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Global Perspective

In this edition of the *YachtWorld Market Index*, we provide up-to-date 2016 brokerage sales data in several ways. As we usually do, we provide detailed sales figures for the most recent quarter, both in the U.S. and in Europe; in global terms, the market has softened, declining by 10 boats in terms of volume but by \$81 million in total price paid.

We also drill down into the sales data for the top brands in the most popular boat classes. With encouragement from several readers, we went deeper into our database, and now offer information on more classes and more brands than ever before.

In a special report, we also go into the archives of SoldBoats, the proprietary database of YachtWorld member brokers for many years, and we look at which classes of boats sold best in early years compared to 2015. The results reveal the shifting nature of the marketplace, as well as what's available in brokerage inventory.

Thanks for reading our newest publication, and please feel free to send along your comments or questions.

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YachtWorld Managing Editor

GLOBAL BROKERAGE – COMBINED SALES

GLOBAL TOTALS

Q1 2015

\$1.15 billion

7,219 boats

Q1 2016

\$1.07 billion

7,209 boats

UNITED STATES

Q1 2015

\$750 million

5,442 boats

Q1 2016

\$704 million

5,564 boats

EUROPE

Q1 2015

\$404 million

1,777 boats

Q1 2016

\$369 million

1,645 boats

*All sales data in this edition of *YachtWorld Market Index* is derived from SoldBoats, the proprietary database of YachtWorld member brokerages.

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United States: Small-Boat Brokerage Gaining Strength

With strong sales in March, U.S. yacht brokers sold 5,564 boats in the first quarter of 2016, an increase of 122 sales over the same quarter in 2015. In contrast, the total price paid for boats sold in the quarter was lower—\$703.6 million in 2016 compared to \$749.6 million in 2015.

According to reports by YachtWorld member brokerages in SoldBoats, most segments of the smaller-boat market made gains both in volume and total price paid. Most segments of larger yachts showed volume gain as well, but total prices paid were lower, especially among boats over 80 feet.

Powerboat sales represented 81.5 percent of all sales in the first quarter, and this category's results closely mirrored the overall market both in unit sales and pricing. The 2 percent increase in volume came from gains in segments under 26 feet, 36 to 45 feet, and above 56 feet. The value drop of \$37 million resulted from the combination of a more than \$60 million decline in value of boats sold over 45 feet; it was partially offset by an approximately \$20 million increase in aggregate price paid for boats below 45 feet.

In the sail sector, brokers sold 1,025 boats, 1 percent more than the previous first quarter, yet total value of sales declined 11 percent, from \$82.7 million to \$73.7 million. The main factor in this was reduced volume among sailboats over 46 feet. Sailboats sold between 26 and 45 feet were not only higher in the quarter, but were sold for higher average prices. Volume was higher for boats under 26 feet as well, yet at lower average prices.

UNITED STATES - OVERALL SALES

OVERALL

BOATS SOLD

Q1 2015 - 5,442

Q1 2016 - 5,564

AVG. DAYS TO SALE

Q1 2015 - 255

Q1 2016 - 254

VALUE OF BOATS SOLD

Q1 2015 - \$749.6m

Q1 2016 - \$703.6m

AVG. BOAT VALUE

Q1 2015 - \$137,751

Q1 2016 - \$126,464



POWER

BOATS SOLD

Q1 2015 - 4,432

Q1 2016 - 4,539

AVG. DAYS TO SALE

Q1 2015 - 245

Q1 2016 - 239

VALUE OF BOATS SOLD

Q1 2015 - \$666.9m

Q1 2016 - \$629.9m

AVG. BOAT VALUE

Q1 2015 - \$150,479

Q1 2016 - \$138,780



SAIL

BOATS SOLD

Q1 2015 - 1,010

Q1 2016 - 1,025

AVG. DAYS TO SALE

Q1 2015 - 299

Q1 2016 - 320

VALUE OF BOATS SOLD

Q1 2015 - \$82.7m

Q1 2016 - \$73.7m

AVG. BOAT VALUE

Q1 2015 - \$81,899

Q1 2016 - \$71,926



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Europe: Sailboat Sales Rise Amid Overall Decline

While compared to 2014, the year 2015 was better for brokers in Europe, the first half of that year was better than the second, and that trend continued in the first quarter of 2016 to the point that overall boat sales declined.

Unit sales were down 7 percent, from 1,777 to 1,645 boats, according to YachtWorld member brokerages reporting in SoldBoats. The total price paid declined by 9 percent, to € 330.2 million.

Most of the volume drop was in the market segments below 35 feet, in which sales were off by double-digit percentages.

Prices were lower in all of the high-volume segments, especially among boats 26 to 35 feet, where the average declined 17 percent from €61,500 to €51,300. Prices increased in all segments above 45 feet, although the only segment that showed both a volume and a value gain was 46 to 55 feet. Brokers selling this size boat reported 1 percent volume rise and an 8 percent value increase, with the average price lifting from €230,000 to €249,000.

Powerboat sales were sluggish, down from 992 boats sold in the first quarter of 2015, to 784, a 21 percent reduction. At the same time, sailboat sales increased 10 percent, with 861 boats sold. Yet average prices trended in the opposite directions, with the powerboat average climbing 8 percent and the sailboat average dipping by 2 percent.

One piece of good news for all brokers was that they were able to increase the rate of speed for the average sale, from 380 days in the first quarter of 2015 to 349 days in the most recent quarter, an 8 percent reduction.

EUROPE - OVERALL SALES

OVERALL

BOATS SOLD

Q1 2015 - 1,177

Q1 2016 - 1,645

AVG. DAYS TO SALE

Q1 2015 - 380

Q1 2016 - 349

VALUE OF BOATS SOLD

Q1 2015 - €364.4m

Q1 2016 - €330.3m

AVG. BOAT VALUE

Q1 2015 - €205,066

Q1 2016 - €200,784



POWER

BOATS SOLD

Q1 2015 - 992

Q1 2016 - 782

AVG. DAYS TO SALE

Q1 2015 - 369

Q1 2016 - 345

VALUE OF BOATS SOLD

Q1 2015 - €283.2m

Q1 2016 - €242.6m

AVG. BOAT VALUE

Q1 2015 - €285,434

Q1 2016 - €309,488



SAIL

BOATS SOLD

Q1 2015 - 785

Q1 2016 - 861

AVG. DAYS TO SALE

Q1 2015 - 392

Q1 2016 - 353

VALUE OF BOATS SOLD

Q1 2015 - €81.3m

Q1 2016 - €87.7m

AVG. BOAT VALUE

Q1 2015 - €103,506

Q1 2016 - €101,801



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UNITED STATES - TOP BRANDS & CLASSES

CENTER CONSOLE
POWER CRUISER
SALTWATER FISHING
MOTOR YACHT
SAIL CRUISER
EXPRESS CRUISER
BOWRIDER
SPORT FISHING
CRUISER/RACER

CENTER CONSOLE

Strong small-boat sales put this category ahead of Power Cruisers in the first quarter in the U.S. Sea Hunt models sold fastest; Key Wests were the newest.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Boston Whaler	48	\$2.5m	\$51,186	133	21'	2003
Grady-White	30	\$1.4m	\$45,070	205	25'	2003
Mako	27	\$529k	\$19,618	157	23'	1994
Sea Hunt	25	\$916k	\$36,656	50	22'	2011
Pursuit	23	\$1.2m	\$52,887	151	27'	2003
Intrepid	22	\$3.4m	\$154,883	136	33'	2006
Sea Fox	20	\$930k	\$46,535	170	24'	2011
Everglades	18	\$1.3m	\$74,150	160	26'	2010
Key West	18	\$606k	\$33,720	137	20'	2012
Regulator	17	\$1.7m	\$101,994	205	27'	2007
All Makes	690	\$43.3m	\$62,691	157	25'	2006

POWER CRUISER

Sea Ray model sales dominated this category, as in 2015. Formula and Cruisers Yachts models sold for the most, and Formula and Monterey models were newest.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	162	\$11.1m	\$68,241	223	31'	2003
Bayliner	55	\$1.5m	\$27,578	275	27'	2002
Formula	35	\$4.6m	\$130,620	323	36'	2006
Maxum	23	\$602k	\$26,202	291	28'	2001
Regal	20	\$1.4m	\$71,553	285	32'	2004
Chaparral	17	\$981k	\$57,753	267	28'	2004
Cruisers Yachts	17	\$1.4m	\$84,559	310	35'	2002
Rinker	15	\$436k	\$29,126	260	28'	2003
Monterey	15	\$1.1m	\$71,272	407	30'	2006
Four Winns	14	\$695k	\$49,629	173	28'	2003
All Makes	593	\$49.3m	\$83,220	259	31'	2003

SALTWATER FISHING

Grady-White had been No. 2 to Boston Whaler in 2015, but swapped places in the first quarter. Fastest sellers were Key West models. Priciest were Pursuit and Contender.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Grady-White	44	\$4.1m	\$92,761	254	27'	2008
Boston Whaler	34	\$2.5m	\$74,661	132	23'	2008
Pursuit	27	\$2.4m	\$89,237	171	30'	2006
Sea Hunt	22	\$953k	\$43,350	130	23'	2011
Wellcraft	20	\$1.0m	\$50,376	281	26'	2005
Scout Boats	16	\$618k	\$38,637	119	23'	2007
Mako	16	\$452k	\$28,253	181	24'	2002
Contender	13	\$1.2m	\$89,938	125	30'	2009
Parker	13	\$807k	\$62,077	181	25'	2008
Key West	13	\$369k	\$28,398	99	20'	2011
All Makes	491	\$31.3m	\$63,704	176	26'	2006

MOTOR YACHT

This class moved ahead of Express Cruisers in the first quarter with Sea Ray and Carver models as bestsellers. The newest models sold were Prestige and Meridian.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	71	\$15.7m	\$221,204	283	44'	2003
Carver	54	\$7.8m	\$143,531	285	41'	2000
Bayliner	35	\$2.8m	\$79,487	358	39'	1992
Hatteras	23	\$9.9m	\$432,087	378	60'	1986
Meridian	22	\$4.5m	\$205,250	114	41'	2006
Silverton	19	\$2.4m	\$123,863	491	39'	2001
Cruisers Yachts	16	\$2.8m	\$174,884	298	41'	2004
Bertram	9	\$544k	\$60,489	300	50'	1979
Ocean Alexander	9	\$4.2m	\$467,417	156	52'	1997
Prestige	8	\$9.1m	\$1,136,625	320	50'	2015
All Makes	455	\$224m	\$492,349	339	49'	1998

SAIL CRUISER

This class has the oldest models selling, with Morgan, Pearson, and Sabre from the late '70s and early '80s. Only Beneteau models were mostly 2000 or later.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Hunter	70	\$4.9m	\$70,531	266	36'	1998
Catalina	57	\$3.3m	\$57,826	238	34'	1994
Beneteau	46	\$4.9m	\$107,308	284	40'	2002
Morgan	10	\$338k	\$33,857	396	38'	1978
Island Packet	10	\$1.4m	\$141,200	239	36'	1996
Pacific Seacraft	9	\$579k	\$64,278	149	28'	1988
Pearson	9	\$250k	\$27,733	427	34'	1984
Jeanneau	7	\$732k	\$104,629	244	39'	1999
Sabre	5	\$206k	\$41,100	262	34'	1983
Tartan	5	\$365k	\$73,000	452	38'	1989
All Makes	374	\$28.3m	\$75,706	324	36'	1992

EXPRESS CRUISER

As in 2015, nearly a third of Express Cruiser models sold were Sea Ray. The newest were by Cruisers Yachts and Rinker, and Tiara models sold for the highest prices.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	98	\$7.5m	\$76,500	229	35'	1998
Tiara	31	\$4.7m	\$151,351	168	36'	2000
Regal	17	\$1.9m	\$109,981	367	36'	2005
Cruisers Yachts	17	\$2.0m	\$114,809	305	37'	2003
Formula	17	\$1.6m	\$91,350	325	36'	2001
Bayliner	15	\$279k	\$18,583	240	26'	2000
Rinker	13	\$845k	\$65,069	176	31'	2006
Wellcraft	10	\$252k	\$25,200	359	33'	1996
Four Winns	8	\$541k	\$67,563	231	32'	1999
Maxum	7	\$217k	\$31,000	140	30'	2001
All Makes	341	\$37.4m	\$109,738	290	34'	2000

BOWRIDER

Sea Ray and Chaparral led this category, but the biggest and newest bowriders sold were by Monterey. The fastest to sell were Hurricane and Yamaha models.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	61	\$2.2m	\$35,778	172	24'	2007
Chaparral	36	\$1.2m	\$34,564	221	23'	2006
Hurricane	24	\$583k	\$24,300	80	21'	2010
Bayliner	23	\$343k	\$14,901	244	18'	2009
Four Winns	14	\$460k	\$32,842	102	23'	2008
Crownline	12	\$325k	\$27,108	260	23'	2006
Cobalt	12	\$688k	\$57,333	180	25'	2003
Monterey	8	\$466k	\$58,188	332	26'	2011
Yamaha	8	\$196k	\$24,475	99	23'	2009
Larson	7	\$107k	\$15,349	213	21'	2003
All Makes	309	\$9.7m	\$31,385	184	23'	2007

SPORT FISHING

Viking sold the most models in this class and some of both the largest, newest and most expensive. Other top sellers were older, such as Ocean, Bertram, and Hatteras.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Viking Yachts	19	\$17.6m	\$927,368	445	53'	2004
Ocean Yachts	12	\$3.1m	\$261,399	238	48'	2000
Hatteras	12	\$4.0m	\$337,100	506	53'	1993
Tiara	11	\$1.0m	\$95,686	267	34'	1996
Bertram	11	\$1.6m	\$149,945	254	40'	1988
Grady-White	8	\$424k	\$52,938	159	28'	2000
Luhers	7	\$398k	\$56,857	282	33'	1994
Albemarle	7	\$655k	\$93,557	261	31'	2001
Pursuit	6	\$302k	\$50,391	213	30'	2001
Pioneer	6	\$200k	\$33,350	103	30'	2000
All Makes	230	\$64.9m	\$282,259	313	38'	1999

CRUISER/RACER

Catalina models sold most frequently in this class. Beneteau, J/Boats, and Jeanneau models were highest priced and newest; Jeanneau models were longest.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Catalina	33	\$2.4m	\$73,191	254	34'	1998
Beneteau	18	\$1.7m	\$95,114	260	38'	2001
Hunter	11	\$246k	\$22,332	428	31'	1990
J Boats	10	\$1.2m	\$119,025	211	35'	2002
Jeanneau	9	\$1.1m	\$122,444	360	41'	2000
C&C	9	\$153k	\$16,944	344	32'	1980
Tartan	9	\$454k	\$50,422	418	35'	1985
Pearson	8	\$276k	\$26,938	366	33'	1983
Ericson	8	\$207k	\$25,863	226	33'	1985
Sabre	5	\$318k	\$63,630	205	35'	1986
All Makes	177	\$12.6m	\$70,947	313	35'	1992

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EUROPE - TOP BRANDS & CLASSES

SAIL CRUISER
POWER CRUISER
MOTOR YACHT
CRUISER/RACER
FLYBRIDGE
SPORTS CRUISER

SAIL CRUISER

This class out-sold the next by double in the quarter. Jeanneau and Beneteau were best-sellers. Westerly models were oldest and fastest to sell.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Jeanneau	66	€5.8m	€88,500	321	38'	2004
Beneteau	64	€5.2m	€80,889	354	39'	2003
Bavaria	39	€3.0m	€76,465	249	39'	2005
Hanse	24	€2.5m	€105,261	261	37'	2009
Dufour	24	€1.9m	€78,416	314	36'	2004
Westerly	21	€465k	€22,136	195	30'	1983
Hallberg-Rassy	14	€1.4m	€101,982	267	36'	1993
Moody	13	€648k	€49,818	268	36'	1986
Dehler	12	€639k	€53,261	169	34'	1992
Hunter	11	€309k	€28,098	221	28'	1996
All Makes	457	€36.0m	€78,704	330	36'	1997

POWER CRUISER

Jeanneau models were the top sellers in class. Viking and Bayliner were the shortest in length, least expensive, and fastest to sell.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Jeanneau	17	€1.7m	€101,758	274	30'	2011
Sealine	14	€1.9m	€132,400	249	37'	2003
Beneteau	13	€906k	€69,661	343	29'	2006
Princess	8	€1.9m	€241,780	513	42'	1996
Fairline	8	€3.0m	€374,964	494	46'	2003
Bayliner	7	€283k	€40,478	182	28'	2004
Nimbus	7	€1.1m	€152,754	348	32'	2006
Four Winns	7	€289k	€41,245	222	26'	2004
Cranchi	5	€485k	€97,000	275	36'	2005
Viking	5	€132k	€26,423	147	25'	2002
All Makes	219	€38.4m	€175,493	312	36'	2002

MOTOR YACHT

Princess moved from third bestseller in 2015 to top-seller in early 2016. Sunseeker models sold for the most, on average, and were newer models than all but Riva.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Princess	25	€9.8m	€393,212	290	53'	2005
Sunseeker	22	€27.5m	€1,251,017	387	66'	2007
Sealine	13	€1.5m	€117,527	189	37'	2003
Fairline	9	€2.9m	€325,070	404	60'	2001
Azimut	7	€3.7m	€524,643	482	53'	2004
Ferretti Yachts	6	€5.7m	€945,000	489	70'	2006
Aquanaut	4	€1.0m	€251,875	339	45'	2006
Marquis	2	€1.1m	€547,500	908	71'	2006
Riva	2	€1.6m	€800,000	264	56'	2009
Pershing	2	€1.0m	€510,000	621	71'	2006
All Makes	162	€113.4m	€699,853	405	54'	2003

CRUISER/RACER

X-Yachts became the bestseller in early 2016, and its models sold were among the newest, along with Bavaria and Grand Soleil.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
X-Yachts	19	€3.5m	€186,453	327	40'	2006
Beneteau	18	€815k	€45,254	592	34'	1997
Jeanneau	13	€1.2m	€92,709	345	39'	2004
Dufour	13	€1.5m	€118,889	236	39'	2010
J Boats	10	€935k	€93,452	206	35'	2005
Grand Soleil	7	€1.5m	€210,427	584	45'	2006
Elan	6	€439k	€73,102	196	35'	2004
Dehler	6	€316k	€52,720	330	35'	1995
Bavaria	3	€155k	€51,794	456	33'	2008
Nautor	3	€5.6m	€1,863,333	145	66'	1996
All Makes	156	€26.1m	€167,507	401	38'	2001

FLYBRIDGE

Princess models sold most in the category, as in 2015, but Sealine, in second, made a strong start as well, with 8 boats sold compared to 20 in all of 2015.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Princess	11	€6.9m	€628,485	471	50'	2004
Sealine	8	€1.1m	€141,595	92	40'	2000
Fairline	7	€2.2m	€320,832	217	49'	1998
Azimut	5	€2.4m	€477,881	631	55'	2006
Beneteau	4	€452k	€113,039	209	38'	2005
Jeanneau	4	€412k	€103,084	206	36'	2005
Sunseeker	3	€6.1m	€2,031,667	264	86'	2006
Nord West	3	€880k	€293,401	193	41'	2004
Wim Van der Valk	2	€4.9m	€2,450,000	704	76'	2013
Intermare	2	€245k	€122,500	935	43'	2007
All Makes	76	€35.8m	€470,655	424	50'	2002

SPORTS CRUISER

Selling many boats under 30 feet, Sealine led sales in this class ahead of Sunseeker and Fairline. Among the newest were models from Princess and Beneteau.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sealine	9	€374k	€41,556	214	27'	1998
Sunseeker	5	€1.3m	€261,734	200	42'	2002
Fairline	5	€1.2m	€240,154	160	38'	1996
Beneteau	4	€257k	€64,288	140	28'	2009
Cranchi	4	€272k	€68,125	670	34'	2003
Riva	3	€510k	€169,936	344	43'	1993
Windy Xanthos 52	2	€937k	€468,336	144	50'	2008
Princess	2	€2.0m	€979,216	110	63'	2012
Maxum	2	€48k	€23,790	53	27'	2000
Rinker	2	€45k	€22,425	127	27'	1998
All Makes	69	€12.7m	€184,150	261	37'	2002

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United States: Top Selling Classes & Brands Since 2005

The top-sold classes by U.S. yacht brokers in 2015 were not the same as in 2005. Power Cruisers and Center Consoles have supplanted Express Cruisers and Sail Cruisers at the top of the charts.

This is due to multiple factors, including new-boat market trends, which determine what's thereafter available on the brokerage market, and, to a certain extent, changing terminology used by brokers to classify the boats they list for sale on YachtWorld. This data was taken from SoldBoats, the proprietary database in which YachtWorld brokers report their sales, and it should be stated that modifications to the class structure allowed by YachtWorld has had an impact too.

All that being duly noted, the changes in what's sold over the last 10 years, as reported in the data at right, is striking. Power Cruiser sales were sixth highest in 2005 and fifth highest in 2010, and Center Consoles were at the bottom of the chart in 2005.

Avg. Days to sale has increased nearly across the board, which may be in part due to the recession in 2009 and in part due to the general aging of the brokerage inventory. The latter is particularly the case among Express and Sail Cruisers, as sales have fallen and average prices remained relatively level.

The most money has been spent consistently in the Motor Yacht class, even though it showed a serious downturn in 2010 as the Recession ended. Sport Fishing has also recovered somewhat from that downturn and moved into second place in 2015 in terms of total value.

POWER CRUISER

BOATS SOLD

2005 - 1,457

2010 - 2,324

2015 - 3,551

AVG. DAYS TO SALE

2005 - 203

2010 - 197

2015 - 247

VALUE OF BOATS SOLD

2005 - \$55.8m

2010 - \$146.1m

2015 - \$273.6m

AVG. PRICE

2005 - \$38,264

2010 - \$62,887

2015 - \$77,028

CENTER CONSOLE

BOATS SOLD

2005 - 588

2010 - 2,420

2015 - 2,983

AVG. DAYS TO SALE

2005 - 70

2010 - 168

2015 - 152

VALUE OF BOATS SOLD

2005 - \$19.3m

2010 - \$91.3m

2015 - \$165.0m

AVG. PRICE

2005 - \$32,747

2010 - \$37,727

2015 - \$55,312

SALTWATER FISHING

BOATS SOLD

2005 - 2,770

2010 - 1,785

2015 - 2,455

AVG. DAYS TO SALE

2005 - 191

2010 - 269

2015 - 182

VALUE OF BOATS SOLD

2005 - \$134.6m

2010 - \$91.9m

2015 - \$164.6m

AVG. PRICE

2005 - \$48,596

2010 - \$51,471

2015 - \$67,030

EXPRESS CRUISER

BOATS SOLD

2005 - 5,883

2010 - 4,205

2015 - 2,433

AVG. DAYS TO SALE

2005 - 225

2010 - 351

2015 - 330

VALUE OF BOATS SOLD

2005 - \$588.2m

2010 - \$401.5m

2015 - \$228.5m

AVG. PRICE

2005 - \$99,979

2010 - \$95,484

2015 - \$93,919

MOTOR YACHT

BOATS SOLD

2005 - 2,898

2010 - 1,818

2015 - 2,202

AVG. DAYS TO SALE

2005 - 288

2010 - 390

2015 - 356

VALUE OF BOATS SOLD

2005 - \$973.3m

2010 - \$534.7m

2015 - \$1.18b

AVG. PRICE

2005 - \$335,848

2010 - \$294,103

2015 - \$534,631

SAIL CRUISER

BOATS SOLD

2005 - 4,958

2010 - 3,469

2015 - 2,182

AVG. DAYS TO SALE

2005 - 250

2010 - 292

2015 - 309

VALUE OF BOATS SOLD

2005 - \$373.7m

2010 - \$270.9m

2015 - \$179.1m

AVG. PRICE

2005 - \$75,380

2010 - \$78,080

2015 - \$82,095

BOWRIDER

BOATS SOLD

2005 - 1,020

2010 - 2,124

2015 - 1,735

AVG. DAYS TO SALE

2005 - 113

2010 - 138

2015 - 185

VALUE OF BOATS SOLD

2005 - \$20.1m

2010 - \$49.9m

2015 - \$56.8m

AVG. PRICE

2005 - \$19,669

2010 - \$23,490

2015 - \$32,741

SPORT FISHING

BOATS SOLD

2005 - 1,595

2010 - 985

2015 - 1,296

AVG. DAYS TO SALE

2005 - 258

2010 - 333

2015 - 328

VALUE OF BOATS SOLD

2005 - \$353.0m

2010 - \$196.1m

2015 - \$324.7m

AVG. PRICE

2005 - \$221,342

2010 - \$199,105

2015 - \$250,525

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Europe: Top Selling Classes & Brands Since 2010

Europe's top-sold class—Sail Cruiser—has consistently been the most popular class of boat sold by yacht brokers with membership in YachtWorld. Since 2010, the Sail Cruiser has been slightly less dominant, but the No. 2 category in 2010, Motor Yachts, fell to No. 3, behind Power Cruiser, which demonstrated rising sales.

As in the U.S. (previous story), new-boat market trends have gradually changed the inventory available on the brokerage market, and, to a certain extent, changing terminology used by brokers to classify boats they list for sale on YachtWorld has made a difference.

The data at right was taken from SoldBoats, the database in which YachtWorld brokers report their sales, and modifications to the class structure in the database have had an impact, too—namely, the fact that more classes were available for brokers to classify their boats in 2015 than in 2010. The number of brokers reporting sales to YachtWorld in Europe has also increased the sales figures.

All that being said, sailing yachts have continued to sell well, with Cruisers, and Racer/Cruisers maintaining relatively steady sales, although average prices have declined.

Power Cruiser sales increased, as have Sports Cruiser, while Motor Yachts and Flybridge yachts have shown decreased sales. Significant gains in average pricing occurred in the Motor Yacht and Power Cruiser classes; Sports Cruiser pricing remained fairly steady and Flybridge yacht prices declined.

The average days required to sell a yacht increased in every class, and none more so than the Sports Cruiser class, from 113 days, on average, to 343.

SAIL CRUISER

BOATS SOLD

2010 - 2,253

2015 - 2,025

AVG. DAYS TO SALE

2010 - 283

2015 - 330

VALUE OF BOATS SOLD

2010 - \$334.2m

2015 - \$202.4m

AVG. PRICE*

2010 - \$148,339

2015 - \$99,938

POWER CRUISER

BOATS SOLD

2010 - 515

2015 - 1,280

AVG. DAYS TO SALE

2010 - 178

2015 - 296

VALUE OF BOATS SOLD

2010 - \$44.0m

2015 - \$184.4m

AVG. PRICE*

2010 - \$85,376

2015 - \$144,079

MOTOR YACHT

BOATS SOLD

2010 - 1,206

2015 - 873

AVG. DAYS TO SALE

2010 - 371

2015 - 403

VALUE OF BOATS SOLD

2010 - \$389.9m

2015 - \$757.3m

AVG. PRICE*

2010 - \$323,306

2015 - \$867,402

*Original prices mainly in Euros and GBP.

CRUISER/RACER

BOATS SOLD

2010 - 470

2015 - 573

AVG. DAYS TO SALE

2010 - 312

2015 - 400

VALUE OF BOATS SOLD

2010 - \$82.4m

2015 - \$61.0m

AVG. PRICE*

2010 - \$175,295

2015 - \$106,537

SPORTS CRUISER

BOATS SOLD

2010 - 94

2015 - 373

AVG. DAYS TO SALE

2010 - 113

2015 - 343

VALUE OF BOATS SOLD

2010 - \$11.6m

2015 - \$44.9m

AVG. PRICE*

2010 - \$123,558

2015 - \$120,469

FLYBRIDGE

BOATS SOLD

2010 - 592

2015 - 345

AVG. DAYS TO SALE

2010 - 386

2015 - 521

VALUE OF BOATS SOLD

2010 - \$522.6m

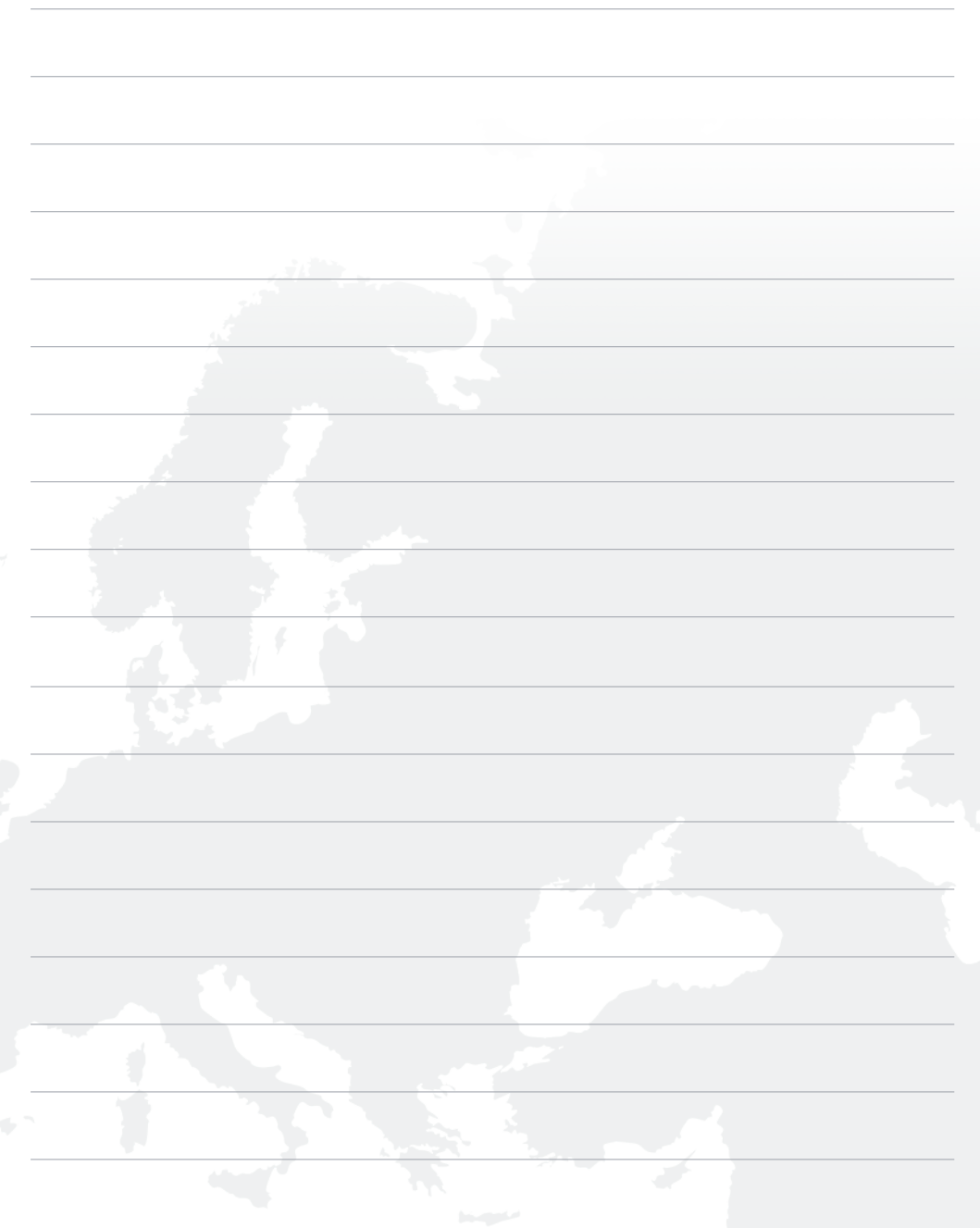
2015 - \$147.2m

AVG. PRICE*

2010 - \$882,720

2015 - \$426,527

*Original prices mainly in Euros and GBP.



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