

2013 SALES DIGEST: A YEAR IN REVIEW

Hereford Bulls Average \$4,709 in 2013

Demand for Hereford cattle continues as more and more commercial and seedstock producers realize the value of Hereford genetics. In fact, the average price paid for a Hereford bull remained steady at \$4,709 in 2013.

The number of Hereford bulls sold in production and consignment sales was up more than 150, totaling 5,747 head.

In five years the average for Hereford bulls has increased more than \$1,420 per head, with the average price paid in 2008 at \$3,062.

Hereford females averaged \$4,425 in 2013, an increase of nearly \$500 compared to 2012.

The total average paid for Hereford cattle in 2013 was \$4,517, which is up from \$4,370 in 2012. Also, the total number of lots sold increased from 10,788 in 2012 to 11,693 in 2013.

The following is a summary of sales that were reported in the *Hereford World* and on the American Hereford Association website — *Hereford.org*. The sales occurred from January to December 2013.

The tables in this report are sorted by bull average or female average and then listed by number sold. Overall average is not used. The “Sales Digest” column appears monthly in the *Hereford World*, and the *Weekly Hereford Sales Digest* is e-mailed each week. **HW**

Top 2013 Bull Sales

Sale	Date	Bulls	Bull Avg.	Top bull lot
More than 100 bulls				
Topp Herefords, Grace City, N.D.	02/04/13	108.00	\$10,347	\$210,000 (¾ interest)
Colyer Herefords, Bruneau, Idaho	02/25/13	142.00	\$9,549	\$600,000 (¾ interest)
Holden Herefords, Valier, Mont.	03/11/13	110.00	\$9,032	\$75,000
Hoffman/W4 Herefords, Thedford, Neb.	02/15/13	100.00	\$8,261	\$105,000
Van Newkirk, Oshkosh, Neb.	01/21/13	158.00	\$6,438	\$13,000
Dudley Bros., Comanche, Texas	10/10/13	135.00	\$5,004	\$8,000
Rausch Herefords, Hoven, S.D.	02/18/13	124.00	\$4,988	\$12,000
Mrnak Hereford Ranch, Bowman, N.D.	02/10/13	103.00	\$4,885	\$20,000
Harrell Hereford Ranch, Baker City, Ore.	03/04/13	121.00	\$4,794	\$52,500 (½ interest)
Upstream Ranch, Taylor, Neb.	02/02/13	223.00	\$4,517	\$29,000 (¾ interest)
Stuber Ranch, Bowman, N.D.	04/20/13	100.00	\$4,508	\$17,000 (¾ interest)
76-100				
Debter Hereford Farm, Horton, Ala.	10/26/13	91.50	\$5,496	\$17,500
Sandhill Farms, Haviland, Kan.	04/05/13	94.00	\$5,232	\$30,000 (½ interest)
51-75				
Cooper Hereford Ranch, Willow Creek, Mont.	03/12/13	70.00	\$8,929	\$80,000 (¾ interest)
NJW Polled Herefords, Sheridan, Wyo.	04/10/13	62.00	\$6,339	\$32,000 (¾ interest)
Ridder Hereford Ranch, Callaway, Neb.	02/07/13	72.00	\$5,164	\$13,000 (¾ interest)
Fawcett's Elm Creek Ranch, Ree Heights, S.D.	02/17/13	72.00	\$4,694	\$14,000
26-50				
Boyd Beef Cattle, Mays Lick, Ky.	03/09/13	26.50	\$5,389	\$30,000 (¾ interest)
Knoll Crest Farm, Red House, Va.	12/06/13	29.00	\$4,836	\$10,500 (½ interest)
Moss Land & Cattle, Perkins, Okla.	09/28/13	27.66	\$4,674	\$10,000
Delaney/Atkins Bull Sale, Lake Benton, Minn.	04/01/13	27.00	\$4,667	\$10,000
Durbin Creek Ranch, Worland, Wyo.	02/18/13	45.00	\$4,533	\$15,000
0-25				
Langford-Copeland, Okmulgee, Okla.	10/20/13	1.50	\$28,467	\$34,000 (½ interest)
Medonte Highlands, Orillia, Ontario	09/22/13	2.00	\$27,000	\$47,000 (½ interest)
Showtime Cattle Co., Mooreland, Ind.	09/01/13	1.00	\$10,000	\$10,000
Illini Top Cut, Macomb, Ill.	09/15/13	3.00	\$9,917	\$11,000 (¾ interest)
Able Acres, Wingate, Ind.	11/30/13	2.00	\$9,800	\$7,000 (½ interest)
Mohican West & Guest, Rockford, Ill.	09/26/13	5.50	\$9,618	\$15,000 (½ interest)
Square-D Herefords, Langbank, Sask.	10/21/13	1.50	\$9,267	\$11,000 (½ interest)
Perks Ranch, Rockford, Ill.	10/12/13	4.00	\$9,250	\$9,000 (½ interest)
Holiday Hereford Classic, Clinton, Ill.	12/01/13	0.75	\$8,800	\$6,600 (¾ interest)
Deppe Bros., Maquoketa, Iowa	10/20/13	1.00	\$7,500	\$7,500

Top 2013 Female Sales

Sale (more than 15 females)	Date	Females	Female Avg.
Barber Ranch, Channing, Texas	12/04/13	28.50	\$13,332
Holden Herefords, Valier, Mont.	09/19/13	73.00	\$13,103
Colyer Herefords, Bruneau, Idaho	10/05/13	42.00	\$11,751
Buck Cattle Co., Madill, Okla.	10/19/13	75.00	\$11,343
Langford-Copeland, Okmulgee, Okla.	10/20/13	42.00	\$10,654
Barber Ranch, Channing, Texas	03/30/13	37.00	\$10,508
Red Carpet Event, Wilton, Calif.	10/19/13	17.00	\$10,097
Holden Herefords, Valier, Mont.	03/11/13	27.00	\$9,685
Hoffman Ranch, Thedford, Neb.	09/30/13	258.00	\$8,797
Cooper Hereford Ranch, Willow Creek, Mont.	03/12/13	35.00	\$8,751
Churchill Cattle Co., Mahattan, Mont.	09/20/13	67.00	\$8,739
Showtime Cattle Co., Mooreland, Ind.	09/01/13	32.00	\$8,572
Walker Polled Hereford Farm, Morrison, Tenn.	09/02/13	49.00	\$7,940
Sandhill Farms, Haviland, Kan.	04/05/13	16.00	\$7,859
DeLHawk Cattle Co., Earlville, Ill.	09/14/13	45.00	\$7,847
Illini Top Cut, Macomb, Ill.	09/15/13	53.00	\$7,664

Top 2013 Bull Consignment Sales

Sale	Date	Bulls	Bull avg.	Top bull lot
More than 100 bulls				
Calgary Bull Sale, Calgary, Alberta	03/07/13	137.00	\$4,964	\$35,000
26-50				
Iowa Beef Expo, Des Moines	02/14/13	39.40	\$4,000	\$7,500
Texas Hereford Assn., Buffalo	10/23/13	52.00	\$3,735	\$4,750
0-25 bulls				
National Western Stock Show, Denver	01/13/12	7.42	\$47,109	\$120,000 (½ interest)
Western Nugget, Reno, Nev.	12/07/13	1.00	\$17,000	\$17,000
Ft. Worth Cowtown Sale, Ft. Worth, Texas	02/03/13	14.42	\$6,734	\$12,000 (¾ interest)
Celebrate Maryland Sale, Frederick	10/12/13	3.00	\$4,583	\$10,250
Tennessee Beef Agribition, Lebanon	03/09/13	10.75	\$3,847	\$7,500 (¾ interest)
Oklahoma Hereford Assn., Perkins	05/11/13	18.66	\$3,663	\$25,000 (½ interest)

Top 2013 Female Consignment Sales

Sale (more than 10 females)	Date	Females	Female Avg.
National Western Stock Show, Denver	01/18/13	21.00	\$10,157
Ladies of Royal Sale, Kansas City, Mo.	11/02/13	21.00	\$6,924
Bluegrass Stakes Heifer Sale, Louisville, Ky.	11/14/12	12.00	\$4,308
Iowa Beef Expo, Des Moines	02/14/13	25.00	\$3,920
California/Nevada Polled Hereford Assn., Roseville	11/16/13	25.00	\$3,904
Western Nugget, Reno, Nev.	12/07/13	11.00	\$3,741
Oregon's Cascade Spectacular, Redmond	10/26/13	12.00	\$3,550

2013 Hereford Sales — Month By Month

MONTH	NO. SALES	BULLS			FEMALES			TOTAL		
		NO. LOTS	GROSS	AVG.	NO. LOTS	GROSS	AVG.	NO. LOTS	GROSS	AVG.
January	5	307.42	\$1,832,665	\$5,961	46.00	\$266,350	\$5,790	353.42	\$2,099,015	\$5,939
February	34	2,106.57	\$10,757,126	\$5,106	557.50	\$1,921,011	\$3,446	2,686.57	\$12,740,175	\$4,742
March	28	1024.75	\$4,824,493	\$4,708	654.00	\$2,202,137	\$3,367	1,678.75	\$7,026,630	\$4,185
April	15	498.50	\$2,227,123	\$4,468	371.00	\$1,081,433	\$2,915	869.50	\$3,308,556	\$3,805
May	7	70.66	\$291,045	\$4,119	316.00	\$1,156,294	\$3,659	386.66	\$1,447,339	\$3,743
June	1	2.33	\$16,700	\$7,167	89.00	\$339,300	\$3,812	91.33	\$356,000	\$3,898
August	3	0.00	0	0	153.00	\$583,795	\$3,816	153.00	\$583,795	\$3,815
September	19	174.74	\$769,975	\$4,406	1,150.00	\$7,766,235	\$6,753	1,324.74	\$8,536,210	\$6,443
October	37	793.00	\$3,366,591	\$4,245	1,269.50	\$5,866,452	\$4,621	1,987.50	\$8,382,288	\$4,217
November	20	613.50	\$2,403,904	\$3,918	1,142.00	\$4,352,426	\$3,811	1,755.50	\$6,756,330	\$3,848
December	11	155.75	\$571,525	\$3,670	250.50	\$1,007,626	\$4,022	406.25	\$1,579,151	\$3,887
Total	180	5,747.22	\$27,061,147	\$4,709	\$5,998.50	\$26,543,059	\$4,425	11,693.22	\$52,815,489	\$4,517