

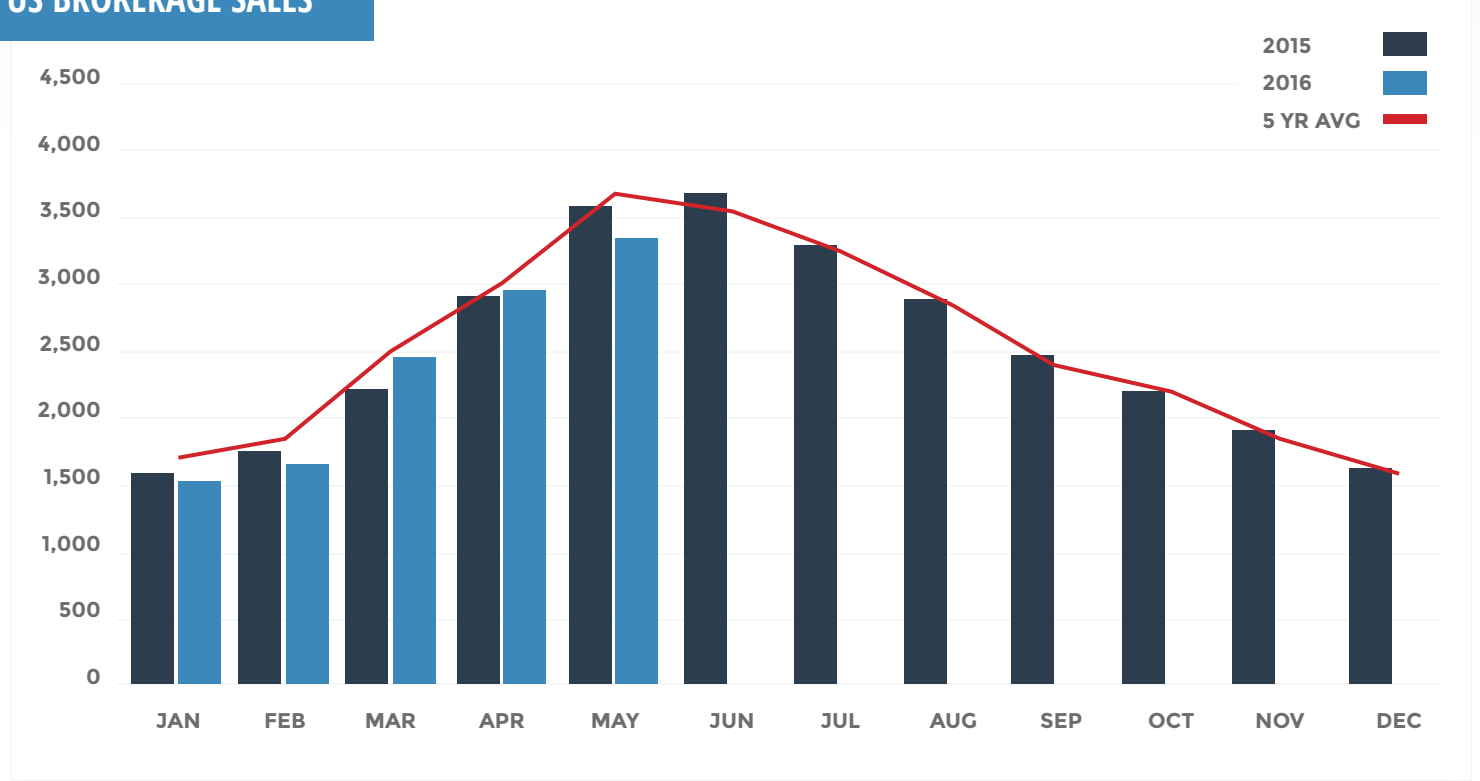
# Soldboats Report, May 2016:

## Small Boat Sales Drive Volume Lower

The volume of sales of smaller boats declined markedly in May, which reduced total brokerage sales for the month by 273 boats, or 8 percent, compared to the same month a year ago. According to YachtWorld member brokerages reporting in SoldBoats, 3,324 boats changed hands for a total price of \$407.8 million.

While overall volume was lower, the aggregate price paid in the month was \$7.1 million higher than in May 2015 due to gains in mid-size sales, especially those 46 to 55 feet. In that segment of the market, volume increased from 173 to 210 boats, a 21 percent lift, and the total value of sales climbed from \$47.3 to \$68.5 million.

### US BROKERAGE SALES



The number of boats sold in the market segment under 26 feet was down 20 percent from the previous May, sliding from 1,174 boats to 944. Sales in the 26- to 35-foot category were also lower, down 101 boats or 7 percent, with 1,327 boats changing hands. Despite the declines, the average price paid in both categories increased, from \$24,000 to \$26,000 among the smaller boats and from \$59,700 to \$63,600 in for the larger boats.

As mentioned, the volume of sales increased strongly among boats 46 to 55 feet; sales were also higher among boats 36 to 45 feet, up 25 boats or 3 percent, with 745 boats sold. Average prices rose in this segment, too, climbing from \$134,100 to \$140,600.

Sales of large yachts over 56 feet were down slightly in the month, from 99 to 95. Prices for the 82 boats sold in the 56- to 79-foot range fell from an average of \$778,400 to \$676,600. On the other hand, among larger, superyacht-sized vessels, average prices increased 9 percent from \$4.9 to \$5.4 million.

Overall, powerboat sales declined the most in May, off by 8 percent from 3,039 to 2,790 boats sold. Sailboat sales decreased from 558 to 534, a 4 percent slip.

Through the first five months of the year, sales volume was 1 percent lower than in 2015. A total of 11,821 boats were sold, and the total value of the boats sold was 3 percent lower, with \$1.57 billion in sales.

-John Burnham