

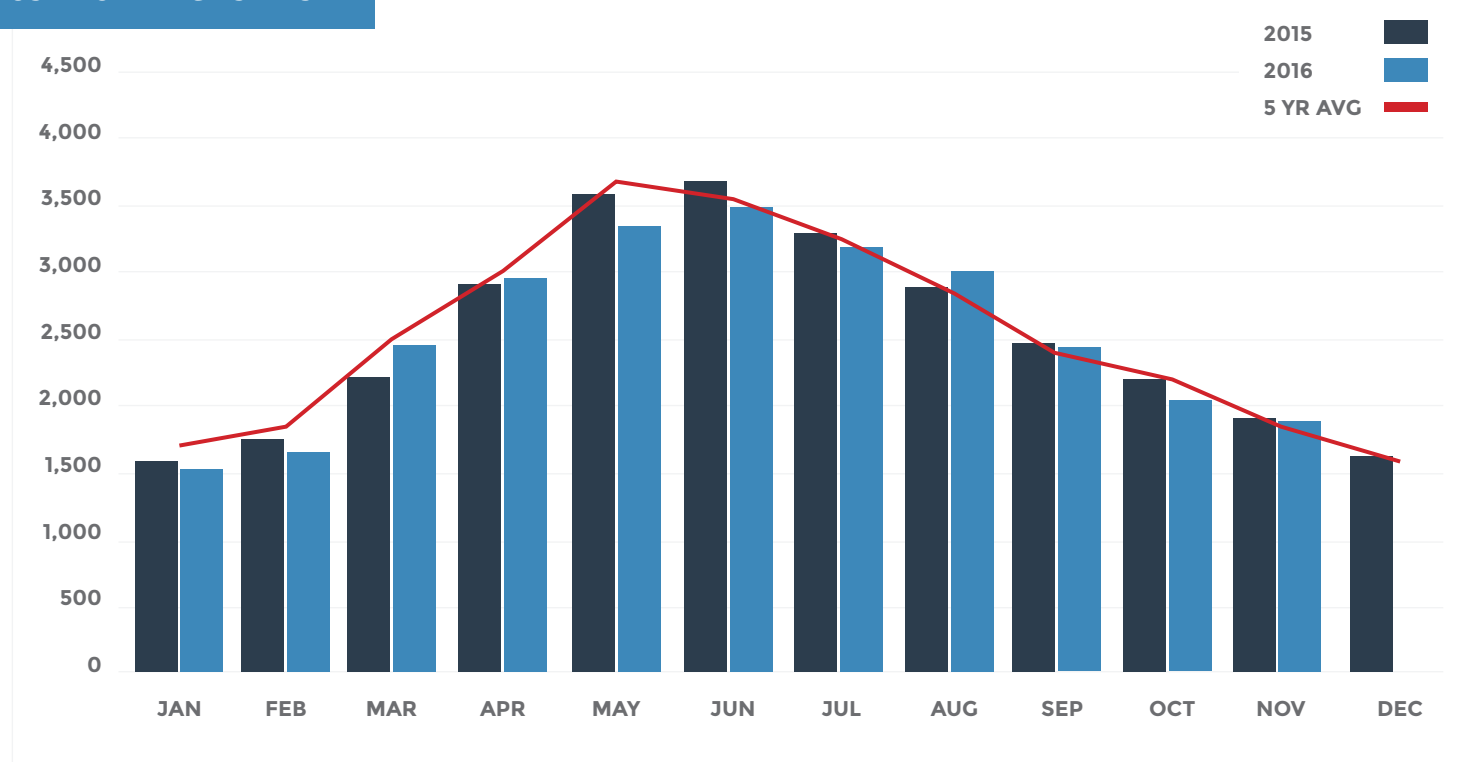


Soldboats Report, Nov. 2016:

With 1,858 boats sold in November, U.S. brokerage sales were 11 boats below the same month in 2015, but 34 boats above the average for the last five years. Sales volume was farther below 2015 benchmarks in September and October, but November results appeared to be in the same range as recent norms, according to reports by YachtWorld members in SoldBoats.

Brokers selling powerboats recorded 4 fewer sales with 1,477 total sold in November at a discount of close to \$20 million in aggregate price paid. Sailboat sellers sold 381 boats, down 5 from the previous November, but collected \$5 million more.

US BROKERAGE SALES



Total market value declined from \$271 million to \$257 million, a 5 percent decrease that was principally due to lower prices paid for boats 80 feet and longer—\$63.4 million down to \$43.1 million. Values were off by \$1.7 million among sales of boats 56 to 79 feet, but in all other categories, total value prices were higher than in November 2015.

While superyacht sales affected total market value the most, boats under 26 feet caused the slight drop in sales volume. In that segment, 449 boats were sold, which was 29 fewer than in the previous November. The only other segment to decline was boats 46 to 59 feet, off by 7 boats with 119 boats sold.

Sales volume increased by 2 percent in the high-volume size ranges of 26 to 35 feet and 36 to 45 feet, with 712 and 493 boats sold in each, respectively. The average value of boats sold in this size range increased by 3 to 4 percent.

Year to date reported sales through 11 months were 27,884 boats, 2 percent below 2015 volume. A likely year-end sales figure will be in the range of 29,300 to 29,500 boats.

-John Burnham