

# GLOBAL PERSPECTIVE

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 TOTALS

Q2 2016 Q2 2017 \$1.78 BILLION \$1.82 BILLION 12.119 BOATS 11.798 BOATS

# US TOTALS

Q2 2016 Q2 2017 \$1.27 BILLION \$1.26 BILLION 9,740 BOATS 9,434 BOATS

# EU TOTALS

Q2 2016 Q2 2017 \$509 MILLION \$562 MILLION (€457 MILLION) (€494 MILLION) 2,379 BOATS 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** 

2.379

**Q2 2017** 

**BOATS SOLD** 

2,379

2,364

VALUE OF BOATS SOLD

€457 MILLION

€494 MILLION

AVG BOATS VALUE

€192,238

Q2 2016

€209,026

AVG DAYS TO SALE 347

**351** 

# EUROPE POWER & SAIL

**AVG BOATS VALUE** 

**AVG DAYS TO SALE** 

POWER	Q2 2016	Q2 2017
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	Q2 2016	Q2 2017
BOATS SOLD	1,041	1,046
<b>VALUE OF BOATS SOLD</b>	€104 MILLION	€107 MILLION

€100,172

348

€101,895

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

# 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	Q2 2016	Q2 2017

 BOATS SOLD
 9,740
 9,434

 VALUE OF BOATS SOLD
 \$1.27 BILLION
 \$1.26 BILLION

 AVG BOATS VALUE
 \$130.121
 \$133.864

AVG DAYS TO SALE 270 262

# UNITED STATES

### **POWER & SAIL**

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

OVERALE 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

#### FLORIDA

### **POWER & SAIL**

POWER	Q2 2016	Q2 2017
BOATS SOLD	1,661	1,690
VALUE OF BOATS SOLD	\$537 MILLION	\$544 MILLION
<b>AVG BOATS VALUE</b>	\$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.

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#### 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

	SOLD	\$ TOTAL	AVG PRICE (\$)	TO SALE	MEDIAN LENGTH	YEAR
SEA RAY	1,064	86.8M	81,543	262	<b>32'</b>	2002
BAYLINER	231	10.1M	43,876	269	<b>30'</b>	2000
CATALINA	230	14.5M	62,946	244	34'	1996
<b>GRADY WHITE</b>	225	17.2M	76,502	129	<b>27</b> ′	2004
CARVER	222	24.9M	111,963	347	<b>39</b> ′	1998
<b>BOSTON WHALER</b>	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	9.08M	60,965	351	35′	1998
TOTALS	2,846	232M	81,460	250	32′	2002

# **UNITED STATES**

### POWER

# **CRUISER**

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

### CENTER

# CONSOLE

_	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	YEAR
<b>BOSTON WHALER</b>	<b>75</b>	3.64M	48,569	147	21'	2003
<b>GRADY WHITE</b>	<b>67</b>	4.38M	65,343	124	26'	2004
ROBALO	42	1.98M	47,199	214	22'	2009
REGULATOR	38	5.88M	154,687	153	28'	2011
SEA HUNT	33	<b>1.40M</b>	42,567	112	22'	2011
<b>EVERGLADES</b>	30	2.43M	81,033	238	26'	2011
KEY WEST	29	717K	24,758	204	21'	2011
TIDEWATER	28	1.24M	44,359	205	22'	2015
CONTENDER	24	2.56M	106,475	103	29'	2006
SAILFISH	23	1.76M	76,455	153	26′	2013
TOTALS	1,010	74.1M	73,410	171	25′	2008

# UNITED STATES

### SALTWATER

# FISHING

_	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
<b>GRADY WHITE</b>	71	5.59M	78,777	143	27′	2004
BOSTON WHALER	57	2.83M	49,654	117	23'	2005
PURSUIT	<b>57</b>	6.31M	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

# **CRUISER**

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	258	23.1M	89,547	304	<b>35</b> ′	2000
TIARA	65	9.52M	146,482	286	<b>35</b> ′	1999
CRUISERS YACHTS	49	9.16M	186,981	461	40'	2004
REGAL	40	4.85M	121,255	368	<b>35</b> ′	2006
RINKER	30	<b>1.30M</b>	43,307	316	<b>30'</b>	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′	1995
TOTALS	732	89.5M	122,278	331	34'	2001

# **UNITED STATES**

# MOTOR

# YACHT

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
CARVER	99	14.5M	146,969	395	41'	2000
SEA RAY	97	18.8M	193,814	304	44'	2002
SILVERTON	48	4.67M	97,298	341	<b>39</b> ′	1999
BAYLINER	45	4.32M	96,084	414	40'	1994
MERIDIAN	38	<b>7.43M</b>	195,487	258	40'	2007
<b>CRUISERS YACHTS</b>	32	5.47M	171,024	381	42'	2003
HATTERAS	18	6.39M	355,250	416	58'	1985
TIARA	16	5.43M	339,390	181	41′	2006
MAINSHIP	14	<b>740</b> K	52,893	804	38'	1994
CHRIS-CRAFT	14	675K	48,243	968	43'	1982
TOTALS	695	350M	503,190	374	48′	1999

### SAIL

# **CRUISER**

_	SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
CATALINA	104	<b>7.26M</b>	69,795	264	34'	1997
BENETEAU	91	10.5M	115,359	309	<b>39</b> ′	2004
HUNTER	90	6.53M	72,519	399	36'	1999
ISLAND PACKET	28	3.50M	124,866	322	36'	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'	1992
PACIFIC SEACRAFT	13	1.11M	85,269	189	30'	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

# UNITED STATES

### BOW

# RIDER

_	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	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	<b>797K</b>	36,235	383	23'	2009
MONTEREY	20	838K	41,945	404	25'	2010
STINGRAY	12	300K	25,058	<b>62</b>	21′	2011
TOTALS	578	24.5M	42,386	174	23′	2008

### SPORT

# FISHING

_	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
VIKING	25	30.0M	1.20M	413	54'	2003
OCEAN YACHTS	20	4.14M	206,838	361	48'	1995
HATTERAS	18	9.35M	519,389	505	<b>50'</b>	1991
<b>GRADY WHITE</b>	18	1.59M	88,514	124	29'	2003
BERTRAM	14	1.54M	109,857	316	<b>37</b> ′	1985
PURSUIT	11	1.98M	179,511	182	<b>32'</b>	2008
WELLCRAFT	10	348K	34,870	424	<b>30'</b>	1995
<b>BOSTON WHALER</b>	8	766K	95,874	151	26'	2005
TIARA	8	1.35M	169,188	152	34'	2003
LUHRS	8	428K	53,550	305	35′	1992
TOTALS	355	92.0M	259,201	319	36′	2000

# **UNITED STATES**

### POWER

# RACING

	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
MALIBU	39	3.06M	78,448	151	23'	2013
AXIS	27	<b>1.71M</b>	63,515	159	22'	2016
MASTERCRAFT	20	920K	46,044	189	22'	2007
FORMULA	17	949K	55,850	160	34'	1999
SUPRA	11	406K	36,904	104	22'	2006
FOUNTAIN	10	864K	86,390	232	39'	2002
DONZI	10	<b>560K</b>	55,980	406	31′	2001
BAJA	9	<b>293K</b>	32,511	157	30'	1998
COBALT	9	689K	76,598	398	24'	2016
CENTURION	8	243K	30,413	119	22'	2005
TOTALS	289	19.4M	66,975	174	25′	2007

# CRUISER /

# RACER

_	BOATS SOLD	\$ TOTAL	AVG PRICE (\$)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
CATALINA	53	3.98M	<b>75,138</b>	240	34'	1998
BENETEAU	47	4.35M	92,473	257	<b>37'</b>	2000
C&C	18	680K	37,786	305	34'	1986
J BOATS	16	1.63M	102,109	310	<b>36′</b>	1999
HUNTER	15	562K	37,487	280	33'	1994
TARTAN	13	1.16M	88,981	228	<b>35</b> ′	1992
PEARSON	10	267K	26,650	322	34'	1984
JEANNEAU	9	1.63M	181,056	239	42'	2006
SABRE	8	600K	75,000	244	<b>37</b> ′	1991
O'DAY	6	71K	11,867	439	31′	1984
TOTALS	276	20.1M	72,988	316	35′	1994

#### 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

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

# **EUROPE**

# SAIL

# **CRUISER**

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

# POWER

# **CRUISER**

_	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
JEANNEAU	39	3.74M	95,945	246	<b>32'</b>	2010
BENETEAU	25	2.51M	100,297	218	<b>32'</b>	2008
PRINCESS	23	<b>7.83M</b>	340,457	316	46'	1999
SEALINE	21	2.81M	133,922	238	<b>37</b> ′	2004
FAIRLINE	20	3.22M	160,933	279	36'	1998
BAYLINER	18	452K	25,147	233	26'	2001
CRANCHI	10	890K	89,090	247	40'	2003
FOUR WINNS	8	404K	50,456	241	29'	2006
BAVARIA	8	784K	97,986	365	<b>35</b> ′	2007
SEA RAY	7	307K	43,943	277	<b>27′</b>	2004
TOTALS	394	50.5M	128,064	296	35′	2002

# EUROPE

### MOTOR

# YACHT

_	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SUNSEEKER	41	45.9M	1.12M	292	62'	2007
PRINCESS	29	17.5M	603,210	188	<b>56</b> ′	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	<b>57'</b>	2005
BENETEAU	6	1.04M	173,257	379	36'	2009
CRANCHI	5	549K	109,830	826	<b>35</b> ′	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

_	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BENETEAU	24	<b>1.20M</b>	50,126	361	33'	2000
X-YACHTS	15	2.05M	136,918	519	40'	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'	2004
JEANNEAU	9	531K	59,056	295	53'	2003
ELAN	6	470K	78,375	241	34'	2008
NAUTOR	6	4.05M	674,167	<b>703</b>	<b>55</b> ′	1989
J BOATS	4	376K	94,213	197	<b>35</b> ′	2007
BAVARIA	4	309K	77,284	523	43'	2005
TOTALS	169	17.1M	101,401	419	38′	1999

# **EUROPE**

# SPORTS

# **CRUISER**

_	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEALINE	19	2.54M	133,573	337	35′	2005
FAIRLINE	15	3.08M	205,447	293	40'	2003
SUNSEEKER	10	1.12M	112,468	626	44'	1997
BAYLINER	9	319K	35,512	256	<b>27</b> ′	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	<b>27</b> ′	2009
BAVARIA	6	620K	103,344	210	<b>35</b> ′	2007
MONTEREY	4	129K	32,155	273	28'	2006
TOTALS	139	16.2M	116,722	383	34'	2004

### FLY

# BRIDGE

_	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
PRINCESS	18	11.4M	632,445	437	<b>53</b> ′	2003
FAIRLINE	16	3.54M	221,447	454	44'	1997
SEALINE	6	604K	100,642	122	38'	2000
JEANNEAU	6	1.63M	270,905	359	43'	2009
AZIMUT	5	2.11M	422,000	332	<b>60'</b>	2005
NORD WEST	4	1.17M	291,634	281	39'	2006
<b>GUY COUACH</b>	4	941K	235,125	279	<b>55</b> ′	1993
ASTONDOA	3	<b>570K</b>	190,000	154	<b>56'</b>	2000
<b>VAN DER VALK</b>	2	3.55M	1.78M	338	<b>72'</b>	2013
FALCON	2	850K	425,000	331	81′	1996
TOTALS	92	32.1M	348,995	367	48′	2001

#### GLOBAL MARKET

#### 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.

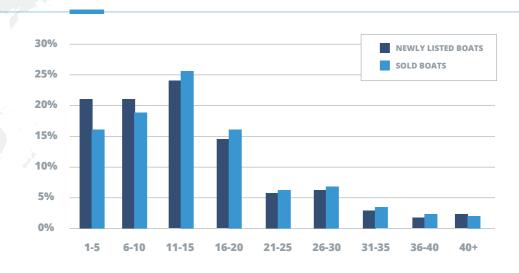
Based on data for the 12-month period ending May, 2017, the graphs compare new listings created, by model year, with the number of boats sold of the same age. Percentages are shown rather than absolute numbers to allow for an easier comparison.

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 '90s, 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.

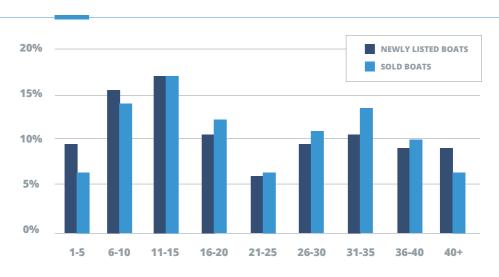
Based on the percentages shown, we can see that the greater availability of powerboats of 1 to 20 years old leads to the most-frequent sales. Perhaps due to lower pricing, the boats 11 years and older show a higher rate of sales given the new inventory listed.

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 POWERBOATS BY AGE



# DISTRIBUTION OF SAILBOATS BY AGE



# **Q2 2017 MARKET**INDEX

JOHN BURNHAM, MANAGING EDITOR MICHAEL BANTUG, LAYOUT & DESIGN

**COVER IMAGE COURTESY PRINCESS YACHTS** 

