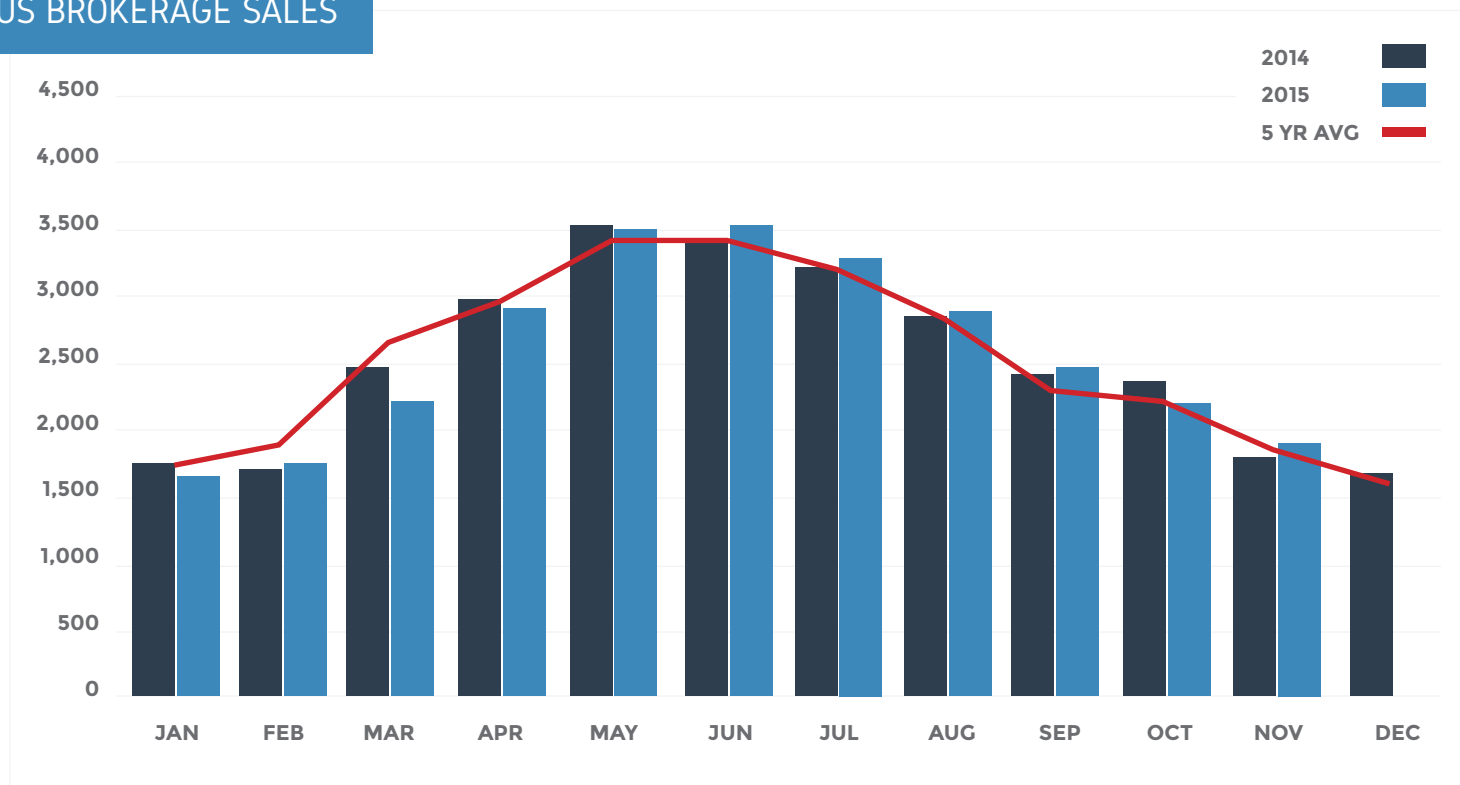


# Soldboats Report, Nov. 2015: Market Resumes Climb with 6 Percent Increase

After a slowdown in October, brokerage sales picked up again in November, with U.S. YachtWorld member brokers reporting 1,866 boats sold, a 6 percent gain over the same month in 2014. According to the month's aggregated data in SoldBoats, the value of sales in the month increased as well, gaining \$25 million to a total of \$271.5 million.

One of the strongest segments of the market was boats between 56 and 79 feet, with 68 boats sold, an increase of 25 percent over November 2014. The total value of the boats sold was \$50 million, up from \$31.4 million last year, a gain not only attributable to the increased number of boats sold but also due to an average sold price that rose from \$550,700 to \$735,600.

## US BROKERAGE SALES



In the middle of the market, from 26 to 55 feet, boats sales were up 8 percent. At the smaller end of that range, 26 to 35 feet, volume increased from 650 to 695 boats. For boats 36 to 45 feet, the gain was from 448 to 485. At the top end, boats 46 to 55 feet, sales rose from 117 to 126 boats.

For two of those three segments, the value of sales nearly kept pace with the increased volume on a percentage basis. Among boats 26 to 35 feet, value climbed from \$41.3 million to \$43.9 million but the average price of a sold boat declined 1 percent to \$63,100. Among boats 36 to 45 feet, total value rose from \$63.3 million to \$67.2 million and again, average priced declined 1 percent, this time to \$138,600. In the segment 46 to 55 feet, total value decreased 3 percent to \$34.8 million despite the 8 percent gain in volume. The average price of a boat sold in this category fell 10 percent from \$305,800 to \$275,900.

With one month of sales left in 2015, sales for the year were 1 percent lower than in 2014, with total reported sales of 28,482. The total value of U.S. sales was \$3.45 billion, up 3 percent from the first 11 months of 2014.

-John Burnham