

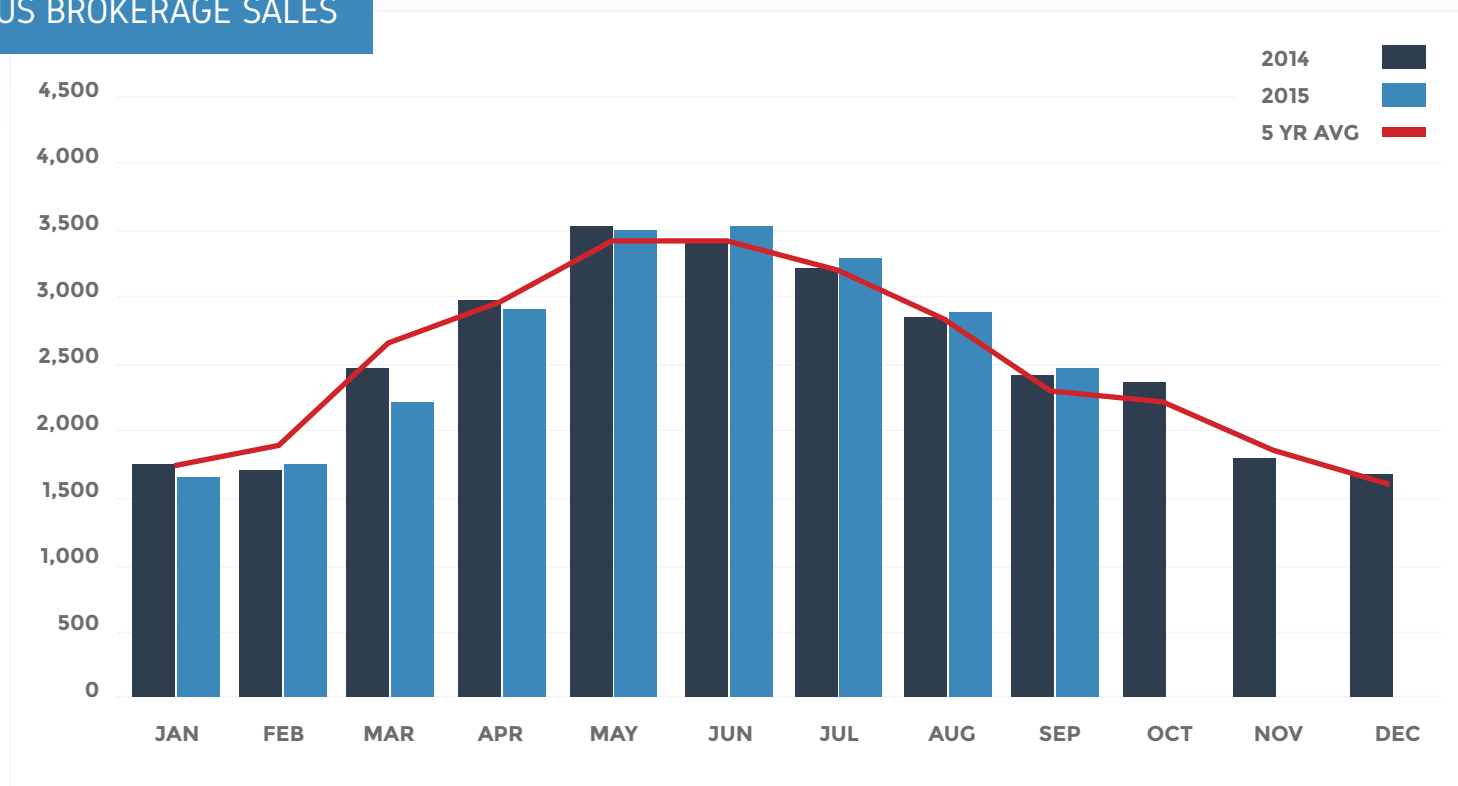


Soldboats Report, Sept. 2015: U.S. Brokerage Volume and Value Rise

In September, for the fourth month in a row, YachtWorld member brokerages reported positive results to SoldBoats.com. With 2,473 boats sold, sales volume increased by 2 percent compared to the previous September.

Powerboat sales led the way, gaining 4 percent in volume, with 2,004 boats sold at a total price of \$228.4 million. Sailboat sales, which had been strong in August, lagged in September, declining 6 percent, with 469 boats sold.

US BROKERAGE SALES



The total price paid for all boats sold in September increased by \$38 million to \$260.5 million, a gain of 17 percent over the previous September. Total value increased in all length segments in the market, with the strongest gains taking place among boats 56 to 79 feet. The number of boats sold in that category increased by 37 percent, from 49 to 67 boats, but the total price paid increased even more, by 79 percent, from \$29.5 to \$52.1 million.

The only segment to record a lower volume of sales for the month was boats 36 to 45 feet, down 2 percent with 587 boats sold. This is an important category in sailboat sales, and although powerboat sales increased 2 percent, the sale of sailboats of this length declined by 10 percent.

Average sale prices increased in most market segments, the exception being boats 46 to 55 feet; although volume increased 4 percent in the category with 173 boats sold, total value rose only 2 percent and average sale price declined 2 percent.

For the third quarter, which ended September 30, the U.S. market gained 2 percent in volume, with 8,763 boats sold, and 6 percent in value, with \$871.6 million changing hands.

-John Burnham