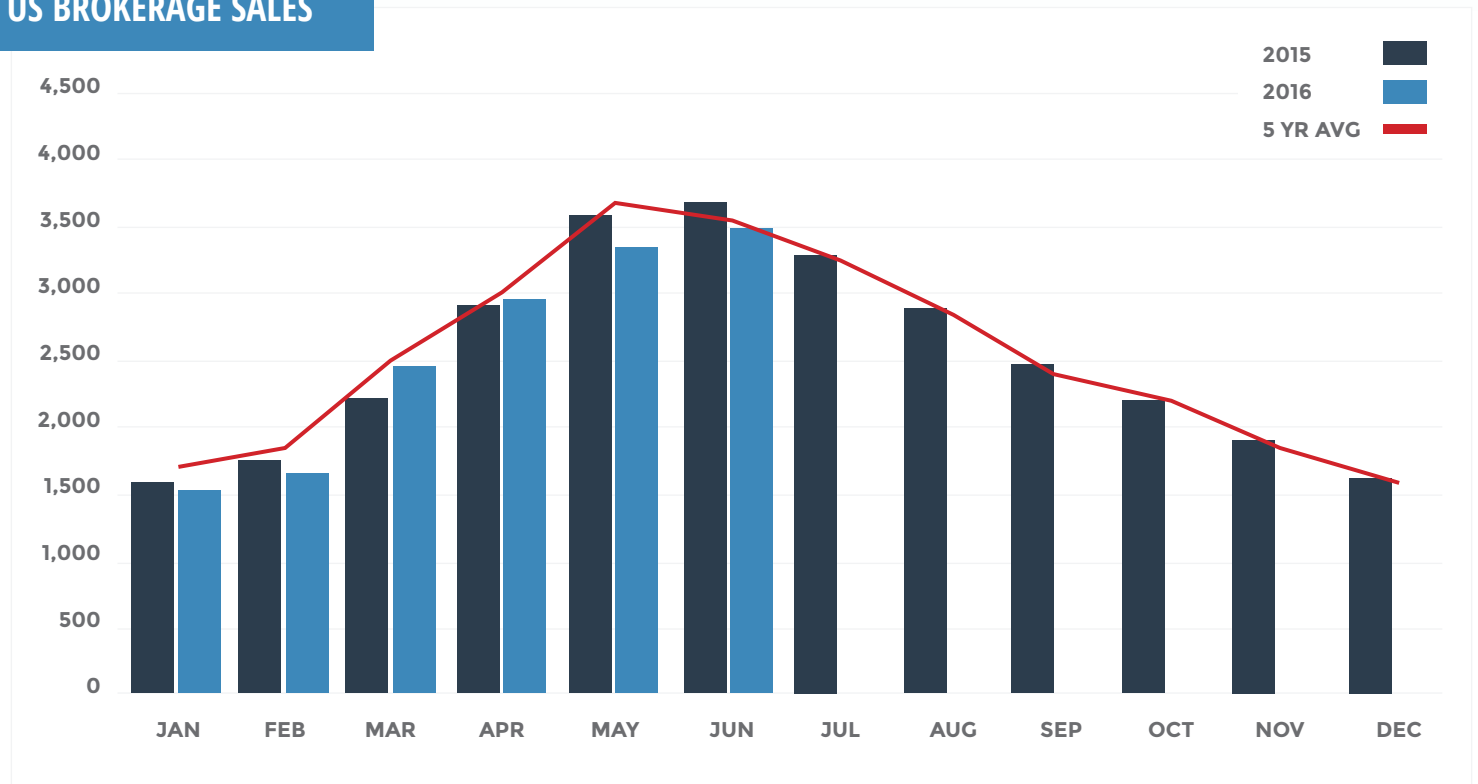


Soldboats Report, June 2016: Sales Volume Down 3 Percent

In June, typically the high-water mark of the year for the yacht brokerage market, a total of 3,523 boats were sold in the U.S, and as in May, this was a lower number than in the same month of the previous year. According to YachtWorld member brokerages reporting in SoldBoats, sales were down 3 percent from June 2015. The total price of the boats sold was \$398 million, also 3 percent lower than the year before.

Declining powerboat sales were responsible for the overall market downturn, with 2,952 boats sold, which was off 4 percent. In contrast, 571 sailboats were sold, a 1 percent uptick from June 2015. And while the total price of powerboats sold dropped close to \$20 million, the total price of sailboats sold in the month rose \$7 million.

US BROKERAGE SALES



As in May, the high-volume segment of the market experienced lower sales. Sales of boats under 26 feet were down 4 percent, with 1,113 boats sold, and sales between 26 and 35 feet were off by 6 percent, with 1,380 sold.

Volume in the next two size segments increased, but not by enough to offset these declines. Sales in the 36- to 45-foot range increased by 4 percent, with 739 boats changing hands, and in the 46- to 55-foot range, volume increased by 14 percent, with 190 boats sold.

The average sold prices of all boats under 45 feet increased in June, compared to June 2015. In the 36- to 45-foot segment, the average price rose almost \$5,000 to \$140,100. Among boats 26 to 35 feet, the increase was \$3,900, and for boats shorter than 26 feet, \$2,600. These gains were directionally consistent with trends in each size range for the first six months of 2016.

The average sold price in the 46- to 55-foot range dropped 31 percent for the month, from \$402,000 to \$280,000. This appears to be something of an anomaly, however, as the average sold price in the category from January through June was \$309,000, down 1 percent from 2015.

For the year to date, sales volume was 2 percent lower than in 2015. A total of 15,332 boats were sold at a valuation of \$1.97 billion, 3 percent less than in 2015.