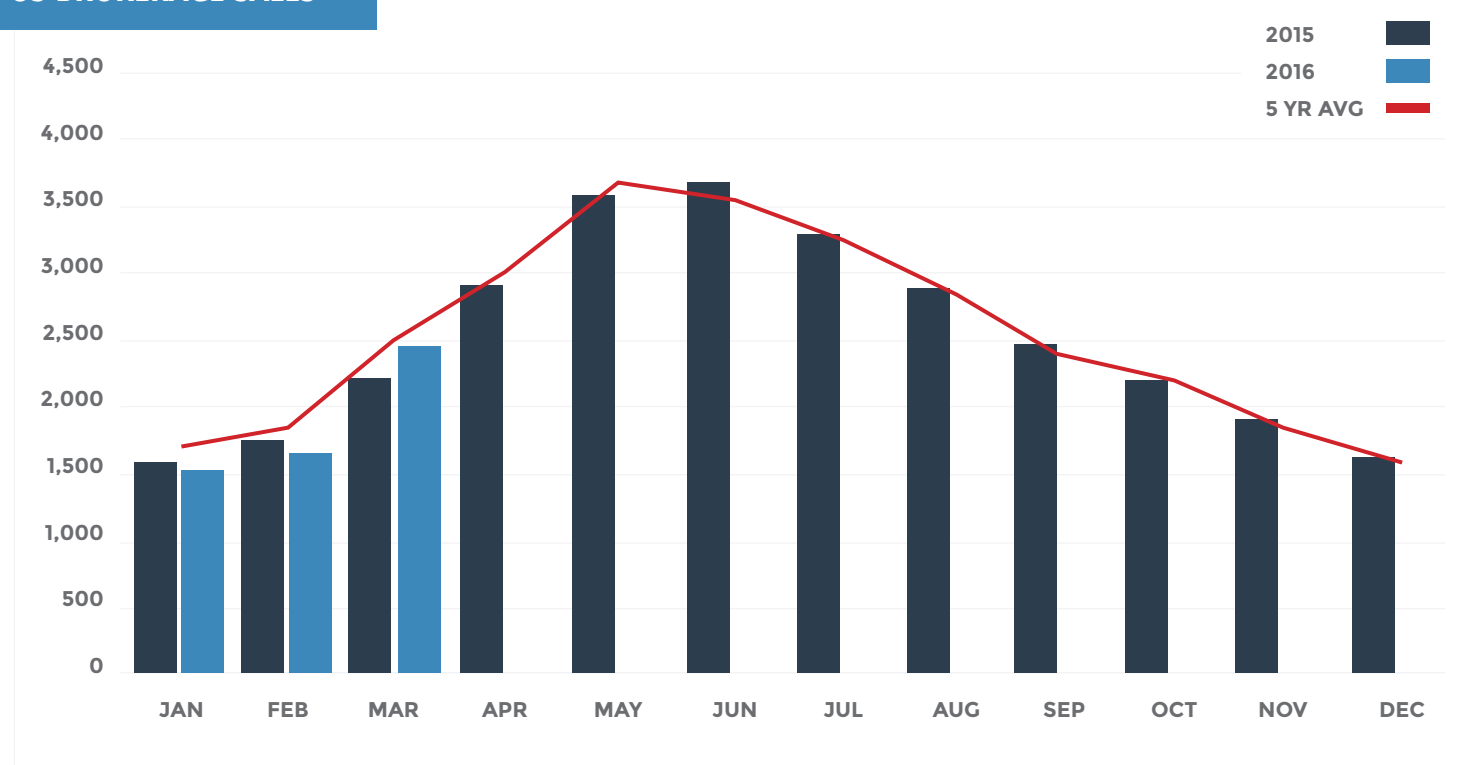


Soldboats Report, Mar.2016: Strong Bounce in March Brokerage Sales

After two weaker months of sales volume to start the year, the U.S. brokerage market picked up steam in March, with 2,443 boats sold, an increase of 10 percent over March 2015. According to YachtWorld member brokerages reporting in SoldBoats, the significant gains were made in the sale of boats under 45 feet; sales volumes of larger yachts were relatively level, but the yachts traded were generally less expensive than those sold a year earlier. The net result for the U.S. market as a whole was \$37 million lower total sales value.

To put the month in perspective, however, March's volume of 2,443 boats sold was still short of the five-year average for the month. In 2015, volume was the lowest in several years, at 2,215 boats. The average for the month was 2,507, and typical sales volume before 2014 was in the 2,600-boat range.

US BROKERAGE SALES



An unusual characteristic of brokerage sales in March was that more boats were sold in the segment under 26 feet than among those 26 to 35 feet. Compared to the previous March, sales were higher by 13 percent in this small-boat category, with 874 boats sold. In the 26- to 35-foot segment, 850 boats were sold, an 8 percent increase. The average sold price for both sizes also increased: among boats under 26 feet, the average rose from \$19,000 to \$23,400; for the larger boats, from \$46,500 to \$53,900.

Sales of boats 36 to 45 feet also gained significantly from one March to the next, increasing from 449 to 512 boats sold. The average sold price in this size gained 3 percent, from \$133,500 to \$137,900.

Although sales declined by one boat in the 46- to 55-foot range, with 127 boats changing hands, the total sold price rose more than \$2.1 million, and the average sold price gained 7 percent to \$305,400.

In contrast, the 62 boats sold between 56 and 79 feet, brought 20 percent less than the 61 boats sold a year ago. The average sold boat value was \$625,200, down from \$792,900. And the 18 boats sold that were longer than 80 feet brought their owners only \$3.2 million, on average, a steep drop from the \$6.5 million that superyachts in that size range delivered in March 2015.

For the first quarter, sales volume was up 2 percent in the U.S., with 5,564 boats sold. Aggregate value of the boats was \$703.6 million, down 6 percent from \$749.6 million a year earlier. Boats sold, on average, one day faster than in the first quarter of 2015.

-John Burnham