



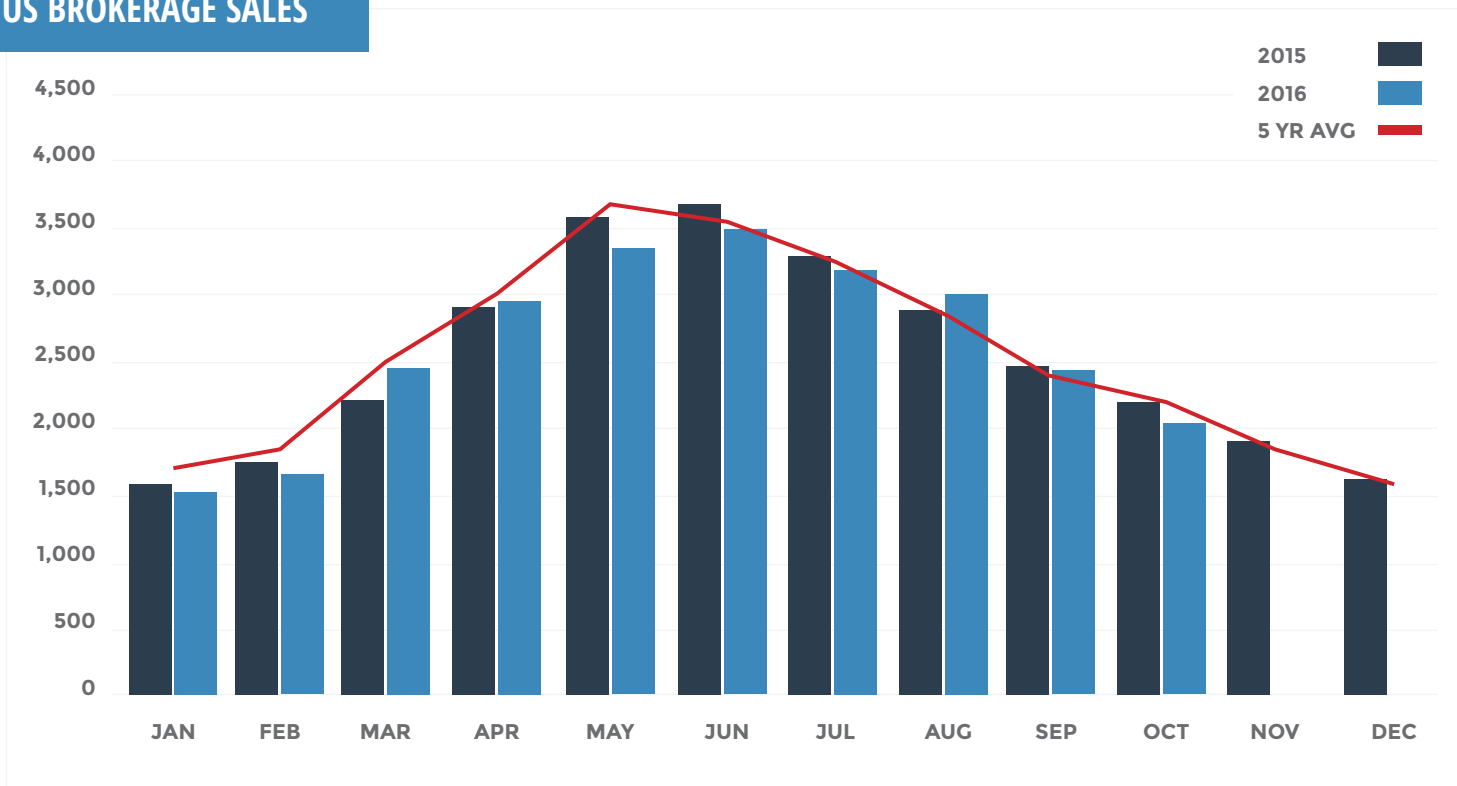
## Soldboats Report, Oct. 2016:

U.S. brokerage sales dipped for the second month in a row in October with 2,029 boats sold compared to 2,225 in October, 2015, a 9 percent decline. The total value of boats sold during the month moved nearly \$10 million higher, however, according to reports by YachtWorld members in SoldBoats.

Powerboat sales volume and values were the primary drivers behind the reported changes. The number of powerboats sold in October decreased from 1,768 in 2015 to 1,591 in 2016, a 10-percent shift. The total value of those sales rose 6 percent, from \$227 million to \$240 million.

Sailboat sales declined 4 percent during the same period, with 438 boats sold, down from 457 in October 2015. The total price paid for sailboats in the period decreased from \$37.9 million to \$34.3 million.

### US BROKERAGE SALES



The decline in volume was experienced in all segments of the market by length, but was off by the most among boats under 36 feet. Sales of boats 26 to 35 feet were down 11 percent, with 802 boats sold compared to 899 a year earlier. Among boats shorter than 26 feet, sales were 15 percent lower, with 471 boats sold. For the two categories combined, total sales value was \$63.3 million, down \$5.1 million from the previous October.

Sales were nearly level among boats 36 to 55 feet, with 688 boats sold, 4 boats fewer than in October, 2015. The total value of sales increased by \$5 million, however, with a total of \$117.7 million exchanged.

Sales volume slipped for boats 56 feet and above from 81 to 68 boats sold, but the total price paid was close to \$10 million higher.

-John Burnham