


TOP KEENELAND SEPTEMBER SELLERS BY STAKES WINNERS

By Eric Mitchell

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In the Thoroughbred industry where success can sometimes be fleeting, it is worthwhile to recognize those who have repeatedly surrounded themselves with quality.

In the auction markets, consignors have the challenging task of not only attracting quality horses to sell but also placing those individuals in the right markets to extract their highest value. Regardless of where they sell, however, no horse will bring a premium unless it possesses the goods—conformation, pedigree, and attitude.

This column focuses on quality by compiling the records of Keeneland September consignors whose offerings between 2012-14 have found the greatest success as racehorses. Since acquiring black-type winners is the collective goal of buyers, *BloodHorse MarketWatch* focused on two metrics—the number of black-type stakes winners offered and the percentage of black-type winners from total offered.

There are 37 consignors with horses entered in this year's Keeneland September sale that achieved 6% black-type stakes winners from yearlings offered during the 2012-14 editions of this sale.

Leading this list is Greg Goodman's Mt. Brilliant Farm with three black-types stakes winners from 11 offered, giving Mt. Brilliant a 27% strike rate with black-type winners. Mt. Brilliant's record comes with an asterisk, however, because the consignors are listed as they appeared in each year's catalog. The numbers for Mt. Brilliant only reflect the 2012 sale year because in 2013-14, Mt. Brilliant sold through Gainesway's and Lane's End's consignments.

If those yearlings of 2013-14 are put in the mix, then Mt. Brilliant offered a total of 37 yearlings 2012-14, of which four became black-type winners, or 11% of the total offered. The lower stakes winner percentage is still high enough to place Mt. Brilliant among the top seven consignors by percentage of stakes winners offered.

The top horse sold under the Mt. Brilliant banner during 2012 was homebred Cassatt (Tapit—Justenufftime), who sold for \$300,000 as a yearling and went on to win five stakes (including the Monmouth Oaks, G3) and earned \$714,733 for Rick Porter's Fox Hill Farm. Cassatt sold as a broodmare prospect at the 2016 Fasig-Tipton Kentucky November sale for \$2.5 million to Elevage Bloodstock out of a consignment by Hill 'n' Dale Sales Agency.

The second-ranked consignor by percentage of stakes winners offered is Mike Barnett's Blackburn Farm, which offered 26 yearlings during the time period that included four (15%) black-type winners and two graded stakes winners. The star of the group is grade 2 winner, grade 1-placed Paid Up Subscriber (Candy Ride—Shriek) who sold for \$135,000 as a yearling in 2013 and has now earned \$862,850 to date. Paid Up Subscriber was bred by Bruce and Laurie Berenson.

Among the top consignors by number of black-type winners offered, 10 sellers offered 20 or more stakes winners during the 2012-14 window. Taylor Made Sales leads this list with 68 (5%) out of 1,268 offered, followed by Gainesway with 38 (7%), Lane's End with 33 (4%), and Paramount Sales and Select Sales each with 32 (5%) to complete the top five. **BH**

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Leading Keeneland September Consignors by % Stakes Winners, 2012-14

Consignor	No. Offered	No. Sold	Avg. Price	E>P (% Off.)	SWs (% Off.)	GSWs (% Off.)
MA Brilliant Farm	11	7	\$257,857	1 (9%)	3 (27%)	1 (3%)
Blackburn Farm	26	20	\$107,460	8 (31%)	4 (15%)	2 (8%)
Columbiana Farm	40	37	\$51,608	21 (53%)	5 (13%)	3 (8%)
Bedouin Bloodstock	30	26	\$151,923	11 (37%)	4 (13%)	3 (10%)
Hurstland Farm	24	19	\$127,184	5 (21%)	3 (13%)	1 (4%)
Clearsky Farms	37	30	\$342,100	4 (11%)	4 (11%)	4 (11%)
Ashview Farm	37	31	\$105,797	14 (38%)	4 (11%)	2 (5%)
Trackside Farm	82	67	\$61,216	28 (34%)	8 (10%)	2 (2%)
Hinkle Farms	29	27	\$91,389	13 (45%)	3 (10%)	2 (7%)
Man o' War Farm	10	5	\$311,000	1 (10%)	1 (10%)	1 (10%)
Brereton C. Jones	208	153	\$74,525	64 (31%)	19 (9%)	4 (2%)
Claiborne Farm	109	103	\$152,204	33 (30%)	10 (9%)	3 (3%)
Glennwood Farm	47	31	\$100,742	8 (17%)	4 (9%)	2 (4%)
Royal Oak Farm	33	29	\$120,397	15 (45%)	3 (9%)	0 (0%)
Paul Tackett	11	11	\$62,064	4 (36%)	1 (9%)	1 (9%)
Brookdale Sales	198	147	\$77,376	54 (27%)	15 (8%)	10 (5%)
Mill Ridge Sales	169	141	\$118,028	55 (33%)	14 (8%)	4 (2%)
VanMeter Sales	158	111	\$107,948	36 (23%)	12 (8%)	8 (5%)
Elm Tree Farm	77	58	\$124,190	16 (21%)	6 (8%)	2 (3%)
Runnymede Farm	61	48	\$96,915	14 (23%)	5 (8%)	3 (5%)
Penn Sales	53	45	\$71,004	19 (36%)	4 (8%)	1 (2%)
Valkyre Stud	36	33	\$228,030	4 (11%)	3 (8%)	2 (6%)
Winter Quarter Farm	40	28	\$125,607	12 (30%)	3 (8%)	0 (0%)
Anderson Farms	24	19	\$121,684	3 (13%)	2 (8%)	0 (0%)
Gainesway	534	462	\$147,576	125 (23%)	38 (7%)	22 (4%)
Candyland Farm	58	52	\$55,860	19 (33%)	4 (7%)	2 (3%)
KatieRich Farms	44	29	\$116,272	12 (27%)	3 (7%)	0 (0%)
Hermitage Farm	42	33	\$92,924	10 (24%)	3 (7%)	3 (7%)
Upton Downs Farm	42	35	\$78,543	16 (38%)	3 (7%)	1 (2%)
Warrendale Sales	411	340	\$78,305	131 (32%)	24 (6%)	12 (3%)
Four Star Sales	417	336	\$62,213	142 (34%)	24 (6%)	7 (2%)
Eaton Sales	356	282	\$131,110	85 (24%)	21 (6%)	6 (2%)
Bluegrass T'bred Svcs	156	115	\$92,912	37 (24%)	10 (6%)	4 (3%)
Betz Thoroughbreds	88	77	\$107,013	26 (30%)	5 (6%)	3 (3%)
Beau Lane Bloodstock	54	43	\$83,691	18 (33%)	3 (6%)	2 (4%)
Clarkland Farm	35	34	\$115,079	13 (37%)	2 (6%)	0 (0%)
War Horse Place	31	26	\$60,500	11 (35%)	2 (6%)	1 (3%)

Leading Keeneland September Consignors by No. Stakes Winners, 2012-14

Consignor	No. Offered	No. Sold	Avg. Price	E>P (% Off.)	SWs (% Off.)	GSWs (% Off.)
Taylor Made Sales Agency	1,268	986	\$109,259	292 (23%)	68 (5%)	29 (2%)
Gainesway	534	462	\$147,576	125 (23%)	38 (7%)	22 (4%)
Lane's End	859	733	\$110,143	217 (25%)	33 (4%)	14 (2%)
Paramount Sales	685	502	\$78,629	179 (26%)	32 (5%)	13 (2%)
Select Sales	698	594	\$52,018	241 (35%)	32 (5%)	13 (2%)
Warrendale Sales	411	340	\$78,305	131 (32%)	24 (6%)	12 (3%)
Four Star Sales	417	336	\$62,213	142 (34%)	24 (6%)	7 (2%)
Eaton Sales	356	282	\$131,110	85 (24%)	21 (6%)	6 (2%)
Summerfield	396	308	\$50,249	134 (34%)	21 (5%)	10 (3%)
Denali Stud	489	365	\$106,043	122 (25%)	20 (4%)	10 (2%)
Brereton C. Jones	208	153	\$74,525	64 (31%)	19 (9%)	4 (2%)
Hill 'n' Dale Sales Agency	453	373	\$96,919	139 (31%)	18 (4%)	6 (1%)
Hidden Brook	314	241	\$66,141	102 (32%)	16 (5%)	4 (1%)
Brookdale Sales	198	147	\$77,376	54 (27%)	15 (8%)	10 (5%)
Mill Ridge Sales	169	141	\$118,028	55 (33%)	14 (8%)	4 (2%)
VanMeter Sales	158	111	\$107,948	36 (23%)	12 (8%)	8 (5%)
Claiborne Farm	109	103	\$152,204	33 (30%)	10 (9%)	3 (3%)
Bluegrass T'bred Svcs	156	115	\$92,912	37 (24%)	10 (6%)	4 (3%)
St George Sales	218	180	\$70,029	69 (32%)	10 (5%)	4 (2%)
Hunter Valley Farm	250	196	\$73,299	68 (27%)	10 (4%)	1 (0%)
Darby Dan Farm	224	179	\$51,066	67 (30%)	10 (4%)	4 (2%)
Woods Edge Farm	207	165	\$157,058	48 (23%)	9 (4%)	4 (2%)
Bluewater Sales	235	189	\$89,040	64 (27%)	9 (4%)	5 (2%)
Trackside Farm	82	67	\$61,216	28 (34%)	8 (10%)	2 (2%)
Dromoland Farm	158	124	\$169,766	30 (19%)	8 (5%)	4 (3%)
Indian Creek	198	165	\$72,141	59 (30%)	8 (4%)	3 (2%)