

FEBRUARY 2018 AUCTION REPORT



Feb 26, 2018

New Interest in Wild Fur

Wild fur opened NAFA's February auction with a higher percentage of goods being sold than some might have expected. In most instances, prices were also firm to advancing over last year's levels.

NAFA's promotional workshops for buyers, which were held in China in the fall of 2017 and earlier this year, have obviously yielded results. More first-time buyers from China competed in today's sale and more companies sampled the goods.

Beavers sold 93%, nearly all to new buyers. Muskrats sold 94%, with only the best goods unsold.

A stricter selling policy resulted in a 66% sale of Raccoon, again, mainly to new customers. All better sections had good interest.

Wild mink sold 90% at advancing price levels.

The sale continues tomorrow with Demi Male and Females, and Coyotes.

TOP LOTS

The top lot of Raccoon was purchased by Yves Salomon of Paris, France for \$63.00.

RESULTS FOR FRESH SUNDRY OWNER GOODS ONLY

All prices in USD

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Beaver	35,486	91	Eastern	10.46	41.00
		94	Western	12.15	30.00
		90	Section III	10.39	14.00
Otter	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
	4,138	85	Overall	31.58	69.00

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	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Wild Mink	16,215	100	Section I	11.38	22.00

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Muskrat	315,190	94		3.22	7.00

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Raccoon	149,045	31	W/NOR	21.59	63.00
		79	W/NC	12.43	31.00
		46	E/NC	8.14	15.00
		100	CDN	8.14	20.00

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Wild Grey Fox	8,314	60	Section I	23.11	28.00

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Wild Red Fox	31,029	43	Heavy	24.90	43.00
		42	Semi-Hvy	25.24	41.00
		35	Central	16.96	22.00

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Feb 27, 2018

Coyotes Advance More than 20%

NAFA's offering of 74,000 Coyotes wrapped up today's sale and as expected, sold 100% at prices that advanced more than 20% overall under strong competition from Hong Kong, China and Europe. Semi-heavy sections of Coyotes saw even further advances of over 30%.

The need for Coyotes in the fashion trade has strengthened considerably.

TOP LOTS

The top lot of Coyote was purchased by Rebellato Graziano S.A.S. of Italy for \$610.00.

RESULTS FOR FRESH SUNDRY OWNER GOODS ONLY

All prices in USD

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Coyote	73,558	100	Heavy	105.96	610.00
		100	Semi	57.21	104.00
		100	Eastern	40.57	122.00
		100	Section III	19.72	65.00

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FEBRUARY 2018 AUCTION REPORT



Feb 28, 2018

Better Quality Mink Gets Strong Support from Korea

Silverblue males sold 71% at mostly firm levels. Korea dominated the sale of better quality, short nap Silverblue females, which in total sold 83%.

Blue Iris and Sapphire mink achieved high clearances under strong competition, with Korea again dominating the purchase of the better-quality goods, at firm to advancing prices.

Prices for Violet and Lavender mink held firm, but buying was primarily directed towards the better-quality goods.

Lynx sold 70% with better qualities and colors unsold.

NAFA's February/March sale continues tomorrow with the sale of White and Pearl mink as well as Lynx Cat.

TOP LOTS

The top lot of Violet Mink — Male was purchased by The Gorski Group Collection and Produced by Zimbal Mink for \$230.00

The top lot of Violet Mink — Female was purchased by The Gorski Group Collection and Produced by Zimbal Mink for \$230.00

All prices in USD

	OFFERED	SALES %	AVERAGE	TOP PRICE
Lynx	3,724	70%	\$63.53	\$220.00

18-02-28

MARCH 2018

AUCTION REPORT



Mar 1, 2018

Short Nap White Mink Achieve Slight Advances

In an auction room that was very active and full throughout the day, the sale of both White and Pearl male and female mink achieved high clearances. Prices were firm on most regular goods. However, short nap White mink increased modestly over recent levels.

Today's biggest buyer was Hong Kong/China with Korea, again, strongly supporting better qualities.

Lynx Cats sold 75% of the fresh goods with better qualities and colors achieving strong price advances over 2017. The average for Western Lynx Cats was \$378.99 with a top price of \$2,400.00.

The mink sale continues tomorrow with NAFA's renowned collection of Mahogany mink as well as ranch fox and Can/Am Sable.

TOP LOTS

The top lot of White Mink — Male was purchased by Hurwitz Exports, Ltd, for MELE 1880, of Napoli, Italia. Produced by Sandy Bay M.R. for \$240.00

The top lot of White Mink — Female was purchased by Tryfon Ditsios, DTS SA for EUROPA FURS, of Kazakhstan. Produced by Sandy Bay M.R. for \$230.00

The top lot of Lynx Cat was purchased by John Kaltsiadis for Nevris Furs of Kastoria, Greece for \$2,400.00

18-03-01

MARCH 2018

AUCTION REPORT



Mar 2, 2018

Premiums Paid for Better Mahoganies

In today's sale of Mahogany mink, better quality short nap goods achieved strong advances over recent international levels. This was especially true for Mahogany females. However, longer nap Mahogany females met with resistance. Most other Mahoganies sold at values that were firm to recent levels with NAFA holding the line on prices.

China, pushed by Korea, was the biggest buyer of Mahogany mink.

Sable sold 100% at very strong prices with Korea and China dominating.

Better quality, fresh Silver Foxes sold 65% with a top of \$155.

TOP LOTS

The top lot of Mahogany Mink — Female was purchased by Stuart Bewley of Polar Furs for Haining Zhongyue Furs Clothing Co., Ltd., Brand Louisky, of Haining, China. Produced by Ball Bros. for \$200.00

The top lot of Can-Am Sable was purchased by KC Fur of China for \$188.00

The top lot of Silver Fox was purchased by Peter Papadimitriou for Globecraft Inc. of Toronto, Canada for \$155.00

RESULTS FOR FRESH SUNDRY OWNER GOODS ONLY

All prices in USD

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Can-Am Sable	65,121	100%	HVY I		
			XXXL	\$121.93	\$188.00
			XXL	\$122.83	\$140.00
			XL	\$97.19	\$67.00
			LGE	\$49.27	\$67.00
			OVERALL	\$87.79	\$188.00
		100%	SEMI-HVY I		
			XXXL	\$88.19	\$100.00
			XXL	\$75.05	\$90.00
			XL	\$56.74	\$63.00
			LGE	\$36.65	\$40.00
OVERALL	\$57.58		\$100.00		

	OFFERED	SALES %	SECTION	AVERAGE	TOP PRICE
Ranch Fox	9,226	65%	Silver	\$58.50	\$155.00
		42%	Blue	\$31.29	\$58.00
		77%	Red	\$84.76	\$106.00

18-03-02

MARCH 2018 AUCTION REPORT



Mar 3, 2018

Over 1.1 Million Black Mink Sold at Premium Prices

Today, representatives from all corners of the global fur trade, once again, came to NAFA to bid on a historic offering of the world's best quality Black mink. The result was a spirited auction that, in the end, sold over 1.1 million Black mink at premium prices.

This sale demonstrates the inherent value of the world's two most famous labels, Black NAFA and Blackglama, coming together under one banner. In fact, the trade also celebrated this union with the Top Lots selling for: Black males - \$2,000 and Black females - \$2,050. All of this was accomplished in spite of what can only be considered to be difficult market conditions.

Greece strongly competed for Black males, while Korea was the primary buyer of Black females. China was the key supporter of the Blacks throughout the entire catalogue.

Fishers sold 90% with China and Greece competing for the females while the males were sold primarily to Greece and Turkey. The off-colors saw limited demand.

NAFA's March sale concludes tomorrow with the sale of Pastel and Polar mink.

TOP LOTS

The top lot of Black NAFA — Male was purchased by Aifeimi Fur, of Tong'erpu, China. Produced by Zimbal Mink for \$2,000.00

The top lot of Black NAFA — Female was purchased by Harbin Guifuren Fur Square, of Harbin, China. Produced by Zimbal Mink for \$2,050.00

The top lot of Fisher was purchased by Antonios Ntisios for Due Fratelli of Kastoria, Greece for \$112.00

All prices in USD

	OFFERED	SALES %	Size	AVERAGE	TOP PRICE
Fisher	7,033	91%	SM	\$49.23	\$112.00
			MED	\$32.76	\$47.00
			LGE	\$46.01	\$76.00
			OVERALL	\$45.96	

18-03-03