



# 5 FACTORS THAT DEFINE AN EMERALD'S TRUE VALUE: BEYOND ORIGIN AND COLOR



**E**meralds are synonymous with rarity and luxury. While the market often focuses on the prestige of Colombian or Zambian origin, an emerald's true worth is defined by a dynamic interplay of five critical factors. For industry professionals, understanding this deeper layer, the stone's unique geology, cut, clarity and absence or level of treatment are key to accurate valuation and effective sales.

## 1. Geographic Origin: The Market's Benchmark, Not Its Boundary

Geographic origin is foundational. Colombian emeralds set the historical benchmark for quality and reputation, while Zambian emeralds are prized for their intense color and distinct mineral composition. Both command a premium, but smart professionals recognize that premium quality is not exclusive to these two sources.

Emeralds from Russia, Afghanistan, and India offer unique geological narratives and exceptional hues that carry significant market value. The key is to shift the conversation from mere geographic name to geological identity. Each origin adds a unique depth that adds immense value to brands who want to capitalize story telling no matter what origin, but it is the combination of origin, color, clarity, cut, and treatment that truly elevates and validates an emerald's market position.

## 2. Color: Depth and Purity over Geographic Stereotype

An emerald is defined by its green, but value is determined by its depth and purity. While sources often feature different colors in the stone, like Colombian" refers to the finest emerald color, slightly bluish green with medium to medium-dark tone and strong to vivid saturation, while "Zambian" describes emeralds that are typically darker, more bluish, and often possess higher clarity. These profiles are not fixed to their origins, and it's vital to distinguish between a stone's color description and its actual source.

The true appeal is in the spectrum. For example, a lighter, spring-green hue from a Russian or Indian emerald may lack the saturation of a Colombian stone, yet it possesses a delicate, captivating charm appreciated by a different market segment. Vividness and consistency across the stone are the hallmarks of quality. Appreciate each stone's unique shade on its own merit; it's the rich, pure green that remains the stone's ultimate defining beauty.

### 3. Cut: The Craft That Maximizes Potential

A superior emerald demands a superior cut. The cutting process is particularly challenging for emeralds due to their inherent inclusions and natural fractures, which is why the classic emerald cut (step cut) is so common, it minimizes pressure and preserves weight.

A well-executed cut is essential to unlock the stone's full potential. Precision cutting doesn't just manage the stone's weaknesses; it maximizes its visual appeal. It improves the stone's color appearance and allows light to interact in a way that reveals its inherent beauty. The better the cut, the more it absorbs color and makes it more valuable.

### 4. Inclusions: Nature's Signature of Authenticity

Inclusions in emeralds, commonly referred to as the "jardin" (French for "garden"), are a hallmark of the stone's natural formation and should be viewed as nature's signature. They are not flaws... they are markers of authenticity. An emerald with visible inclusions tells a story about where it came from and how it formed deep inside the earth. For example, the two-phase or biotite-mica platelets inclusions in Zambian emeralds or the gota de aceite, Spanish for "drop of oil" inclusions in Colombian stones serve as telltale signs of their origins. They are the fingerprint

of the emerald, telling you exactly where it has been and how it was formed.

It is true that higher the clarity, better the value; but emerald being a stone known for jardin, it is most likely to have inclusions. True professionals should embrace these inclusions as it enhances the narrative of the emerald, giving it depth and clarity, making each stone one-of-a-kind.

### 5. Treatments: Assessing Integrity and Future Value

Emeralds are fragile, and it's no secret that oiling is commonly used to enhance their appearance. It's the industry norm, but it's one that requires a nuanced understanding. Insignificant or minor oiling is acceptable, a subtle enhancement to bring out clarity without significantly changing the stone's nature. But significant oiling, something that's not always disclosed correctly, can radically affect the stone's future, particularly as oil can dry up and escape over time.

Another alternative is resin treatment which can be both a blessing and a curse. Resin is used to fill fissures in a way that it is more resistant, durable and somewhat permanent and difficult to identify other than a trained eye. It is nearly impossible to determine the amount of resin used for treatment. What many fail to consider is how resin changes the emerald over time: If the resin starts to degrade or discolor, it can alter the stone's overall appearance permanently.

Pay attention to treatment disclosures, and take them seriously. If you're working with emeralds, it's imperative to not just identify the treatment but also the level of treatment and understand how that treatment will evolve over time. The value of an emerald is not only in its present beauty but in the integrity of its future.



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