



old-decoys.com

Decoys | Fishing | Sporting Items | Links

Visit our site to view current decoys, fishing and miscellaneous sporting items currently available for sale. We accept some quality decoy consignment items, and can represent you as an agent in buying or selling your decoys at both private sales and public auctions. All items guaranteed to be as described. Money Back Guarantee - Payment Plans Available.

Gary Campbell • 26227 Seabreeze Dr. • Accomac, VA 23301 • (757) 787-7242

Accepting Secure Credit Card
Payments through PayPal

Buy | Sell | Trade

Visit Our Website Today at
www.old-decoys.com

PUBLISHER'S NOTE

A pretty darn good year

THIS IS THE 23RD YEAR that that we have published an annual review of a particular year's decoy auctions and the 21st year that we have presented it as a separate issue. Along with commentary and analysis, each issue includes photographs of the top 100 lots that sold at auction that year, presented for the third year in full color. While each year is only a snapshot, when the issues are viewed in their entirety it presents a wonderful documented history of the tremendous growth in the decoy market. We hope you appreciate our efforts.

So how did 2008 fare? In all statistical categories - number of lots sold, gross sales, average price per lot and number of five and six figure decoys - it regressed, by roughly 30%, when compared to the lofty figures of 2007, by far the best year ever for the decoy auction market. So in some ways it's better to compare it to the average of the years 2004-2006, the first three full years of the market's growth after an awakening late in 2003.

Making that comparison, there were fewer lots offered in 2008 but the gross (\$12,883,285) and the average price per lot (\$3340) increased. There were also more five and six figure decoys sold in 2008 than the average of those three years. So the totals for last year were certainly not gut wrenching; actually, the results were pretty darn good. Decoys are not trading at 12-year lows - or anything that mirrors the state of the stock market. While a rising economy may have put a bit of irrational exuberance into the decoy market over the last few years, don't expect it to mirror the stock market's slide. Wouldn't you rather own blue chip decoys?

But the economy has had its effect, particularly when considering the large number of no sales in 2008, which was over 15% of the lots offered with a low estimate equaling nearly a third of the year's total gross sales. This is not a healthy figure as it adds to the discouragement of hesitant buyers. If this trend continues - or grows - in 2009, it will dampen buyer enthusiasm at a time when eager bidders are needed.

Oddly enough with one consignment, seven early Crowell decoys scheduled to sell at

(Continued on page 8)



Jim & Debbie Allen
P.O. Box 933
Tuckerton, NJ 08087

UPS Address:
27 Bridge Road
Tuckerton, NJ 08087

Phone: (609) 296-2004
Fax: (609) 294-6759
E-mail: DecoyHeritage@aol.com

Decoys Bought & Sold • Consulting • Appraisals
Visit our website at www.decoyheritage.com

Raine's Tavern



Decoys | Folk Art | Collectibles | Antiques



www.rainestavern.com • 443.614.6015

October 25th 2009
Fall Auction

C-1890
unused



Frank & Frank LLC

Outstanding early Merganser Hen
frankandfrankdecoys.com ~ 732-938-2988

OPEN AD SPACE TO BE
FILLED ON BLUELINE

FPO

PUBLISHERS NOTE

(Continued from page 6)

the Copley auction in July, the market is almost certain to post better statistics in 2009. Two of those decoys, a turned head nestling Canada goose and a preening pintail, both with raised wing carving, were appraised about eight years ago for a million apiece. Some say the price for those birds will be less

So how did 2008 fare...in some ways it's better to compare it to the average of the years 2004-2006, the first three years of the market's growth...

in 2009 - as are their pre-sale estimates - depriving the decoy community of its first million-dollar decoy at auction. I'd suggest we don't count out that possibility, despite the economic uncertainty, as collecting is an emotional sport.

Despite the feeling the some consignors might be hesitant in 2009, Guyette & Schmidt's April sale has a pretty strong cast, which includes another pair of those high-necked pintails that appear to be popping out of every marsh. With the pair having sold at Sotheby's in January 2008 for \$169,000, it's curious to see how they'll fare this year. After a successful year selling Mason factory decoys in 2008, Decoys Unlimited has not one but two - of only three known - wooden-billed common snipes for his auction in July.

So there will no doubt be more than a fair share of highlights in 2009, and we'll wrap them all up in next year's review. But I have no predictions on how it will all play out. Like everybody else, I'm waiting for the results of the first big auction of the year, the Guyette & Schmidt sale in April held in conjunction with the National Antique Decoy Show at the Pheasant Run Resort in St. Charles, Illinois. It will likely set the tone for the year.

Joe Enger's