AuctionsPlus
2021-22 Results

2021-22 Summary

AuctionsPlus gross merchandise sales in 2021-22 hit a record $3.5 billion – up 49% on the previous year. Driven by record user registrations, 2021-22 livestock throughput cemented AuctionsPlus as Australia's largest digital agricultural marketplace.

From record livestock numbers, machinery and clearing sales, working dog sales, property and equine auctions - sales continued to rise. This came with increased website traffic, 138,830 total registered users and an average of 1,047,763 page views a week.

Key Points

- AuctionsPlus offered 898,747 head of cattle and 4,677,638 sheep and lambs across FY22. NSW continued to hold onto the top listing state for both sheep and cattle, while Tasmania registered the largest increase in listings across both species.
- AuctionsPlus continued to see a rise in goat listings, aided by the increased demand and prices across the industry, with 154,041 head offered. Queensland dominated the listings, as goat numbers continue to rise in northern Australia.
- The ability to expose vendors to a national audience - with an average of 41,796 website visitors and 1,047,763 page views a week - has fuelled growth in stud sales. In FY22, AuctionsPlus held 439 stud sheep sales and 429 stud cattle sales - up 48% and 18% from FY21, respectively.
- AuctionsPlus continues to see increases in non-livestock commodities, with property sales up 139%, with Machinery and clearing sales increasing by 63%.

AuctionsPlus SNAPSHOT

Total Cattle Offered:

898,747

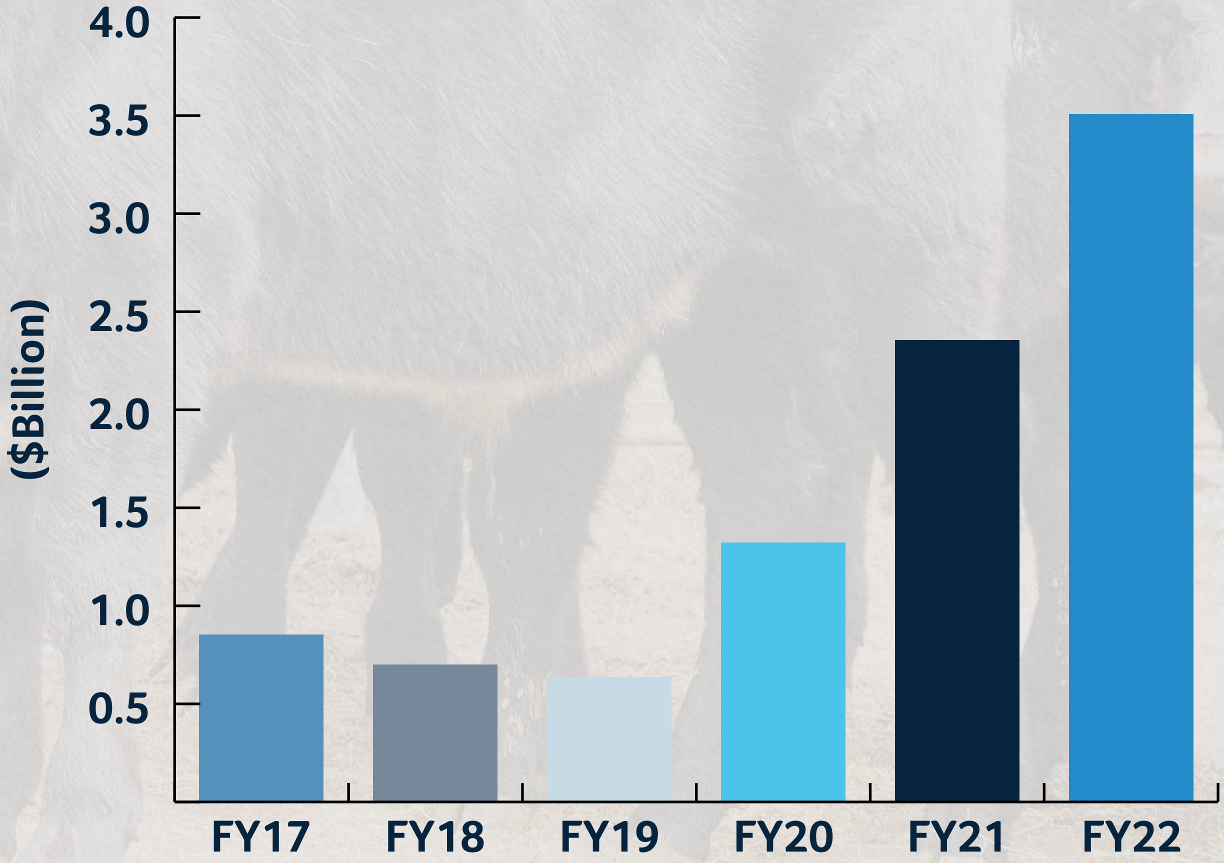
(Head)

Total Sheep Offered:

4,677,638

(Head)

Gross Merchandise Sales
$3.51 Billion



AuctionsPlus SNAPSHOT

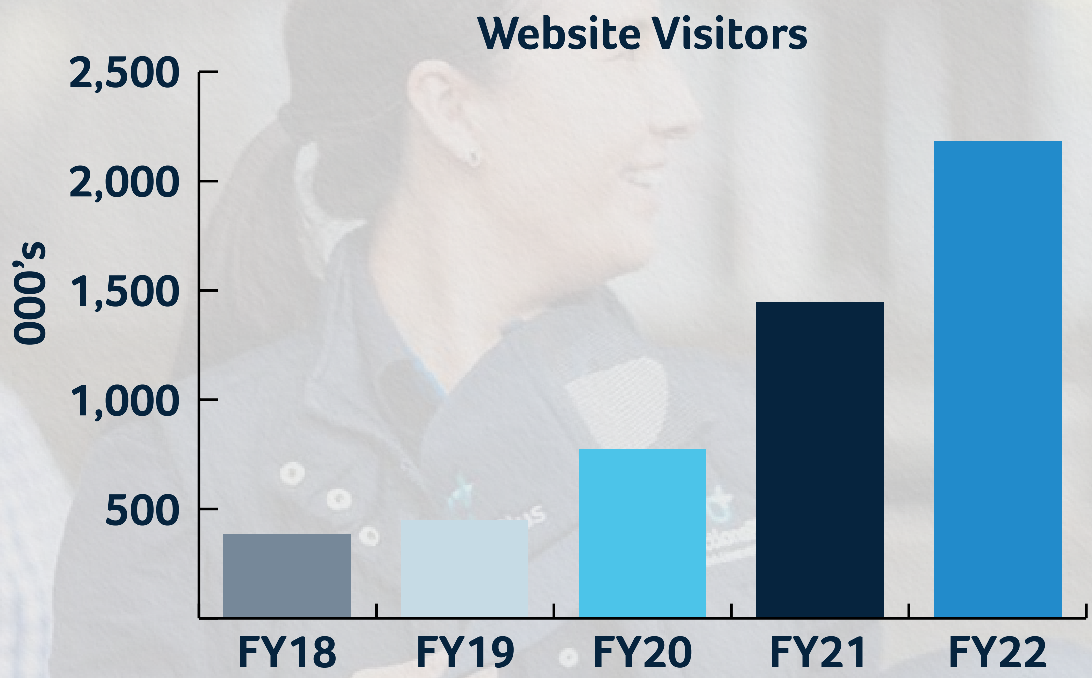
Bidder / Buyer Stats

Average Monthly Bidders:

6,179 (+30%)

Average Monthly Buyers:

3,384 (+37%)



User Stats

Total Registered Users:

138,830

Total New Registrations:

35,249

Web Stats

Total Website Visitors:

2,173,399 (+51%)

Total Page Views:

54,483,664 (+38%)

Cattle

The Australian cattle market peaked and plateaued during the 2021-22 financial year (FY22), with numerous records broken, including for the number of cattle offered through AuctionsPlus. Total cattle offered in FY22 was 898,747 head, with an average clearance rate of 82.6% - down slightly from 82.9% in FY21 but higher than the 81.4% in FY20. An overall wet year in FY22, with subsequent pasture growth sustained confidence among cattle producers, despite cost of production pressures rising as the year progressed.

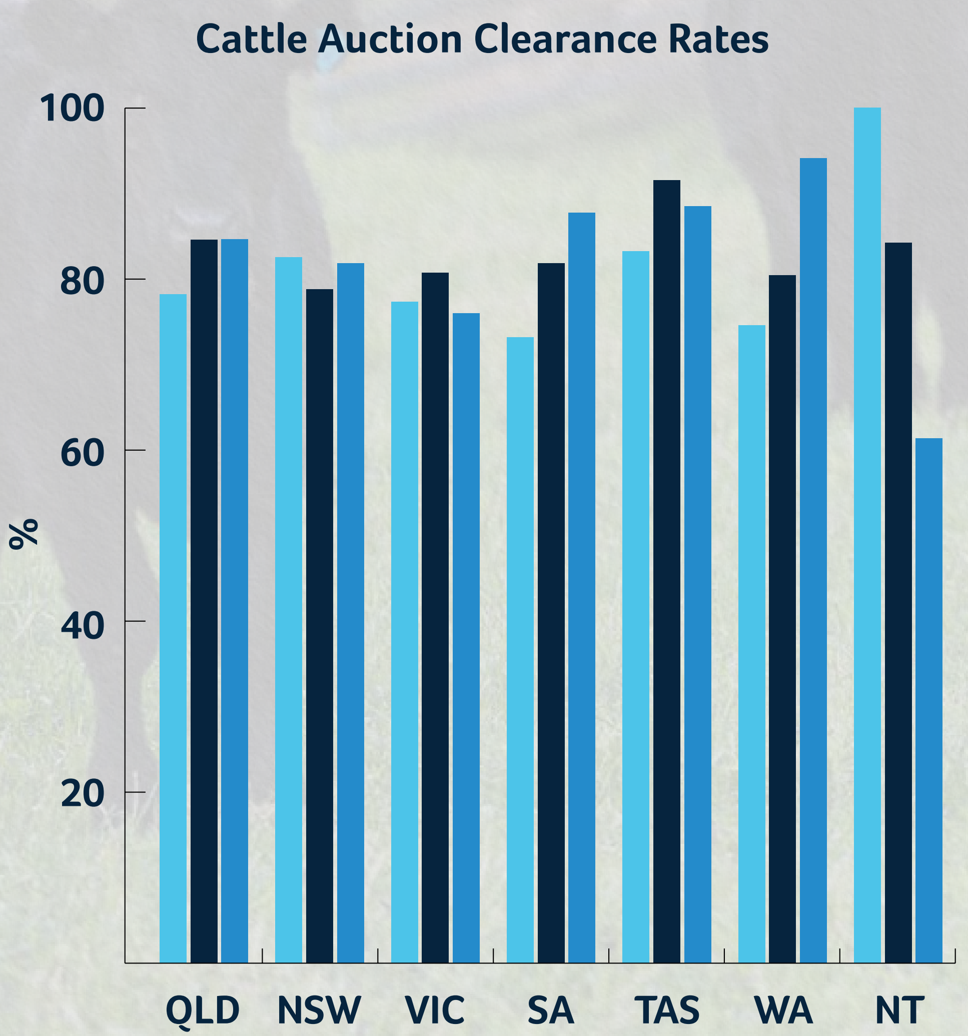
NSW held on to the top listing spot for FY22, with 392,894 head offered and 321,470 head sold – up 30% and 33% respectively, on the previous year. Favorable seasonal conditions and record high prices inspired increased flows of trade cattle in NSW, while Queensland remained in a rebuild mode, especially following much-needed late wet season rain. Queensland offerings were stable on last year, at 293,589 head. The NT registered the largest percentage increases in both offering and sales for FY22, with 5,676 head offered and 3,484 head sold online – up 123% and 41% respectively.

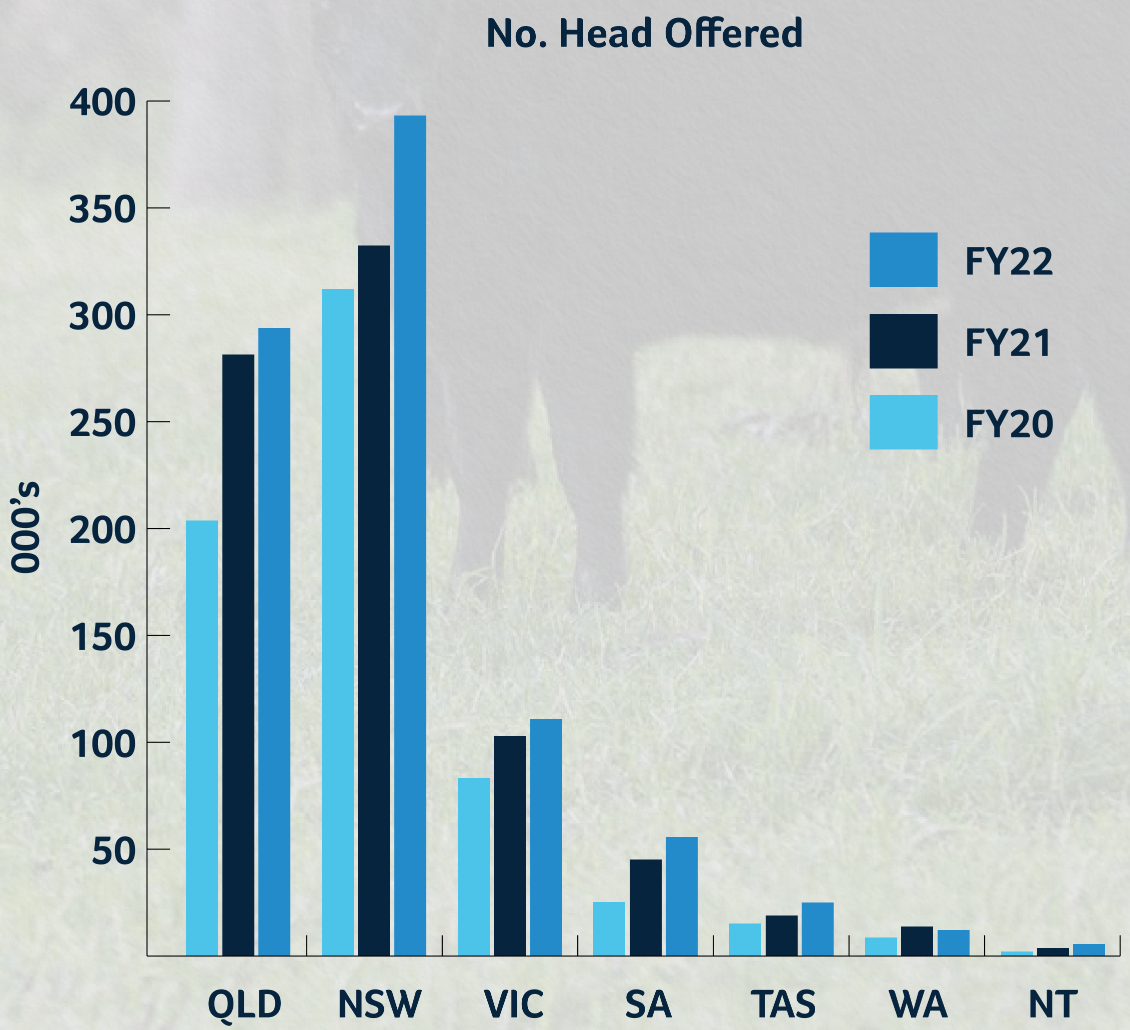
Victoria and SA both declined in number of head offered, Victoria down 12% and SA down 5% in FY22. Local producers subsequently turned to offerings further afar with 45% of cattle purchased in Victoria travelling from interstate while 40% of cattle purchased in SA travelled from interstate.

A notable uptake of the online platform for FY22 was registered in Tasmania, where numbers offered increased by 38% and sales increased by 29%. Western Australia registered the highest clearance rate of 94% for the year, while throughput and sales eased due to subsiding demand from the eastern states and improved local conditions.

Cattle Sales

Total Cattle Sales: 898,747 head
QLD: 293,589 | **NSW:** 392,894 | **VIC:** 110,833
SA: 55,662 | **TAS:** 25,682 | **WA:** 14,411 | **NT:** 5,676



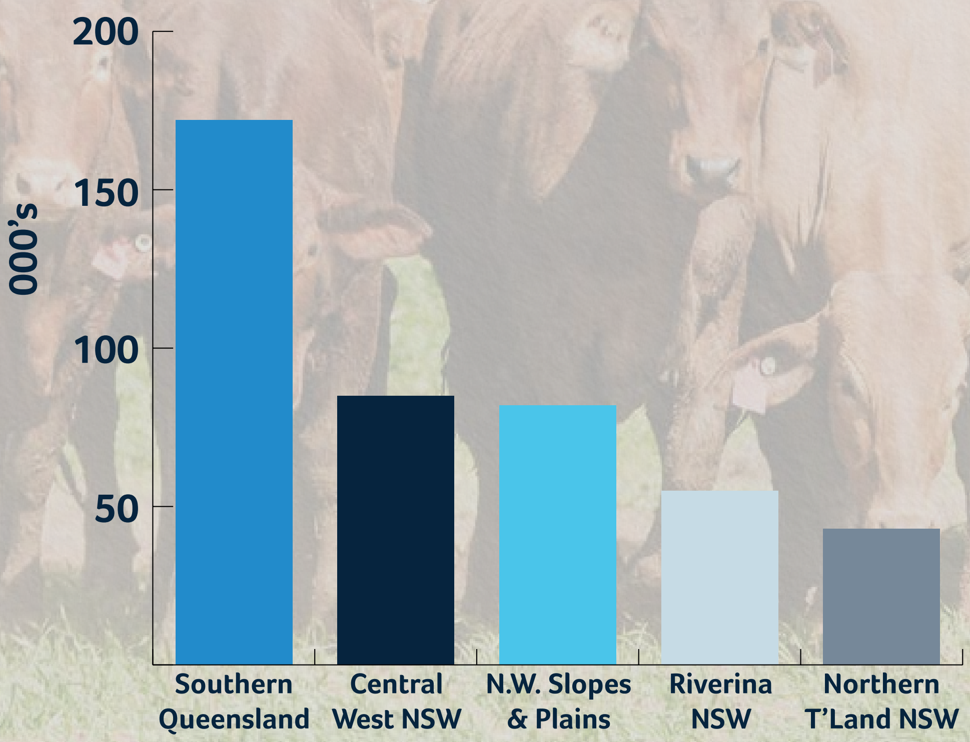


Cattle - Regions

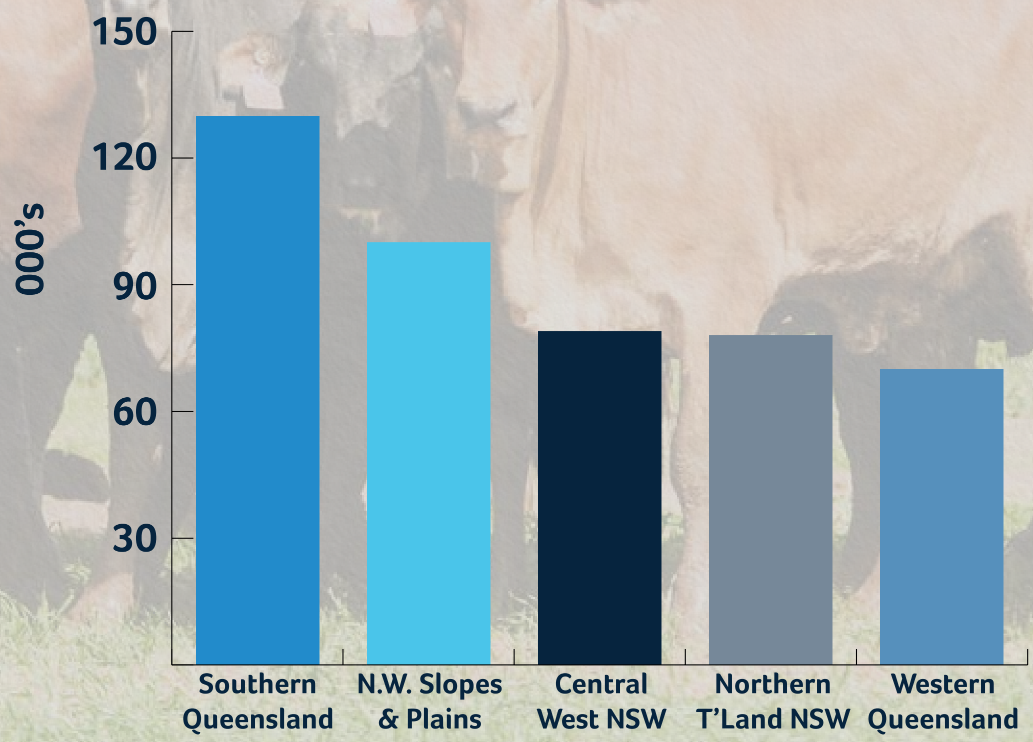
Southern Queensland went back-to-back as the number one region for both listings and purchases on AuctionsPlus in FY22. The region accounted for 14.5% of commercial cattle listings on AuctionsPlus, with 129,552 head listed online – 21% higher than FY21. Southern Queensland also led the way in cattle purchases, assisted by restocker, processor and feedlot presence in the region, with 171,679 head bought online – a 38% increase on FY21. Central West NSW made a return to the top five listing regions, with a 249% increase in the number of head offered.

Total Throughput: 898,747 head

Top 5 Buying Regions



Top 5 Listing Regions



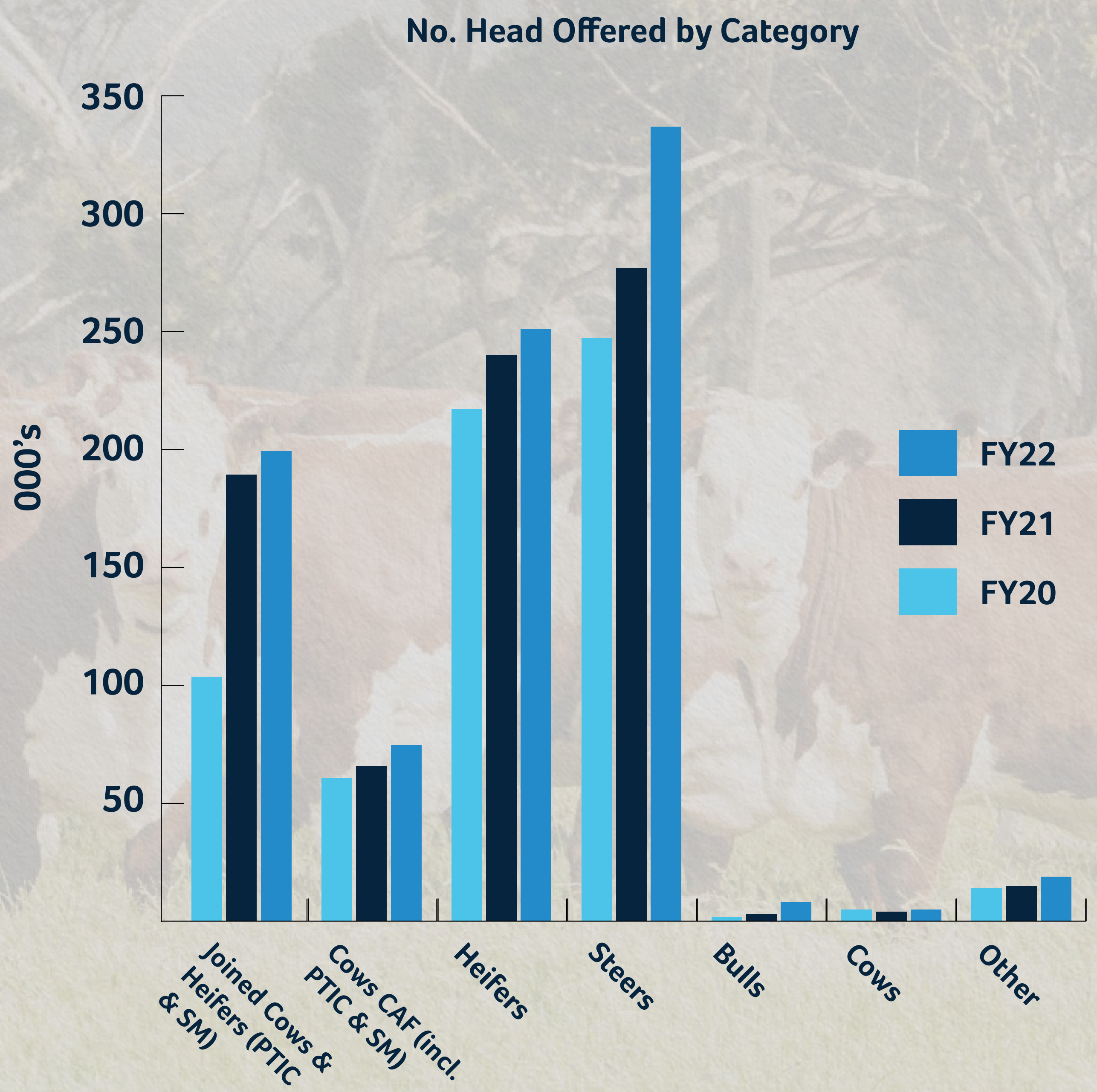
Cattle - Markets

AuctionsPlus steer and heifer listings increased year-on-year in FY22, with the categories achieving 86% and 85% clearance rates respectively. Steer offerings increased 21% in FY22, as heifer numbers only increased 4% - demonstrating producer's continued intentions to hold onto potential breeders and rebuild herds.

For the female offering, lighter heifer categories experienced the highest price increases from FY21, with 200-280kg heifers up 34%, to average $1,588/head for FY22. For the steers, the 200-280kg category was the largest offering with 100,443 head, averaging 32% higher than FY21, at $1,745/head.

PTIC heifers dominated as the single largest category on AuctionsPlus for total throughput, with 114,947 head offered. Strong demand, especially during 2021 boosted returns, with a 72% clearance rate and prices averaging 29% higher in FY22, at $2,796/head.

Listings of cows with calves at foot were static year-on-year, with 52,368 head offered - but with significant premiums and clearance rate differences between joined and unjoined categories. NSM cows and calves registered a 103% increase in listings, while SM cows and calves fell by 60% and PTIC cows and calves fell by 33%. Prices for NSM cows and calves increased 25% to average $3,453/head in FY22, while SM cows and calves increased 29% and PTIC cows and calves increased 43%.



Sheep & Lamb

Sheep and lamb numbers offered exclusively through AuctionsPlus for the 2021-22 financial year (FY22) reached 4,677,638 head – a 6% increase on the previous financial year.

NSW offered 2.2 million sheep for FY22, accounting for 47% of total listings. Strong prices and seasonal conditions underpinned the 14% annual increase – with the easing focus on flock rebuilding, after two intense years, also assisting with higher numbers.

Queensland reported a 12% rise in online listings for FY22, reaching 339,048 head. The highest clearance rate across all states for FY22 also went to Queensland, at 79%, buoyed by strong local demand as seasonal conditions improved, along with sustained interstate buying.

In percentage terms, Tasmania registered the largest lift in offerings on AuctionsPlus for FY22, with 85,071 head - up 34% from FY21. Improved seasonal conditions and decreased demand and prices from restocking producers in the east contributed to a fall in listings out of WA, down 52%, to 105,808 head.

Following large rises in listings in FY21, both South Australia (786,834 head) and Victoria (1.159 million head), consolidated numbers in FY22, accounting for 17% and 25% respectively, of total listings.

Crossbred lambs recorded the largest offering for FY22, with 1,032,850 head offered. SIL Shedding breed ewes registered one of the largest percentage increases, jumping 73% year-on-year, with 49,306 head. The industry continues to experience high demand for shedding and meat sheep breeds, as producers consider annual shearing and labour constraints. Composite/other breed lambs in FY22 achieved the highest clearance at 90% for the 191,362 head offered, followed closely by shedding breed lambs and SIL shedding breed ewes, at 85% and 84%, respectively.

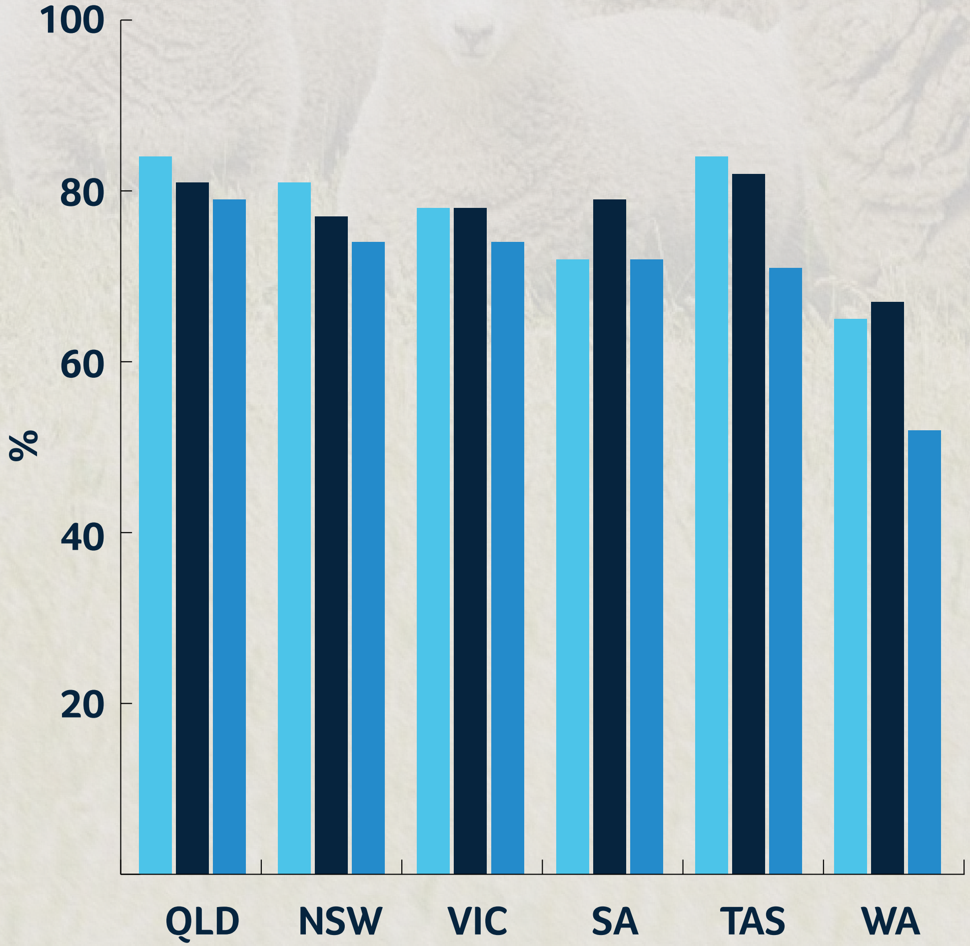
Sheep Sales

Total Sheep Sales: 4,677,638 head

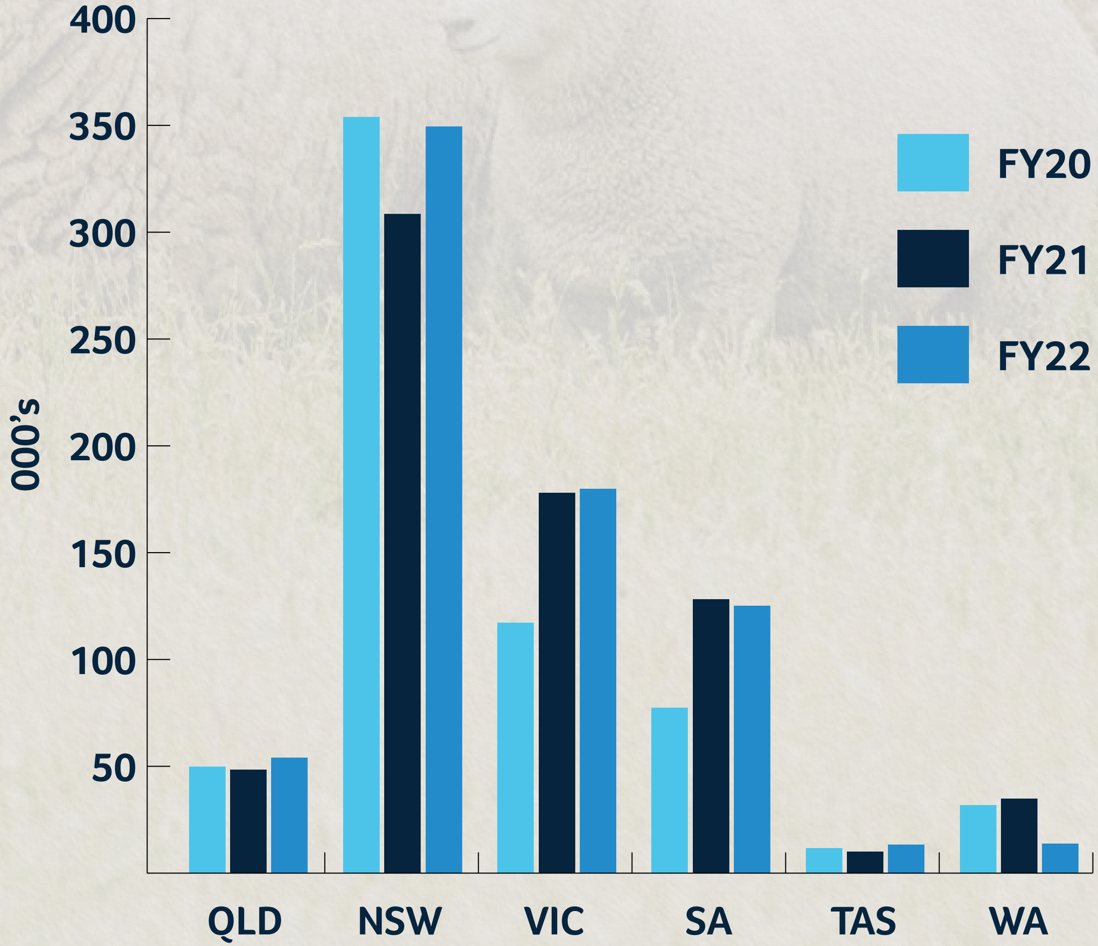
QLD: 339,048 | NSW: 2,201,599 | VIC: 1,159,278

SA: 786,834 | TAS: 85,071 | WA: 105,808

Sheep Auction Clearance Rates



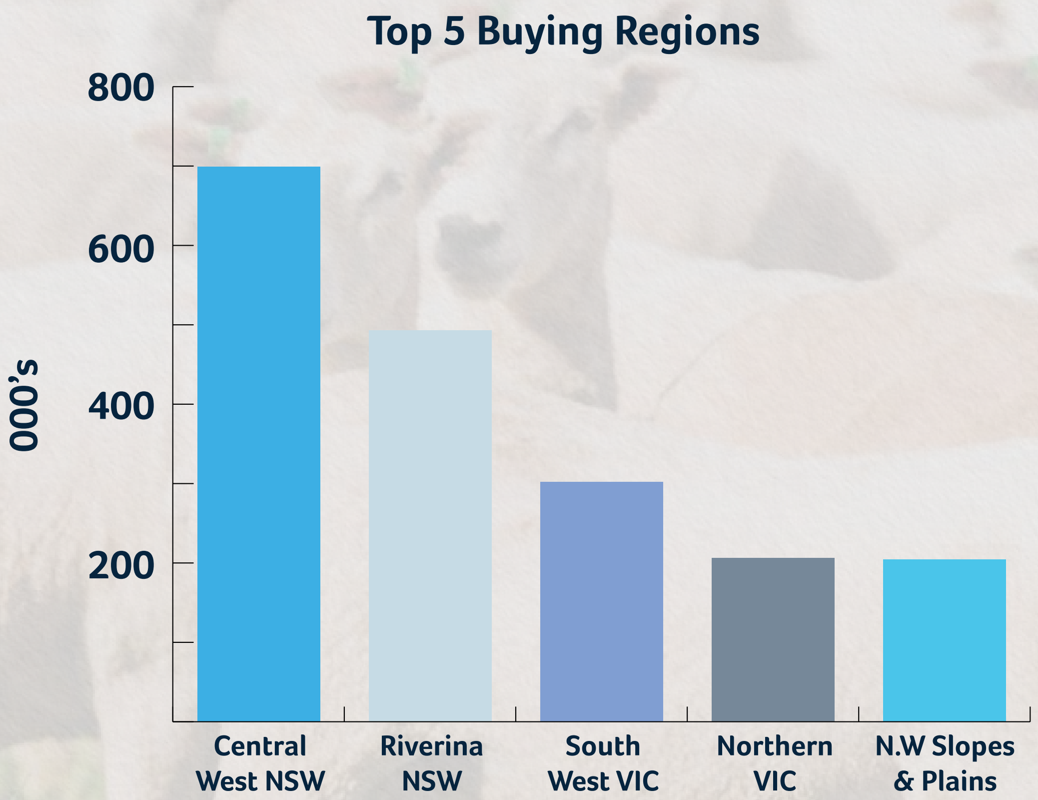
No. Head Offered

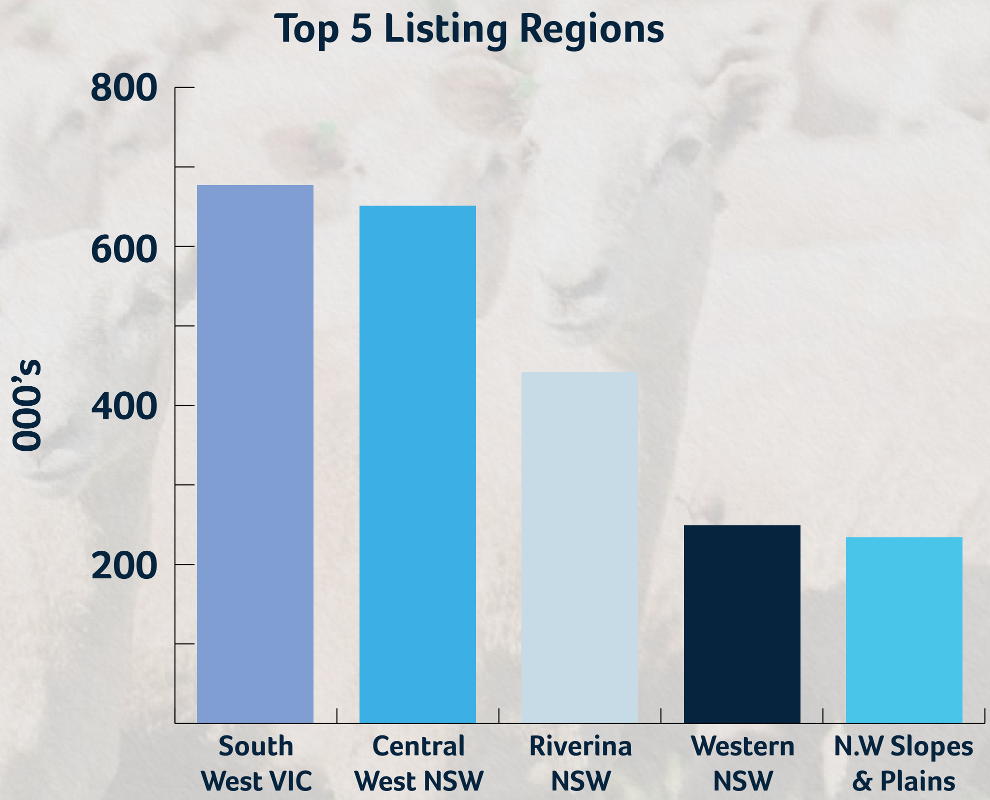


Sheep - Regions

Southwest Victoria maintained the mantle as the largest listing region, with 683,118 head offered in FY22 – a 5% increase on FY21 listings. NSW dominated the remaining top five listing regions, with Central West NSW experiencing the largest increase year-on-year, with 651,264 head offered – up 36% on FY21. Experiencing the only decline from the top five regions was the Riverina, with listings back 12%.
The top four buying regions for FY22 remain unchanged on last year, with NSW and Victorian producers looking to again secure quality stock on the back of favourable seasonal conditions. Central West NSW topped the buying regions securing 700,030 head – up 7% year-on-year. The Southwest Slopes and Plains experienced the biggest rise in purchases for FY22, with a 16% increase pushing them into the top five regions, with 204,827 head.

Total Throughput: 4,677,638 head





Goats

AuctionsPlus commercial goat sales offered exclusively online increased by 18% in FY22, hitting 154,041 head. Total clearance across goat sales for the year reached 76%. Queensland accounted for the majority of the goat listings across the year, with 87,442 head, or 57% of total listings. NSW accounted for 42% of listings, with 64,196 head, while Victoria and South Australia listings totalled 2,342 head and 51 head, respectively.

Looking to regions, Southern Queensland was the largest listing region for the year, making up 37% of the total, followed by Western NSW with 33%. Western Queensland listed 22% of the total goat offering, while the N.W. Slopes and Plains and Central West NSW accounted for 4% and 3.8%, respectively.

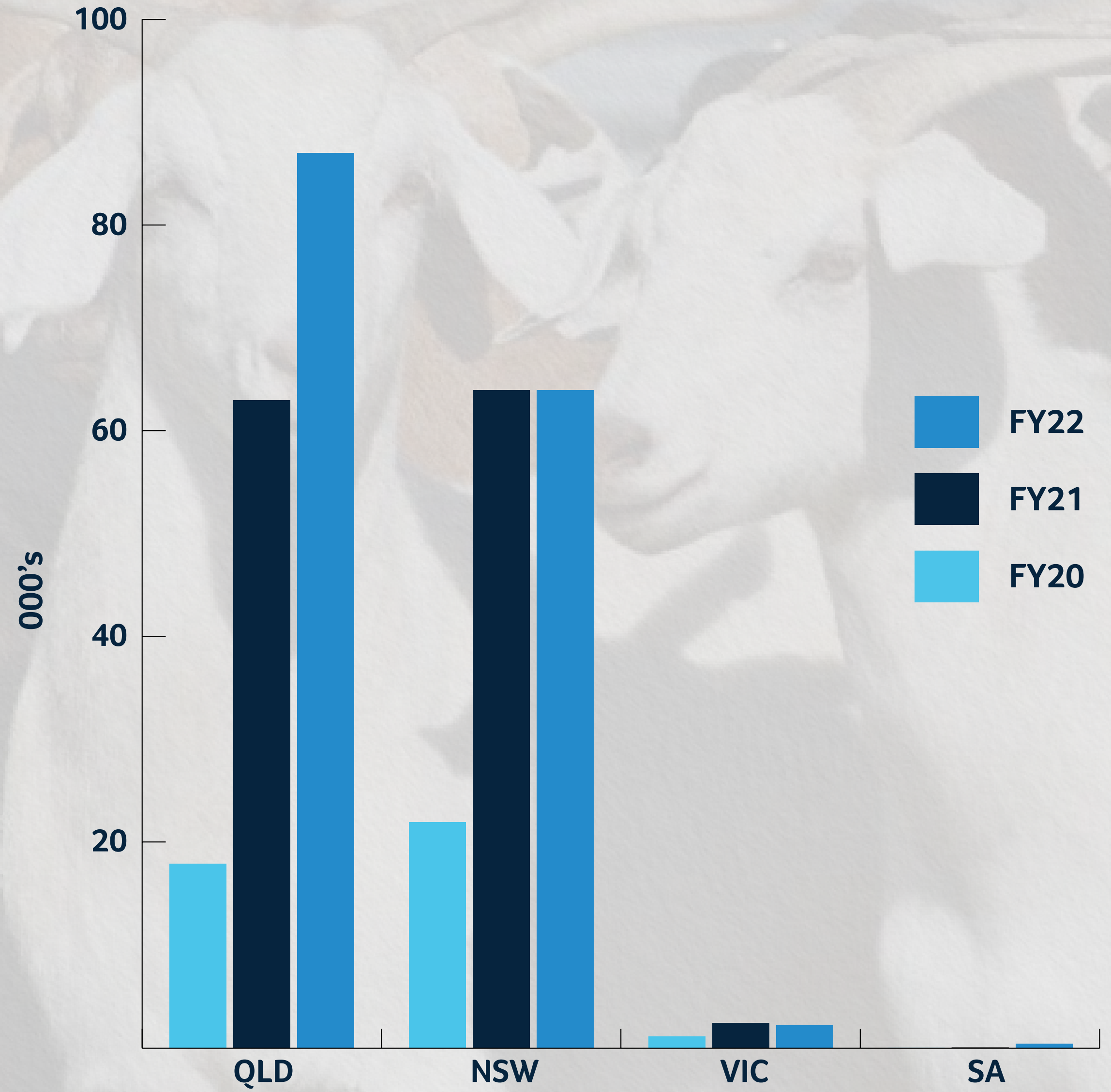
On the purchasing side Queensland came out on top, with Western and Southern Queensland regions accounting for 37% and 35% of FY22 purchases, respectively. Western NSW purchases accounted for 15%, with Central West NSW and Northwest Victoria accounted for 7% and 6%, respectively.

Rangeland goats accounted for 52% of total goat listings for the year, at 80,479 head. While rangeland numbers rose by 11% in FY22, the overall proportion of rangeland goats offered on the platform dropped by 4%. Boer/Rangeland goats accounted for 20,965 head across the year - a 63% rise from FY21.

Rangeland does were the largest category with 51,698 head listed, with prices averaging $139/head - back $22 on FY21. Boer/Rangeland does hit 10,755 head listed online, to average $4 higher at $194/head. Boer buck and doe prices both rose considerably from FY21, with bucks averaging $856/head - up $398/head, while Boer does rose by $261, to average $590/head.

Total Goat Sales: 154,041 head

QLD: 87,442 | NSW: 64,196 | VIC: 2,352 | SA: 51



Other Sales

429
Stud Cattle Sales (+18%)

439
Stud Sheep Sales (+48%)

110
Property Sales (+139%)

516
Machinery / Clearing Sales (+63%)

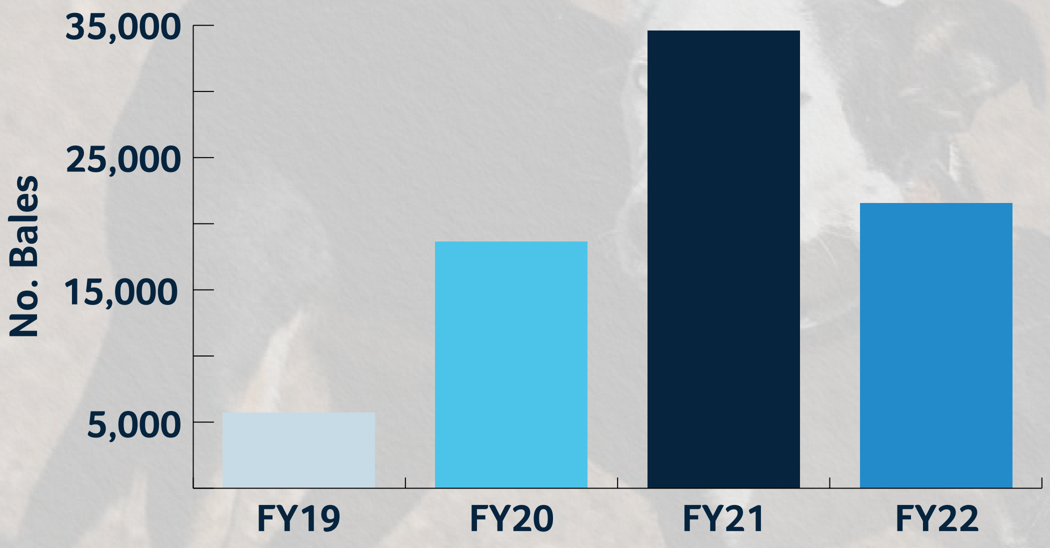
23
Equine Sales (+35%)

21
Charity Sales

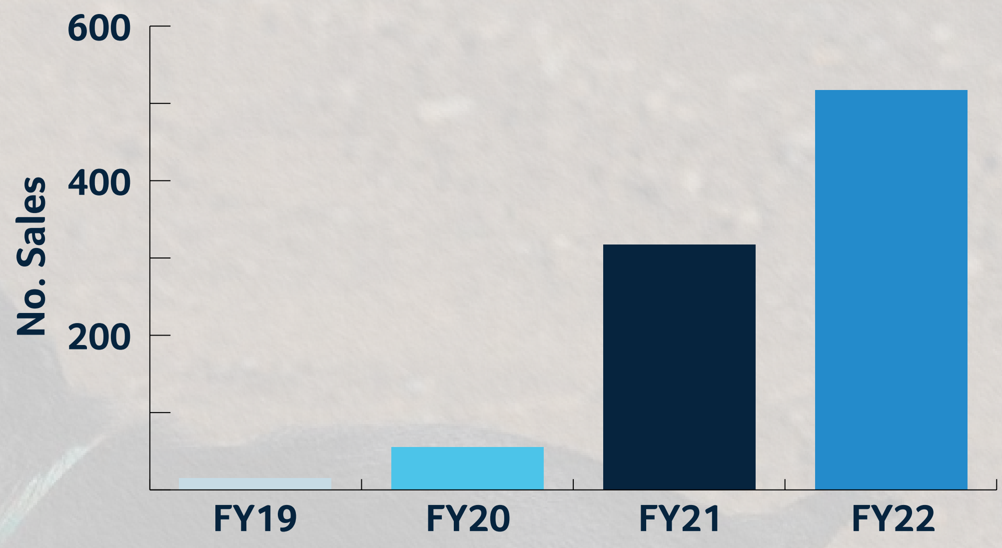
257
Saleyard Sales (+243%)

50+
Other Sales

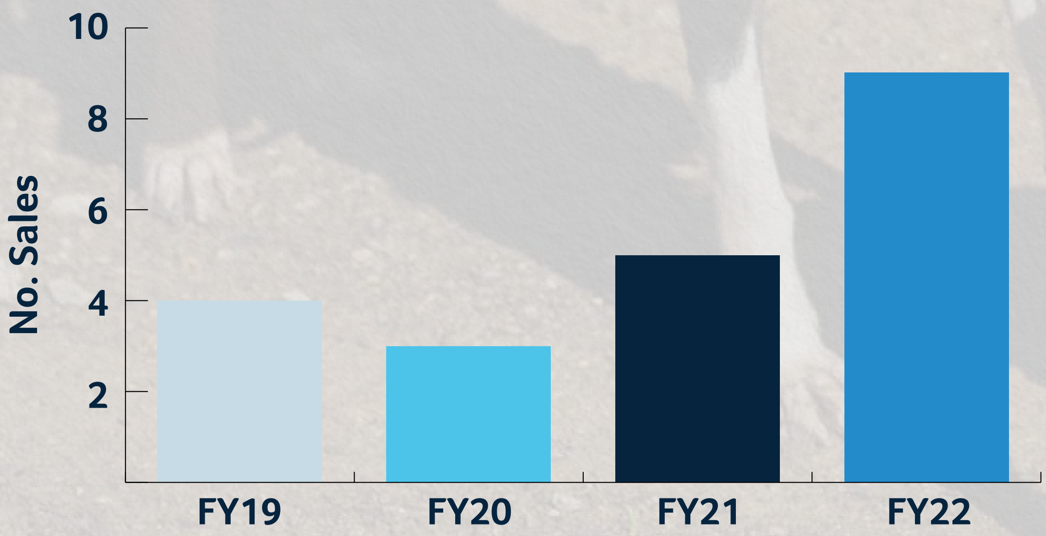
Wool (Bales)



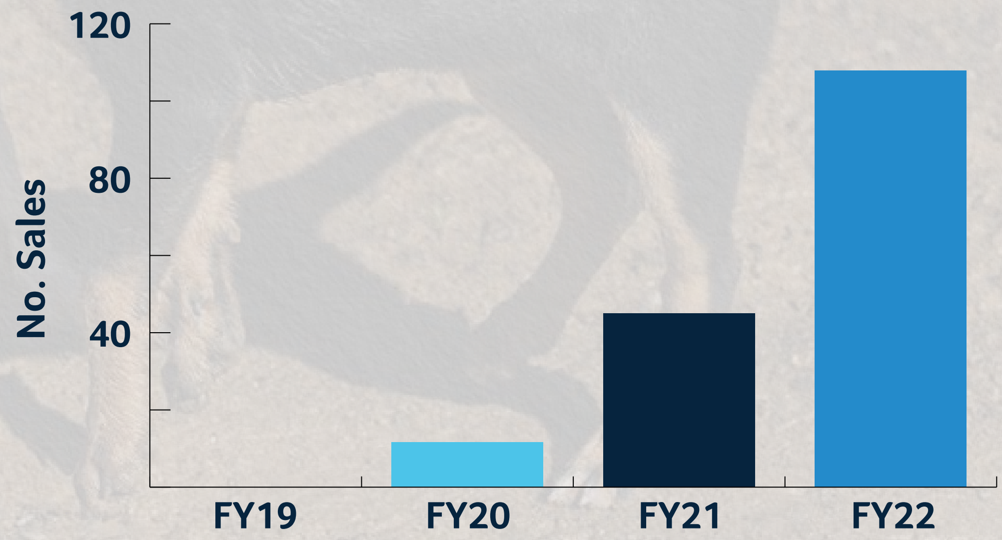
Machinery + Clearing Sales



Working Dog Sales



Property Sales



Appendix Tables - Cattle

Cattle offered through AuctionsPlus

NO. Head - Offered	FY22	FY21	% change	FY20	FY19	FY18	FY17
Total	**898,747**	**814,758**	**10%**	**639,720**	**423,236**	**440,845**	**466,656**
Queensland	293,589	287,318	2%	192,749	88,899	113,341	161,027
New South Wales	392,894	301,615	30%	292,622	249,494	235,751	207,654
Victoria	110,833	125,860	-12%	94,211	51,051	49,708	51,179
South Australia	55,662	58,778	-5%	30,084	13,241	23,489	19,262
Tasmania	25,682	18,658	38%	14,693	8,948	6,798	7,516
Western Australia	14,411	19,979	-28%	13,025	10,441	9,738	11,573
Northern Territory	5,676	2,550	123%	2,336	1,162	2,020	8,445

Appendix Tables - Cattle

Top 10 cattle purchasing regions

Number of head - Purchasing	FY22	FY21	% change	FY20	FY19	FY18	FY17
Southern QLD	171,679	124,701	38%	79,396	48,858	55,122	64,330
Central Western NSW	85,673	80,014	7%	53,798	25,766	16,254	34,860
N.W. Slopes & Plains	82,654	82,550	0%	70,272	39,723	33,242	46,706
Riverina NSW	55,260	50,814	9%	41,203	24,322	24,472	17,834
Northern T'Land NSW	43,194	48,950	-12%	35,604	14,436	24,704	26,222
Western QLD	28,459	18,159	57%	11,444	13,758	9,173	18,535
Central Queensland	27,615	15,854	74%	11,934	8,422	17,771	15,095
Northern Victoria	18,720	13,913	35%	13,958	6,391	4,906	4,559
Hunter NSW	18,122	21,127	-14%	12,260	9,774	5,648	7,803
Southern Tablelands	17,327	20,060	-14%	13,498	5,636	6,147	6,256

Top 10 cattle listing regions

Number of head - Listings	FY22	FY21	% change	FY20	FY19	FY18	FY17
Southern Queensland	129,552	107,313	21%	92,390	49,765	48,782	70,216
N.W. Slopes & Plains	100,262	75,866	32%	57,545	57,290	54,660	47,386
Central Western NSW	79,460	56,770	40%	50,091	50,007	54,137	39,317
Northern T'Land NSW	78,570	68,059	15%	76,140	55,516	41,481	44,333
Western Queensland	69,354	64,322	8%	47,173	18,433	29,314	39,382
North Queensland	54,237	65,390	-17%	31,717	5,008	15,844	27,290
Riverina NSW	48,969	46,966	4%	40,602	30,346	32,555	28,546
Central Queensland	40,345	44,452	-9%	33,011	18,157	18,726	30,953
S.W. Victoria	39,824	40,182	-1%	38,804	14,935	13,154	16,763
Lower SE S.A.	32,457	22,211	46%	11,496	3,599	5,123	7,541

Appendix Tables - Sheep

Sheep offered through AuctionsPlus

Number of head - Offered	FY 22	FY 21	% change	FY 20	FY 19	FY 18	FY 17
Total	**4,677,638**	**4,432,617**	**6%**	**4,024,231**	**3,386,598**	**3,224,574**	**2,935,118**
Queensland	339,048	303,805	12%	312,446	264,058	249,668	280,002
New South Wales	2,201,599	1,927,074	14%	2,211,029	2,065,842	2,024,667	1,790,930
Victoria	1,159,278	1,112,275	4%	733,249	592,953	449,322	379,378
South Australia	786,834	800,838	-2%	484,053	376,930	412,666	364,132
Tasmania	85,071	63,527	34%	74,897	62,971	69,084	92,928
Western Australia	105,808	219,400	-52%	199,981	18,526	14,919	26,808

Appendix Tables - Sheep

Top 10 sheep purchasing regions

Number of head - Purchasing	FY 22	FY 21	% change	FY 20	FY 19	FY 18	FY 17
Central Western NSW	700,030	651,291	7%	603,969	444,650	336,538	398,737
Riverina NSW	494,496	479,260	3%	519,287	379,832	369,663	307,772
S.W. Victoria	302,686	295,851	2%	281,516	206,501	266,223	205,338
Northern Victoria	206,648	234,714	-12%	253,613	169,943	213,336	207,393
SW Slopes & Plains	204,827	176,577	16%	188,864	150,963	106,074	113,616
N/W Victoria	172,881	172,515	0%	200,473	137,003	162,465	180,030
N.W. Slopes & Plains	143,891	189,454	-24%	170,888	122,407	117,396	133,579
Southern Queensland	121,310	106,416	14%	61,020	45,717	42,570	47,044
Southern Tablelands	120,148	171,122	-30%	90,561	79,722	60,518	53,987
Lower SE S.A.	103,760	107,996	-4%	109,002	111,455	114,517	121,854

Top 10 sheep listing regions

Number of head - Listings	FY 22	FY 21	% change	FY 20	FY 19	FY 18	FY 17
S.W. Victoria	683,118	649,219	5%	410,344	281,906	214,493	192,299
Central Western NSW	651,264	478,387	36%	662,366	534,298	533,650	429,071
Riverina NSW	455,253	516,118	-12%	353,972	391,371	294,766	240,564
Western NSW	261,825	245,280	7%	158,367	140,200	272,027	256,896
N.W. Slopes & Plains	245,215	219,087	12%	225,564	335,672	295,176	283,978
Lower SE S.A.	240,322	199,528	20%	107,745	76,779	117,902	89,328
SW Slopes & Plains	217,947	200,595	9%	296,161	276,727	216,315	205,726
Western Queensland	199,990	187,009	7%	192,974	105,792	135,318	121,172
Northern Victoria	148,705	179,521	-17%	140,422	145,488	119,756	93,111
N/W Victoria	143,775	157,236	-9%	90,292	79,849	45,076	42,966

Appendix Tables - Goats

Number of goats offered on AuctionsPlus

Number of head - Offered	FY 22	FY 21	% change	FY 20	FY 19	FY 18	FY 17
Total	**154,041**	**130,198**	**18%**	**40,140**	**444,650**	**336,538**	**398,737**
Queensland	87,442	62,772	39%	18,050	379,832	369,663	307,772
New South Wales	64,196	64,003	-	22,006	206,501	266,223	205,338
Victoria	2,352	2,518	-7%	12	169,943	213,336	207,393
South Australia	51	-	100%	-	150,963	106,074	113,616

Number of goats sold on AuctionsPlus

Number of head - Sold	FY 22	FY 21	% change	FY 20	FY 19	FY 18	FY 17
Total	**117,050**	**110,861**	**6%**	**36,261**	**281,906**	**214,493**	**192,299**
New South Wales	48,809	52,497	-7%	18,972	534,298	533,650	429,071
Queensland	66,945	56,498	18%	17,289	391,371	294,766	240,564
Victoria	1,249	1,496	-17%	-	140,200	272,027	256,896
South Australia	47	-	100%	-	335,672	295,176	283,978

Appendix Tables - Other Sales

Number of sales	FY22	FY21	FY20	% change
Properties	110	46	12	139%
Clearing Sales/Machinery	516	317	60	63%
Stud Cattle	429	364	206	18%
Stud Sheep	439	297	76	48%
Alpaca	1	4	2	-75%
Goats	13	7	1	86%
Camels	1	2	-	-50%
Charity	21	8	5	163%
Dogs	9	5	2	80%
Equine	23	17	4	35%
Pigs	-	2	-	-
Wine	-	1	-	-
Saleyards	257	75	19	243%
Water	-	1	-	-
Baby formula	-	-	1	-
Dairy Cattle	2	7	1	-71%
Wool (Bales sold)	21,538	34,557	18,636	-38%