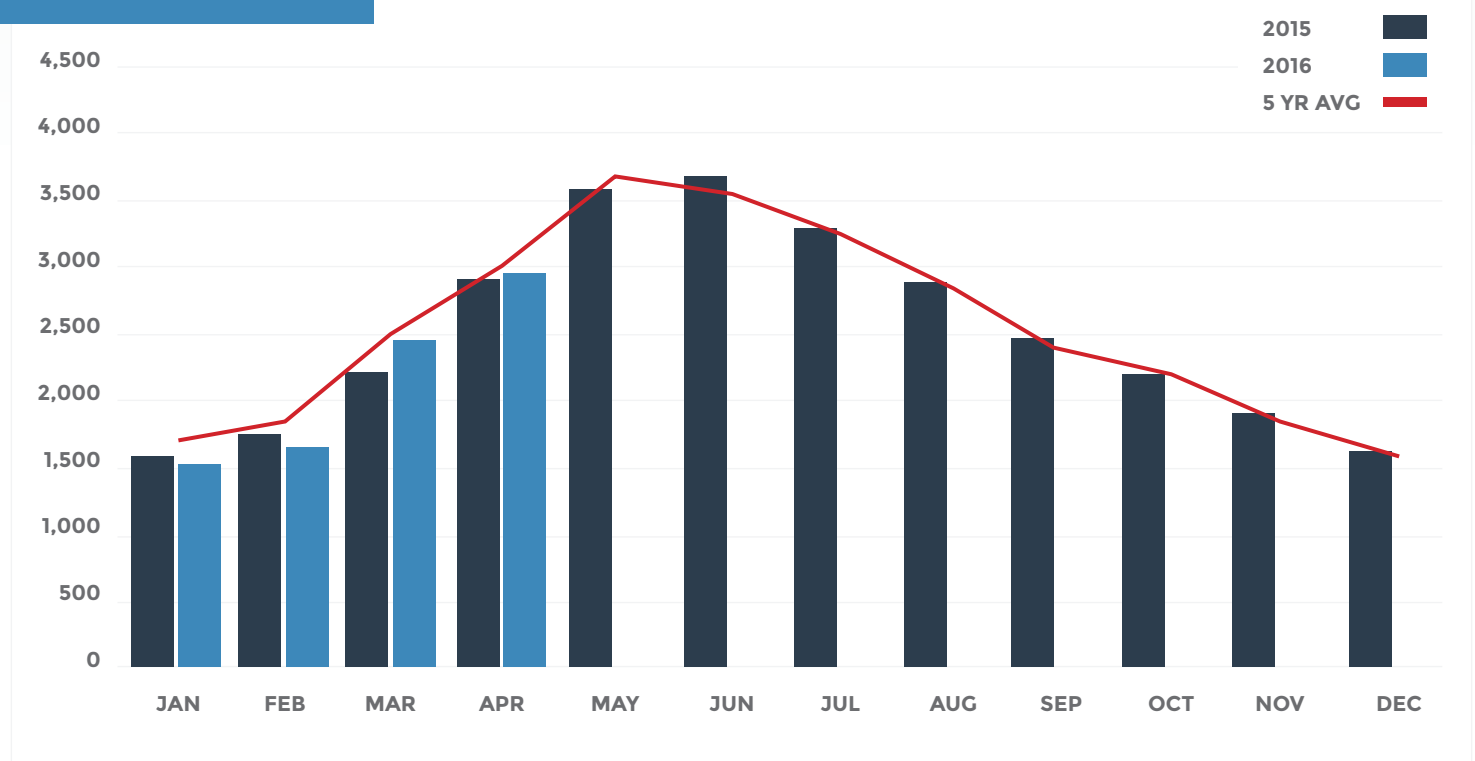


## Soldboats Report, Apr. 2016: Gains and Losses in April Brokerage

The number of brokerage boats sold in April in the U.S. improved slightly over the number sold in April, 2015, but the total price paid was incrementally lower. Volume increased by 20 boats, to 2,926, a 1 percent gain, and total value declined \$10.8 million to \$464.2 million, according to YachtWorld member brokerages reporting in SoldBoats.

While most indicators around sales volume in April were higher, the total sold fell just short of the average number sold in April over the last five years—2,971 boats.

### US BROKERAGE SALES



Powerboat sales gained 1 percent in the month, while sailboat sales slipped 1 percent, with 2,456 and 470 boats sold, respectively. The total value of powerboat sales was off by 3 percent, to \$428 million. Sailboats sold in the month brought a total price of \$36.2 million, a 7 percent gain over the previous April.

In most length ranges, sales trends from the first quarter of the year remained constant. In the volume end of the market, boats under 26 feet and from 36 to 45 feet continued to gain in unit sales compared to April 2015. The boats in the 36- to 45-foot range were in the fastest growth mode, with sales up 7 percent and 598 boats changing hands. The total price paid in this size kept pace, rising by 8 percent with \$83.6 million in sales.

Weaker categories in the month were 46 to 55 feet, down 18 percent with the sale of 140 boats, and 56 to 79 feet, off 7 percent with 68 boats sold. Average prices were higher in both categories, however, up 12 and 15 percent, respectively.

Sales of boats 80 feet and longer were strong for April, rising from 18 to 27 vessels reported sold. However, the total price paid for boats in this range declined \$17 million, with \$178.7 million in sales.

U.S. sales through the first four months of 2016 were up 2 percent over 2015, with 8,500 boats sold.

-John Burnham