

Money Talks: Testing the value of speed at two-year-old HIT sales

Case Study:

2015 Fasig-Tipton Midlantic HIT Sales

Plusvital performed their patented Speed Gene Test on a sample of 285 horses at the 2015 Fasig-Tipton Midlantic HIT sale in Timonium, MD, with the purpose of this study being to assess if C:C (sprint/mile) type horses performed better in two-year-old HIT (Horse In Training) sales when breezed over 1/8 of a mile compared to C:T (middle distance) and T:T (staying) type horses.

Test Prices

**Speed Gene
Test Only**

\$350

Racing GenePak

(Speed Gene, Distance Plus + Dirt vs Turf)

\$595

Plusvital's Speed Gene Test provides potential buyers with additional information to assist in determining optimum race distance, informing expectations on potential two-year-old performance and optimising training, breeding and selection decisions.

Within this sale, each horse had the option to breeze over 1/8 mile, 1/4 mile, 3/8 mile or 1/2 mile, with the distance breakdown as follows:

1/8 mile	1/4 mile	3/8 mile	1/2 mile
228	43	4	1

The results of the test were analysed against Under Tack Show times, Sales Price, Clearance Rates and two-year-old performance, leading to the following interesting findings:

Overall Results

	No Horses	Proportion	No Sold	Clearance Rate	Average Price	Median Price
C:C	117	41%	113	97%	\$94,889	\$40,000
C:T	133	47%	124	93%	\$63,900	\$35,000
T:T	35	12%	32	91%	\$54,371	\$32,000



How To Order

www.plusvital.com



US: +1 (859) 351-3217

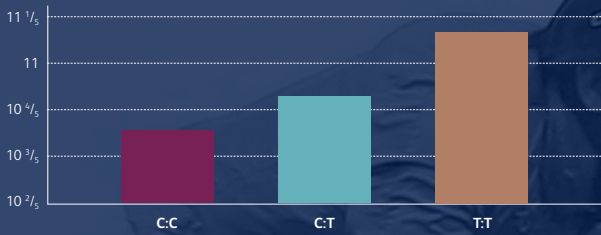
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Average Under Tack Show Times

Average Time(s) - 1/8 Mile



Average Time(s) vs Speed Gene Test

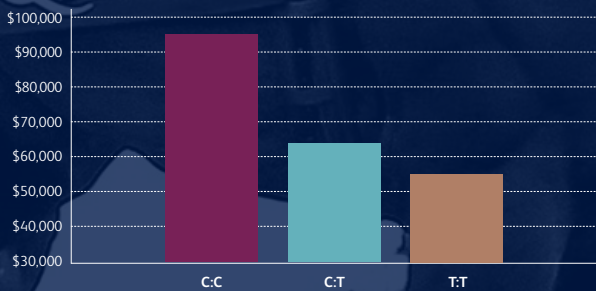
	1/8 mile	1/4 mile
C:C	10.70	22.16
C:T	10.83	22.93
T:T	11.16	23.04

1/8 Mile: C:C and C:T type horses are 2/5 of a second faster than T:T type horses.

1/4 Mile: C:C type horses are 4/5 of a second faster than C:T and T:T type horses.

Average Sales Price

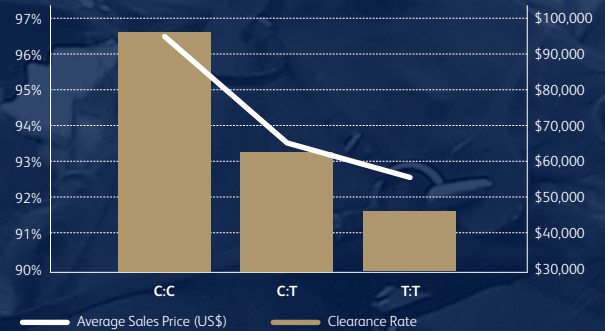
On average, C:C types sold for **\$30,989** more than C:T Types and **\$40,518** more than T:T types. C:T types also sold for **\$9,529** more than T:T.



Average Clearance Rates

C:C type horses had higher clearance rates (97%) compared to C:T types (93%) and T:T types (91%).

Clearance Rate vs Average Sales Price (USD)



What does this mean?

- C:C type horses were found to have the fastest breeze up times when compared to C:T and T:T type horses, leading in turn to higher sales averages and higher clearance rates.
- Therefore sales price, clearance rate and under tack show time is directly proportional to Speed Gene Type.
- 12% of the horses at the sale were T:T types. These types of horses are not suited to this type of sale, as it would be physically evident in many of them by this age that they will be later-maturing (this is less predictable at yearling stage).
- However, within additional Plusvital studies, T:T type horses have been shown to achieve greater earnings than C:C type horses later in their careers due to their propensity to mature much later.
- **This shows that there is a very significant financial benefit to vendors in testing at yearling sales if they intend on bringing them to HIT sales.**

The results of this study assists vendors in:

- Achieving better under tack show times
- Increasing clearance rates and sales averages
- Generating a better return on their investment