# Q2 2017 MARKET INDEX 



## GLOBAL

## PERSPETIVE

Our reports of European and U.S. yacht brokerage markets in this edition of the YachtWorld Market Index describe slightly lower quarterly volumes than in 2016. This was due primarily to the fact that both sides of the Atlantic reported declines in the sale of small boats, although they were offset by gains in other market segments.

We also offer a special study on Florida brokerage sales. While brokers in the Sunshine state reported a similar decline in small-boat sales, overall they made volume gains compared to the second quarter of 2016. They also continued to sell boats for an aggregate price that came close to the total sales value produced by brokerage sales in the rest of the U.S.

In addition to our usual quarterly reporting of the top-sold classes and brands on each continent, we provide a special report in this edition comparing the rate at which boats of different ages were being listed with the rate at which boats of different ages were selling. The variation between power and sail markets is thought provoking. We'd be happy, as always, to hear what you think of the report, as well as the rest of the Index.

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# US \& EU BROKERAGE COMBINED SALES 

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

US \& EU<br>TOTALS

## Q2 2016

\$1.78 BILLION
12,119 BOATS

## US <br> TOTALS

## Q2 2016

\$1.27 BILLION
9,740 BOATS

Q2 2017
\$1.82 BILLION
11,798 BOATS

Q2 2017
\$1.26 BILLION
9,434 BOATS

## EU <br> TOTALS

Q2 2016
\$509 MILLION
(€457 MILLION)
2,379 BOATS

Q2 2017
\$562 MILLION
(€494 MILLION)
2,364 BOATS

## EUROPE

## Q2 MARKET REVIEW

The European yacht brokerage market paused on its otherwise upward path during the second quarter of 2017 with the sale of 2,364 boats reported, 1 percent fewer than in the second quarter of 2016. Yet the total price paid increased 8 percent during the period, according to YachtWorld member brokerage reporting in SoldBoats, their proprietary database.

Powerboat sales declined by 20 boats compared to the second quarter a year earlier, a drop of 1 percent. The superyacht segment at 80 feet and longer enjoyed positive gains, particularly with total price paid increasing from $€ 162$ million to $€ 216$ million. The result was a gain for the powerboat market from $€ 353$ million to $€ 388$ million. Other segments experienced lower sales; for example, sales of boats 56 to 79 feet were down 14 boats, with 131 sold, and the total price paid dropped by €8 million.

## EUROPE

OVERALL SALES

COMBINED
BOATS SOLD
VALUE OF BOATS SOLD AVG BOATS VALUE AVG DAYS TO SALE

Q2 2016
2,379
€ 457 MILLION
€192,238
347

Q2 2017
2,364
€494 MILLION €209,026
351

## POWER \& SAIL

| POWER | Q22016 | Q22017 |
| :--- | :--- | :--- |
| BOATS SOLD | 1,338 | 1,318 |
| VALUE OF BOATS SOLD | $€ 353$ MILLION | $€ 388$ MILLION |
| AVG BOATS VALUE | $€ 263,867$ | $€ 294,048$ |
| AVG DAYS TO SALE | 345 | 329 |
|  |  |  |
| SAIL | $Q 22016$ | $Q 22017$ |
| BOATS SOLD | 1,041 | 1,046 |
| VALUE OF BOATS SOLD | $€ 104$ MILLION | $€ 107$ MILLION |
| AVG BOATS VALUE | $€ 100,172$ | $€ 101,895$ |
| AVG DAYS TO SALE | 348 | 378 |

The sailboat side of the market finished the quarter virtually even, with 1,046 boats sold compared to 1,041 in the second quarter of 2016. The total price paid and the average sold price were slightly higher. The average days that each boat was listed before selling increased by 30 days-to more than a year's time.

By market segment, sales volumes of boats under 26 feet and boats 56 to 79 feet were off by 10 percent or more. Boats 36 to 55 feet sold at about the same pace as the previous period, while other than superyachts, the top performing segment was boats 26 to 35 feet, with 831 boats sold, an 8 percent increase over the second quarter of 2016.

## UNITED STATES <br> Q2 MARKET REVIEW

The U.S. brokerage market for boats and yachts shifted in the second quarter of 2017. Fewer smaller boats were sold and overall volume was lower, yet final prices were generally level and often higher. A decline in the volume and total price paid for superyachts over 80 feet prevented total market value from growing, but all other segments reported more dollars exchanged than in the first quarter of 2016.

Total volume for the quarter was 9,434 boats, down 306 boats from the previous year, according to broker reports in SoldBoats, the proprietary database of YachtWorld member brokerages. The total value of sales declined slightly, from $\$ 1.267$ to $\$ 1.263$ billion.

Sailboat sales of 1,573 , which were 17 percent of all transactions reported, were level with the previous year. The total value of sailboat sales rose 10 percent, to $\$ 137$ million, pushing the average price up to $\$ 87,000$, an 11 percent gain.

## UNITED STATES OVERALL SALES

## COMBINED

BOATS SOLD
VALUE OF BOATS SOLD AVG BOATS VALUE AVG DAYS TO SALE

Q2 2016
9,740
\$1.27 BILLION
\$130,121
270

Q2 2017
9,434
\$1.26 BILLION \$133,864
262

| POWER | Q2 2016 | Q2 2017 |
| :---: | :---: | :---: |
| BOATS SOLD | 8,162 | 7,861 |
| VALUE OF BOATS SOLD | \$1.14 BILLION | \$1.13 BILLION |
| AVG BOATS VALUE | \$140,031 | \$143,207 |
| AVG DAYS TO SALE | 260 | 250 |
| SAIL | Q2 2016 | Q2 2017 |
| BOATS SOLD | 1,578 | 1,573 |
| VALUE OF BOATS SOLD | \$124 MILLION | \$137 MILLION |
| AVG BOATS VALUE | \$78,866 | \$87,175 |
| AVG DAYS TO SALE | 324 | 322 |

Powerboat sales declined 4 percent, with 7,861 boats sold. Although the average price paid rose 2 percent, to $\$ 143,000$, total value for the segment was off 2 percent at $\$ 1.13$ billion.

Two market segments increased incrementally in volume boats 36 to 45 feet and 46 to 55 feet, which were up 1 and 2 percent, respectively. Sales of boats 26 to 35 feet declined 6 percent, with 3,598 boats sold, and boats under 26 feet were off 4 percent, with 2,888 boats sold.

For the first six months of the year, total volume was 1 percent lower than 2016, with 15,147 boats changing hands.
The total value of boats sold was 10 percent higher, at $\$ 2.17$ billion.

## FLORIDA

## Q2 MARKET REVIEW

Yacht brokers in Florida continued to report positive results in the second quarter of 2017-in contrast to most other areas of the U.S. While national results were lower, Florida brokers registered 3 percent gains in both volume and total price paid for the boats they sold.

According to reports in SoldBoats, the proprietary database of YachtWorld member brokerages, 1,930 boats were sold in Florida, up from 1,866 in the second quarter of 2016. Total value climbed from $\$ 562$ million to $\$ 576$ million.

Compared to the U.S. as a whole, Florida brokers sold 20 percent of all the 9,434 boats sold. Even more impressive, Florida's share of the total price paid for the boats sold was 46 percent of the national total of $\$ 1.26$ billion.

FLORIDA
OVERALL SALES

## COMBINED

BOATS SOLD
VALUE OF BOATS SOLD AVG BOATS VALUE AVG DAYS TO SALE

Q2 2016
1,866
\$562 MILLION \$300,987

209

Q2 2017
1,930
\$576 MILLION \$298,292

224

| POWER | Q2 2016 | Q2 2017 |
| :---: | :---: | :---: |
| BOATS SOLD | 1,661 | 1,690 |
| VALUE OF BOATS SOLD | \$537 MILLION | \$544 MILLION |
| AVG BOATS VALUE | \$323,126 | \$321,873 |
| AVG DAYS TO SALE | 202 | 214 |
| SAIL | Q2 2016 | Q2 2017 |
| BOATS SOLD | 205 | 240 |
| VALUE OF BOATS SOLD | \$24.9 MILLION | \$31.7 MILLION |
| AVG BOATS VALUE | \$121,605 | \$132,246 |
| AVG DAYS TO SALE | 265 | 295 |

Some 88 percent of all sales in Florida are powerboats, and sales of that type rose by 2 percent in the quarter, with 1,690 boats sold. Limiting volume growth was the 9 percent decline in sales of boats under 26 feet.

Sailboat sales in the second quarter enjoyed a 17 percent lift, from 205 to 240 boats sold. The boats were more expensive than many on the market elsewhere; the average final price for a sailboat was $\$ 132,000$, which was $\$ 45,000$ more than the average reported by brokers of sailboat sales across the country as a whole.

Florida sales volume for the first two quarters of 2017 was 3,581 boats, an increase of 5 percent over 2016. Total value of sales was $\$ 1.04$ billion, an 11 percent gain.

## TOP BRANDS \& CLASSES: <br> UNITED STATES

Selling twice as many boats as in the first quarter of 2017, Power Cruisers overtook Center Consoles as the top-sold class in the U.S. with 1,222 boats sold in the second quarter. Center Console sales increased from 712 to 1,010 boats sold. Express Cruisers also experienced a surge in second-quarter sales, moving up to 4th place behind Saltwater Fishing boats. Racing/ High Performance boats also sold better in the quarter, moving into 9th place ahead of Sail Cruiser/Racers and Trawlers.

Sea Ray remained the top-selling brand in the U.S. with 1,064 boats reported sold. Compared to the first quarter, Bayliner (\#2), Grady-White (\#4), Carver (\#5), and Chaparral (\#8) moved higher in the rankings for most boats sold by a brand.

TOP BRANDS
OVERALL

|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} \$ \\ \text { TOTAL } \end{gathered}$ | $\begin{gathered} \text { AVG } \\ \text { PRICE (\$) } \end{gathered}$ | AVG DAYS TO SALE | MEDIAN LENGTH | MEDIAN YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEA RAY | 1,064 | 86.8M | 81,543 | 262 | 32' | 2002 |
| BAYLINER | 231 | 10.1 M | 43,876 | 269 | 30' | 2000 |
| CATALINA | 230 | 14.5M | 62,946 | 244 | 34' | 1996 |
| GRADY WHITE | 225 | 17.2M | 76,502 | 129 | 27' | 2004 |
| CARVER | 222 | 24.9M | 111,963 | 347 | 39' | 1998 |
| BOSTON WHALER | 203 | 9.29M | 45,781 | 144 | 21' | 2005 |
| BENETEAU | 190 | 33.7M | 177,586 | 286 | 38' | 2003 |
| CHAPARRAL | 170 | 8.82M | 51,907 | 194 | 26' | 2008 |
| FORMULA | 162 | 17.4M | 107,711 | 239 | 34' | 2005 |
| HUNTER | 149 | 9.08 M | 60,965 | 351 | 35' | 1998 |
| TOTALS | 2,846 | 232M | 81,460 | 250 | 32' | 2002 |

POWER
CRUISER

|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} \$ \\ \text { TOTAL } \end{gathered}$ | $\begin{gathered} \text { AVG } \\ \text { PRICE (\$) } \end{gathered}$ | AVG DAYS TO SALE | MEDIAN LENGTH | $\begin{gathered} \text { MEDIAN } \\ \text { YEAR } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEA RAY | 418 | 30.8M | 73,675 | 253 | 32' | 2003 |
| FORMULA | 84 | 10.2M | 121,447 | 253 | 35' | 2005 |
| BAYLINER | 75 | 2.12M | 28,330 | 297 | 28' | 2001 |
| FOUR WINNS | 50 | 2.62M | 52,418 | 203 | 29' | 2004 |
| REGAL | 49 | 3.26M | 66,580 | 260 | 32' | 2004 |
| RINKER | 48 | 2.24M | 46,587 | 230 | 31' | 2004 |
| CHAPARRAL | 44 | 2.65M | 60,226 | 230 | 29' | 2006 |
| CRUISERS YACHTS | 38 | 3.23M | 84,880 | 269 | 34' | 2003 |
| CARVER | 35 | 3.12M | 89,075 | 379 | 38' | 1996 |
| MAXUM | 28 | 912K | 32,602 | 258 | 30' | 2001 |
| TOTALS | 1,222 | 95.0M | 77,711 | 257 | 31' | 2003 |

## CENTER

## CONSOLE

|  | BOATS <br> SOLD | \$ <br> TOTAL | AVG | AVG DAYS | MEDIAN |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| TO SALE |  |  |  |  |  | LENGTH | MEDIAN |
| :---: |
| YEAR |

TOP BRANDS \& CLASSES:
UNITED STATES

SALTWATER

## FISHING

|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} \$ \\ \text { TOTAL } \end{gathered}$ | $\begin{gathered} \text { AVG } \\ \text { PRICE (\$) } \end{gathered}$ | AVG DAYS TO SALE | MEDIAN LENGTH | MEDIAN YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GRADY WHITE | 71 | 5.59M | 78,777 | 143 | 27' | 2004 |
| BOSTON WHALER | 57 | 2.83M | 49,654 | 117 | 23' | 2005 |
| PURSUIT | 57 | 6.31 M | 110,749 | 174 | 29' | 2006 |
| KEY WEST | 30 | 528K | 17,607 | 89 | 21' | 2012 |
| SCOUT BOATS | 26 | 1.59M | 60,964 | 155 | 23' | 2011 |
| ROBALO | 20 | 1.05M | 52,358 | 190 | 24' | 2010 |
| CONTENDER | 20 | 2.38M | 119,200 | 131 | 29' | 2012 |
| WELLCRAFT | 19 | 1.18M | 61,868 | 214 | 28' | 2006 |
| PARKER | 19 | 968K | 50,927 | 138 | 23' | 2008 |
| HYDRA-SPORTS | 18 | 968K | 53,767 | 148 | 25' | 2007 |
| TOTALS | 748 | 50.0M | 66,902 | 167 | 26' | 2006 |
| EXPRESS <br> CRUISER |  |  |  |  |  |  |
|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} \$ \\ \text { TOTAL } \end{gathered}$ | $\begin{gathered} \text { AVG } \\ \text { PRICE (\$) } \end{gathered}$ | AVG DAYS TO SALE | MEDIAN LENGTH | MEDIAN YEAR |
| SEA RAY | 258 | 23.1M | 89,547 | 304 | 35' | 2000 |
| TIARA | 65 | 9.52M | 146,482 | 286 | 35' | 1999 |
| CRUISERS YACHTS | 49 | 9.16M | 186,981 | 461 | 40' | 2004 |
| REGAL | 40 | 4.85M | 121,255 | 368 | 35' | 2006 |
| RINKER | 30 | 1.30M | 43,307 | 316 | 30' | 2002 |
| BAYLINER | 24 | 621K | 25,854 | 278 | 28' | 2000 |
| MAXUM | 24 | 914K | 38,096 | 476 | 32' | 2001 |
| CHAPARRAL | 20 | 979K | 48,940 | 275 | 29' | 2004 |
| FORMULA | 18 | 1.42M | 79,083 | 350 | 34' | 2002 |
| WELLCRAFT | 16 | 423K | 26,472 | 310 | $33^{\prime}$ | 1995 |
| TOTALS | 732 | 89.5M | 122,278 | 331 | 34' | 2001 |

MOTOR
Y ACHT

|  | BOATS <br> SOLD | \$ <br> TOTAL | AVG | AVICE (\$) | AVG DAYS |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| TO SALE |  |  |  |  |  | MEDIAN | LENGTH |
| :---: | | MEDIAN |
| :---: |
| YEAR |

SAIL
CRUISER

|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} \$ \\ \text { TOTAL } \end{gathered}$ | $\begin{aligned} & \text { AVG } \\ & \text { PRICE (\$) } \end{aligned}$ | AVG DAYS TO SALE | MEDIAN LENGTH | MEDIAN YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CATALINA | 104 | 7.26M | 69,795 | 264 | 34' | 1997 |
| BENETEAU | 91 | 10.5M | 115,359 | 309 | 39' | 2004 |
| HUNTER | 90 | 6.53 M | 72,519 | 399 | 36' | 1999 |
| ISLAND PACKET | 28 | 3.50M | 124,866 | 322 | $36^{\prime}$ | 1995 |
| PEARSON | 20 | 512K | 25,620 | 253 | 33' | 1982 |
| JEANNEAU | 19 | 3.26M | 171,589 | 328 | 41' | 2008 |
| SABRE | 14 | 1.35M | 96,100 | 265 | $36^{\prime}$ | 1992 |
| PACIFIC SEACRAFT | 13 | 1.11M | 85,269 | 189 | $30^{\prime}$ | 1991 |
| CAPE DORY | 11 | 277K | 25,236 | 397 | 30' | 1982 |
| MORGAN | 11 | 543K | 49,405 | 259 | 42' | 1985 |
| TOTALS | 635 | 58.6M | 92,246 | 337 | 36' | 1994 |

TOP BRANDS \& CLASSES:
UNITED STATES

BOW
RIDER

|  | BOATS <br> SOLD | $\begin{gathered} \$ \\ \text { TOTAL } \end{gathered}$ | $\begin{aligned} & \text { AVG } \\ & \text { PRICE (\$) } \end{aligned}$ | AVG DAYS TO SALE | MEDIAN IENGTH | MEDIAN YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEA RAY | 127 | 4.82M | 37,954 | 159 | 23' | 2007 |
| CHAPARRAL | 60 | 3.53M | 58,905 | 160 | 25' | 2011 |
| COBALT | 45 | 3.02M | 67,141 | 268 | 25' | 2010 |
| HURRICANE | 36 | 898K | 24,952 | 114 | 21' | 2010 |
| CROWNLINE | 28 | 1.02M | 36,448 | 175 | 25' | 2008 |
| BAYLINER | 26 | 306K | 11,796 | 99 | 19' | 2007 |
| FOUR WINNS | 26 | 680K | 26,162 | 207 | 22' | 2005 |
| REGAL | 22 | 797K | 36,235 | 383 | 23' | 2009 |
| MONTEREY | 20 | 838K | 41,945 | 404 | 25' | 2010 |
| STINGRAY | 12 | 300K | 25,058 | 62 | 21' | 2011 |
| TOTALS | 578 | 24.5M | 42,386 | 174 | 23' | 2008 |

SPORT
FISHING

|  | BOATS <br> SOLD | \$ <br> TOTAL | AVG | AVICE (\$) | AVG DAYS |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| TO SALE | MEDIAN | LENGTH | MEDIAN |  |  |
| YEAR |  |  |  |  |  |

POWER
RACING

|  | BOATS <br> SOLD | $\$$ <br> TOTAL | AVG <br> PRICE ( $\$$ ) | AVG DAYS <br> TO SALE |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| MALIBU | 39 | 3.06 M | 78,448 | 151 | $23^{\prime}$ | 2013 |
| LENGTH |  |  |  |  |  |  | | MEDIAN |
| :---: |
| YEAR |

CRUISER /

## RACER

|  | BOATS <br> SOLD | \$ <br> TOTAL | AVG | AVICE (\$) | AVG DAYS |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| TO SALE |  |  |  |  |  | MEDIAN | LENGTH |
| :---: | | MEDIAN |
| :---: |
| YEAR |

## TOP BRANDS \& CLASSES: EUROPE

Beneteau moved ahead of Jeanneau in the second quarter of 2017 as the most sold brand by European yacht brokers reporting in SoldBoats, the proprietary database of YachtWorld members. Jeanneau boats were slightly newer, longer, and sold for a higher average price.

Bavaria and Princess remained ranked in third and fourth, but Sealine moved up from eighth in the first quarter to fifth in the second. Bayliner and Hallberg-Rassy also made gains in the rankings.

Among Sail Cruisers, generally the top-selling class on the European brokerage market, Beneteau edged ahead of Bavaria while Hallberg-Rassy made strong gains, more than doubling the first-quarter sales of the brand.

TOP BRANDS

## OVERALL

|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} € \\ \text { TOTAL } \end{gathered}$ | $\begin{gathered} \text { AVG } \\ \text { PRICE (€) } \end{gathered}$ | AVG DAYS TO SALE | MEDIAN <br> LENGTH | MEDIAN YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BENETEAU | 194 | 14.8M | 76,101 | 323 | $34^{\prime}$ | 2004 |
| JEANNEAU | 175 | 15.2M | 86,771 | 292 | 35' | 2005 |
| BAVARIA | 95 | 7.51M | 79,007 | 333 | 38' | 2005 |
| PRINCESS | 79 | 39.1M | 495,315 | 309 | 51' | 2003 |
| SEALINE | 70 | 8.60M | 122,895 | 261 | 36' | 2004 |
| FAIRLINE | 63 | 13.4M | 212,140 | 397 | 41' | 2000 |
| SUNSEEKER | 62 | 58.7M | 946,373 | 384 | 59' | 2005 |
| BAYLINER | 56 | 1.55M | 27,660 | 326 | 23' | 2007 |
| HALLBERG-RASSY | 47 | 6.00 M | 127,672 | 340 | 36' | 1996 |
| DUFOUR | 40 | 3.13M | 78,126 | 436 | 37' | 2005 |
| TOTALS | 881 | 168M | 190,580 | 328 | 38' | 2004 |

TOP BRANDS \& CLASSES:

## EUROPE

SAIL

## CRUISER

|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\begin{gathered} € \\ \text { TOTAL } \end{gathered}$ | $\begin{gathered} \text { AVG } \\ \text { PRICE ( }(\mathrm{E}) \end{gathered}$ | AVG DAYS TO SALE | MEDIAN LENGTH | $\begin{aligned} & \text { MEDIAN } \\ & \text { YEAR } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BENETEAU | 78 | 5.54M | 71,069 | 373 | 38' | 2002 |
| BAVARIA | 71 | 5.01 M | 70,521 | 337 | 39' | 2005 |
| JEANNEAU | 64 | 5.21 M | 81,394 | 343 | 37' | 2002 |
| HALLBERG-RASSY | 34 | 3.72M | 109,476 | 323 | 35' | 1997 |
| WESTERLY | 24 | 505K | 21,056 | 427 | 30' | 1983 |
| DUFOUR | 23 | 1.68M | 72,850 | 392 | 37' | 2004 |
| HANSE | 23 | 2.53M | 110,025 | 313 | 37' | 2009 |
| MOODY | 21 | 2.18M | 103,922 | 435 | 41' | 1993 |
| HUNTER | 19 | 717K | 37,752 | 359 | 31' | 1998 |
| SOUTHERLY | 11 | 1.55M | 141,053 | 375 | 36' | 2004 |
| TOTALS | 586 | 51.1 M | 87,117 | 354 | 36' | 1998 |

POWER
CRUISER

|  | BOATS <br> SOLD | $€$ <br> TOTAL | AVG | ARICE $(€)$ | AVG DAYS |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| TO SALE |  |  |  |  |  | MEDIAN | LENGTH |
| :---: | | MEDIAN |
| :---: |
| YEAR |

TOP BRANDS \& CLASSES:

## E UROPE

MOTOR
Y ACHT

|  | $\begin{aligned} & \text { Boats } \\ & \text { SOLD } \end{aligned}$ | $\underset{\text { TOTAL }}{€}$ | $\begin{aligned} & \text { AVG } \\ & \text { PRICE ( }(\mathrm{)} \end{aligned}$ | AVG DAYS TO SALE | MEDIAN LENGTH | $\underset{\text { YEAR }}{\substack{\text { YEDAN }}}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SUNSEEKER | 41 | 45.9M | 1.12M | 292 | 62' | 2007 |
| PRINCESS | 29 | 17.5M | 603,210 | 188 | $56^{\prime}$ | 2006 |
| SEALINE | 22 | 2.61M | 118,542 | 253 | 36 | 2006 |
| FAIRLINE | 12 | 3.52M | 293,439 | 649 | 48' | 2003 |
| AZIMUT | 8 | 3.92M | 489,375 | 470 | 61 | 2007 |
| PERSHING | 7 | 3.91M | 558,571 | 368 | 57' | 2005 |
| BENETEAU | 6 | 1.04M | 173,257 | 379 | 36' | 2009 |
| CRANCHI | 5 | 549K | 109,830 | 826 | 35' | 2006 |
| ELLING | 5 | 1.97M | 394,000 | 170 | 48' | 2011 |
| JEANNEAU | 5 | 691K | 138,200 | 479 | 38' | 2007 |
| TOTALS | 288 | 224M | 778,449 | 374 | 52' | 2003 |
| CRUISER/ |  |  |  |  |  |  |
| RACER |  |  |  |  |  |  |
|  | $\begin{aligned} & \text { BOATS } \\ & \text { SOLD } \end{aligned}$ | $\underset{\text { TOTAL }}{€}$ | $\begin{aligned} & \text { AVG } \\ & \text { PRICE ( }(\mathrm{k}) \end{aligned}$ | AVG DAYS TO SALE | MEDIAN LENGTH | median YEAR |
| Beneteau | 24 | 1.20M | 50,126 | 361 | 33' | 2000 |
| X-YACHTS | 15 | 2.05M | 136,918 | 519 | $40^{\prime}$ | 2001 |
| DUFOUR | 14 | 1.24M | 88,601 | 518 | 38 | 2008 |
| HANSE | 10 | 1.13M | 113,397 | 202 | 42' | 2008 |
| DEHLER | 9 | 953K | 105,898 | 132 | $36^{\prime}$ | 2004 |
| Jeanneau | 9 | 531K | 59,056 | 295 | 53 | 2003 |
| ELAN | 6 | 470K | 78,375 | 241 | $34^{\prime}$ | 2008 |
| NAUTOR | 6 | 4.05M | 674,167 | 703 | 55' | 1989 |
| J BOATS | 4 | 376K | 94,213 | 197 | 35' | 2007 |
| BAVARIA | 4 | 309K | 77,284 | 523 | 43 ' | 2005 |
| totals | 169 | 17.1M | 101,401 | 419 | 38' | 1999 |

TOP BRANDS \& CLASSES:

## EUROPE

SPORTS

## CRUISER

|  | BOATS SOLD | $\begin{gathered} € \\ \text { TOTAL } \end{gathered}$ | AVG PRICE (€) | AVG DAYS TO SALE | MEDIAN LENGTH | MEDIAN <br> YEAR |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SEALINE | 19 | 2.54M | 133,573 | 337 | 35' | 2005 |
| FAIRLINE | 15 | 3.08M | 205,447 | 293 | $40^{\prime}$ | 2003 |
| SUNSEEKER | 10 | 1.12M | 112,468 | 626 | 44' | 1997 |
| BAYLINER | 9 | 319K | 35,512 | 256 | 27' | 2003 |
| PRINCESS | 7 | 2.34M | 333,681 | 539 | 49' | 2007 |
| BENETEAU | 7 | 339K | 48,476 | 211 | 26' | 2009 |
| CRANCHI | 7 | 301K | 43,014 | 387 | 34' | 1998 |
| JEANNEAU | 7 | 470K | 67,200 | 112 | 27' | 2009 |
| BAVARIA | 6 | 620K | 103,344 | 210 | 35' | 2007 |
| MONTEREY | 4 | 129K | 32,155 | 273 | 28' | 2006 |
| TOTALS | 139 | 16.2M | 116,722 | 383 | $34^{\prime}$ | 2004 |

FLY

## BRIDGE

|  | BOATS <br> SOLD | $€$ <br> TOTAL | AVG | ARICE ( $€$ ) |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | AVG DAYS MEDIAN | TO SALE |
| :---: | LENGTH | MEDIAN |
| :---: |
| YEAR |

## AGE OF LISTINGS vs. WHAT'S SELLING

In a special report for this YachtWorld Market Index, we compared the age of all boats listed for sale on YachtWorld with the age of boats reported sold by YachtWorld brokers in SoldBoats. The report includes all boats on YachtWorld at least a year old in North America, Europe, and the rest of the world.

Based on data for the 12-month period ending May, 2017, the graphs compare new listings created, by model year, with the number of boats sold of the same age. Percentages are shown rather than absolute numbers to allow for an easier comparison.

We divided the study between powerboats and sailboats, and as the graphics show, there is a big difference in the two markets. Power listings and sales is dominated by boats built in the last 20 years. Sail splits into two markets—boats built before the early ' 90 s, when the market was hot, and those built since then. It can almost go without saying that sailboat longevity is also influenced by the fact that sails and small engines can be replaced more cheaply than the engines on most powerboats.

Based on the percentages shown, we can see that the greater availability of powerboats of 1 to 20 years old leads to the mostfrequent sales. Perhaps due to lower pricing, the boats 11 years and older show a higher rate of sales given the new inventory listed.

In the Sailboats graph, we see a diversified marketplace, age-wise. While the greatest availability of boats is still 6 to 20 years, demand remains behind supply for boats under 10 years old. In addition, close to 50 percent of sales are of boats older than 20 years.

## DISTRIBUTION OF <br> POWERBOATS BY AGE



DISTRIBUTION OF

## SAILBOATS BY AGE



# 022017 <br> MARKET INDEX 

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