

## 2014 AGTA Pearl Report

**Lois H. Berger, G.G., NAJA**

This new year, China is moving forward, continuing the development of the fresh water cultured pearl industry. This rapidly expanding sector of the pearl market is being widely noted. We are seeing large 10-14 plus, mm sizes nearly round and round bead necklaces of high luster and fantastic color palate. They are a wonder to behold. It is not surprising that this development is a growing niche in the pearl market.



Chinese Freshwater Cultured Pearl  
Baroque  
Multi-metallic pastels, Bead in, fireball  
13 x 15 mm  
\$3,000  
Courtesy of Sea Hunt Pearls

Prices are on the rise for the CFWCPs on the wholesale market and are abundantly available in Hong Kong. A price increase of as much as 40/percent is on the horizon. It will take 4 to 6 years for China to expand its harvest to approximately 1200 metric tons by the end of this year, 2014. This is less than half the product of 2010/2011. As the overall quality and value of CFWCPs ascends, the production declines.

## Edison Pearls



11x14 mm

Metallic lavender, white, cream, bronze  
nucleated Edison round

17" - 37 pearls

K17, 600 str-Courtesy of King's Ransom

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11x14 mm

Metallic lavender, cream, bronze  
nucleated Edison round

17" - 37 pearls

K17, 600 str Courtesy of King's Ransom

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11x14 mm

Metallic lavender,  
18.5" - 37 pearls golden, bronze  
nucleated Edison round

11mm ball diamond sprinkle  
Courtesy of King's Ransom



Chinese Fresh Water  
Cultured Pearls

Each 19x38 mm

Metals, gold, lav. K800ea-  
nucleated

Courtesy of King's Ransom

Chinese Fresh Water  
Cultured Pearls

Each 19.5x30 mm

Metals, gold, lav.  
K700ea-nucleated

Courtesy of King's Ransom

Chinese Fresh Water Cultured  
Pearls

Each 21x40x15 mm

Pure bronze, meteor nucleated  
K1200ea

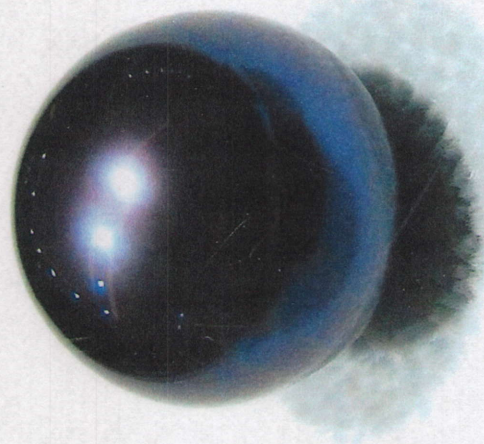
Courtesy of King's Ransom

Edison Pearls are much sought after and are selling well. Sizes below 3-4 mm FWCP have gone up 20 to 30%. Japanese Akoya in these sizes are scarce. Biwa-style, ovals (potato) and odd shapes – both loose and in strands, are plentiful.

## 2014 AGTA Tucson Show

### King's Ransom

| Size mm    | Shape     | Color                                               | Luster | Blemish     | Matching  | Price | Comment                                  |
|------------|-----------|-----------------------------------------------------|--------|-------------|-----------|-------|------------------------------------------|
| 5x9        | Round     | White                                               | VVH    | Clean       | Excellent | 1,175 | Akoya Cultured pearls                    |
| 6.5x10     | Round     | Pink, Purple                                        | VH     | Clean       | Excellent | 1,400 | Pink, Purple, Lavender, Rose             |
| 8x14       | Oval      | Multi colored                                       | VH     | Clean       | Excellent | 4,600 | Peacock                                  |
| 9x9.5      | Round     | Light Blue                                          | VVH    | Clean       | Excellent | 2,900 | Excellent                                |
| 9x16       | Oval      | Australian white, Philippine Golden, Tahitian black | VH     | Clean       | Excellent | 4,200 | Excellent                                |
| 11x14      | Round     | Multi colored                                       | High   | Clean       | Good-high | 5,100 | Metal. lav, white, cream, bronze nucl    |
| 11x14      | Round     | Multi colored                                       | High   | Clean       | Good-high | 5,100 | Metal. lav, cream, bronze nucl           |
| 11x14      | Round     | Multi colored                                       | High   | Clean       | Good-high | 5,100 | Metal. lav, golden, bronze nucl          |
| 12.25x14.5 | Round     | Mixed (gold, pink, lav)                             | VVH    | Clean       | Excellent | 5,100 | 33 pearls, Lite Golden                   |
| 12.75x15.8 | Off-Round | Metalic, mixed,color.                               | VHigh  | Slight      | Good      | 5,100 | Lav, LT cream, Yellow cream, Rose, White |
| 15x16      | Round     | Rose baroque                                        | VH     | Slight blem | Baroque   | 2,300 | Nucleated                                |
| 18.5x14.25 | Baroque   | Pastel Light                                        | VVH    | Clean       | Excellent | 1,900 | Edison                                   |



This is a splendid example of an Edison Pearl, with high luster and perfect round shape and deep purple color.  
Courtesy of King's Ransom.

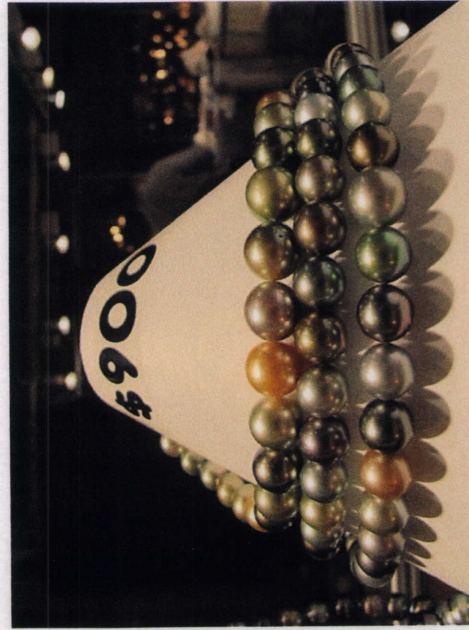
# 2014 AGTA Tucson Show

## Sea Hunt Pearls

| SIZE MM                | SHAPE              | COLOR                     | LUSTER  | BLEMISH              | MATCHING  | PRICE     | COMMENT (ALL TAHITIANS)                               |
|------------------------|--------------------|---------------------------|---------|----------------------|-----------|-----------|-------------------------------------------------------|
| 2.5x3 (15.5")          | Off round          | White                     | VH      | Moderately blemished | Good      | \$30      | Usable tiny                                           |
| 4x4.5                  | Rice               | White                     | High    | Lightly blemished    | Excellent | \$15      | Great                                                 |
| 4x16                   | Round              | White                     | VVH     | Lightly blemished    | Excellent | \$3,000   | 29 pcs. Dragon Pearl                                  |
| 5x5.5                  | Off round          | White                     | VH      | Lightly blemished    | Good      | \$20      |                                                       |
| 5.5x6                  | Round              | Pink                      | High    | Clean                | Excellent | \$25      | Rose pastel color                                     |
| 6.9x7                  | Rice               | White                     | High    | Lightly blemished    | Good      | Plus \$30 |                                                       |
| 7x7.5                  | Rice               | White                     | High    | Lightly blemished    | Good      | \$25      |                                                       |
| 7x7.5                  | Round              | White                     | VH      | Lightly blemished    | Excellent | \$200     |                                                       |
| 7.5x8                  | Round              | White                     | VH      | Lightly blemished    | Excellent | \$600     |                                                       |
| 8x8.5                  | Round              | Slight gray               | High    | Lightly blemished    | Excellent | \$300     |                                                       |
| 8x11                   | Round              | Multi colors              | VH      | Lightly blemished    | Good      | \$600     |                                                       |
| 8.2x10.8               | Round              | Multi colors              | Medium  | Lightly blemished    | Good      | \$900     |                                                       |
| 8.5x11                 | Baroque            | Multi colors              | High    | Lightly blemished    | Fair      | \$600     | Off white, multi, green, black, circle, mixed colors. |
| 9x9.5                  | Rice               | White                     | High    | Lightly blemished    | Excellent | \$100     |                                                       |
| 9.5x10.5               | Round              | Light Lilac violet        | Medium  | Lightly blemished    | Excellent | \$180     |                                                       |
| 9.5x10.5               | Round              | White                     | VH      | Lightly blemished    | Excellent | \$600     |                                                       |
| 10x11.8                | Baroque            | multi colors              | VH      | Moderately blem.     | Good      | \$1,000   | Tahitian 28" Circle, Yellow green, Rose, Bronze, Gray |
| 10x12 (16")            | Baroque            | Mixed                     | VVH     | Moderately blem.     | Good      | \$400     | Circle, Yellow, White                                 |
| 10x13.3                | Round              | Mixed                     | VVH     | Clean                | Excellent | \$2,500   | 75 pcs.                                               |
| 10x14                  | Round              | Golden                    | VVH     | Clean                | Excellent | \$2,500   | 37 pcs.                                               |
| 10.5x11.5              | Round              | Slight white              | High    | Lightly blemished    | Yes       | \$1,000   |                                                       |
| Multi Bracelet circles |                    |                           |         | Moderately blemished |           |           | Mixed beads and circles, mixed colors-Tahitian.       |
| 11x13.5                | Baroque 7" Baroque | Mixed beads Slight bluish | High VH | Yes                  | No        | \$360     |                                                       |
| 11x5                   | Baroque            | Rose                      | VH      | Blemished            | Baroque   | \$200     |                                                       |

# Sea Hunt Pearls (continued)

| SIZE MM   | SHAPE        | COLOR               | LUSTER | BLEMISH           | MATCHING  | PRICE   | COMMENT (ALL TAHITIANS) |
|-----------|--------------|---------------------|--------|-------------------|-----------|---------|-------------------------|
| 11.2x14.1 | Round        | Mixed               | VVH    | No                | Yes       | \$4,500 |                         |
| 13x14     | Tear shape   | Very light pastel   | High   | Lightly blemished | Fair      | \$90    |                         |
| 13x14     | Round        | Light Lilac Mixture | High   | Lightly blemished | Yes       | \$2,200 |                         |
| 13x20     | Very baroque | baroque             | VVH    | Yes               | No        |         | Multi colors            |
| 14x16     | Disk         | Light multi colors  | H      | Moderately blem.  | Good      | \$120   |                         |
| 14x17     | Baroque      | Medium dark rose    | VVH    | Lightly blemished | Baroque   | \$1,600 |                         |
| 15x17.5   | Disk         | Multi colors light  | VH     | Lightly blemished | Very good | \$30    | Lt Pastel               |
| 19x23     | Baroque      | Pastel colors       | VVH    | Blemished         | Baroque   | \$1,500 |                         |



Tahitian pearls  
Round  
Multi-metallic pastels  
19 x 23 mm  
\$900  
Courtesy of Sea Hunt Pearls



Tahitian Pearls  
Baroque  
Circle, Yellow, White  
10x12 mm (16")  
\$400  
Courtesy of Sea Hunt Pearls

## 2014 Sea Hunt Pearls



Tahitian pearls  
Baroque  
Multi colored, circle  
8.5x11 mm  
\$600  
Courtesy of Sea Hunt Pearls



Tahitian pearls  
Baroque  
Multi colored, Circle  
10x11-8 mm  
\$1000  
Courtesy of Sea Hunt Pearls



Tahitian pearls  
Multi colored bracelet  
Baroque 7" Circle  
17pcs.  
\$360  
Courtesy of Sea Hunt Pearls



Chinese Freshwater Cultured Pearls  
Round  
Pastel Rose  
9.5x10.5 mm  
\$600  
Courtesy of Sea Hunt Pearls



Chinese Freshwater Cultured Pearls  
Baroque  
Mixed colored  
13x20 mm  
\$400  
Courtesy of Sea Hunt Pearls



Chinese Freshwater Cultured Pearls  
Baroque  
Metallic multi-colored  
13x14 mm  
\$200  
Courtesy of Sea Hunt Pearls



South Seas Cultured-Pearls  
Golden  
Round  
10x14 mm  
37pcs.  
\$2,500  
Courtesy of Sea Hunt Pearls

# Eliko Pearl Co, Inc.

## Eliko Pearl Co, Inc.

| Size mm    | Shape   | Color               | Luster      | Blemish      | Matching       | Price | Comment                   |
|------------|---------|---------------------|-------------|--------------|----------------|-------|---------------------------|
| 10x11      | Round   | White               | VG          | Lt blemished | Good           | 3,800 |                           |
| 10x12.2    | Baroque | Blue/Silver         | Excellent   | Lt blemished | Very very good | 950   |                           |
| 10.9x12    | Baroque | Light to medium     | VH          | VL blemished | Very good      | 900   |                           |
| 11x13      | Round   | White               | Mod to good | Lt blemished | Good           | 4,800 |                           |
| 12x12.8    | Baroque | Mixed grays         | Excellent   | Lt blemished | Medium good    | 1,200 |                           |
| 12x14.6    | Baroque | White grayish       | High        | Lt blemished | Good           | 3,200 |                           |
| 12x15      | Baroque | Multi-color         | High        | Moderate     | Excellent      | 8,000 | Fireball metallic luster. |
| 12x15.8    | Baroque | Overtone white gray | High        | Lt blemished | Fair           | 4,800 |                           |
| 12.4x16.5  | Round   | White               | Medium      | VL blemished | Good           | 6,700 |                           |
| 12.5x15.01 | Round   | White               | Good        | Lt blemished | Fair           | 6,400 |                           |
| 13.3x17    | Baroque | White               | VVH         | Circle       | Medium         | 4,800 | Blemish on pearl circle   |



Eliko Pearl Co, Inc.

Baroque

13.3x17

White

\$4,800

Courtesy of Eliko Pearl Co, Inc.



Eliko Pearl Co, Inc.

Round

12x14.8 mm

Multi colored

\$2,500

Courtesy of Eliko Pearl Co, Inc.

## Mastoloni Pearls

| JPG      | Size mm   | Shape   | Color                 | Luster | Blemish       | Matching  | Price  | Comment                               |
|----------|-----------|---------|-----------------------|--------|---------------|-----------|--------|---------------------------------------|
| 131 2095 | 10x13.6   | Round   | White                 | VH     | Clean         | Excellent | 3,500  |                                       |
| 2097     | 12.1x16   | Round   | White                 | VH     | Clean         | Excellent | 13,500 | Excellent                             |
| 2096     | 12.4x15.6 | Round   | White                 | VH     | Clean         | Excellent | 9,000  | Excellent                             |
| 2111     | 13x16.6   | Round   | Gold                  | VVH    | No            | Yes       | 27,500 | Golden                                |
| 2100     | 14x12     | Round   | Silver blue           | VVH    | No            | Excellent | 15,000 | Beautiful                             |
| 2099     | 15x12     | Round   | Aubergine green       | VH     | No            | Yes       | 30,000 | Peacock, Green, Beautiful, Tahitian   |
| 2106     | 15x17     | Baroque | DK green, mixed       | VH     | Light blemish | Excellent | 12,500 | Mint green, circle, aubergine, silver |
| 2105     | 16x15     | Baroque | DK mint Gr. Aubergine | VH     | Light blemish | Clean     | 8,500  | Lavender circle                       |
| 2108     | 16x18     | Baroque | Silver                | VVH    | Clean         | Excellent | 25,000 | Beautiful, soft luster, bead in       |
| 2102     | 16.2x12   | Round   | Green                 | VVH    | Clean         | Excellent | 12,000 | Excellent                             |
| 2098     | 17.5x12.5 | Round   | White                 | VH     | Clean         | Excellent | 20,000 | Excellent                             |



Mastoloni Pearls  
14x12 mm  
Round  
Silver blue  
\$15,000  
Courtesy of Mastoloni Pearls, Inc.



Mastoloni Pearls  
16x15  
Baroque  
DK Mint, Aubergine green  
\$8,500  
Courtesy of Mastoloni Pearls, Inc.

# Pacific Pearls

## Pacific Pearls

| Size mm   | Shape      | Color                | Luster   | Blemish        | Matching  | Price | Comment                 |
|-----------|------------|----------------------|----------|----------------|-----------|-------|-------------------------|
| Round     | Near round | Lilac, Gray          | Medium   | Slightly blem. | Fair      | 680   | CFWCP's                 |
| Off Round | Baroque    | Mixed color, Pastels | High     | Slightly blem. | Fair      | 500   | Circles, pastel colors  |
| 7x6       | Baroque    | Lavender             | High     | Yes            | yes       | 250   | Japan Kasumi-Keshi-like |
| 8x12      | Round      | Medium violet        | High     | Fair           | Fair      | 150   | 20x25mm In body         |
| 10x13     | Baroque    | Pastel               | High     | Blemished      | Lt pastel | 3000  | Japanese Kasumi-Ga-Ura  |
| 11x14     | Baroque    | Lt yellow, pastel    | High     | Fair           | Fair      | 600   | Flame-Bead in           |
| 12x15     | Baroque    | White                | Med High | Blemish        | Baroque   | 500   | CFWCP's Bead in         |
| 15x18     | Coin       | Pastel Light         | High     | Lt Blemish     | Good      | 690   | CFWCP's Bead in         |



Rose bud  
15x18mm  
Coin  
Pastel light  
\$690  
Courtesy of Pacific Pearls



Japan Kasumi-ga-Ura pearls  
10x13  
Baroque  
Pastel  
\$3000  
Courtesy of Pacific Pearls

JEWELRY NET ASIA has commented:

“Tahitian pearl production has been dropping consistently since 2009 and continues to slide. The reasons are twofold; there are fewer producers today than pre-recession and the remaining producers have been having difficulty finding quality shells to graft. So while supply may be catching up to demand in the smaller sizes, overall I expect Tahitian pearl prices to rise. Look for Tahitian pearl prices to rise in 2014.”

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The information contained in this report is intended to provide a cross section of what is available in the current pearl market at the whole sale level. The tables, listings, sizes and prices are not intended for grading purposes. All pictures were taken by Lois. H. Berger, G.G.

My sincere thanks to the members of our pearl group: K.C. Bell, Sarah Canizarro, Fuji Voll, Faye Doyle, Al Freedman, Heidi Harders, Merle Koblenz, Gina Latendresse, Dr. Cigdem Lule, Stuart Robertson, Elisabeth Strack, G. Taleen, and Robert Weldon.

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