



Market Insights

Season drives local buyers, as the coast awaits rain

SOUTH and West Gippsland buyers dominated competition at the Victorian Livestock Exchange (VLE) in September.

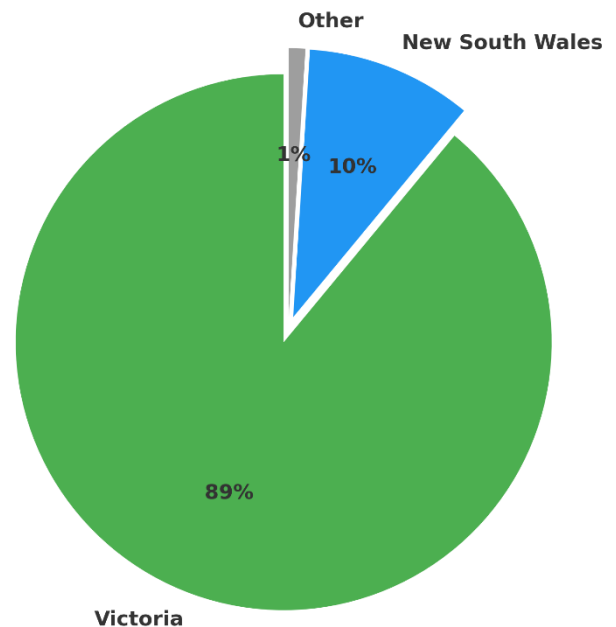
This comes as parts of East Gippsland the La Trobe Valley are drying-off, and other regions are waiting on much-needed rain.

Elders Livestock Manager Michael Foote said most of the buying “strength” was coming out of South, West, Mid-Gippsland and the Baw Baw Shire due to the season.

“But once you go east of Traralgon and Yarram, that country is just about done,” he said. “The best of the country, at the moment, is from Loch through to Toora, the coast is just hanging on but needs another drink.”

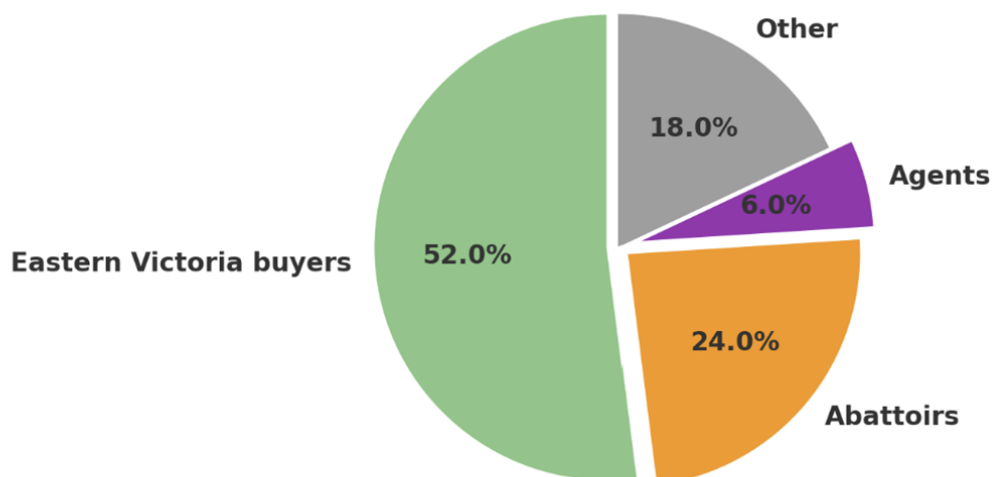
Michael said Feedlot demand remained solid, with prices easing back from the extreme rates from a few months ago. He said those who chose to destock earlier in the year, due to dry conditions, were buying back in at similar

VLE Cattle Buyers by State



values during the price peaks. But now with store prices coming back a little into October it was now a more “realistic changeover value” for traders.

Breakdown of Cattle Sales Within Victoria





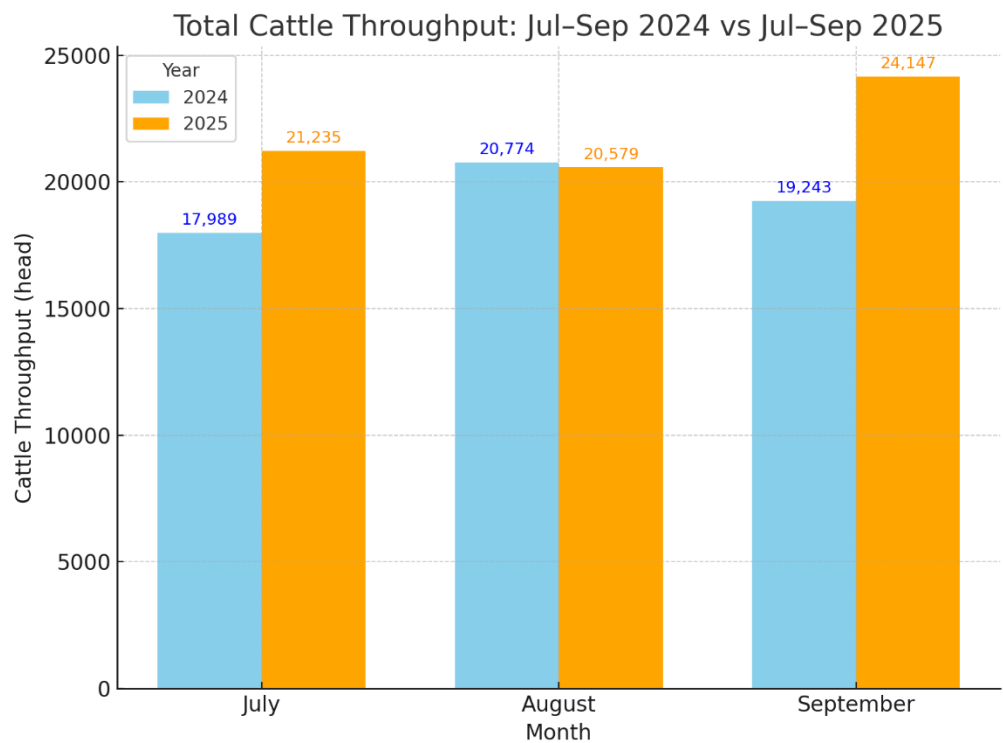
Cattle keep coming

The Victorian Livestock Exchange (VLE) recorded its biggest September cattle throughput in history. The total 24,147 head sold at the five prime and four store markets eclipsed all records - including Pakenham and Leongatha combined - pushing throughput to the highest year-to-date position ever. Store cattle drove this rise with 14,660 head for

September, a rise of 31 per cent compared to the same month last year and 17 per cent up on August this year. Steers made up 52 per cent of the store market yardings, averaging \$1878.62 a head - up from \$1454.84 a head the same time last year. A total 5395 heifers averaged \$1297.89, up from \$990.78 in September 2024.

September prices for both store heifers and steers were more than August values.

Cows dominated prime yardings – with 57 per cent of the monthly throughput. Averaging \$3.64/kilogram, cows weighed an average 32kg/head less than August 2024 but prices ensured this year's offering was dearer. Cows sold last month for about \$300 a head more, averaging \$1890/head, compared to the same time last year. Prime steers averaged \$4.43/kg



– more than a \$1/kg up on the steers last August. This comes as Meat and Livestock Australia's National Livestock Reporting Service 2024-25 Saleyard Survey ranked VLE as Victoria's number one saleyard for cattle throughput. VLE yarded 23.5 per cent of the state's 1,164,296-head sold through saleyards during that financial year – representing a 71 per cent increase on the previous year. Victoria's entire saleyard throughput was up 20 per cent in 2024-25 compared to 2024-23. Mortlake, in Western Victoria, had the second highest throughput for the state, for 2024-25, with 19.3 per cent of state yarding. NSW had the most cattle sold through saleyards with 1,179,295 – head and Dubbo Regional Livestock Market selling nearly 32 per cent of this total.