

## Soldboats Report:

U.S. Brokerage Sales Improve in February

The U.S. brokerage market made a gain in February, with 1,652 boats sold, up almost 100 boats from January's slow start to the year, and a 3 percent increase over February 2014 volume. According to member brokerages reporting in SoldBoats.com, the total value of boats sold was \$209 million, a 1 percent increase compared to the previous February.

Powerboat sales accounted for both volume and value gains in the market, with 1,357 boats sold, a 4 percent increase. The total value of powerboats sold was \$184 million, a 2 percent rise. By comparison, sailboat sales declined 4 percent, to 295 boats, and total value was down 7 percent, with \$24 million in sales.



### US Monthly Brokerage Sales

Month v. Month: Sales by Boat Length

FEBRUARY 2014 v. 2015			
2014 - \$11.23m	<26'	2014 - \$21.56m	46'-55'
2015 - \$12.77m		2015 - \$39.41m	
2014 - \$37.40m	26'-35'	2014 - \$32.15m	56'-79'
2015 - \$37.30m		2015 - \$49.22m	
2014 - \$48.46m	36'-45'	2014 - \$55.90m	80'+
2015 - \$40.66m		2015 - \$29.21m	

“The volume and value of sales were level or advanced, year over year, in most segments of the market.”

Superyacht sales volume (boats over 80 feet) was nearly level, with 14 boats sold, but the aggregate price paid for boats of this size declined 48 percent, from \$56 million to \$29 million. In contrast, the rest of the brokerage market showed a 19-percent increase in total value, with \$180 million changing hands, up from \$151 million in February 2014.

The number of boats sold was higher or the same in every size range, the only exception being the 36- to 45-foot category, which showed a 3 percent decline, with 334 boats sold. The mid-range category was also the only market segment other than superyachts to report a decrease in total value of sales, declining 16 percent on sales of \$41 million.

While sales below 35 feet were level, strong gains were made in the larger-yacht categories. Among boats 46 to 55 feet, sales increased 47 percent, with 125 boats sold, and among boats 56 to 79 feet, sales were up 17 percent, with 49 sold. The total price paid increased in both segments, climbing 83 percent to \$39 million for boats 46 to 55 feet, and 53 percent to \$49 million for those 56 to 79 feet.

With two months of 2015 on the books, sales for the year were down 1 percent from 2014, with 3,220 boats sold.

-John Burnham