



15

/ YEAR-END
MARKET INDEX



'15

/ YEAR-END
MARKET INDEX

Global Perspective

Welcome to our year-end report in the *2015 YachtWorld Market Index*. In this issue, we offer you much more data than in previous editions.

As always, we deliver the top-line sales figures of the brokerage year in Europe and the U.S. In addition, we offer detailed annual reports from six European countries and seven U.S. regions.

We have also built on our Q3 report on sales of the top brands in the most popular boat classes to present more brands and additional data. For each brand, we not only report the number of boats sold and the total price and average sold price, we also include average time to sale, median boat length, and median model year.

With your input, we'll continue to look for ways to add depth and value to this publication.

John Burnham

jburnham@yachtworld.com

YachtWorld Managing Editor

GLOBAL BROKERAGE – COMBINED SALES

GLOBAL TOTALS

2014

\$5.42 billion

37,732 boats

2015

\$5.65 billion

37,980 boats

UNITED STATES

2014

\$3.62 billion

30,269 boats

2015

\$3.70 billion

30,077 boats

EUROPE

2014

\$1.80 billion

7,443 boats

2015

\$1.95 billion

7,903 boats

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

'15

/ YEAR-END
MARKET INDEX

United States: Values Move Up as Sales Volume Eases

In keeping with brokerage market trends of the last year, U.S. yacht brokerage sales were virtually the same in the last quarter of 2015 as in the last quarter in 2014. For the year, a total of 30,077 boats were sold, which was 192 boats or 1 percent fewer than 2014.

Sales were reported by YachtWorld member brokerages in their proprietary database, SoldBoats, and were valued at \$3.70 billion, 2 percent higher than 2014.

Two other positive data points in 2015 were a 3 percent gain in the average final sold price and a 5-day reduction in the average time a boat was listed before it was sold, 263 days.

The volume of 2015 powerboat sales came within 61 boats of 2014 sales, with 24,710 boats changing hands. The total price paid for powerboats increased by 4 percent to \$3.28 billion and an average sold price of \$133,000.

Sailboat sales slipped 2 percent during the year, down 131 boats with 5,367 sold. The total value of the boats sold was off by 10 percent, with \$417.4 million in sales, and the average price declined 8 percent to \$78,000.

The two segments also differed in the amount of time required to complete a sale. Powerboat sales averaged one week less than the previous year, 254 days. Sailboat sales took 3 days longer, 306 days.

By length, most segments of the market were level or showed growth. Likewise, average prices in every segment below 80 feet showed improvement.

A 4 percent drop in boats sold under 26 feet kept total volume below 2014, and an 8 percent drop in superyacht sales kept the total market value in check. Excluding those two market extremes, sales volume for the year was up 1 percent and total price paid was up 11 percent.

UNITED STATES – OVERALL SALES

OVERALL

BOATS SOLD

2014 - 30,269 boats

2015 - 30,077 boats

AVG. DAYS TO SALE

2014 - 268

2015 - 263

VALUE OF BOATS SOLD

2014 - \$3.62 billion

2015 - \$3.70 billion

AVG. BOAT VALUE

2014 - \$119,627

2015 - \$123,066



POWER

BOATS SOLD

2014 - 24,771 boats

2015 - 24,710 boats

AVG. DAYS TO SALE

2014 - 261

2015 - 254

VALUE OF BOATS SOLD

2014 - \$3.16 billion

2015 - \$3.28 billion

AVG. BOAT VALUE

2014 - \$127,511

2015 - \$132,904



SAIL

BOATS SOLD

2014 - 5,498 boats

2015 - 5,367 boats

AVG. DAYS TO SALE

2014 - 303

2015 - 306

VALUE OF BOATS SOLD

2014 - \$462.4 million

2015 - \$417.4 million

AVG. BOAT VALUE

2014 - \$84,106

2015 - \$77,769



'15

/ YEAR-END
MARKET INDEX

Europe: Market Lifts in 2015 with Moderate Gains

During 2015, brokers reported selling 7,903 boats in Europe, up 6 percent from 2014. The aggregate price paid was € 1.79 billion, up 12 percent from € 1.60 billion the year before.

According to sales reported by YachtWorld member brokerages, in the first half of 2015, boats sold at higher volumes but generally lower prices compared to the first six months of 2014. In the second half of 2015, sales volumes leveled out; but with bigger boats selling well, the total price paid for boats rose dramatically.

Both power and sailboat sales segments grew during the year. Brokers reported selling 3,466 sailboats, a 9 percent gain over 2014, and 4,437 powerboats, a 4 percent increase.

Despite the volume strength shown in the sailing sector, pricing was weaker, with the total value of boats sold declining

1 percent to € 351.4 million, and the average sold price down 9 percent to € 101,000. In contrast, the total price paid for powerboats rose by 15 percent, to €1.44 billion, and the average sold price was up 11 percent to € 324,000.

The main reason for values rising among powerboats sold in 2015 was that larger yachts sold well. Brokers selling boats 56 to 79 feet sold 20 percent more boats, with 504 sold, at an average price that was 6 percent ahead of the previous year.

Two other segments that exhibited higher sales at higher values were boats 36 to 45 feet, up 12 percent in volume and 23 percent in value, and boats 26 to 35 feet, up 8 percent in volume and 17 percent in value. The average price in the smaller range rose 8 percent to € 53,000 and in the larger range, 9 percent to € 128,000.

EUROPE – OVERALL SALES

OVERALL

BOATS SOLD

2014 - 7,443 boats

2015 - 7,903 boats

AVG. DAYS TO SALE

2014 - 364

2015 - 348

VALUE OF BOATS SOLD

2014 - €1.60 billion

2015 - €1.79 billion

AVG. BOAT VALUE

2014 - €215,067

2015 - €226,384



POWER

BOATS SOLD

2014 - 4,258 boats

2015 - 4,437 boats

AVG. DAYS TO SALE

2014 - 369

2015 - 346

VALUE OF BOATS SOLD

2014 - €1.25 billion

2015 - €1.44 billion

AVG. BOAT VALUE

2014 - €292,762

2015 - €324,021



SAIL

BOATS SOLD

2014 - 3,185 boats

2015 - 3,466 boats

AVG. DAYS TO SALE

2014 - 357

2015 - 350

VALUE OF BOATS SOLD

2014 - €354.2 million

2015 - €351.4 million

AVG. BOAT VALUE

2014 - €111,198

2015 - €101,395





'15

/ YEAR-END
MARKET INDEX
EUROPE - SALES BY COUNTRY

UNITED KINGDOM
SPAIN
FRANCE
NETHERLANDS
ITALY
GERMANY

UNITED KINGDOM

Power and sailing boats segments were both down in sales volumes with a combined decline of 224 boats. The average sale price increased for powerboats but slipped for sail. Overall, the speed of sales increased by 16 days on average.

OVERALL

BOATS SOLD

2014 - 3,751 boats

2015 - 3,527 boats

AVG. DAYS TO SALE

2014 - 312

2015 - 296

VALUE OF BOATS SOLD

2014 - £189.6 million

2015 - £185.4 million

AVG. BOAT VALUE

2014 - £50,555

2015 - £52,568

POWER

BOATS SOLD

2014 - 2,269 boats

2015 - 2,129 boats

AVG. DAYS TO SALE

2014 - 317

2015 - 294

VALUE OF BOATS SOLD

2014 - £120.2 million

2015 - £128.1 million

AVG. BOAT VALUE

2014 - £52,991

2015 - £60,162

SAIL

BOATS SOLD

2014 - 1,482 boats

2015 - 1,398 boats

AVG. DAYS TO SALE

2014 - 304

2015 - 297

VALUE OF BOATS SOLD

2014 - £69.4 million

2015 - £57.3 million

AVG. BOAT VALUE

2014 - £46,826

2015 - £41,004

SPAIN

Spanish brokerage sales increased by 6 percent, but were completed at lower average prices. The sailboat market provided all of the growth, while power sales declined slightly for the year.

OVERALL

BOATS SOLD

2014 - 796 boats

2015 - 847 boats

AVG. DAYS TO SALE

2014 - 389

2015 - 392

VALUE OF BOATS SOLD

2014 - €226.1 million

2015 - €207.6 million

AVG. BOAT VALUE

2014 - €284,006

2015 - €245,143

POWER

BOATS SOLD

2014 - 600 boats

2015 - 584 boats

AVG. DAYS TO SALE

2014 - 372

2015 - 385

VALUE OF BOATS SOLD

2014 - €165.8 million

2015 - €153.7 million

AVG. BOAT VALUE

2014 - €276,389

2015 - €263,174

SAIL

BOATS SOLD

2014 - 196 boats

2015 - 263 boats

AVG. DAYS TO SALE

2014 - 438

2015 - 407

VALUE OF BOATS SOLD

2014 - €60.2 million

2015 - €53.9 million

AVG. BOAT VALUE

2014 - €307,324

2015 - €205,106

FRANCE

Powerboat sales led the brokerage rebound in France to an overall 27 percent growth in sales volume. Powerboat sales were up 46 percent, but prices were also sharply lower in 2015, and overall sales were down more than €20 million.

OVERALL

BOATS SOLD

2014 - 691 boats

2015 - 877 boats

AVG. DAYS TO SALE

2014 - 398

2015 - 351

VALUE OF BOATS SOLD

2014 - €411.8 million

2015 - €389.1 million

AVG. BOAT VALUE

2014 - €595,919

2015 - €443,669

POWER

BOATS SOLD

2014 - 351 boats

2015 - 514 boats

AVG. DAYS TO SALE

2014 - 420

2015 - 354

VALUE OF BOATS SOLD

2014 - €357.7 million

2015 - €335.0 million

AVG. BOAT VALUE

2014 - €1,019,205

2015 - €651,825

SAIL

BOATS SOLD

2014 - 340 boats

2015 - 363 boats

AVG. DAYS TO SALE

2014 - 375

2015 - 348

VALUE OF BOATS SOLD

2014 - €54.0 million

2015 - €54.1 million

AVG. BOAT VALUE

2014 - €158,938

2015 - €148,926

NETHERLANDS

Brokers in the Netherlands reported 36 percent higher sales in 2016. While overall value of sales fell substantially, for all boats below 80 feet, overall value increased 40 percent, from £70.4 to £98.8 million.

OVERALL

BOATS SOLD

2014 - 650 boats

2015 - 883 boats

AVG. DAYS TO SALE

2014 - 352

2015 - 308

VALUE OF BOATS SOLD

2014 - €161.9 million

2015 - €99.4 million

AVG. BOAT VALUE

2014 - €249,120

2015 - €112,557

POWER

BOATS SOLD

2014 - 213 boats

2015 - 279 boats

AVG. DAYS TO SALE

2014 - 416

2015 - 352

VALUE OF BOATS SOLD

2014 - €123.1 million

2015 - €39.2 million

AVG. BOAT VALUE

2014 - €577,713

2015 - €140,430

SAIL

BOATS SOLD

2014 - 437 boats

2015 - 604 boats

AVG. DAYS TO SALE

2014 - 321

2015 - 287

VALUE OF BOATS SOLD

2014 - €38.9 million

2015 - €60.2 million

AVG. BOAT VALUE

2014 - €88,959

2015 - €99,682

ITALY

While sales volumes increased by 12 percent for the Italy brokerage market, the value of the boats sold rose substantially due to superyacht sales activity. Values in the sailboat market and among all boats 46 to 55 feet were lower in 2015.

OVERALL

BOATS SOLD

2014 - 515 boats

2015 - 575 boats

AVG. DAYS TO SALE

2014 - 517

2015 - 535

VALUE OF BOATS SOLD

2014 - €350.6 million

2015 - €573.9 million

AVG. BOAT VALUE

2014 - €680,851

2015 - €998,072

POWER

BOATS SOLD

2014 - 396 boats

2015 - 434 boats

AVG. DAYS TO SALE

2014 - 507

2015 - 500

VALUE OF BOATS SOLD

2014 - €300.3 million

2015 - €547.9 million

AVG. BOAT VALUE

2014 - €758,236

2015 - €1,262,485

SAIL

BOATS SOLD

2014 - 119 boats

2015 - 141 boats

AVG. DAYS TO SALE

2014 - 550

2015 - 642

VALUE OF BOATS SOLD

2014 - €50.4 million

2015 - €26.0 million

AVG. BOAT VALUE

2014 - €423,334

2015 - €184,205

GERMANY

German brokers reported a slight decrease in 2015 sales due to lower powerboat volume. Sailboat sales volume grew by 9 percent, and both segments commanded a higher average value per boat.

OVERALL

BOATS SOLD

2014 - 215 boats

2015 - 208 boats

AVG. DAYS TO SALE

2014 - 340

2015 - 379

VALUE OF BOATS SOLD

2014 - €21.4 million

2015 - €23.8 million

AVG. BOAT VALUE

2014 - €99,505

2015 - €114,376

POWER

BOATS SOLD

2014 - 52 boats

2015 - 31 boats

AVG. DAYS TO SALE

2014 - 377

2015 - 446

VALUE OF BOATS SOLD

2014 - €6.6 million

2015 - €4.1 million

AVG. BOAT VALUE

2014 - €126,315

2015 - €132,256

SAIL

BOATS SOLD

2014 - 163 boats

2015 - 177 boats

AVG. DAYS TO SALE

2014 - 329

2015 - 367

VALUE OF BOATS SOLD

2014 - €14.8 million

2015 - €19.7 million

AVG. BOAT VALUE

2014 - €90,952


2015 - €111,244

'15

/ YEAR-END

MARKET INDEX

UNITED STATES - SALES BY REGION



SOUTHEAST
MID-ATLANTIC
NORTHEAST
GREAT LAKES
GULF COAST
WEST
PACIFIC NORTHWEST

SOUTHEAST

Power boat sales led the region's growth in sales volume as well as its decline in time required to sell. Pricing was lower but this was entirely due to a drop in superyacht sales.

*Includes: Florida, Georgia, Kentucky, North Carolina, South Carolina & Tennessee

OVERALL

BOATS SOLD

2014 - 8,397 boats

2015 - 8,785 boats

AVG. DAYS TO SALE

2014 - 244

2015 - 233

VALUE OF BOATS SOLD

2014 - \$1.81 billion

2015 - \$1.69 billion

AVG. BOAT VALUE

2014 - \$216,105

2015 - \$192,540



POWER

BOATS SOLD

2014 - 7,251 boats

2015 - 7,625 boats

AVG. DAYS TO SALE

2014 - 238

2015 - 225

VALUE OF BOATS SOLD

2014 - \$1.68 billion

2015 - \$1.58 billion

AVG. BOAT VALUE

2014 - \$231,929

2015 - \$207,835



SAIL

BOATS SOLD

2014 - 1,146 boats

2015 - 1,160 boats

AVG. DAYS TO SALE

2014 - 284

2015 - 285

VALUE OF BOATS SOLD

2014 - \$132.9 million

2015 - \$106.7 million

AVG. BOAT VALUE

2014 - \$115,982

2015 - \$92,001



MID-ATLANTIC

There was a slight decrease in the number of brokerage boats sold in the region, but average sold prices increased, particularly among boats 36 to 45 feet and 56 to 79 feet.

*Includes: Washington D.C., Delaware, Maryland, New Jersey, Pennsylvania, Virginia & West Virginia

OVERALL

BOATS SOLD

2014 - 4,748 boats

2015 - 4,722 boats

AVG. DAYS TO SALE

2014 - 265

2015 - 279

VALUE OF BOATS SOLD

2014 - \$327.4 million

2015 - \$332.3 million

AVG. BOAT VALUE

2014 - \$68,960

2015 - \$70,381



POWER

BOATS SOLD

2014 - 4,009 boats

2015 - 3,990 boats

AVG. DAYS TO SALE

2014 - 256

2015 - 273

VALUE OF BOATS SOLD

2014 - \$262.4 million

2015 - \$269.7 million

AVG. BOAT VALUE

2014 - \$65,455

2015 - \$67,605



SAIL

BOATS SOLD

2014 - 739 boats

2015 - 732 boats

AVG. DAYS TO SALE

2014 - 316

2015 - 312

VALUE OF BOATS SOLD

2014 - \$65.1 million

2015 - \$62.6 million

AVG. BOAT VALUE

2014 - \$88,026

2015 - \$85,512



NORTHEAST

Sales in 2015 were 200-plus boats lower and average sold prices declined by about \$2,000. Powerboats sold 12 days faster than in 2014, while sailboats required an extra two weeks to be sold.

*Includes: Connecticut, Massachusetts, Maine, New Hampshire, New York, Rhode Island & Vermont

OVERALL

BOATS SOLD

2014 - 5,147 boats

2015 - 4,916 boats

AVG. DAYS TO SALE

2014 - 310

2015 - 303

VALUE OF BOATS SOLD

2014 - \$414.9 million

2015 - \$386.9 million

AVG. BOAT VALUE

2014 - \$80,600

2015 - \$78,692



POWER

BOATS SOLD

2014 - 4,043 boats

2015 - 3,894 boats

AVG. DAYS TO SALE

2014 - 299

2015 - 287

VALUE OF BOATS SOLD

2014 - \$328.9 million

2015 - \$309.6 million

AVG. BOAT VALUE

2014 - \$81,370

2015 - \$79,504



SAIL

BOATS SOLD

2014 - 1,104 boats

2015 - 1,022 boats

AVG. DAYS TO SALE

2014 - 351

2015 - 365

VALUE OF BOATS SOLD

2014 - \$85.9 million

2015 - \$77.3 million

AVG. BOAT VALUE

2014 - \$77,781

2015 - \$75,597



GREAT LAKES

Volume of reported sales rose 11 percent in 2015, to 3,684 boats. While average sold prices were level for sailboats, they increased by more than \$3,000 for powerboats.

*Includes: Illinois, Indiana, Michigan, Minnesota, New York, Ohio, Pennsylvania & Wisconsin

OVERALL

BOATS SOLD

2014 - 3,325 boats

2015 - 3,684 boats

AVG. DAYS TO SALE

2014 - 308

2015 - 304

VALUE OF BOATS SOLD

2014 - \$227.0 million

2015 - \$260.8 million

AVG. BOAT VALUE

2014 - \$68,258

2015 - \$70,803



POWER

BOATS SOLD

2014 - 2,789 boats

2015 - 3,074 boats

AVG. DAYS TO SALE

2014 - 301

2015 - 290

VALUE OF BOATS SOLD

2014 - \$199.7 million

2015 - \$229.9 million

AVG. BOAT VALUE

2014 - \$71,603

2015 - \$74,792



SAIL

BOATS SOLD

2014 - 536 boats

2015 - 610 boats

AVG. DAYS TO SALE

2014 - 349

2015 - 373

VALUE OF BOATS SOLD

2014 - \$27.3 million

2015 - \$30.9 million

AVG. BOAT VALUE

2014 - \$50,850

2015 - \$50,702



GULF COAST

The total value of sales in the region rose \$12.5 million despite a slight decline in sales volume. The average boat value increased by 12 percent.

*Includes: Alabama, Louisiana, Mississippi & Texas

OVERALL

BOATS SOLD

2014 - 1,573 boats

2015 - 1,553 boats

AVG. DAYS TO SALE

2014 - 246

2015 - 263

VALUE OF BOATS SOLD

2014 - \$123.9 million

2015 - \$136.4 million

AVG. BOAT VALUE

2014 - \$78,735

2015 - \$87,859



POWER

BOATS SOLD

2014 - 1,209 boats

2015 - 1,196 boats

AVG. DAYS TO SALE

2014 - 243

2015 - 258

VALUE OF BOATS SOLD

2014 - \$101.7 million

2015 - \$116.9 million

AVG. BOAT VALUE

2014 - \$84,081

2015 - \$97,773



SAIL

BOATS SOLD

2014 - 364 boats

2015 - 357 boats

AVG. DAYS TO SALE

2014 - 257

2015 - 280

VALUE OF BOATS SOLD

2014 - \$22.2 million

2015 - \$19.5 million

AVG. BOAT VALUE

2014 - \$60,981

2015 - \$54,646



WEST

In this region, sales volumes were lower by 17 percent in 2015. Boats sold two weeks faster, on average, and at a value \$15,000 higher than in 2014.

*Includes: California, Colorado, Hawai'i, Montana, Nevada, Oregon, Utah & Wyoming

OVERALL

BOATS SOLD

2014 - 3,716 boats

2015 - 3,090 boats

AVG. DAYS TO SALE

2014 - 262

2015 - 248

VALUE OF BOATS SOLD

2014 - \$344.4 million

2015 - \$334.6 million

AVG. BOAT VALUE

2014 - \$92,672

2015 - \$108,290

POWER

BOATS SOLD

2014 - 2,633 boats

2015 - 2,151 boats

AVG. DAYS TO SALE

2014 - 260

2015 - 244

VALUE OF BOATS SOLD

2014 - \$254.7 million

2015 - \$251.3 million

AVG. BOAT VALUE

2014 - \$96,731

2015 - \$116,844

SAIL

BOATS SOLD

2014 - 1,083 boats

2015 - 939 boats

AVG. DAYS TO SALE

2014 - 267

2015 - 257

VALUE OF BOATS SOLD

2014 - \$89.7 million

2015 - \$83.3 million

AVG. BOAT VALUE

2014 - \$82,804

2015 - \$88,695

PACIFIC NORTHWEST

Sales volume increased modestly in the region, but total price paid grew by 67 percent due to the sale of expensive vessels over 80 feet. On average, boats sold 25 days faster than in 2014.

*Includes: Alaska, Idaho & Washington

OVERALL

BOATS SOLD

2014 - 1,758 boats

2015 - 1,814 boats

AVG. DAYS TO SALE

2014 - 292

2015 - 267

VALUE OF BOATS SOLD

2014 - \$232.0 million

2015 - \$388.2 million

AVG. BOAT VALUE

2014 - \$131,947

2015 - \$214,000

POWER

BOATS SOLD

2014 - 1,344 boats

2015 - 1,382 boats

AVG. DAYS TO SALE

2014 - 287

2015 - 272

VALUE OF BOATS SOLD

2014 - \$201.7 million

2015 - \$359.7 million

AVG. BOAT VALUE

2014 - \$150,100

2015 - \$260,293

SAIL

BOATS SOLD

2014 - 414 boats

2015 - 432 boats

AVG. DAYS TO SALE

2014 - 307

2015 - 251

VALUE OF BOATS SOLD

2014 - \$30.2 million

2015 - \$28.5 million

AVG. BOAT VALUE

2014 - \$73,015

2015 - \$65,904



'15

/ YEAR-END

MARKET INDEX

EUROPE - TOP BRANDS & CLASSES

SAIL CRUISER
POWER CRUISER
MOTOR YACHT
SAIL CRUISER/RACER
SPORTS CRUISER
FLYBRIDGE

SAIL CRUISER

More than 2,000 boats were sold in this class—35 percent built by three French and German brands. Dufour models sold fastest; Hallberg-Rassy, for the highest value.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Jeanneau	261	€20.5m	€78,632	293	36'	'02
Beneteau	239	€20.1m	€84,284	338	38'	'01
Bavaria	217	€15.8m	€72,808	288	38'	'03
Dufour	83	€6.9m	€83,784	259	37'	'01
Moody	78	€4.6m	€59,146	294	34'	'88
Westerly	74	€1.9m	€25,349	346	29'	'82
Hallberg-Rassy	74	€13.8m	€186,234	333	38'	'94
All Makes	2,025	€184.3m	€91,018	330	37'	'96

POWER CRUISER

Jeanneau models sold in this class were much newer and sold faster than others in the top six. Princess models were largest and highest-priced.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Jeanneau	98	€8.7m	€88,510	191	28'	'07
Sealine	83	€7.9m	€96,205	305	32'	'99
Fairline	76	€8.7m	€114,052	249	24'	'94
Princess	57	€15.6m	€274,134	349	44'	'93
Bayliner	45	€1.9m	€43,364	318	26'	'02
Beneteau	39	€2.4m	€62,285	210	30'	'02
All Makes	1,279	€167.6m	€131,031	296	34'	'99

MOTOR YACHT

In this class, 40 percent of boats sold were built by the top six brands. The highest median prices were received for Sunseeker and Azimut models; Jeanneau models were the newest.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sunseeker	98	€132.6m	€1,352,560	472	64'	'06
Fairline	70	€22.1m	€316,608	475	46'	'01
Princess	66	€40.8m	€618,753	338	52'	'01
Sealine	63	€8.9m	€141,937	290	36'	'02
Jeanneau	27	€3.9m	€147,122	356	36'	'07
Azimut	26	€22.6m	€868,977	329	63'	'06
All Makes	873	€684.7m	€784,326	403	52'	'02

CRUISER/RACER

Sales of Beneteau models were two-to-one ahead of X-Yachts, which sold for the highest prices. The newest in class were J/Boats and Dufour, the latter also the largest models.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Beneteau	103	€6.0m	€58,647	297	32'	'02
X-Yachts	50	€6.4m	€127,502	489	38'	'02
Dehler	29	€2.4m	€81,071	366	35'	'00
J Boats	28	€2.7m	€94,731	262	33'	'05
Dufour	26	€2.7m	€103,659	290	40'	'05
Jeanneau	24	€2.3m	€95,666	491	38'	'02
All Makes	573	€55.4m	€96,656	400	36'	'98

SPORTS CRUISER

Fairline and Sealine models led in sales volumes, and along with Bayliner and Sea Ray, they were also oldest. Princess and Sunseeker, were largest and highest valued.

MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Fairline	44	€6.6m	€150,263	393	37'	'99
Sealine	42	€2.5m	€59,175	294	28'	'98
Sunseeker	29	€7.3m	€251,514	370	43'	'01
Bayliner	22	€570k	€25,951	301	25'	'99
Sea Ray	17	€1.0m	€59,815	366	30'	'98
Jeanneau	14	€1.1m	€77,063	270	27'	'07
Princess	14	€3.6m	€254,916	364	43'	'02
All Makes	373	€41.7m	€111,835	343	33'	'01

FLYBRIDGE

Princess and Fairline models led this category in volume. Azimut models were the largest and most costly, and along with Nord West and Jeanneau, the newest.


MAKE	BOATS SOLD	EUR TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Princess	50	€16.9m	€338,529	427	46'	'98
Fairline	36	€10.7m	€295,883	435	47'	'00
Azimut	23	€13.9m	€607,961	484	61'	'05
Sealine	20	€2.9m	€146,566	441	39'	'01
Nord West	20	€5.7m	€286,386	131	40'	'05
Jeanneau	14	€1.7m	€121,574	758	36'	'06
All Makes	345	€133.5m	€386,906	521	50'	'01

'15

/ YEAR-END

MARKET INDEX

UNITED STATES - TOP BRANDS & CLASSES



POWER CRUISER
CENTER CONSOLE
SALTWATER FISHING
EXPRESS CRUISER
MOTOR YACHT
SAIL CRUISER

POWER CRUISER

One-third of sales in this class were Sea Ray models. Formula, were the newest, largest and top valued.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	1,165	\$81.4m	\$69,853	240	30'	'02
Bayliner	270	\$7.2m	\$26,616	253	27'	'99
Formula	159	\$18.9m	\$118,979	209	34'	'05
Rinker	133	\$6.7m	\$50,024	242	29'	'04
Chaparral	132	\$6.7m	\$50,679	247	28'	'04
Maxum	124	\$3.7m	\$29,353	225	28'	'00
All Makes	3,551	\$273.5m	\$77,025	247	31'	'02

CENTER CONSOLE

Boston Whaler models were top sellers and oldest in class. Regulator and Everglades, were top valued, and Sea Hunt, sold fastest.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Boston-Whaler	254	\$8.7m	\$34,166	128	20'	'99
Grady-White	154	\$7.3m	\$47,284	133	24'	'02
Regulator	97	\$9.5m	\$97,654	131	26'	'06
Sea Hunt	95	\$3.4m	\$35,716	74	21'	'09
Everglades	92	\$8.9m	\$97,172	170	27'	'09
Pursuit	92	\$5.9m	\$63,921	189	25'	'04
All Makes	2,983	\$165.2m	\$55,367	152	25'	'05

SALTWATER FISHING

Boston Whaler and Grady-White were top sellers and quickest to sell in class. Largest and highest-valued were boats by Pursuit.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Boston Whaler	242	\$17.0m	\$70,389	130	24'	'06
Grady-White	169	\$11.8m	\$69,955	139	26'	'05
Pursuit	140	\$14.8m	\$105,929	197	29'	'06
Parker	96	\$4.1m	\$42,780	170	22'	'06
Wellcraft	73	\$3.6m	\$49,845	238	26'	'04
Hydra-Sports	73	\$3.0m	\$41,242	165	25'	'04
All Makes	2,455	\$164.6m	\$67,030	182	26'	'05

EXPRESS CRUISER

Regal and Rinker boats sold were the newest and, except for Bayliner, least expensive. Tiara and Sea Ray, sold for the highest prices.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	763	\$63.1m	\$82,713	315	35'	'98
Tiara	182	\$26.1m	\$143,501	322	34'	'98
Regal	116	\$10.1m	\$87,492	330	32'	'04
Rinker	95	\$5.1m	\$53,716	211	31'	'04
Cruisers	95	\$12.3m	\$129,203	281	38'	'01
Bayliner	92	\$2.3m	\$25,245	266	28'	'99
All Makes	2,431	\$228.4m	\$93,960	330	34'	'00

MOTOR YACHT

There are many very large yachts in this class, but of the top six brands, Hatteras models were largest, oldest, and highest value. Meridian, were the newest and sold most quickly.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	346	\$76.0m	\$219,785	263	43'	'01
Carver	256	\$33.2m	\$129,520	355	41'	'98
Bayliner	156	\$14.1m	\$90,768	283	39'	'93
Silverton	128	\$13.4m	\$104,521	359	39'	'99
Hatteras	119	\$54.9m	\$462,130	342	57'	'86
Meridian	86	\$20.1m	\$234,186	239	41'	'06
All Makes	2,203	\$1.177b	\$534,174	356	48'	'97

SAIL CRUISER

Top sellers Hunter and Catalina were mostly boats built before 2000. Beneteau and Jeanneau models sold were largest, newest and highest-valued.

MAKE	BOATS SOLD	USD TOTAL	AVG. PRICE	AVG. DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
Hunter	381	\$27.4m	\$71,839	293	35'	'98
Catalina	325	\$17.3m	\$53,254	247	33'	'93
Beneteau	257	\$32.3m	\$125,493	272	38'	'03
Island Packet	84	\$10.3m	\$123,019	327	35'	'94
Pearson	65	\$1.4m	\$21,605	325	32'	'81
Jeanneau	62	\$9.9m	\$159,221	294	41'	'04
All Makes	2,183	\$179.1m	\$82,056	309	36'	'93

NOTES



'15

/ YEAR-END
MARKET INDEX

John Burnham, Managing Editor, jburnham@yachtworld.com
Design by Michael Bantug

Cover image courtesy, Fountaine Pajot

