

# 2016 MARKET INDEX

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# GLOBAL PERSPECTIVE

Another year of brokerage sales in Europe and the U.S. finished up recently, and now the *2016 YachtWorld Market Index* is ready for a long look at the data.

Overall market figures have shifted incrementally, but as our summaries show in six European countries and eight U.S. regions, the markets are dynamic in each area.

Other reports in this edition go deeper than before into reviewing the top sold brands in the most popular classes. Not only do we report on the top 10 brands in the top 16 classes from the U.S. and Europe, but for a different slice at the market, we look at the Top 100 most commonly sold class/brand combinations.

Your suggestions have helped us improve this publication each year. Thanks in advance for continuing to offer your insights and queries.

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## US & EU BROKERAGE COMBINED SALES

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

## US & EU TOTALS

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**2015**

**\$5.51 BILLION**

**38,129 BOATS**

**2016**

**\$5.39 BILLION**

**37,678 BOATS**

## US TOTALS

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**2015**

**\$3.70 BILLION**

**30,223 BOATS**

**2016**

**\$3.73 BILLION**

**29,431 BOATS**

## EU TOTALS

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**2015**

**\$1.81 BILLION**

**(€1.78 BILLION)**

**7,906 BOATS**

**2016**

**\$1.66 BILLION**

**(€1.60 BILLION)**

**8,247 BOATS**

## US: CONTINUED VOLUME DECLINE & STRENGTHENING PRICES

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The brokerage market in the U.S. in 2016 demonstrated a gradual slowdown that's now three years old. Annual sales volume slipped 3 percent, with 29,431 boats sold, according to YachtWorld member brokerages reporting in SoldBoats.

The post-Recession peak in sales was 31,652 boats, in 2013, with fewer boats sold each year since. A key factor has been reduced sales of boats shorter than 36 feet.

Total value of boats sold reflected a similar shift in 2016. Average prices in most size ranges increased compared to 2015 and the total price paid increased in most segments. Only the 56- to 79-foot range exhibited a notable loss of 6 percent.

The total number of dollars changing hands in 2016 increased by \$30 million over 2015 but was \$210 million less than in 2013 due to an unusual number of expensive large yachts sold that year.

## US OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	30,233	29,431
VALUE OF BOATS SOLD	\$3.70 BILLION	\$3.73 BILLION
AVG BOATS VALUE	\$122,513	\$126,854
AVG DAYS TO SALE	262	256

US

## POWER & SAIL

POWER	2015	2016
BOATS SOLD	24,856	24,141
VALUE OF BOATS SOLD	\$3.29 BILLION	\$3.32 BILLION
AVG BOATS VALUE	\$132,173	\$137,440
AVG DAYS TO SALE	253	246
SAIL	2015	2016
BOATS SOLD	5,367	5,290
VALUE OF BOATS SOLD	\$417 MILLION	\$416 MILLION
AVG BOATS VALUE	\$77,772	\$78,541
AVG DAYS TO SALE	306	302

The strongest market segment was 36- to 45-foot boats, which gained 3 percent in 2016 over the previous year. Brokers sold 6,779 boats in this range, which was more than in 2013 as well.

In the under-26-foot category, despite losing 5 percent in the volume of 8,753 boats sold, selling brokers made the strongest gain, percentage-wise, in average price paid. And compared to 2013, when more than 10,000 boats were sold of this size, the total price paid in 2016 was \$10 million higher.

The average days needed to sell a boat was lower for both power and sailboats in 2016 compared to 2015. This indicator of market fluidity showed powerboats selling a month and a half faster than sailboats, on average. Compared to 2013, powerboat sales were several days quicker, and sailboat sales were 12 days slower.

# EU: CONTINUED VOLUME DECLINE & STRENGTHENING PRICES

In keeping with a general trend, European brokerages enjoyed another year of volume gains, with sales higher by 4 percent compared to 2015. According to YachtWorld member brokerages reporting in SoldBoats, their proprietary database, 8,247 boats were sold.

Over the last four years, the total value of boats sales had been rising, too, but experienced a set-back in 2016; sales were 10 percent lower due to a drop in values of boats over 80 feet. Nonetheless, since 2012, overall sales volume was up by more than 1,500 boats and value increased by €245 million.

The middle of the market made good volume gains in 2016, with the 36- to 45-foot segment up by 12 percent, with 2,370 boats sold. Boats 46 to 55 feet also sold well, with 857 boats changing hands, a 6 percent increase over 2015. Larger yacht segments sputtered, especially over 80 feet, where sales volume fell from 216 to 176 boats and total value, from €839 million to €609 million.

## EU OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	7,906	8,247
VALUE OF BOATS SOLD	€1.78 BILLION	€1.60 BILLION
AVG BOATS VALUE	€225,767	€194,248
AVG DAYS TO SALE	348	344

## EU POWER & SAIL

POWER	2015	2016
BOATS SOLD	4,439	4,474
VALUE OF BOATS SOLD	€1.43 BILLION	€1.22 BILLION
AVG BOATS VALUE	€323,163	€272,915
AVG DAYS TO SALE	346	346
SAIL	2015	2016
BOATS SOLD	3,467	3,773
VALUE OF BOATS SOLD	€350 MILLION	€381 MILLION
AVG BOATS VALUE	€101,065	€100,965
AVG DAYS TO SALE	350	343

Powerboat sales had been leading the improving market in recent years, but rose by only 1 percent in 2016, as lower sales in Italy offset growth in France and the U.K. Volume was up significantly, however, compared to sales of 3,595 boats in 2012.

The sailboat market had been moving more slowly, but brokers picked up a fair wind in 2016 and sold 3,773 boats, a 9 percent volume gain. Better sales in the U.K. and, to a lesser extent, France and the Netherlands, were responsible.

## US REGIONAL SUMMARY: THE GREAT LAKES

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Total volume declined slightly with fewer small boats sold.  
Total dollars changing hands increased due to higher  
valuations of boats 36 to 55 feet.

**STATES IN REGION: IL, IN, MI, MN, NY, OH, PA, WI**

## THE GREAT LAKES OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	3,733	3,626
VALUE OF BOATS SOLD	\$261 MILLION	\$266 MILLION
AVG BOATS VALUE	\$70,037	\$73,314
AVG DAYS TO SALE	300	304

## THE GREAT LAKES POWER & SAIL

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POWER	2015	2016
BOATS SOLD	3,122	3,044
VALUE OF BOATS SOLD	\$230 MILLION	\$237 MILLION
AVG BOATS VALUE	\$73,821	\$77,735
AVG DAYS TO SALE	286	292

SAIL	2015	2016
BOATS SOLD	611	582
VALUE OF BOATS SOLD	\$31.0 MILLION	\$29.2 MILLION
AVG BOATS VALUE	\$50,701	\$50,192
AVG DAYS TO SALE	371	367



## US REGIONAL SUMMARY: THE GULF COAST



Sales in this region declined for the second year with fewer sales in nearly all sizes of boat, but particularly among boats 35 feet and smaller.

**STATES IN REGION: AL, LA, MS, TX**

### THE GULF COAST OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	1,553	1,395
VALUE OF BOATS SOLD	\$136 MILLION	\$119 MILLION
AVG BOATS VALUE	\$87,859	\$85,556
AVG DAYS TO SALE	263	260

### THE GULF COAST POWER & SAIL

POWER	2015	2016
BOATS SOLD	1,196	1,067
VALUE OF BOATS SOLD	\$117 MILLION	\$102 MILLION
AVG BOATS VALUE	\$97,773	\$95,209
AVG DAYS TO SALE	258	262
SAIL	2015	2016
BOATS SOLD	357	328
VALUE OF BOATS SOLD	\$19.5 MILLION	\$17.8 MILLION
AVG BOATS VALUE	\$54,646	\$54,154
AVG DAYS TO SALE	280	253



# US REGIONAL SUMMARY: THE MID-ATLANTIC

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Sales decreased by more than 300 boats, mainly due to fewer sales of boats under 26 feet. Total value of sales increased among powerboats and dipped among sail.

**STATES IN REGION: DC, DE, MD, NJ, PA, VA, WV**

## THE MID-ATLANTIC OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	4,722	4,405
VALUE OF BOATS SOLD	\$332 MILLION	\$348 MILLION
AVG BOATS VALUE	\$70,358	\$79,098
AVG DAYS TO SALE	279	281

## THE MID-ATLANTIC POWER & SAIL

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POWER	2015	2016
BOATS SOLD	3,991	3,652
VALUE OF BOATS SOLD	\$270 MILLION	\$288 MILLION
AVG BOATS VALUE	\$67,571	\$78,733
AVG DAYS TO SALE	273	271

SAIL	2015	2016
BOATS SOLD	731	753
VALUE OF BOATS SOLD	\$62.6 MILLION	\$60.9 MILLION
AVG BOATS VALUE	\$85,574	\$80,866
AVG DAYS TO SALE	312	333

## US REGIONAL SUMMARY: THE NORTHEAST

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As in 2015, total sales were down in the region, but unlike 2015, the total price paid rose slightly and average prices paid for power and sailboats were higher.

**STATES IN REGION: CT, MA, ME, NH, NY, RI, VT**

### THE NORTHEAST OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	4,916	4,689
VALUE OF BOATS SOLD	\$387 MILLION	\$394 MILLION
AVG BOATS VALUE	\$78,670	\$84,129
AVG DAYS TO SALE	303	310

### THE NORTHEAST POWER & SAIL

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POWER	2015	2016
BOATS SOLD	3,895	3,657
VALUE OF BOATS SOLD	\$310 MILLION	\$308 MILLION
AVG BOATS VALUE	\$79,488	\$84,217
AVG DAYS TO SALE	287	296

SAIL	2015	2016
BOATS SOLD	1,021	1,032
VALUE OF BOATS SOLD	\$77.1 MILLION	\$86.5 MILLION
AVG BOATS VALUE	\$75,459	\$83,815
AVG DAYS TO SALE	365	360



## US REGIONAL SUMMARY: THE PACIFIC NORTHWEST

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Brokers sold 59 fewer boats and for much lower dollar values, the latter primarily due to fewer and lower-valued sales of boats 56 feet and up.

**STATES IN REGION: AK, ID, WA**

### THE PACIFIC NORTHWEST OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	1,815	1,756
VALUE OF BOATS SOLD	\$388 MILLION	\$246 MILLION
AVG BOATS VALUE	\$213,999	\$140,069
AVG DAYS TO SALE	267	245

### THE PACIFIC NORTHWEST POWER & SAIL

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POWER	2015	2016
BOATS SOLD	1,383	1,325
VALUE OF BOATS SOLD	\$360 MILLION	\$213 MILLION
AVG BOATS VALUE	\$260,253	\$160,860
AVG DAYS TO SALE	272	244

SAIL	2015	2016
BOATS SOLD	432	431
VALUE OF BOATS SOLD	\$28.5 MILLION	\$32.8 MILLION
AVG BOATS VALUE	\$65,923	\$76,154
AVG DAYS TO SALE	251	251

## US REGIONAL SUMMARY: THE SOUTHEAST

Sales volumes were up in four of six states; exceptions were Georgia and South Carolina, impacted to some degree by Hurricane Matthew in October.

**STATES IN REGION: FL, GA, KY, NC, SC, TN**

### THE SOUTHEAST OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	8,882	8,855
VALUE OF BOATS SOLD	\$1.69 BILLION	\$1.80 BILLION
AVG BOATS VALUE	\$190,520	\$203,485
AVG DAYS TO SALE	230	221

### THE SOUTHEAST POWER & SAIL

POWER	2015	2016
BOATS SOLD	7,721	7,768
VALUE OF BOATS SOLD	\$1.59 BILLION	\$1.70 BILLION
AVG BOATS VALUE	\$205,323	\$218,713
AVG DAYS TO SALE	221	212

SAIL	2015	2016
BOATS SOLD	1,161	1,087
VALUE OF BOATS SOLD	\$107 MILLION	\$103 MILLION
AVG BOATS VALUE	\$92,075	\$94,664
AVG DAYS TO SALE	285	289

## US REGIONAL SUMMARY: THE SOUTHWEST



Most sales were in Arizona and Oklahoma, and in 2016, sales volume rose notably in both states on a percentage basis and at modestly higher valuations.

**STATES IN REGION: AR, AZ, NM, OK**

### THE SOUTHWEST OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	191	252
VALUE OF BOATS SOLD	\$11.2 MILLION	\$15.5 MILLION
AVG BOATS VALUE	\$58,797	\$61,431
AVG DAYS TO SALE	186	132

### THE SOUTHWEST POWER & SAIL

POWER	2015	2016
BOATS SOLD	184	245
VALUE OF BOATS SOLD	\$10.9 MILLION	\$14.5 MILLION
AVG BOATS VALUE	\$59,369	\$58,997
AVG DAYS TO SALE	172	126

SAIL	2015	2016
BOATS SOLD	7	7
VALUE OF BOATS SOLD	\$306,400	\$1.03 MILLION
AVG BOATS VALUE	\$43,771	\$146,629
AVG DAYS TO SALE	547	339

## US REGIONAL SUMMARY: THE WEST

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Brokers sold more power and sailboats in 2016, but the total value of sales would have been lower if not for the sale of more expensive yachts over 80 feet.

**STATES IN REGION: CA, CO, HI, MT, NV, OR, UT**

## THE WEST OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	3,088	3,153
VALUE OF BOATS SOLD	\$335 MILLION	\$356 MILLION
AVG BOATS VALUE	108,328	\$112,886
AVG DAYS TO SALE	248	229

## THE WEST POWER & SAIL

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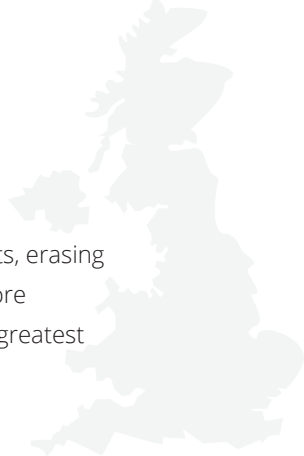
POWER	2015	2016
BOATS SOLD	2,149	2,182
VALUE OF BOATS SOLD	\$251 MILLION	\$277 MILLION
AVG BOATS VALUE	\$116,906	\$126,834
AVG DAYS TO SALE	244	223

SAIL	2015	2016
BOATS SOLD	939	971
VALUE OF BOATS SOLD	\$83.3 MILLION	\$79.2 MILLION
AVG BOATS VALUE	\$88,695	\$81,543
AVG DAYS TO SALE	257	241

## EU REGIONAL SUMMARY: UNITED KINGDOM

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The volume of sales in 2016 increased by 245 boats, erasing the 224-boat decline in 2015. Brokers sold 170 more sailboats and 75 more powerboats and made the greatest volume and value gains selling boats 36 to 55 feet.



## U K OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	3,528	3,773
VALUE OF BOATS SOLD	£186 MILLION	£206 MILLION
AVG BOATS VALUE	£52,601	£54,637
AVG DAYS TO SALE	295	304

## U K POWER & SAIL

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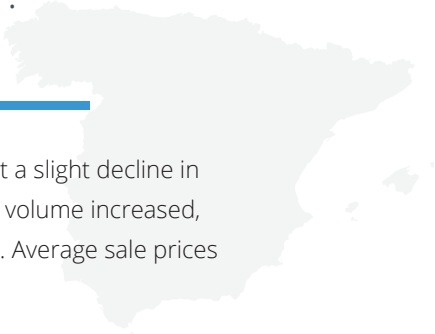
POWER	2015	2016
BOATS SOLD	2,129	2,204
VALUE OF BOATS SOLD	£128 MILLION	£136 MILLION
AVG BOATS VALUE	£60,162	£61,562
AVG DAYS TO SALE	294	293

SAIL	2015	2016
BOATS SOLD	1,399	1,569
VALUE OF BOATS SOLD	£57.5 MILLION	£70.5 MILLION
AVG BOATS VALUE	£41,096	£44,909
AVG DAYS TO SALE	297	319



# EU REGIONAL SUMMARY:

## SPAIN



As in 2015, increasing sailboat sales offset a slight decline in powerboat sales. Overall brokerage sales volume increased, but only by 1 percent, or 7 boats, in 2016. Average sale prices slipped by 1 percent.

## SPAIN

### OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	848	855
VALUE OF BOATS SOLD	€209 MILLION	€209 MILLION
AVG BOATS VALUE	€245,911	€244,567
AVG DAYS TO SALE	392	396

## SPAIN

### POWER & SAIL

POWER	2015	2016
BOATS SOLD	586	583
VALUE OF BOATS SOLD	€155 MILLION	€150 MILLION
AVG BOATS VALUE	€265,171	€257,071
AVG DAYS TO SALE	385	391
SAIL	2015	2016
BOATS SOLD	262	272
VALUE OF BOATS SOLD	€53.1 MILLION	€59.2 MILLION
AVG BOATS VALUE	€202,835	€217,767
AVG DAYS TO SALE	408	407

## EU REGIONAL SUMMARY:

### FRANCE



Brokerage sales volume made strong gains for the second year in a row. Volumes were up 20 percent in both sail and power categories. Average prices were notably higher for sailboats and lower for powerboats.

#### FRANCE

### OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	877	1,051
VALUE OF BOATS SOLD	€389 MILLION	€408 MILLION
AVG BOATS VALUE	€443,669	€388,688
AVG DAYS TO SALE	351	367

#### FRANCE

### POWER & SAIL

POWER	2015	2016
BOATS SOLD	514	616
VALUE OF BOATS SOLD	€335 MILLION	€329 MILLION
AVG BOATS VALUE	€651,825	€534,541
AVG DAYS TO SALE	354	361

SAIL	2015	2016
BOATS SOLD	363	435
VALUE OF BOATS SOLD	€54.1 MILLION	€79.2 MILLION
AVG BOATS VALUE	€148,926	€182,097
AVG DAYS TO SALE	348	377

## EU REGIONAL SUMMARY: NETHERLANDS

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Brokers made moderate volume gains in 2016 after a 36 percent increase in 2015. Powerboat sales delivered 39 percent higher values and 23 percent higher average prices. While sailboat sales also rose, average prices declined 11 percent.

### NETHERLANDS OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	885	946
VALUE OF BOATS SOLD	€99.5 MILLION	€110 MILLION
AVG BOATS VALUE	€112,449	€116,737
AVG DAYS TO SALE	308	295

### NETHERLANDS POWER & SAIL

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POWER	2015	2016
BOATS SOLD	279	316
VALUE OF BOATS SOLD	€39.2 MILLION	€54.4 MILLION
AVG BOATS VALUE	€140,430	€172,135
AVG DAYS TO SALE	352	340

SAIL	2015	2016
BOATS SOLD	606	630
VALUE OF BOATS SOLD	€60.3 MILLION	€56.0 MILLION
AVG BOATS VALUE	€99,567	€88,951
AVG DAYS TO SALE	287	273

## EU REGIONAL SUMMARY:

### ITALY

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Sales volumes and total value dropped significantly in 2016. The number of powerboats sold was off by 29 percent—and average prices were off by 13 percent. Sailboats sales increased by 11 boats, but at lower average prices.



## ITALY

### OVERALL SALES

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COMBINED	2015	2016
BOATS SOLD	575	462
VALUE OF BOATS SOLD	€569 MILLION	€360 MILLION
AVG BOATS VALUE	€989,626	€779,369
AVG DAYS TO SALE	535	505

## ITALY

### POWER & SAIL

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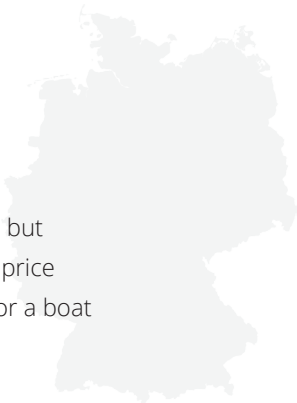
POWER	2015	2016
BOATS SOLD	434	310
VALUE OF BOATS SOLD	€543 MILLION	€336 MILLION
AVG BOATS VALUE	€1.25 MILLION	€1.08 MILLION
AVG DAYS TO SALE	500	519

SAIL	2015	2016
BOATS SOLD	141	152
VALUE OF BOATS SOLD	€26.0 MILLION	€24.5 MILLION
AVG BOATS VALUE	€184,205	€161,161
AVG DAYS TO SALE	642	476

# EU REGIONAL SUMMARY:

## GERMANY

Brokerage sales volume was level from 2015 to 2016 but shifted slightly toward powerboat sales. The average price paid increased by 2 percent, and the time required for a boat to sell declined dramatically, from 379 to 290 days.



### GERMANY

## OVERALL SALES

COMBINED	2015	2016
BOATS SOLD	208	208
VALUE OF BOATS SOLD	€23.8 MILLION	€24.2 MILLION
AVG BOATS VALUE	€114,376	€116,111
AVG DAYS TO SALE	379	290

### GERMANY

## POWER & SAIL

POWER	2015	2016
BOATS SOLD	31	38
VALUE OF BOATS SOLD	€4.01 MILLION	€7.65 MILLION
AVG BOATS VALUE	€132,256	€201,329
AVG DAYS TO SALE	446	336

SAIL	2015	2016
BOATS SOLD	177	170
VALUE OF BOATS SOLD	€19.7 MILLION	€16.5 MILLION
AVG BOATS VALUE	€111,244	€97,062
AVG DAYS TO SALE	367	279

## TOP BRANDS & CLASSES: UNITED STATES

Power Cruisers and Center Consoles were the most-sold class in the U.S. again in 2016. In each class, more than 3,000 boats were sold, according to YachtWorld member brokerages reporting to SoldBoats, their proprietary database.

Sea Ray models were by far the No. 1 sold brand, with 3,031 sold across several classes, which is more than 10 percent of all brokerage boats sold in the U.S. Bayliner was No. 2, with less than one third the total sales, followed by Catalina and Carver.

Sea Ray led the sales ranking in four of the seven most popular classes. Boston Whaler, in the No. 2 and No. 3 classes, Center Consoles and Saltwater Fishing. The Motoryacht category led all others in terms of total price paid—\$1.12 billion.

## TOP BRANDS OVERALL

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	3,031	249M	82,055	257	32'	2001
BAYLINER	836	34.3M	41,026	246	29'	1999
CATALINA	704	39.4M	55,961	241	32'	1994
CARVER	678	70.5M	103,911	359	38'	1997
BOSTON WHALER	631	30.4M	48,133	128	21'	2003
HUNTER	601	35.7M	59,324	278	34'	1996
GRADY-WHITE	505	34.4M	68,100	159	25'	2004
BENETEAU	502	61.4M	122,356	288	38'	2002
CHAPARRAL	478	20.1M	42,046	206	25'	2006
FORMULA	438	46.1M	105,288	253	33'	2004
TOTALS	8,404	621M	73,882	247	31'	2000

## TOP BRANDS &amp; CLASSES:

## UNITED STATES

POWER  
CRUISER

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	1,125	74.3M	66,060	236	31'	2002
BAYLINER	252	7.13M	28,298	241	28'	2001
FORMULA	194	22.0M	113,507	236	34'	2005
CHAPARRAL	136	7.01M	51,549	254	28'	2004
REGAL	133	9.06M	68,130	287	31'	2003
FOUR WINNS	124	5.38M	43,366	293	28'	2003
CARVER	114	10.2M	89,207	356	36'	1996
MAXUM	114	3.08M	27,057	266	28'	2000
RINKER	111	5.28M	47,578	284	20'	2004
CRUISERS YACHTS	102	10.4M	102,039	282	34'	2001
TOTALS	3,613	296M	81,847	251	31'	2002

CENTER  
CONSOLE

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BOSTON WHALER	236	9.93M	42,097	122	20'	2001
GRADY-WHITE	149	8.62M	57,872	144	25'	2004
REGULATOR	107	12.6M	118,155	140	27'	2008
SEA HUNT	104	3.76M	36,118	83	21'	2010
EVERGLADES	95	9.04M	95,203	156	26'	2010
SEA FOX	80	3.92M	48,960	150	23'	2011
PRO-LINE	80	2.19M	27,386	174	24'	2002
PURSUIT	78	4.66M	59,937	150	26'	2004
ROBALO	77	3.87M	50,309	184	22'	2009
KEY WEST	76	2.12M	27,914	132	20'	2009
TOTALS	3,056	194M	63,398	153	24'	2006

## TOP BRANDS & CLASSES: UNITED STATES

### SALTWATER FISHING

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BOSTON WHALER	199	13.9M	69,727	143	24'	2006
GRADY-WHITE	188	14.4M	76,673	178	26'	2005
PURSUIT	148	16.8M	113,827	202	29'	2006
WELLCRAFT	91	4.57M	50,202	236	26'	2005
SEA HUNT	72	2.66M	36,936	82	22'	2010
PARKER	65	3.50M	53,831	159	24'	2007
SCOUT BOATS	64	3.88M	60,691	106	23'	2008
REGULATOR	56	5.67M	101,201	127	27'	2008
KEY WEST	56	1.59M	28,404	159	20'	2011
LUHRS	50	4.85K	97,042	256	34'	2000
TOTALS	2,354	162M	68,882	175	26'	2005

### MOTOR YACHT

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	314	69.6M	221,646	261	43'	2002
CARVER	279	36.6M	131,217	324	40'	1999
BAYLINER	162	14.5M	89,600	274	39'	1993
SILVERTON	147	15.9M	108,131	400	39'	2000
MERIDIAN	119	26.4M	221,946	242	41'	2006
HATTERAS	105	39.5M	375,810	387	55'	1986
CRUISERS YACHTS	89	16.3M	183,622	287	41'	2003
MAXUM	35	3.71M	106,046	304	41'	1999
MAINSHIP	32	1.68M	52,478	422	37'	1994
OCEAN ALEXANDER	31	9.25M	298,389	259	49'	1994
TOTALS	2,297	1.12B	489,417	337	48'	1998



## TOP BRANDS &amp; CLASSES:

## UNITED STATES

EXPRESS  
CRUISER

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	733	61.7M	84,137	327	35'	1998
TIARA	194	27.4M	141,462	280	35'	1999
REGAL	110	8.32M	75,601	296	32'	2003
RINKER	105	4.69M	44,641	274	30'	2003
BAYLINER	89	1.80M	20,209	264	27'	1999
CRUISERS YACHTS	88	10.8M	122,773	314	37'	2002
FORMULA	85	7.81M	91,866	332	35'	2001
MAXUM	60	2.23M	37,172	285	31'	1999
WELLCRAFT	60	1.47M	24,543	429	32'	1994
CHAPARRAL	49	2.53M	51,685	334	30'	2003
TOTALS	2,238	227M	101,247	319	34'	2000

SAIL  
CRUISER

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
HUNTER	367	24.9M	67,797	272	35'	1998
CATALINA	314	19.4M	61,775	246	33'	1995
BENETEAU	253	31.1M	122,774	293	39'	2003
PEARSON	69	1.79M	25,930	313	32'	1982
JEANNEAU	64	8.51M	132,891	339	39'	2003
ISLAND PACKET	57	7.16M	125,633	302	35'	1994
PACIFIC SEACRAFT	42	2.82M	67,228	193	29'	1990
MORGAN	37	1.25M	33,806	341	38'	1978
TARTAN	32	3.35M	104,836	404	36'	1990
SABRE	32	2.92M	91,173	237	35'	1989
TOTALS	2,086	167M	79,859	316	35'	1992

## TOP BRANDS & CLASSES: UNITED STATES

### BOW RIDER

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	296	10.2M	34,333	201	23'	2006
CHAPARRAL	159	6.64M	41,784	175	23'	2008
HURRICANE	101	2.64M	26,190	103	21'	2009
BAYLINER	94	1.34M	14,266	200	18'	2007
COBALT	70	3.88M	55,437	206	25'	2007
FOUR WINNS	69	1.74M	25,158	129	22'	2004
CROWNLINE	58	1.75M	30,163	167	23'	2007
MONTEREY	54	2.00M	37,054	260	23'	2009
REGAL	50	1.89M	37,722	252	23'	2008
LARSON	33	590K	17,905	260	21'	2004
TOTALS	1,521	51.7M	33,972	179	22'	2007

### SPORTS FISHING

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BERTRAM	61	9.35M	153,230	477	38'	1985
VIKING YACHTS	54	52.2M	966,498	326	51'	2001
HATTERAS	46	15.0M	325,987	411	52'	1990
LUHRS	43	3.31M	77,044	401	33'	1997
OCEAN YACHTS	39	9.67M	247,833	327	47'	1997
PURSUIT	37	3.33M	89,899	134	29'	2005
VIKING	35	28.8M	824,023	277	52'	2002
TIARA	35	4.67M	133,459	315	35'	1997
GRADY-WHITE	32	3.04M	95,084	286	29'	2003
BOSTON WHALER	31	2.27M	73,095	201	25'	2004
TOTALS	1,190	306M	256,855	314	36'	1998

## TOP BRANDS &amp; CLASSES:

## UNITED STATES

CRUISER/  
RACER

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
CATALINA	181	12.1M	66,755	298	33'	1996
BENETEAU	129	13.1M	101,760	263	37'	2001
HUNTER	87	3.17M	36,450	257	33'	1991
J BOATS	67	6.25M	93,217	230	34'	1998
JEANNEAU	40	5.52M	137,932	289	40'	2003
TARTAN	39	2.82M	72,319	313	34'	1988
C&C	36	1.06M	29,443	418	33'	1982
PEARSON	33	744K	22,550	359	32'	1981
ERICSON	28	669K	23,884	271	33'	1982
SABRE	25	1.70M	68,182	259	35'	1987
TOTALS	957	76.8M	80,277	303	35'	1992

POWER  
TRAWLER

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
GRAND BANKS	136	22.4M	165,038	324	39'	1985
MAINSHIP	103	13.3M	129,306	290	37'	1999
MARINE TRADER	41	2.41M	58,808	347	39'	1984
DEFEVER	34	4.80M	141,065	236	43'	1985
CHB	32	1.88M	58,716	200	38'	1980
RANGER TUGS	32	3.80M	118,789	208	26'	2010
ALBIN	31	1.51M	48,834	299	36'	1987
NORDIC TUGS	28	5.75M	205,235	217	33'	2002
SELENE	24	14.3M	594,542	320	48'	2005
NORDHAVN	22	17.5M	797,205	428	50'	2003
TOTALS	916	159M	174,076	308	39'	1992

## TOP BRANDS & CLASSES: EUROPE

Sail Cruisers were the top-selling boat class in Europe in 2016, according to YachtWorld member brokerages reporting in SoldBoats, their proprietary database. More than 2,000 Sail Cruisers were sold during the year.

Close to 40 percent of all boats sold in all classes combined were Beneteau and Jeanneau brand models, with Jeanneau nosing out Beneteau for the top spot by 5 boats. Beneteau boats sold were of a median length two feet longer, and of a median age, two years older. Bavaria, Sealine, and Fairline rounded out the top five most-sold brands for the year.

While Beneteau models outsold all other Sail Cruisers and Cruiser/Racers, Jeanneau models led the sales charts in the Power Cruiser class. Sunseeker models led Princess in the Motor Yacht category, and Princess was No. 1 ahead of Fairline among Flybridge boats.

## TOP BRANDS OVERALL

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
<b>JEANNEAU</b>	<b>609</b>	<b>50.3M</b>	<b>82,594</b>	<b>307</b>	<b>33'</b>	<b>2006</b>
<b>BENETEAU</b>	<b>604</b>	<b>46.3M</b>	<b>76,582</b>	<b>309</b>	<b>35'</b>	<b>2004</b>
<b>BAVARIA</b>	<b>295</b>	<b>23.0M</b>	<b>78,080</b>	<b>275</b>	<b>37'</b>	<b>2005</b>
<b>SEALINE</b>	<b>241</b>	<b>28.6M</b>	<b>118,868</b>	<b>292</b>	<b>36'</b>	<b>2002</b>
<b>FAIRLINE</b>	<b>235</b>	<b>50.4M</b>	<b>214,496</b>	<b>379</b>	<b>42'</b>	<b>2000</b>
<b>PRINCESS</b>	<b>234</b>	<b>104M</b>	<b>444,525</b>	<b>365</b>	<b>50'</b>	<b>2003</b>
<b>SUNSEEKER</b>	<b>199</b>	<b>142M</b>	<b>711,602</b>	<b>368</b>	<b>57'</b>	<b>2005</b>
<b>BAYLINER</b>	<b>194</b>	<b>5.76M</b>	<b>29,679</b>	<b>237</b>	<b>23'</b>	<b>2007</b>
<b>DUFOUR</b>	<b>142</b>	<b>12.3M</b>	<b>86,425</b>	<b>295</b>	<b>37'</b>	<b>2004</b>
<b>MOODY</b>	<b>118</b>	<b>7.24M</b>	<b>61,383</b>	<b>285</b>	<b>35'</b>	<b>1988</b>
<b>TOTALS</b>	<b>2,871</b>	<b>470M</b>	<b>163,547</b>	<b>312</b>	<b>37'</b>	<b>2004</b>

## TOP BRANDS & CLASSES: EUROPE

### SAIL CRUISER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BENETEAU	283	23.7M	83,878	333	38'	2003
JEANNEAU	272	22.7M	83,612	299	37'	2003
BAVARIA	223	16.1M	71,998	263	37'	2004
DUFOUR	89	7.12M	79,954	307	36'	2003
MOODY	87	4.10M	47,100	284	34'	1987
HANSE	83	8.66M	104,377	251	37'	2008
WESTERLY	80	1.74M	21,717	249	30'	1982
HALLBERG-RASSY	62	10.1M	163,473	360	37'	1996
HUNTER	53	1.55M	29,182	250	29'	1995
NAJAD	42	7.43M	176,874	345	38'	1999
TOTALS	2,088	170M	81,567	332	38'	1997

### POWER CRUISER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
JEANNEAU	127	11.2M	88,406	290	29'	2008
SEALINE	82	10.5M	128,178	335	35'	2003
BENETEAU	73	6.06M	82,995	270	30'	2006
FAIRLINE	68	14.2M	208,919	351	38'	1998
PRINCESS	54	18.3M	338,409	388	46'	2000
BAYLINER	51	1.91M	37,546	243	26'	2004
CRANCHI	24	2.34M	98,891	296	37'	2004
INTERBOAT	23	1.09M	47,457	193	22'	2011
VIKING	21	598K	28,499	126	24'	2004
SEA RAY	20	859K	2,965	575	28'	2000
TOTALS	1,284	172M	134,132	307	34'	2001

# TOP BRANDS & CLASSES: EUROPE

## MOTOR YACHT

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SUNSEEKER	113	106M	938,792	382	62'	2006
PRINCESS	96	46.5M	484,851	329	53'	2004
FAIRLINE	61	15.5M	254,688	435	47'	2003
SEALINE	51	7.23M	142,506	266	40'	2003
AZIMUT	28	19.7M	702,057	475	59'	2005
JEANNEAU	24	2.89M	120,269	390	36'	2007
FERRETTI YACHTS	17	16.0M	940,000	611	68'	2005
RIVA	16	13.2M	822,341	851	57'	2002
PERSHING	10	9.58M	958,481	521	60'	2003
SANLORENZO	9	19.9M	2.22M	601	84'	2007
TOTALS	855	509M	596,064	421	51'	2002

## CRUISER/ RACER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BENETEAU	89	4.78M	53,740	333	33'	2001
X-YACHTS	66	9.94M	150,597	333	40'	2002
DUFOUR	38	4.19M	110,363	309	39'	2009
JEANNEAU	34	2.73M	80,372	431	36'	2002
DEHLER	33	2.32M	70,226	424	35'	1998
J BOATS	30	2.67M	88,929	263	35'	2005
HANSE	29	3.40M	117,099	312	41'	2007
ELAN	25	1.78M	71,266	396	35'	2005
BAVARIA	21	1.23M	58,799	275	35'	2004
GRAND SOLEIL	20	3.57M	178,507	455	43'	2005
TOTALS	634	91.5M	144,371	358	37'	1999

## TOP BRANDS & CLASSES: EUROPE

### FLY BRIDGE

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
PRINCESS	62	29.4M	474,306	415	51'	2002
FAIRLINE	52	11.8M	227,837	419	45'	1998
SEALINE	46	5.80M	126,152	295	39'	2000
AZIMUT	23	14.5M	632,299	798	60'	2004
JEANNEAU	20	2.62M	131,115	175	35'	2006
BENETEAU	15	1.65M	109,924	466	35'	2006
ASTONDOA	15	2.43M	162,053	710	47'	1999
SUNSEEKER	13	13.4M	1.03M	213	65'	2006
NORD WEST	12	3.79M	316,010	251	40'	2006
RODMAN	8	1.39M	173,603	126	42'	2006
TOTALS	396	155M	390,227	427	49'	2001

### SPORTS CRUISER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
FAIRLINE	44	7.30M	165,997	304	37'	2000
SEALINE	42	3.35M	79,825	209	30'	2000
SUNSEEKER	35	6.31M	180,481	324	40'	1999
BAYLINER	20	579K	28,933	174	26'	2000
SEA RAY	19	904K	47,585	252	29'	1999
CRANCHI	19	1.20M	63,408	358	34'	2001
BENETEAU	16	1.18M	73,456	332	28'	2010
JEANNEAU	14	865K	61,842	336	27'	2007
BAVARIA	13	1.16M	89,158	266	32'	2007
PRINCESS	10	4.31M	431,020	237	44'	2003
TOTALS	855	509M	596,064	421	51'	2002

# SALES BY BRAND & CLASS:

## UNITED STATES & EUROPE

In the aggregated U.S. and European brokerage marketplace, the most commonly sold brand-and-class boat combinations were all cruisers—Sea Ray Power & Express Cruisers and Beneteau, Hunter, and Jeanneau Sail Cruisers. This top-100 report is based on sales reported by YachtWorld member brokerages on the two continents.

01 –  
20

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE
01 SEA RAY POWER CRUISER	1,269	83.8M	66,033	238
02 SEA RAY EXPRESS CRUISER	775	65.7M	84,714	328
03 BENETEAU SAIL CRUISER	653	68.8M	105,369	321
04 HUNTER SAIL CRUISER	474	31.4M	66,175	263
05 JEANNEAU SAIL CRUISER	408	39.2M	96,074	321
06 SEA RAY MOTOR YACHT	379	85.6M	225,981	283
07 BAYLINER POWER CRUISER	362	10.8M	29,762	227
08 CATALINA SAIL CRUISER	347	20.8M	59,962	251
09 SEA RAY BOWRIDER	321	10.9M	34,093	220
10 CARVER MOTOR YACHT	309	40.0M	129,306	314
11 BAVARIA SAIL CRUISER	289	22.7M	78,390	321
12 BENETEAU CRUISER/RACER	252	21.3M	84,329	306
13 BOSTON WHALER CENTER CONSOLE	246	10.4M	42,403	121
14 BOSTON WHALER SW FISHING	218	15.3M	70,134	145
15 FORMULA POWER CRUISER	210	23.3M	110,771	237
16 CATALINA CRUISER/RACER	206	13.7M	66,269	281
17 TIARA EXPRESS CRUISER	200	28.1M	140,334	282
18 BAYLINER MOTOR YACHT	195	16.6M	85,369	257
19 GRADY-WHITE SALTWATER FISHING	194	14.8M	76,183	174
20 REGAL POWER CRUISER	185	12.5M	67,407	281



## SALES BY BRAND & CLASS: UNITED STATES & EUROPE

21 –  
50

		BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE
21	CATALINA SLOOP	168	6.77M	40,282	164
22	CHAPARRAL BOWRIDER	164	6.93M	42,273	175
23	CHAPARRAL POWER CRUISER	161	8.51M	52,882	245
24	PURSUIT SALTWATER FISHING	159	18.2M	114,377	206
25	SILVERTON MOTOR YACHT	159	17.8M	111,970	386
26	FOUR WINNS POWER CRUISER	158	7.54M	47,721	266
27	GRAND BANKS TRAWLER	158	26.0M	164,624	317
28	MERIDIAN MOTOR YACHT	157	35.2M	224,178	223
29	GRADY-WHITE CENTER CONSOLE	153	8.85M	57,863	143
30	SUNSEEKER MOTOR YACHT	152	163M	1,08M	420
31	MAXUM POWER CRUISER	151	4.42M	29,290	252
32	BAYLINER BOWRIDER	144	2.37M	16,464	217
33	RINKER POWER CRUISER	142	6.77M	47,690	267
34	JEANNEAU POWER CRUISER	140	13.0M	92,721	279
35	CARVER AFT CABIN	138	8.59M	62,263	336
36	CARVER POWER CRUISER	136	12.3M	90,340	344
37	REGAL EXPRESS CRUISER	128	9.46M	73,868	301
38	RINKER EXPRESS CRUISER	125	5.58M	44,629	280
39	MAINSHIP TRAWLER	117	15.1M	129,395	296
40	PRINCESS MOTOR YACHT	116	66.3M	571,584	321
41	BAYLINER EXPRESS CRUISER	114	2.75M	24,126	266
42	HATTERAS MOTOR YACHT	114	41.1M	360,813	389
43	CRUISERS YACHTS POWER CRUISER	113	11.7M	103,243	273
44	DUFOUR SAIL CRUISER	113	9.10M	80,571	356
45	MONTEREY POWER CRUISER	110	6.03M	54,799	298
46	HUNTER CRUISER/RACER	108	4.07M	37,688	233
47	REGULATOR CENTER CONSOLE	108	12.8M	118,588	139
48	CRUISERS YACHTS MOTOR YACHT	108	20.3M	187,688	275
49	BENETEAU SLOOP	107	8.91M	83,295	242
50	TIARA POWER CRUISER	107	16.2M	151,091	256

## SALES BY BRAND & CLASS: UNITED STATES & EUROPE

51 -  
75

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE
51 HUNTER SLOOP	107	4.94M	46,190	235
52 SEA HUNT CENTER CONSOLE	104	3.76M	36,118	83
53 SILVERTON CONVERTIBLE BOAT	102	7.02M	68,815	327
54 HURRICANE BOWRIDER	101	2.65M	26,190	103
55 J BOATS SAIL CRUISER/RACER	101	9.23M	91,380	235
56 J BOATS RACING SAILBOAT	99	6.21M	62,710	258
57 CRUISERS YACHTS EXPRESS CRUISER	97	11.9M	122,739	306
58 MOODY SAIL CRUISER	96	5.68M	59,115	300
59 JEANNEAU CRUISER/RACER	96	10.5M	108,922	420
60 EVERGLADES CENTER CONSOLE	95	9.04M	95,203	156
61 WELLCRAFT SALTWATER FISHING	95	4.67M	49,123	258
62 HANSE SAIL CRUISER	95	11.2M	117,615	257
63 CARVER FLYBRIDGE	93	8.68M	93,351	401
64 SEA RAY SPORTS CRUISER	91	5.78M	63,570	240
65 LAGOON MULTI-HULL	88	27.6M	313,393	312
66 BENETEAU POWER CRUISER	87	8.79M	101,003	285
67 FORMULA EXPRESS CRUISER	86	7.85M	91,222	329
68 BAYLINER FLYBRIDGE	85	3.61M	42,481	276
69 SEALINE POWER CRUISER	85	11.5M	135,394	335
70 MALIBU RACING/HIGH PERFORMANCE	84	5.44M	64,816	129
71 WESTERLY SAIL CRUISER	83	1.76M	21,252	250
72 LAGOON CATAMARAN	83	25.9M	312,288	298
73 FOUR WINNS BOWRIDER	82	2.78M	33,876	146
74 PURSUIT CENTER CONSOLE	81	4.76M	58,755	157
75 PRO-LINE CENTER CONSOLE	80	2.19M	27,386	174

SALES BY BRAND & CLASS:  
**UNITED STATES & EUROPE**

76-  
**100**

		BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE
76	<b>SEA FOX</b> CENTER CONSOLE	80	3.92M	48,960	150
77	<b>FAIRLINE</b> MOTOR YACHT	79	23.4M	296,398	403
78	<b>COBALT</b> BOWRIDER	78	4.64M	59,507	263
79	<b>C&amp;C</b> CRUISER/RACER	78	2.25M	28,888	475
80	<b>ROBALO</b> CENTER CONSOLE	77	3.87M	50,309	184
81	<b>KEY WEST</b> CENTER CONSOLE	76	2.12M	27,914	132
82	<b>FAIRLINE</b> POWER CRUISER	75	15.6M	207,941	359
83	<b>SEA RAY</b> FLYBRIDGE	74	14.6M	196,974	384
84	<b>X-YACHTSAIL</b> CRUISER/RACER	72	11.3M	156,527	364
85	<b>LARSON</b> POWER CRUISER	72	2.85M	39,524	228
86	<b>SEA HUNT</b> SALTWATER FISHING	72	2.66M	36,936	82
87	<b>INTREPID</b> CENTER CONSOLE	71	11.2M	158,359	128
88	<b>MAXUM</b> EXPRESS CRUISER	71	2.64M	37,182	261
89	<b>REGAL</b> BOWRIDER	71	2.53M	35,651	241
90	<b>PEARSON</b> SAIL CRUISER	70	1.81M	25,903	309
91	<b>PRINCESS</b> FLYBRIDGE	70	37.6M	537,658	426
92	<b>HALLBERG-RASSY</b> SAIL CRUISER	70	11.8M	168,109	359
93	<b>MAKO</b> CENTER CONSOLE	69	1.54M	22,372	147
94	<b>BENNINGTON</b> PONTOON BOAT	69	2.34M	33,899	147
95	<b>CONTENDER</b> CENTER CONSOLE	69	7.29M	105,709	153
96	<b>SEA RAY</b> CUDDY CABIN	68	1.18M	17,293	192
97	<b>AZIMUT</b> MOTOR YACHT	67	48.8M	728,708	369
98	<b>WELLCRAFT</b> POWER CRUISER	67	1.64M	24,506	291
99	<b>ISLAND PACKET</b> SAIL CRUISER	67	8.78M	131,008	317
100	<b>BERTRAM</b> SPORT FISHING	66	9.97M	151,053	498

# 2016 MARKET INDEX

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