

AS ADVERTISED AT BARRETT'S MARCH

Consignor Jerry Bailey had been talking her up all week, and hip 169 lived up to her billing at the Barretts March Sale of Selected Two-Year-Olds in Training yesterday. The daughter of Silver Deputy brought \$800,000 to become the first filly to top this sale since Atlantic Ocean brought \$1.9 million in 2002. Consigned by Jerry Bailey Sales Agency, agent, the half to SW & G1SP As You Like (Tremolino) was purchased by John Moynihan, agent for Jess Jackson's Stonestreet Stables. Moynihan, on the phone with Jackson, stood just outside the Hinds Pavilion, and did his bidding through the open door on the left side of the ring. Omar Trevino, in the mix as agent for Dubai clients, was sitting at the opposite side of the pavilion, and shot back as the price climbed past \$700,000, but shook his head when it reached \$800,000. The hammer fell, and Moynihan flipped his phone closed. "We thought she'd top the sale," he said. "Jerry Bailey loved this horse--he thought she was one of the best fillies he'd ever had. And she's by Silver Deputy, who is a great broodmare sire." Bailey and Lance Robinson's Gulf Coast Farm went to \$210,000 to get the filly at Keeneland September. The mare, carrying this foal, was bought by Brandywine Farm for just \$50,000 at Keeneland November in 2005. "It's hard to top a sale with a filly," Robinson said. "But we'd liked her since Day 1, and she jumped through all the hoops. She did great on the farm, and we thought she had a great video." But the Gulf Coast partners would not have been disappointed to take the filly back home. "Our philosophy with all the horses we breed and buy, is that we want to feel we can race them if we need to," Robinson said. "We would have been happy to take her to the track. But we sold her to good people, good friends. When it all works, this is a lot of fun." Re-marked Bailey, "This has been a great sale. We RNA'd two and sold the rest. I'm pleased. We brought good horses here, and they sold they way we hoped." He added, "We were expecting the Silver Deputy to do what she did--she's a very good filly, and I'm just glad others appreciated her as much as we did."



Jerry Bailey
Jim Farios photo

Back to Earth at Barretts...

Following the 2007 act, which saw a 42-percent gain in average and an 84-percent jump in median, the figures at the 2008 Barretts March Sale were back down to earth. With 15 fewer hips sold, the average was \$178,027, down 19 percent, and the median was \$110,000, down 25.4 percent. But it was the buyback rate, which reached 44.7 percent this year, that was



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really cause for concern. “The numbers didn’t look great, but we anticipated that,” said Barretts President Gerald McMahan. “We lost some key horses along the way, and we didn’t end up with that individual that had the physical, the pedigree and the X-rays that

said, ‘I’m the horse.’ But the real disappointment was the number of buybacks. Being down in numbers [in the catalogue] and with a lot of withdrawals, we’d been hoping that the buybacks would be down.” The lack of the breakout juvenile also affected the bottom line.

“The catalogue was a little bit light on sire power and pedigree,” McMahan admitted. “We didn’t have quite as many of the really top-end sires, the Storm Cats and such. We didn’t have that kind of horse. But we also might be seeing a little bit of a ceiling on what buyers need to pay, too.” Still, McMahan was pleased with the crowd at Barretts. “I couldn’t be happier with the buyers,” he said. “They were so plentiful, and we had international buyers from Japan and Dubai. Darley didn’t participate this year, in terms of buying--they were here, they just didn’t buy--and they were our leading buyer last year. But I thought we filled in the blanks really well with people like Stonestreet and Southern Equine and Omar Trevino. The quality of the buyers was high.” Overall, McMahan was satisfied. “I thought it was a lively market,” he said. “The buyers were selective, as usual, but I felt there was strength throughout the day. Despite the difficult comparisons, I thought the sale succeeded in most places.”