

## Dear colleagues!

The results of the last auction show a positive trend in the recovery of demand in the sable market. Comparing to last year's auctions, an active competition among buyers had a positive effect on the prices and sales.

The decline of the trapping of wild sable in Russia, wild fur in North America and the reduction of the production of mink in Europe caused a shortage of raw fur. The market has not fully recovered yet. Particular countries and sectors are still remaining under constraints and facing the reduced demand.

### Online sales results, Feb 2021

Fur	Quantity	Sold	Min, \$	Avr, \$	Max, \$
Wild sable raw	69 179	80%	15,00	58,62	500
<b>Including:</b>					
Barguzinsky	61 357	79%	19	56,48	145
Barguzinsky silvery	4 735	70%	29	115,40	500
Low grades	2 078	80%	15	30,11	45
Jakutsky	159	100%	22	31,18	56
Eniseisky	743	97%	24	25,95	30

Skins of a large size and pale colors were highly demanded. The sales price of some items exceeded the starting one by 20% or more.

Dark colored skins and the ones with silvery hair had a stable interest among Russian buyers.

It is important to note a growing interest for sable in China. The buyers from Asia are mostly interested in inexpensive product. Basically, it is small-sized skins, regardless color and quality.

The demand for medium-sized skins did not show significant changes.

The main buyers were the representatives of Italy, Greece, China and Hong Kong, Russia, Switzerland, Turkey, France, Germany and Japan.

The trades of the other products presented in small quantities also showed good results.

<b>Fur</b>	<b>Quantity</b>	<b>Sold</b>	<b>Min, \$</b>	<b>Avr, \$</b>	<b>Max, \$</b>
Farm sable raw	74	100%	39	40,08	41
Baum marten raw	107	100%	37	38,26	39
Wolverine raw	33	100%	80	80	80
Lynx raw	23	22%	280	280	280

Summing up the results of the auction, we would like to note that both the auction and the buyers have adapted to the new trading conditions. Despite this, we are looking forward to returning of the traditional format. We are carefully monitoring the changing of the epidemiological situation, and we will be happy to agree on more suitable trading dates for your convenience as soon as the opportunity arises.

We continue concluding the contracts for the delivery and the acceptance of goods for the April auction. You can get all the necessary information on our website, by e-mail or by phone.

Follow our news on [furs.su](http://furs.su) and be healthy!

Best regards,  
General director (CEO)  
Ruspushnina ltd.



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