

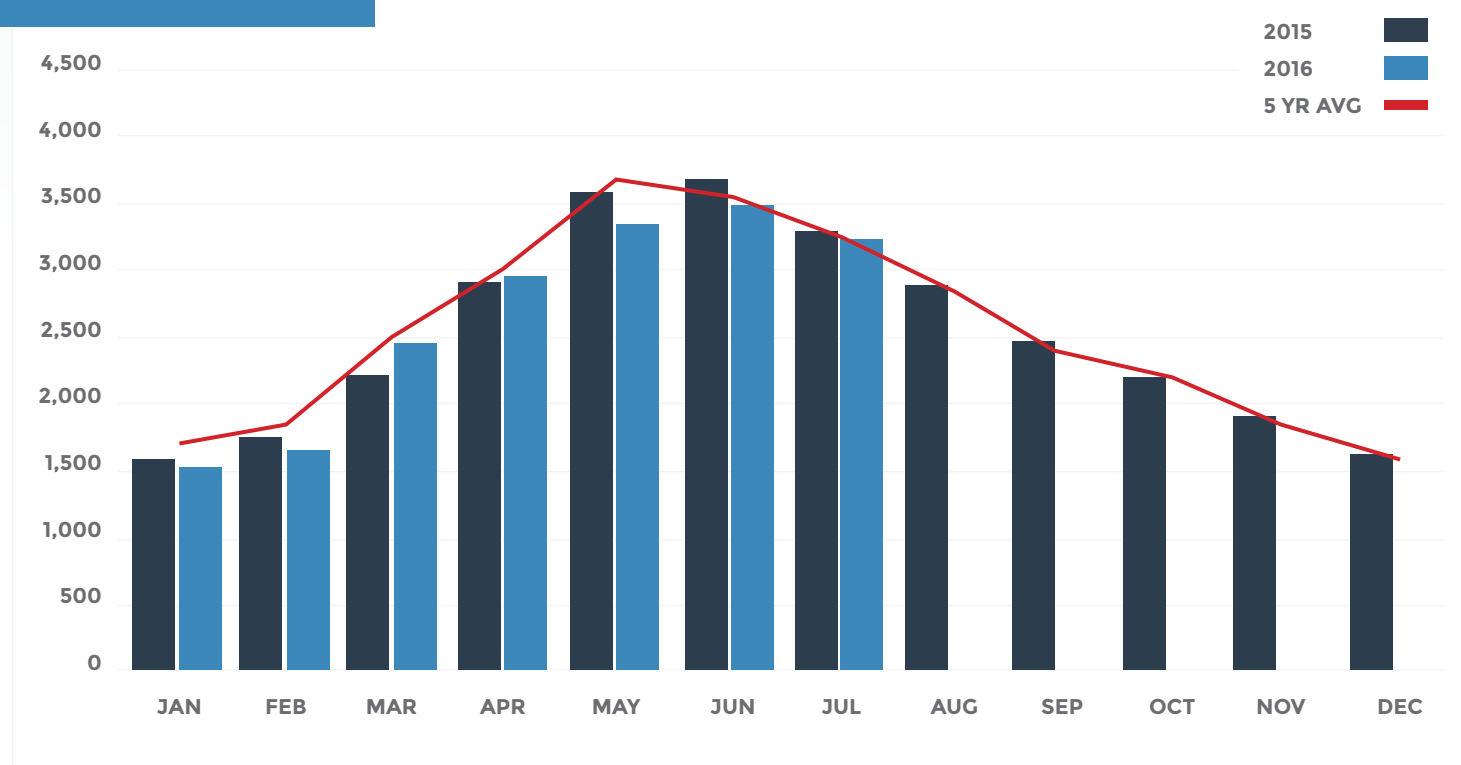


Soldboats Report, July 2016:

The volume of U.S. yacht brokerage sales declined in July by 114 boats, or 3 percent, compared to July of 2015, according to YachtWorld member brokers reporting in SoldBoats. The total value of the boats sold, \$332.3 million, was virtually identical to the previous year.

Superyacht sales (boats 80 feet plus) were lower by several boats during the period, but the total value of boats sold in the often-volatile category rose by 60 percent from \$29.3 million to \$46.8 million. The total value of boats sold in most other categories was lower for the month.

US BROKERAGE SALES



Both power and sail segments experienced declines in volume for the month, with power down 3 percent (78 boats) and sail down by 6 percent (36 boats).

Overall, the boats that changed hands sold 4 days faster, on average, than a year ago, indicating some additional fluidity in the market.

In the higher volume segments of the market, the only gains were among boats under 26 feet; in this size, sales increased by 1 percent, with 1,045 boats sold, and boats changed hands at a higher average price than a year ago, increasing from \$24,500 to \$25,900.

In the highest-volume sector, boats 26 to 35 feet, sales declined 3 percent with 1,263 boats sold. The total value of boats sold in this size remained level at \$74 million, and the average sold price increased from \$56,700 to \$58,600.

The 36- to 45-foot range was one of the strongest in the first half of 2016, but experienced a 5 percent decrease in July sales, with 716 boats sold. The average boat in this size sold for 4 percent less, as well, down from \$133,900 to \$128,300.

Sales were weaker during the month in the larger size ranges, with 46- to 55-foot and 56- to 79-foot segments both down 14 percent. While average prices were level in the 46- to 55-foot group, they increased by 9 percent for the larger boats.

Sales in 2016 through seven months were 18,604 boats, 2 percent behind sales in 2015. The total value of sales was \$2.3 billion, 3 percent lower than the previous year.