

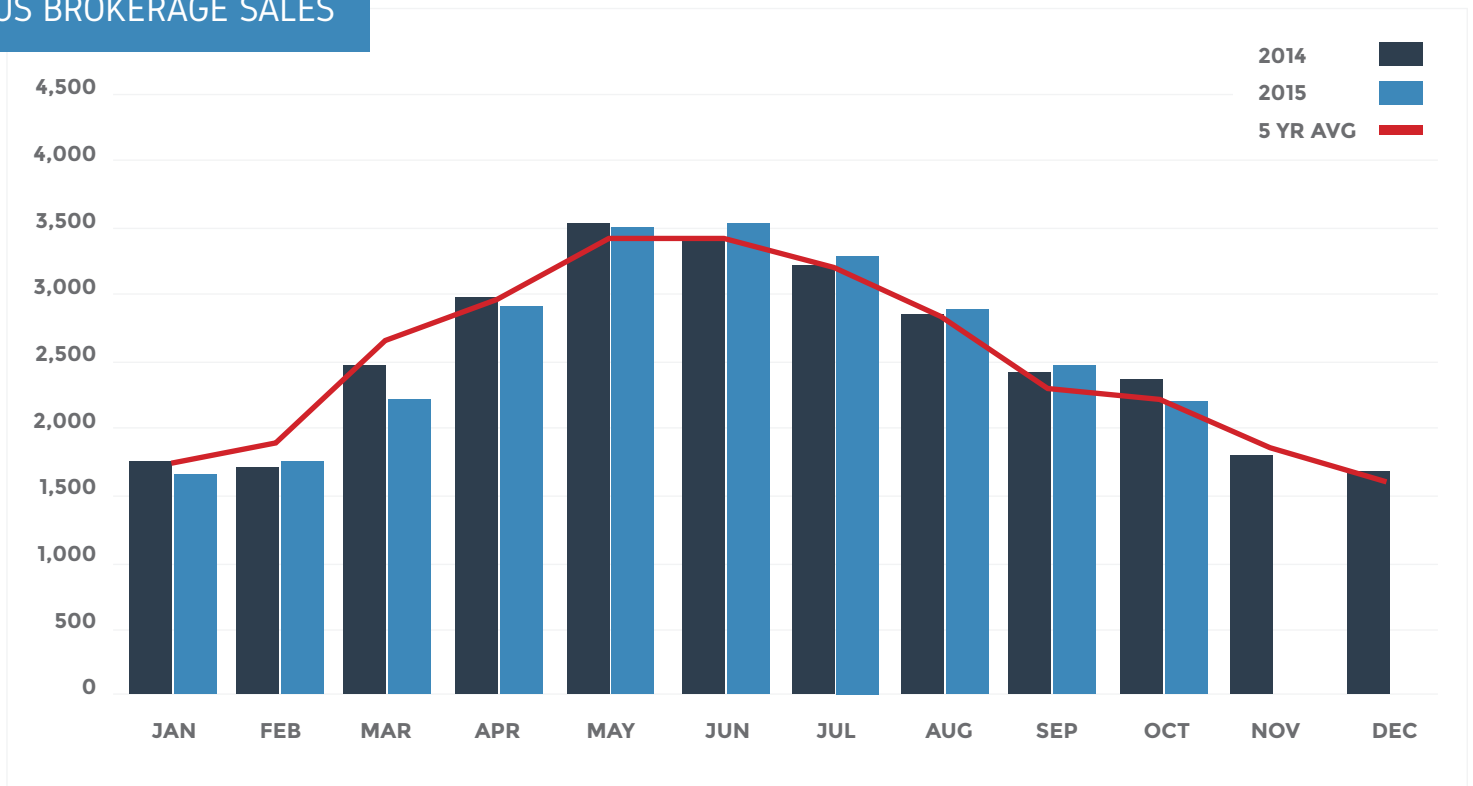


Soldboats Report, Oct. 2015: Decline in Big-Boat Sales Stalls Rally

After four months ahead of the previous year's monthly sales levels, YachtWorld member brokers reported an October slowdown to SoldBoats. With 2,219 boats sold, volume was down 97 boats or 4 percent; however, the total remained slightly ahead of average sales for the last five years, indicating that October 2014 was a better-than-normal benchmark.

Sales values of \$264.7 million reported in October were more clearly off the pace, down 17 percent from the previous year's \$319.6 million. The main difference was that big-boat sales above 46 feet declined from 260 to 228 boats sold and the total price paid dropped \$60 million or 33 percent.

US BROKERAGE SALES



Among smaller boats, sales volumes were also down slightly, but the total price paid as well as average prices increased. Both the 26- to 35-foot and 36- to 45-foot categories experienced 4 percent declines in sales but 8 percent gains in average prices. Boats under 26 feet were down only 1 percent, with 550 boats sold at average prices 6 percent higher than the previous year.

Powerboat sales for the month were down 5 percent on sales of 1,760 boats, and the value of powerboat sales declined by \$78 million due to lower big-boat sales. Powerboats sold 4 percent more quickly, however, with the average days required to list and sell a boat dropping from 251 to 240 days.

Marching to the beat of its own drum, sailboat sales were down just 2 percent, with 459 boats sold, yet a total price that increased by 10 percent, or \$3.5 million. The increased values were due to a small rally among boats over 46 feet, the same segment that had a slower month among powerboats.

-John Burnham