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Global Perspective

In the third quarter of 2016, Europe continued its sales rally, with brokers selling 8 percent more boats than in Q3 2015. Yet decreased sales in the larger U.S. brokerage market offset those gains, and the combined yacht brokerage market remained lower for the first nine months of 2016.

Notable gains in the total value of boats sold by U.S. brokers were more than offset by significantly lower value European sales. These value swings were mainly due to superyacht pricing fluctuations in both markets.

The detail in these numbers and much more is available in this edition of the *YachtWorld Market Index*. We provide a special report on sales in Spain, quarterly sales data on the top brands in the most popular boat classes, and a study of the time required to sell boats of different lengths and different ages.

We look forward to your questions and input.

John Burnham

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YachtWorld Managing Editor

GLOBAL TOTALS

Q1–3 2015

\$4.38 billion

30,577 boats

Q1–3 2016

\$4.11 billion

30,208 boats

UNITED STATES

Q1–3 2015

\$2.91 billion

24,455 boats

Q1–3 2016

\$2.93 billion

23,968 boats

EUROPE

Q1–3 2015

€1.35 billion (\$1.47b)

6,122 boats

Q1–3 2016

€1.18 billion (\$1.30b)

6,240 boats

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

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United States: Values Rise as Volume Declines

The total number of brokerage boats sold in the U.S. during 2016's third quarter was 2 percent less than the same period in 2015, but the total value of the boats sold was 10 percent higher. According to YachtWorld member brokerages reporting in SoldBoats, their proprietary database, 8,613 boats were sold during the three-month period, down from 8,787 a year earlier. Yet total value rose from \$871.9 million to \$962.5 million.

For the year to date, through September, 23,968 boats were reported sold, a 2-percent decline from 2015. The value gains of the third quarter pushed total value for the nine-month period into positive territory—\$2.93 billion, 1 percent ahead of the \$2.91 billion reported in 2015.

The third-quarter value gains in the U.S. market were largely attributable to the sale of higher priced boats over 80 feet long. During the quarter, 40 boats were sold compared to 38, the year before; the total value of the boats sold was \$142.8 million, up from \$59.6 million. The average boat sold for \$3.6 million in 2016, \$2 million more than in the third quarter of 2015.

Pricing held up well among other sizes of vessel sold during the third quarter, with average prices level or slightly higher in all market segments.

For 2016 as a whole, through September, average sale prices were higher among all boats 45 feet and smaller, and were level among boats 46 to 55 feet. Despite the improving prices mentioned for superyachts, above, as well as pricing gains in the 56- to 79-foot range, average prices for 2016 remained lower in these two large-yacht segments.

UNITED STATES - OVERALL SALES

OVERALL

BOATS SOLD

Q1-3 2015 - 24,455

Q1-3 2016 - 23,968

AVG. DAYS TO SALE

Q1-3 2015 - 264

Q1-3 2016 - 259

VALUE OF BOATS SOLD

Q1-3 2015 - \$2.91b

Q1-3 2016 - \$2.93b

AVG. BOAT VALUE

Q1-3 2015 - \$119,075

Q1-3 2016 - \$122,399



POWER

BOATS SOLD

Q1-3 2015 - 20,293

Q1-3 2016 - 19,857

AVG. DAYS TO SALE

Q1-3 2015 - 255

Q1-3 2016 - 249

VALUE OF BOATS SOLD

Q1-3 2015 - \$2.60b

Q1-3 2016 - \$2.62b

AVG. BOAT VALUE

Q1-3 2015 - \$127,925

Q1-3 2016 - \$131,913



SAIL

BOATS SOLD

Q1-3 2015 - 4,162

Q1-3 2016 - 4,111

AVG. DAYS TO SALE

Q1-3 2015 - 307

Q1-3 2016 - 309

VALUE OF BOATS SOLD

Q1-3 2015 - \$316.0m

Q1-3 2016 - \$314.3m

AVG. BOAT VALUE

Q1-3 2015 - \$75,927

Q1-3 2016 - \$76,443



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Europe: Third-Quarter Sales Volume Drives 2016 Gains

Brokerage boat sales in Europe increased by 165 boats in the third quarter of 2016 compared to the same period in 2015, an 8 percent gain with 2,223 boats sold. Yet the total value of boats sold in the quarter moved in the other direction, according to YachtWorld member brokerages reporting in SoldBoats, their proprietary database.

Sales value for the quarter decreased from €536 to €392 million; the steep decline was entirely based on the sale of fewer superyachts and at lower average prices. Only 45 boats over 80 feet were sold in the period, down from 54 the previous year, and the average sale value fell from €5.6 million to €3.2 million.

In all other segments of the market, both sales volume and value increased. Among boats sold under 46 feet, average prices were lower; among boats 46 to 79 feet, average prices increased.

For the year to date, sales volume was up 2 percent for European brokers, with 6,240 boats sold. The total value of sales was down 13 percent on sales of €1.18 billion. The average time required to sell a boat declined 2 percent, to 344 days.

Sailboat sales were 7 percent higher for the first nine months of 2016, with 2,846 boats sold for €282.7 million. Despite better sales in the second and third quarters, powerboat sales lagged 2 percent behind 2015 sales, with 3,394 boats sold. The total value of powerboat sales declined 17 percent, also due to the aforementioned drop in superyacht sales values.

EUROPE - OVERALL SALES

OVERALL

BOATS SOLD

Q1-3 2015 - 6,122

Q1-3 2016 - 6,240

AVG. DAYS TO SALE

Q1-3 2015 - 352

Q1-3 2016 - 344

VALUE OF BOATS SOLD

Q1-3 2015 - €1.35b

Q1-3 2016 - €1.18b

AVG. BOAT VALUE

Q1-3 2015 - €219,970

Q1-3 2016 - €188,662



POWER

BOATS SOLD

Q1-3 2015 - 3,455

Q1-3 2016 - 3,394

AVG. DAYS TO SALE

Q1-3 2015 - 346

Q1-3 2016 - 340

VALUE OF BOATS SOLD

Q1-3 2015 - €1.08b

Q1-3 2016 - €894.6m

AVG. BOAT VALUE

Q1-3 2015 - €311,971

Q1-3 2016 - €263,581



SAIL

BOATS SOLD

Q1-3 2015 - 2,667

Q1-3 2016 - 2,846

AVG. DAYS TO SALE

Q1-3 2015 - 358

Q1-3 2016 - 348

VALUE OF BOATS SOLD

Q1-3 2015 - €268.8m

Q1-3 2016 - €282.7m

AVG. BOAT VALUE

Q1-3 2015 - €100,787

Q1-3 2016 - €99,317



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Spain Report: Mixed Results in 2016

While new-boat sales in Spain have improved recently, the brokerage sales report showed a decline in transactions with 643 boats sold in the first nine months of 2016 compared to 657 boats during the previous year. However, according to YachtWorld member brokerages reporting in SoldBoats, their proprietary database, the total value of boats sold increased by 8 percent.

The total value of all boats sold through August was 164 million Euros, an increase of nearly 12 million. The average price paid per boat increased by 10 percent, or more than 20,000 Euros.

A year ago, brokers reported that a dramatic increase in the number of sailboats sold between 2014 and 2015 had helped increase total boat sales through August. This year's decline was due to fewer powerboat sales, off by 14 boats compared to no change in sailboat sales. Most of the gains in the total price paid for boats came on the sail side, up 9 million Euros while powerboat values were up by 3 million.

Viewed by length, fewer sales were made in segments under 36 feet and between 46 and 55 feet in 2016 compared to 2015; more sales were made among large-yacht segments and boats 36 to 45 feet. The largest decline was among boats 26 to 35 feet, down from 177 boats to 148 sold.

The gains in sales volume were most dramatic among yachts 56 to 79 feet, a 67 percent rise from 48 to 80 boats sold—two-thirds more boats and three-quarters greater value at 58 million Euros. Sales of yachts over 80 feet were level at 19, but the total price paid in this volatile segment slipped from 54 million to 38 million Euros.

SPAIN - OVERALL SALES

OVERALL

BOATS SOLD

Q1-3 2015 - 657

Q1-3 2016 - 643

AVG. DAYS TO SALE

Q1-3 2015 - 400

Q1-3 2016 - 398

VALUE OF BOATS SOLD

Q1-3 2015 - €152.1m

Q1-3 2016 - €163.9m

AVG. BOAT VALUE

Q1-3 2015 - €231,530

Q1-3 2016 - €254,952



POWER

BOATS SOLD

Q1-3 2015 - 456

Q1-3 2016 - 442

AVG. DAYS TO SALE

Q1-3 2015 - 392

Q1-3 2016 - 390

VALUE OF BOATS SOLD

Q1-3 2015 - €113.8m

Q1-3 2016 - €117.1m

AVG. BOAT VALUE

Q1-3 2015 - €249,552

Q1-3 2016 - €264,826



SAIL

BOATS SOLD

Q1-3 2015 - 201

Q1-3 2016 - 201

AVG. DAYS TO SALE

Q1-3 2015 - 418

Q1-3 2016 - 416

VALUE OF BOATS SOLD

Q1-3 2015 - €38.3m

Q1-3 2016 - €46.9m

AVG. BOAT VALUE

Q1-3 2015 - €190,646

Q1-3 2016 - €233,238



<26'

BOATS SOLD

Q1-3 2015 - 102

Q1-3 2016 - 98

AVG. DAYS TO SALE

Q1-3 2015 - 373

Q1-3 2016 - 287

VALUE OF BOATS SOLD

Q1-3 2015 - €2.38m

Q1-3 2016 - €2.36m

AVG. BOAT VALUE

Q1-3 2015 - €23,333

Q1-3 2016 - €24,045

26-35'

BOATS SOLD

Q1-3 2015 - 177

Q1-3 2016 - 148

AVG. DAYS TO SALE

Q1-3 2015 - 366

Q1-3 2016 - 331

VALUE OF BOATS SOLD

Q1-3 2015 - €10.0m

Q1-3 2016 - €9.3m

AVG. BOAT VALUE

Q1-3 2015 - €56,544

Q1-3 2016 - €62,785

36-45'

BOATS SOLD

Q1-3 2015 - 177

Q1-3 2016 - 189

AVG. DAYS TO SALE

Q1-3 2015 - 429

Q1-3 2016 - 374

VALUE OF BOATS SOLD

Q1-3 2015 - €24.6m

Q1-3 2016 - €26.1m

AVG. BOAT VALUE

Q1-3 2015 - €139,104

Q1-3 2016 - €138,199

SPAIN - SALES BY SIZE

46-55'

BOATS SOLD

Q1-3 2015 - 134

Q1-3 2016 - 109

AVG. DAYS TO SALE

Q1-3 2015 - 316

Q1-3 2016 - 492

VALUE OF BOATS SOLD

Q1-3 2015 - €28.2m

Q1-3 2016 - €30.2m

AVG. BOAT VALUE

Q1-3 2015 - €210,135

Q1-3 2016 - €276,749

56-79'

BOATS SOLD

Q1-3 2015 - 48

Q1-3 2016 - 80

AVG. DAYS TO SALE

Q1-3 2015 - 506

Q1-3 2016 - 521

VALUE OF BOATS SOLD

Q1-3 2015 - €33.3m

Q1-3 2016 - €58.5m

AVG. BOAT VALUE

Q1-3 2015 - €693,909

Q1-3 2016 - €730,982

80'+

BOATS SOLD

Q1-3 2015 - 19

Q1-3 2016 - 19

AVG. DAYS TO SALE

Q1-3 2015 - 916

Q1-3 2016 - 679

VALUE OF BOATS SOLD

Q1-3 2015 - €53.6m

Q1-3 2016 - €37.5m

AVG. BOAT VALUE

Q1-3 2015 - €2,823,165

Q1-3 2016 - €1,974,815

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UNITED STATES - TOP BRANDS & CLASSES

POWER CRUISER
CENTER CONSOLE
EXPRESS CRUISER
SALTWATER FISHING
MOTOR YACHT
SAIL CRUISER
BOWRIDER
SPORTFISHING
CRUISER/RACER
TRAWLER

UNITED STATES - TOP BRANDS & CLASSES Q3

Power Cruiser

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	361	\$22,513,020	\$62,363	230	31	2002
Bayliner	66	\$1,946,340	\$29,490	231	28	2002
Formula	62	\$7,240,485	\$116,782	177	34	2005
Four Winns	44	\$2,148,129	\$48,821	225	29	2004
Chaparral	42	\$2,276,239	\$54,196	198	28	2005
Rinker	36	\$1,748,195	\$48,561	328	31	2004
Cruisers Yachts	36	\$3,688,800	\$102,467	230	35	2002
Maxum	35	\$981,575	\$28,045	256	29	2002
Carver	34	\$2,237,445	\$65,807	361	35	1994
Regal	33	\$2,298,129	\$69,640	250	32	2003
All Makes	1,131	\$88,639,896	\$78,373	235	31	2002

Center Console

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Boston Whaler	80	\$2,931,410	\$36,643	111	21	2001
Grady-White	57	\$3,002,540	\$52,676	139	25	2003
Regulator	33	\$4,161,162	\$126,096	114	28	2008
Robalo	31	\$1,488,438	\$48,014	190	22	2009
Sea Hunt	28	\$999,621	\$35,701	53	21	2012
Sea Fox	23	\$1,056,265	\$45,925	121	23	2011
Everglades	23	\$1,729,605	\$75,200	103	26	2010
Key West	23	\$529,728	\$23,032	141	20	2008
Mako	21	\$471,530	\$22,454	144	23	1997
Yellowfin	19	\$3,714,840	\$195,518	146	33	2010
All Makes	828	\$48,003,129	\$57,975	143	24	2006

Express Cruiser

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	230	\$17,854,610	\$77,629	369	35	1999
Tiara	65	\$9,058,853	\$139,367	239	35	1999
Regal	37	\$2,616,860	\$70,726	290	32	2003
Rinker	30	\$1,520,924	\$50,697	215	32	2003
Bayliner	28	\$580,445	\$20,730	224	28	1999
Formula	28	\$2,558,390	\$91,371	271	34	2002
Cruisers Yachts	20	\$1,939,800	\$96,990	254	36	2003
Wellcraft	20	\$600,050	\$30,003	400	31	1996
Chris-Craft	14	\$717,067	\$51,219	516	32	1990
Maxum	14	\$440,480	\$31,463	253	31	2000
All Makes	692	\$66,870,454	\$96,634	322	34	2000

Saltwater Fishing

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Boston Whaler	62	\$3,520,771	\$56,787	138	25	2005
Grady-White	51	\$3,928,900	\$77,037	135	25	2005
Pursuit	40	\$4,799,273	\$119,982	181	30	2006
Wellcraft	28	\$1,363,239	\$48,687	240	26	2005
Sea Hunt	19	\$555,521	\$29,238	56	21	2009
Regulator	17	\$1,494,000	\$87,882	95	28	2006
Trophy	16	\$307,260	\$19,204	218	22	2005
Luhrs	16	\$1,812,250	\$113,266	222	36	2002
Parker	16	\$723,469	\$45,217	89	24	2007
Scout	14	\$1,158,500	\$82,750	64	25	2009
All Makes	642	\$45,114,686	\$70,272	174	27	2005

UNITED STATES - TOP BRANDS & CLASSES Q3

Motor Yacht

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Carver	104	\$12,956,680	\$124,583	292	40	1999
Sea Ray	77	\$17,148,387	\$222,706	287	43	2003
Bayliner	51	\$4,649,400	\$91,165	209	39	1994
Silverton	43	\$4,430,800	\$103,042	375	40	2000
Meridian	32	\$8,014,120	\$250,441	252	42	2007
Chris-Craft	28	\$1,121,300	\$40,046	382	43	1978
Hatteras	23	\$7,930,000	\$344,783	438	52	1986
Cruisers Yachts	21	\$3,875,150	\$184,531	291	41	2004
Mainship	14	\$718,000	\$51,286	414	37	1995
Maxum	12	\$1,389,100	\$115,758	164	41	2000
All Makes	640	\$244,428,386	\$381,919	335	46	1997

Sail Cruiser

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Hunter	108	\$6,957,859	\$64,425	279	35	1999
Catalina	95	\$6,064,849	\$63,841	275	34	1995
Beneteau	63	\$7,406,300	\$117,560	265	39	2003
Pearson	28	\$662,350	\$23,655	311	33	1983
Island Packet	17	\$2,246,400	\$132,141	324	36	1996
Jeanneau	16	\$1,712,650	\$107,041	230	39	2003
Tartan	11	\$862,000	\$78,364	495	35	1989
Morgan	9	\$293,000	\$32,556	310	39	1978
Cape Dory	9	\$277,500	\$30,833	286	31	1983
Pacific Seacraft	8	\$588,195	\$73,524	214	29	1994
All Makes	611	\$45,456,923	\$74,398	314	36	1992

Bowrider

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Sea Ray	85	\$2,782,420	\$32,734	198	23	2007
Chaparral	43	\$1,794,191	\$41,725	186	24	2009
Bayliner	35	\$557,989	\$15,943	177	19	2007
Hurricane	32	\$894,467	\$27,952	100	22	2010
Cobalt	23	\$1,308,197	\$56,878	264	25	2008
Four Winns	21	\$477,090	\$22,719	101	22	2004
Crownline	20	\$649,753	\$32,488	161	24	2009
Regal	18	\$637,795	\$35,433	260	23	2009
Monterey	16	\$474,445	\$29,653	288	22	2008
Grady-White	15	\$707,390	\$47,159	63	22	2000
All Makes	457	\$15,904,009	\$34,801	187	23	2007

Sportfishing

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Viking Yachts	18	\$15,509,870	\$861,659	341	51	2001
Grady-White	17	\$1,677,900	\$98,700	453	29	2003
Luhrs	16	\$1,268,400	\$79,275	464	35	1998
Bertram	15	\$1,497,250	\$99,817	466	41	1984
Hatteras	14	\$4,371,220	\$312,230	404	51	1990
Ocean Yachts	11	\$2,661,000	\$241,909	360	49	1995
Pursuit	11	\$1,264,700	\$114,973	130	30	2007
Tiara	11	\$2,119,000	\$192,636	328	37	1998
Boston Whaler	10	\$489,894	\$48,989	120	23	2006
Albamarle	7	\$1,376,000	\$196,571	251	35	2002
All Makes	350	\$77,516,583	\$221,476	326	37	1998

UNITED STATES - TOP BRANDS & CLASSES Q3

Cruiser/Racer

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Catalina	54	\$3,537,900	\$65,517	292	34	1996
Beneteau	40	\$3,892,400	\$97,310	257	36	2002
Hunter	34	\$1,372,039	\$40,354	218	35	1992
J Boats	21	\$1,674,350	\$79,731	323	34	1997
Jeanneau	12	\$1,565,800	\$130,483	47	39	2002
Sabre	8	\$570,500	\$71,313	349	36	1988
C&C	8	\$415,150	\$51,894	316	33	1990
Ericson	8	\$203,600	\$25,450	182	33	1981
Tartan	8	\$700,950	\$87,619	217	34	1990
Pearson	7	\$122,250	\$17,464	476	32	1980
All Makes	266	\$20,855,263	\$78,403	281	35	1993

Trawler

MAKE	BOATS SOLD	USD TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Grand Banks	34	\$4,870,750	\$143,257	293	38	1984
Mainship	26	\$3,490,200	\$134,238	232	38	2001
Marine Trader	19	\$918,781	\$48,357	309	39	1984
Nordic Tugs	17	\$3,690,450	\$217,085	253	34	2001
Ranger Tugs	14	\$2,023,462	\$144,533	200	28	2011
Albin	9	\$365,900	\$40,656	270	35	1985
DeFever	8	\$1,169,000	\$146,125	283	44	1989
CHB	7	\$321,500	\$45,929	186	38	1980
Ocean Alexander	6	\$716,995	\$119,499	226	42	1985
Camano	6	\$600,050	\$100,008	285	31	2003
All Makes	254	\$41,416,813	\$163,058	299	39	1992

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EUROPE - TOP BRANDS & CLASSES

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



EUROPE - TOP BRANDS & CLASSES Q3

Sail Cruiser

MAKE	BOATS SOLD	EUR TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Beneteau	59	€4,915,927	€83,321	348	39	2003
Bavaria	58	€3,612,900	€62,291	229	38	2004
Jeanneau	57	€4,369,977	€76,666	274	37	2000
Moody	20	€1,040,358	€52,018	193	34	1988
Hanse	18	€1,998,168	€111,009	226	38	2010
Hunter	17	€458,543	€26,973	242	29	1996
Dufour	17	€1,352,089	€79,535	432	36	2007
Westerly	16	€354,079	€22,130	265	30	1983
Hallberg-Rassy	16	€2,823,708	€176,482	294	36	1998
Dehler	13	€841,945	€64,765	277	37	1994
All Makes	507	€42,192,694	€83,220	328	36	1996

Power Cruiser

MAKE	BOATS SOLD	EUR TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Jeanneau	47	€3,328,260	€70,814	284	27	2008
Sealine	28	€3,328,544	€118,877	397	35	2003
Fairline	21	€2,622,709	€124,891	359	36	1997
Bayliner	21	€632,576	€30,123	180	26	2003
Beneteau	19	€1,814,895	€95,521	258	32	2008
Princess	18	€5,788,050	€321,558	194	48	2002
Freeman	10	€158,464	€15,846	165	26	1976
Viking	9	€323,543	€35,949	86	26	2011
Sea Ray	7	€322,369	€46,053	432	32	2001
Regal	7	€375,275	€53,611	154	29	2007
All Makes	370	€35,817,595	€96,804	270	32	2001

Motor Yacht

MAKE	BOATS SOLD	EUR TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Sunseeker	29	€21,803,024	€751,828	417	59	2007
Princess	26	€11,054,211	€425,162	393	55	2001
Sealine	14	€1,701,046	€121,503	198	45	2005
Fairline	14	€2,913,140	€208,081	537	43	2004
Azimut	12	€6,145,082	€512,090	337	57	2005
Jeanneau	6	€567,122	€94,520	221	34	2007
Riva	4	€1,909,950	€477,488	1,069	55	2002
Beneteau	4	€948,794	€237,199	406	45	2009
Pershing	3	€550,000	€183,333	737	44	2000
Rapsody	3	€390,000	€130,000	498	35	2002
All Makes	251	€106,774,599	€425,397	455	50	2002

Cruiser/Racer

MAKE	BOATS SOLD	EUR TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Beneteau	24	€1,569,052	€65,377	374	35	2001
X-Yachts	15	€2,012,637	€134,176	390	40	2003
Dufour	11	€1,242,752	€112,977	280	40	2009
Bavaria	7	€398,151	€56,879	206	36	2002
Hanse	6	€578,958	€96,493	273	42	2007
Dehler	6	€558,700	€93,117	380	38	2001
J Boats	6	€694,495	€115,749	451	37	2007
Elan	5	€308,620	€61,724	526	36	2006
Jeanneau	4	€188,851	€47,213	478	33	2003
Arcona	3	€578,472	€192,824	224	38	2010
All Makes	152	€20,593,313	€135,482	352	37	1999

EUROPE - TOP BRANDS & CLASSES Q3

Sports Cruiser

MAKE	BOATS SOLD	EUR TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Fairline	19	€2,192,726	€115,407	368	36	1999
Sealine	16	€1,081,759	€67,610	224	30	2000
Sunseeker	12	€2,301,481	€191,790	233	42	2001
Cranchi	7	€495,113	€70,730	131	37	2000
Sea Ray	6	€239,985	€39,998	225	27	2003
Bayliner	6	€104,735	€17,456	227	27	1997
Beneteau	5	€315,490	€63,098	577	27	2010
Bavaria	4	€288,654	€72,164	146	33	2006
Monterey	2	€63,227	€31,614	473	26	2005
Larson	2	€80,354	€40,177	107	27	2008
All Makes	114	€11,536,103	€101,194	283	33	2002

Flybridge

MAKE	BOATS SOLD	EUR TOTAL	AVG PRICE	AVG DAYS/SALE	MEDIAN LENGTH	MEDIAN YEAR
Sealine	16	€1,980,249	€123,766	279	39	2000
Princess	12	€5,352,711	€446,059	169	50	2001
Fairline	8	€2,144,577	€268,072	600	50	2003
Azimut	7	€3,283,300	€469,043	1,106	62	2003
Astondoa	6	€1,077,791	€179,632	638	47	1999
Jeanneau	6	€677,495	€112,916	156	36	2007
Ferretti Yachts	4	€1,145,000	€286,250	544	55	2002
Trader	3	€624,179	€208,060	427	52	1998
Cranchi	3	€358,132	€119,377	363	48	2002
Maiora	2	€950,000	€475,000	856	46	1999
All Makes	102	€ 33,022,535	€ 323,750	449	49	2001

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Global Report on Time to Sale by Age and Length

How fast do boats of different types and ages sell? A YachtWorld study attempted to answer the question last spring by looking at global brokerage sales reported by member brokerages of YachtWorld. The brokerages were located roughly three-quarters in the U.S. and one-quarter in Europe. The sales data shown in the tables in this article represent a 12-month period ending March 31, 2016, with powerboat sales figures shown below and adjacent, and sailboat sales on the following two pages.

Global Brokerage Sales – Power

BOATS SOLD & AVERAGE PRICE

	BOATS SOLD	AVG PRICE
1980 & Earlier	1,433	\$54,621
1981 to 1985	990	\$74,601
1986 to 1990	2,467	\$60,838
1991 to 1995	1,840	\$71,495
1996 to 2000	4,652	\$92,077
2001 to 2005	7,552	\$133,153
2006 to 2010	7,150	\$272,897
2011 and Later	4,956	\$281,365
Totals	31,040	\$167,956

TIME TO SALE BY AGE AND LENGTH

Each pair of tables displays three types of sales data: 1) number of boats sold, based on the year the boats were built, 2) the average sold price for boats of that age, and 3) the average number of days a boat was listed before a sale was completed, segmented by boat length.

It may surprise some readers that so many pre-1990 boats are still on the market and selling. The table below shows 4,890 powerboats of that vintage, and the table on page 24 shows 4,622 sailboats. All told, that's 9,512 boats sold in the 12-month period that were built before 1990. It's notable that boats with masts and sails nearly equaled the number of powerboats before 1990, yet afterwards, the number of powerboats sold far exceeded the number of sailboats.

Continued on next page

Global Brokerage Sales – Power

AVERAGE DAYS TO SALE

	ALL BOATS	<26'	26–35'	36–45'	46–55'	56–79'	80'+
1980 & Earlier	367	285	363	402	284	530	795
1981 to 1985	383	206	381	394	416	611	779
1986 to 1990	349	232	334	371	411	558	740
1991 to 1995	302	218	287	369	361	378	816
1996 to 2000	276	167	265	361	369	443	588
2001 to 2005	261	160	265	318	381	429	617
2006 to 2010	242	153	234	307	397	420	435
2011 and Later	200	181	211	228	232	288	321
Totals	267	173	268	337	365	431	531

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Global Report on Time to Sale by Age and Length (cont.)

The largest concentration of brokerage boats sold were built between 2000 and 2010—almost 18,000 boats. We know from other studies and can infer from this one that there were and still are notably fewer boats for sale that were built since the last recession.

The real depth of this study is in the section on average days required to sell a boat after it was listed. Averages can be skewed by small data samples, and that is evidently the case in some of the sailboat figures for boats 80-feet-plus. Nonetheless, the report clearly demonstrates that newer and smaller boats generally sold faster in the period.

Global Brokerage Sales – Sail

BOATS SOLD & AVERAGE PRICE

	BOATS SOLD	AVG PRICE
1980 & Earlier	1,717	\$30,397
1981 to 1985	1,453	\$35,278
1986 to 1990	1,452	\$52,391
1991 to 1995	803	\$76,114
1996 to 2000	1,082	\$100,430
2001 to 2005	1,655	\$118,117
2006 to 2010	1,536	\$175,918
2011 and Later	682	\$268,452
Totals	10,380	\$96,155

TIME TO SALE BY AGE AND LENGTH

Among the smallest powerboats, those built after 2011 averaged 181 days to sale, nearly a month more than those built from 1996 to 2010, but that example was the exception to the rule for recent model boats: For all larger powerboats, the 2011 and newer models sold one to three months faster. Also, until you look at boats over 56 feet, all sizes of boats were selling, on average, in about 7 to 8 months, whereas older boats averaged 9 months to over a year.

Among sailboats, the most recent models sold 1 to 3 months faster than boats 6 years and older, but the average days it took to make a sale didn't follow a uniform curve after that. We can speculate that this is because so many of the boats for sale were built before 1990 and there is an active market of affordable boats of that age. Overall, with an average of 329 days on the market compared to 267 days for powerboats, sailboat sellers have to be more patient for the right buyer to come along.

An earlier version of this article appeared in Soundings Trade Only.

Global Brokerage Sales – Sail

AVERAGE DAYS TO SALE

	ALL BOATS	<26'	26–35'	36–45'	46–55'	56–79'	80'+
1980 & Earlier	361	303	346	387	438	548	418
1981 to 1985	335	338	325	330	456	505	191
1986 to 1990	305	206	272	344	383	782	1,657
1991 to 1995	336	276	304	343	375	724	810
1996 to 2000	322	283	263	322	458	694	2,636
2001 to 2005	324	271	273	315	484	656	649
2006 to 2010	341	320	270	339	441	605	468
2011 and Later	281	323	236	276	316	292	395
Totals	329	296	297	334	432	589	867

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