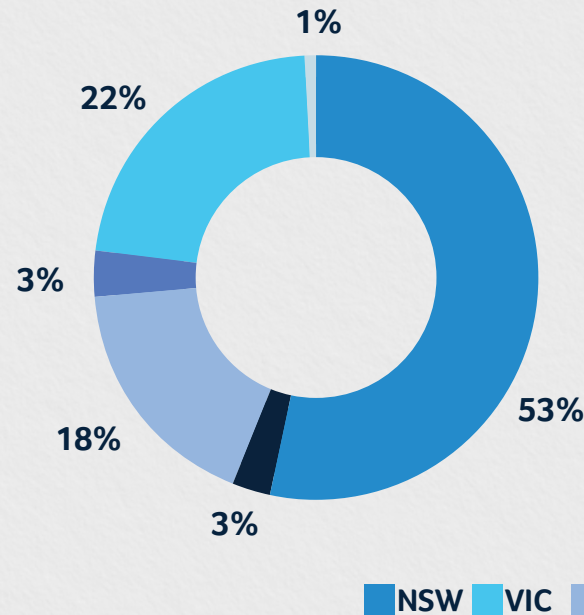
## Top Listing Regions:

- Central Western NSW 14.3%
- Southwest Victoria 12%
- Riverina NSW 10.2%

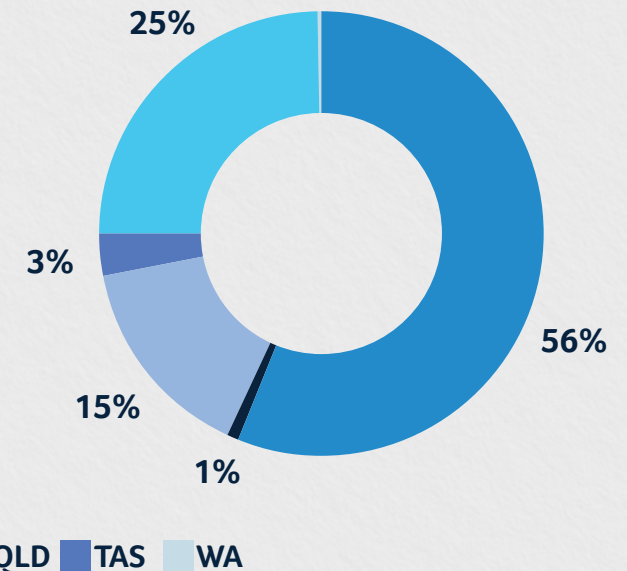
## Top Purchasing Region:

- Central Western NSW (17%)
- Riverina NSW (14.3%)
- Southwest Victoria (8.3%)

## Listing Breakdown



## Purchasing Breakdown



## Crossbred Lamb Throughput

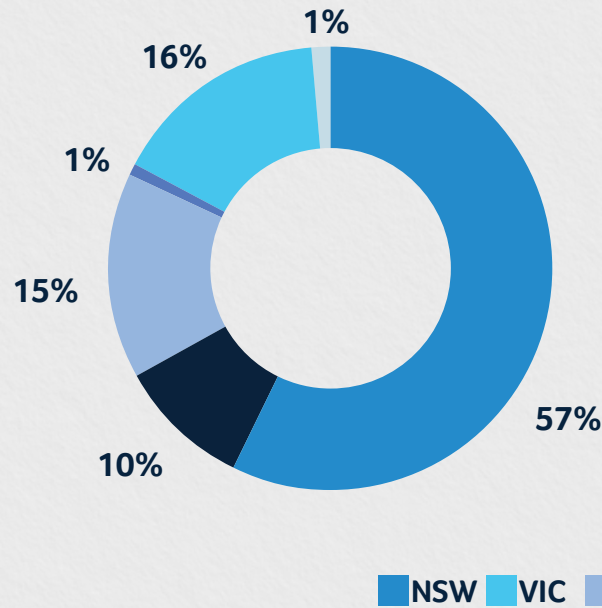


# Merino Wether Lambs

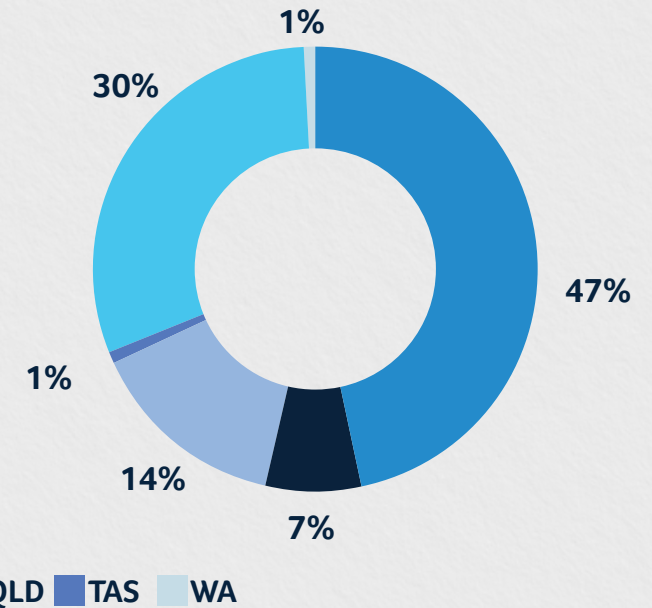
**Proportion of lamb listings: 33%**  
**Peak throughput: Sep-Nov**

- Merino ewe lamb listings YTD for 2022\* stand at 513,766 head - back 21.9% from the same period in 2021.
- The top listing period for the current YTD is the Riverina NSW with 14.5% of lamb listings.
- Victoria purchases equated to almost double their listings, securing 30% of total purchases for the category.

### Listing Breakdown



### Purchasing Breakdown



\* To 31st Oct 2022

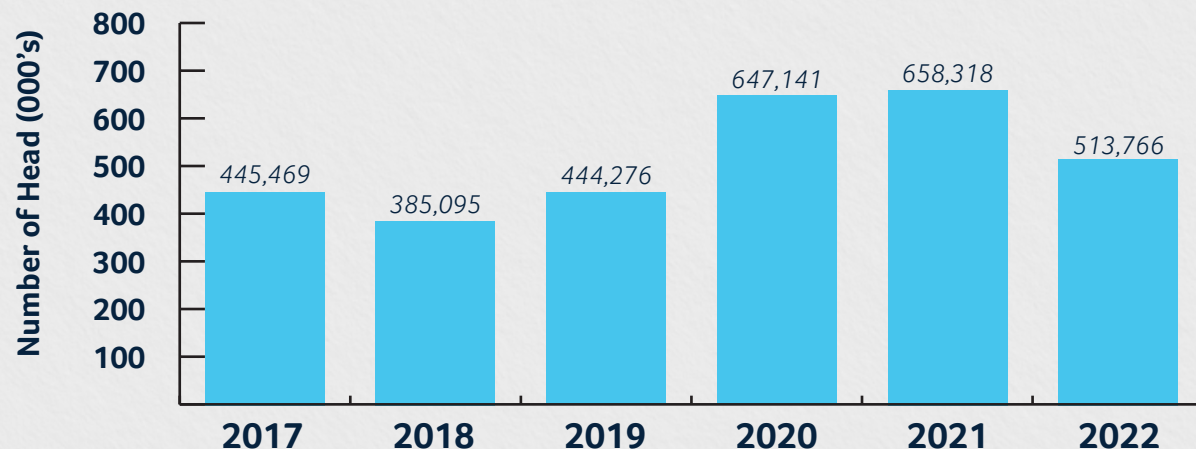
#### Top Listing Regions:

- Riverina NSW 14.5%
- Central Western NSW 11.8%
- Southwest Victoria 8.3%

#### Top Purchasing Regions:

- Central Western NSW 14.1%
- Riverina NSW 12.1%
- Southwest Victoria 8.9%

### Merino Wether Lamb Throughput

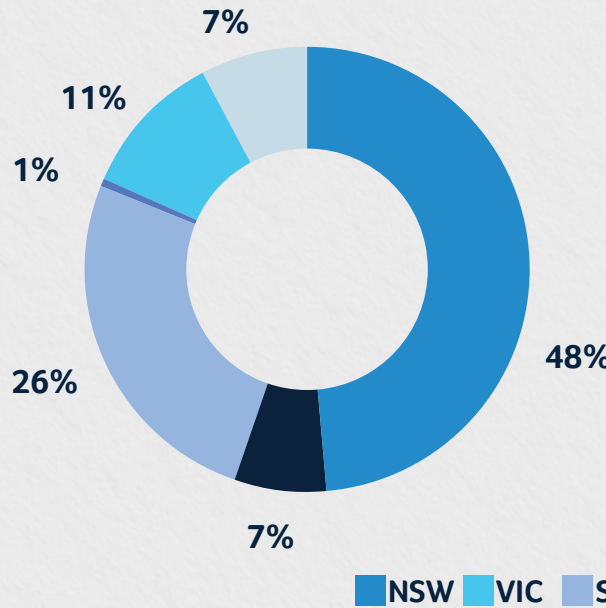


# Merino Ewe Lambs

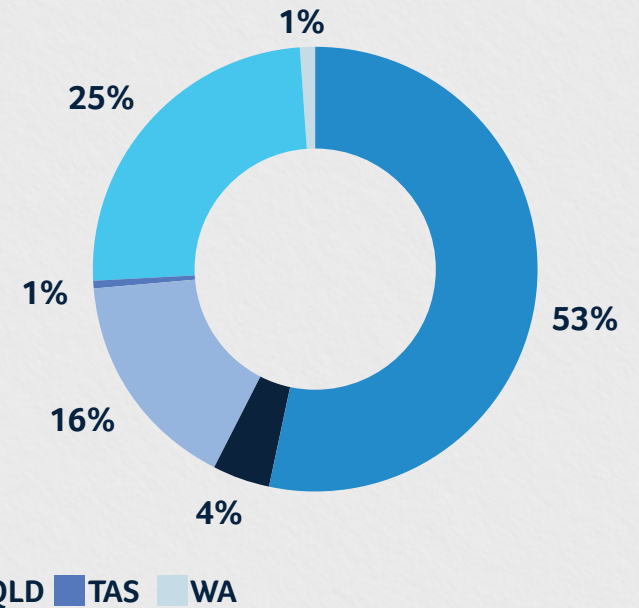
**Proportion of lamb listings: 7%**  
**Peak throughput: Sep-Nov**

- Merino ewe lamb listings for YTD 2022\* total 89,393 head - 44% back from the same period in 2021.
- The top listing region for 2022 is currently Central Western NSW with 15.9% of the total offering.
- NSW accounted for 48% of listings and 53% of purchases for the category

### Listing Breakdown



### Purchasing Breakdown



\* To 31st Oct 2022

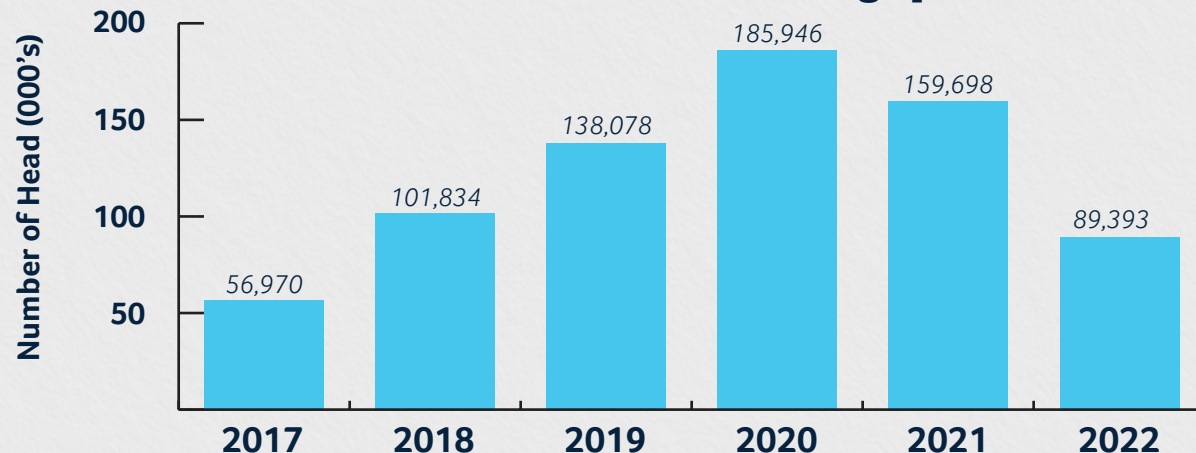
#### Top Listing Regions:

- Central Western NSW 15.9%
- Lower SE S.A. 9.2%
- Riverina NSW 9.0%

#### Top Purchasing Regions:

- Central Western NSW 14.1%
- Riverina NSW 13.4%
- Northwest Victoria 7.2%

### Merino Ewe Lamb Throughput



# Shedding Breed Lambs

**Proportion of lamb listings: 3%**  
**Peak throughput: Dec-Feb**

- Shedding breed lamb numbers for YTD in 2022\* total 39,116 head - 21.5% lower from the same period in 2021.
- Australian White lambs are the largest shedding lamb breed, accounting for 24.1% of listings in 2022. Dorper lambs account for 19.8%.
- The top listing region for 2022 YTD is Western Queensland, with 35.4% of the offering.

\* To 31st Oct 2022

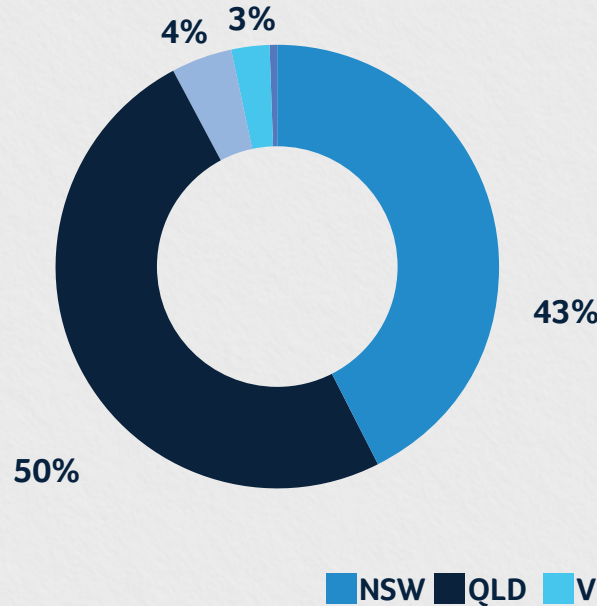
## Top Listing Regions:

- Western Queensland 30.1%
- Western NSW 19%
- Southern Queensland 18.9%

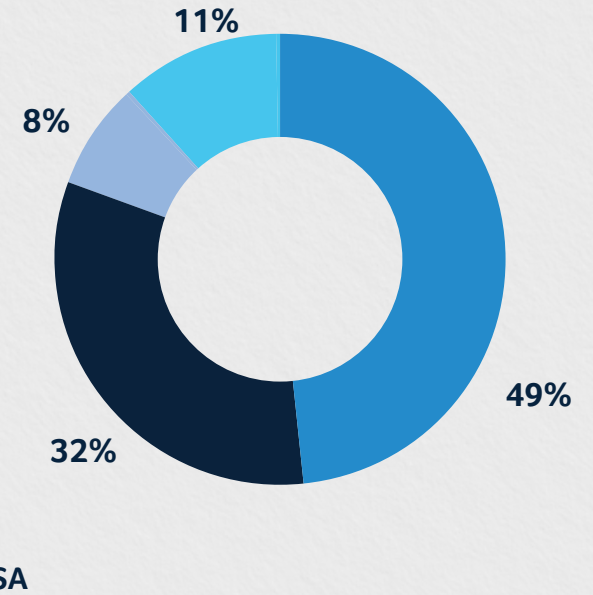
## Top Purchasing Regions:

- Southern Queensland 24.1%
- NSW NW Slopes and Plains 15.4%
- Central Western NSW 12.7%

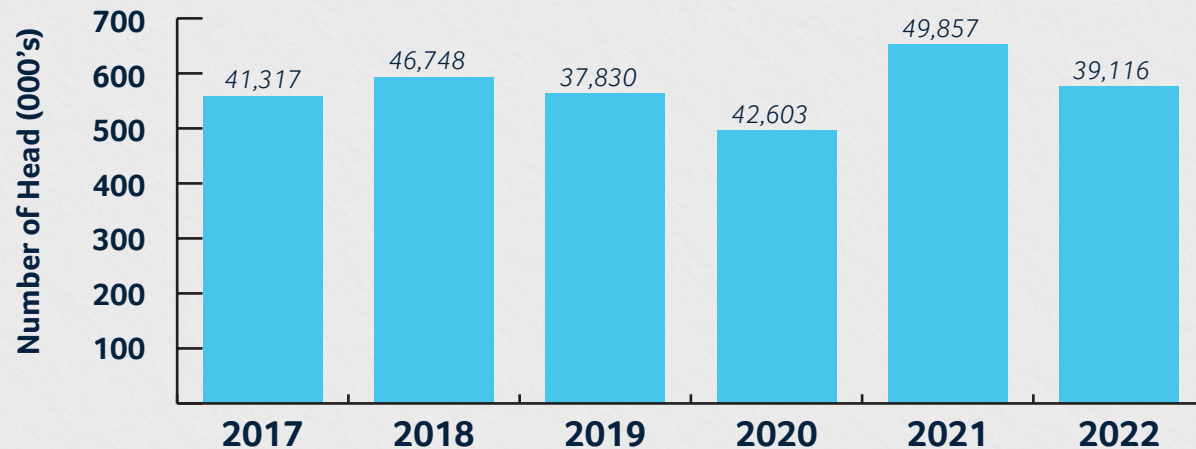
## Listing Breakdown



## Purchasing Breakdown



## Shedding Breed Lamb Throughput

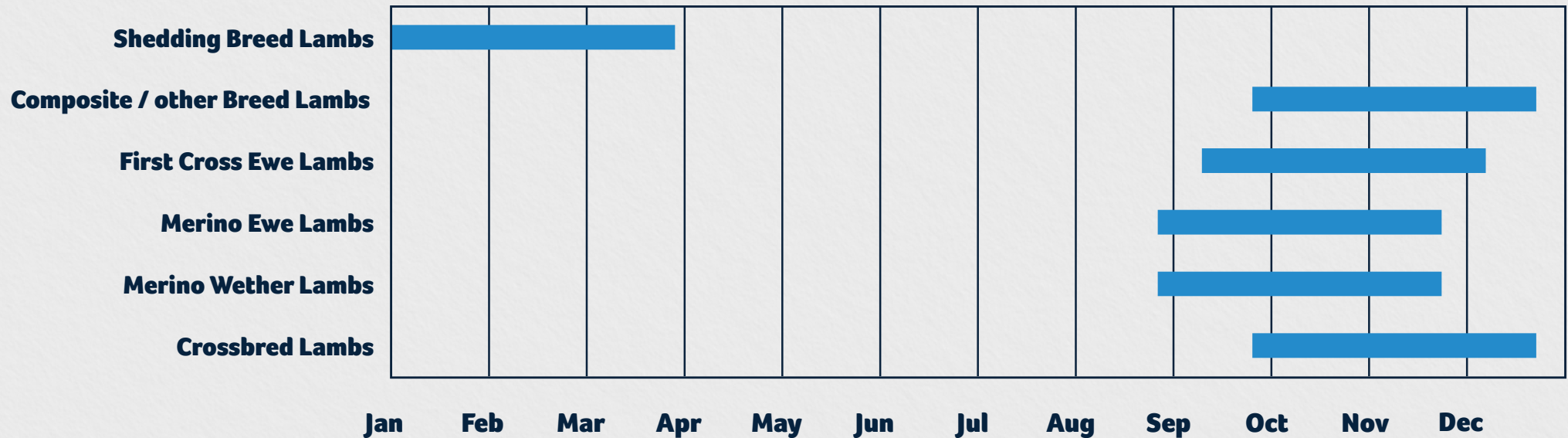




# Seasonality of the Lamb Market

Analysis into AuctionsPlus lamb listing data reveals the peak listing period across each respective lamb category as an average over the period of 2017-2022.

## Peak Listing Periods of Lamb Categories

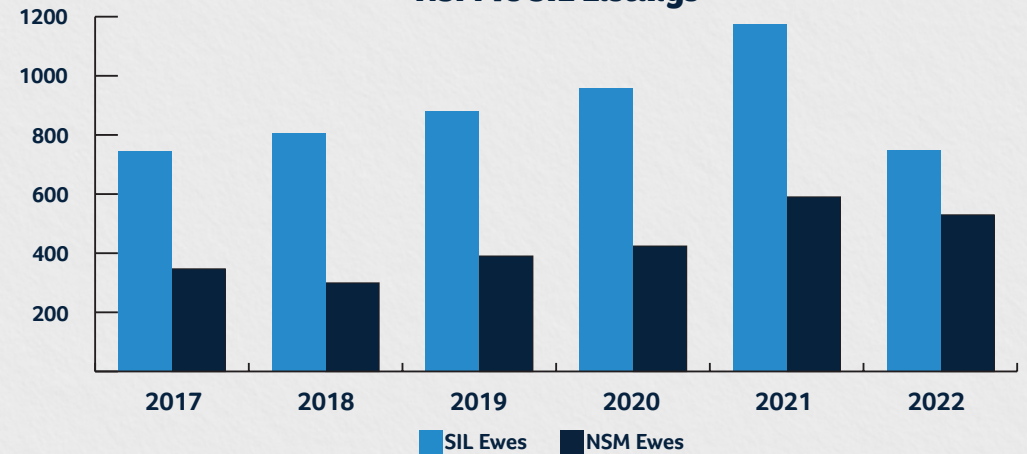


# Breeding Ewes

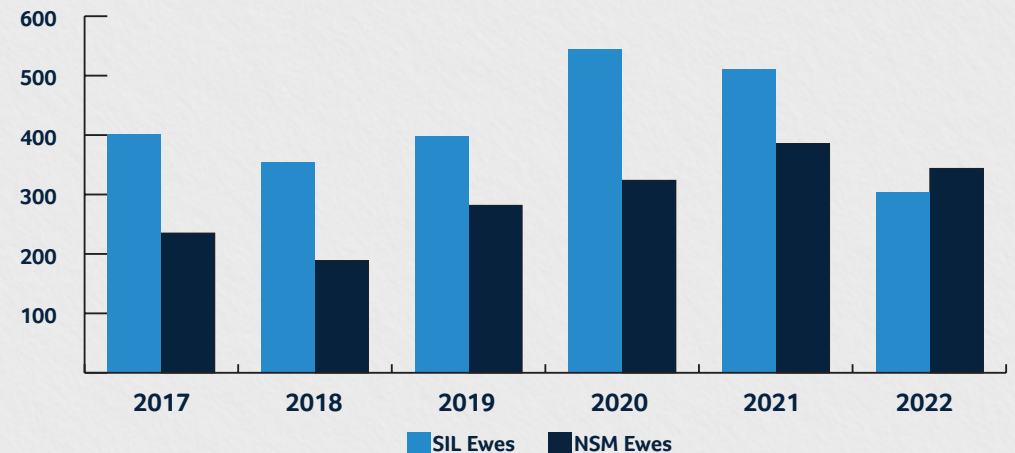
## An insight into AuctionsPlus breeding ewe listings

- AuctionsPlus breeding ewe listings have seen year-on-year increases since 2016. The fluctuations and change in breeding stock listings have been the result of both climatic conditions and demand.
- Drought breaking rain across eastern Australia from the start of 2020 resulted in increased demand for breeding ewes as producers looked to restock. Emphasis was on acquiring SIL stock- allowing for accelerated restocking and lambs on the ground sooner.
- Purchasing trends in 2022 have changed, with producers now seeking out younger, unjoined breeding ewes, allowing them to join with their genetics of choice.

**NSM vs SIL Listings**



**NSM vs SIL Purchases**

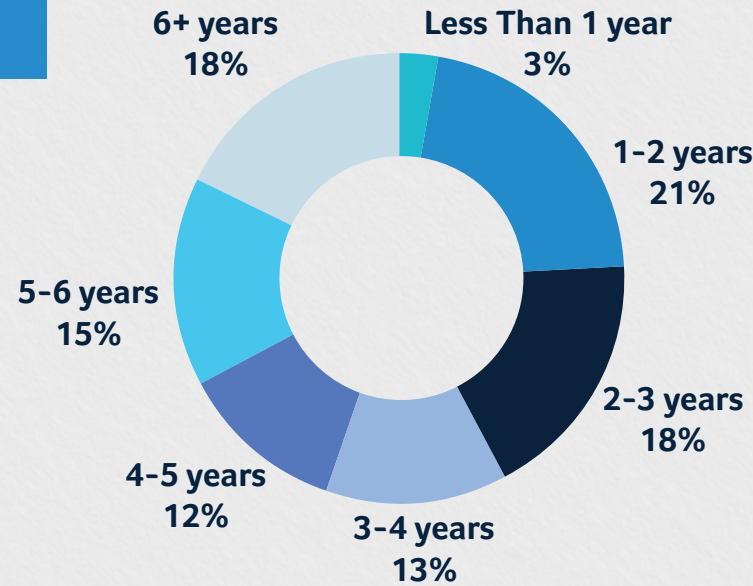


# SIL Ewes

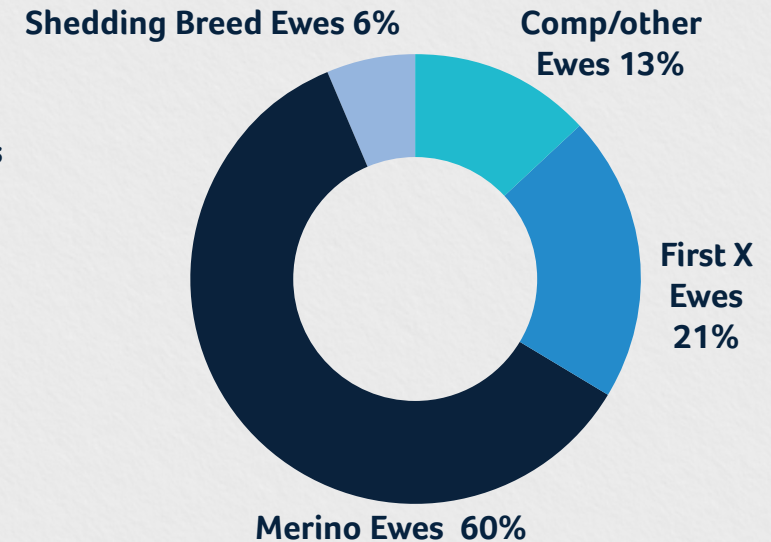
**Proportion of ewe listings: 28%**  
**Peak throughput: May-Jul**

- SIL ewe numbers YTD in 2022 total 529,935 head – back 18% from the same period in 2021.
- 2021 registered the biggest listing year on record, with 591,120 head offered. 1-2-year-old and ewes six years and above accounted for 23% and 21% of SIL listings, respectively.
- From 2017-2022 the proportion of SIL Merino ewes has decreased from 62% to 55% of total SIL numbers, while shedding breed ewes have increased from 5% to 8%.

## SIL Ewe Age Breakdown



## SIL Ewe Category Breakdown



*\* To 31st Oct 2022*

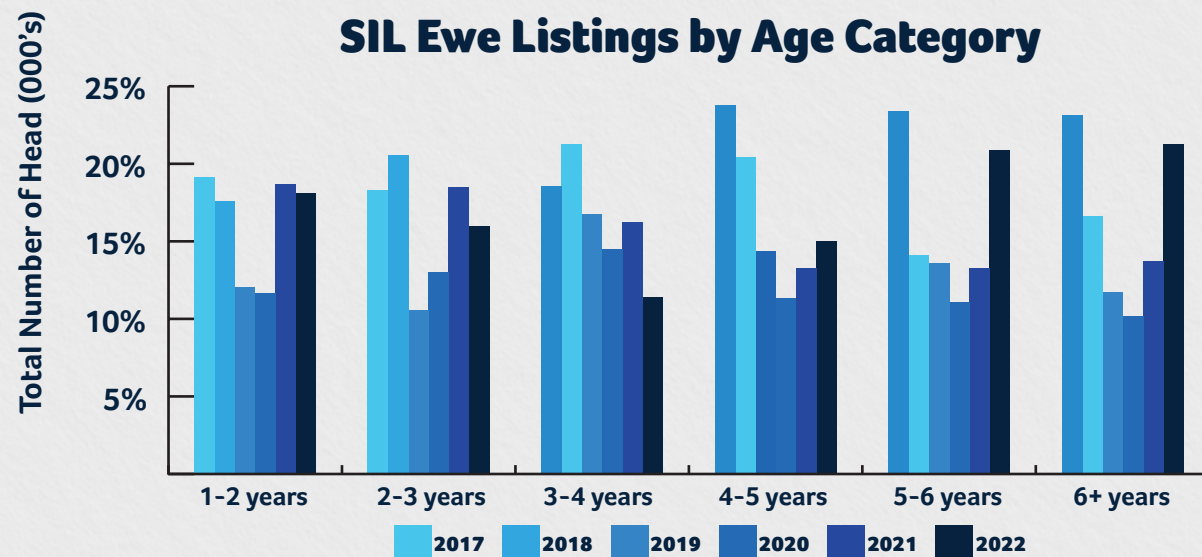
### Top Listing Regions:

- Central Western NSW 21%
- Riverina NSW 9%
- Mid and Upper North SA 7%

### Top Purchasing Regions:

- Central Western NSW 29%
- Riverina NSW 12%
- Northwest Victoria 6%

## SIL Ewe Listings by Age Category



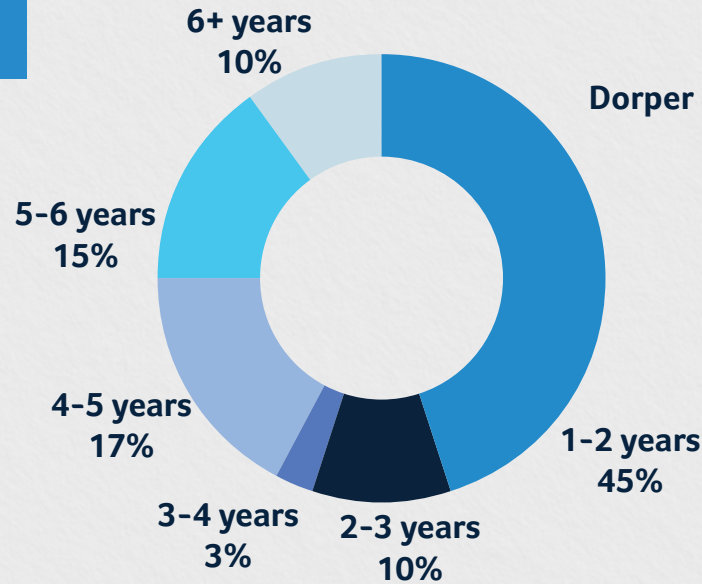


# NSM Ewes

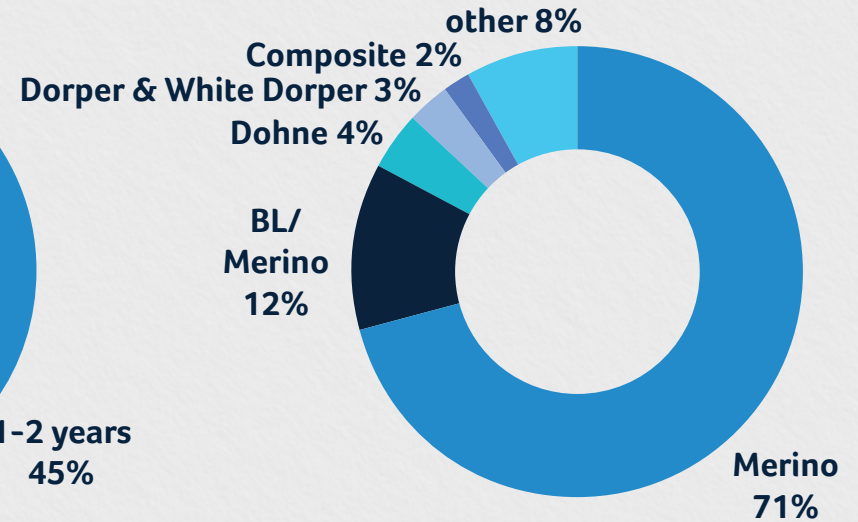
**Proportion of ewe listings: 35%**  
**Peak throughput: Sep- Nov**

- NSM ewe numbers for YTD 2022 total 252,684 head- back 18% from the same period in 2021.
- 2021 registered the biggest listing year with 863,277 head offered, the result of a large increase from southern regions, with Eastern Pastoral SA up 72%, Northeast Victoria up 56% and Midlands WA up 23%.
- Merino ewe hoggets account for the largest portion of NSM ewe listings at 31%.

## NSM Ewe Age Breakdown



## NSM Ewe Breed Breakdown



\* To 31st Oct 2022

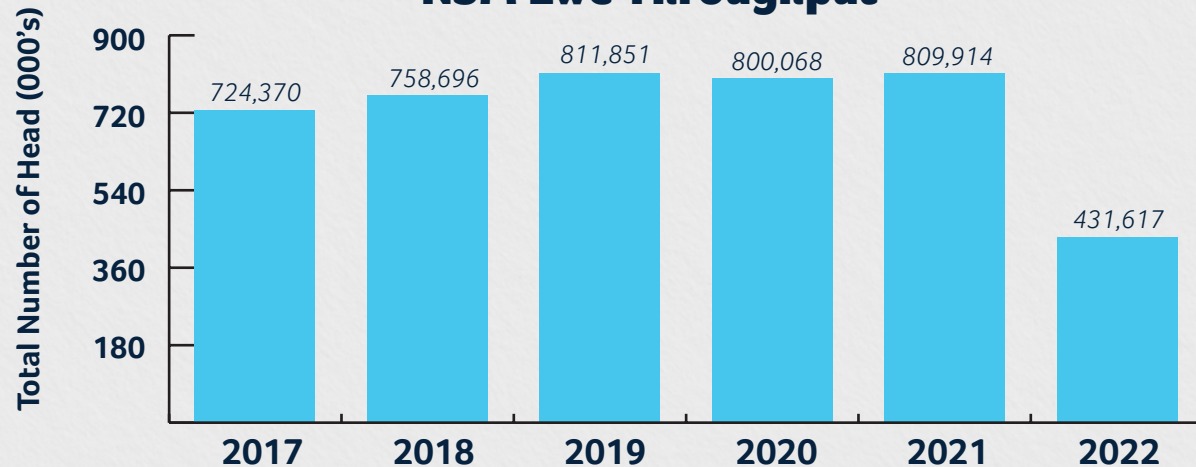
### Top Listing Regions:

- Central Western NSW 18%
- Riverina NSW 12%
- NSW Northwest Slopes & Plains 8%

### Top Purchasing Regions:

- Central Western NSW 20%
- Riverina NSW 14%
- Southwest Victoria 9%

## NSM Ewe Throughput





## **Teeah Bungey**

*AuctionsPlus Insights*

*Senior Analyst*

**[tbungey@auctionsplus.com.au](mailto:tbungey@auctionsplus.com.au)**



## **Emma Fessey**

*AuctionsPlus Insights*

*Senior Analyst*

**[efessey@auctionsplus.com.au](mailto:efessey@auctionsplus.com.au)**