Q1 2017 MARKET INDEX

YACHTWORLD

GLOBAL **PERSPECTIVE**

In the first of our quarterly editions of the *YachtWorld Market Index* in 2017, we report that sales volumes made strong gains both in Europe and the United States. And on a percentage basis, the total price paid for the boats rose by even more.

As always, there's nuance to the numbers, and a good example is found in our report on the UK market, which reported four straight quarters of growth. The data show increases in both power and sail segments, yet by length, not all were equal. Interviews we conducted with brokers also described the style and brands of boats that sold best.

Speaking of brands, once again, we report on the top 10 brands in the top 16 classes from the U.S. and Europe, focusing on sales in the first quarter only. Have a look at the classes and brands you know best, and let us know if there are any surprises.

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US & EU BROKERAGE
COMBINED SALES

All sales data in this edition of *YachtWorld Market Index* is derived from SoldBoats, the proprietary database of YachtWorld member brokerages.

US & EU
TOTALS

Q1 2016	Q1 2017
$1.04 BILLION	**$1.33 BILLION**
7,205 BOATS	**7,525 BOATS**

US
TOTALS

Q1 2016	Q1 2017
$702 MILLION	**$904 MILLION**
5,562 BOATS	**5,709 BOATS**

EU
TOTALS

Q1 2016	Q1 2017
$344 MILLION (€329 MILLION)	**$426 MILLION (€399 MILLION)**
1,643 BOATS	**1,816 BOATS**

US: Q1
MARKET REVIEW

Many brokers were pleased with their sales results in the first quarter of 2017. The volume of U.S. brokerage sales increased moderately in January and February compared to 2016, and despite a slight downturn in March, total volume for the three months was 3 percent higher.

The total value of sales for the first quarter of 2017 increased every month and totaled $904 million, up $702 million, according to broker reports in SoldBoats, the proprietary database of YachtWorld member brokerages.

The strongest volume gains for the quarter were in the 26- to 35-foot size range, with 2,118 boats sold, up from 1,942. Value increases were registered in nearly all size ranges, and while the superyacht segment of boats 80 feet and longer gained the most (up by $132 million), several other size ranges showed increases of $20 million or more.

US
OVERALL SALES

COMBINED	Q1 2016	Q1 2017
BOATS SOLD	5,562	5,709
VALUE OF BOATS SOLD	$702 MILLION	$904 MILLION
AVG BOATS VALUE	$126,191	$158,371
AVG DAYS TO SALE	254	247

US

POWER & SAIL

POWER	Q1 2016	Q1 2017
BOATS SOLD	4,534	4,676
VALUE OF BOATS SOLD	$628 MILLION	$817 MILLION
AVG BOATS VALUE	$138,533	$174,810
AVG DAYS TO SALE	240	232

SAIL	Q1 2016	Q1 2017
BOATS SOLD	1,028	1,033
VALUE OF BOATS SOLD	$73.8 MILLION	$86.7 MILLION
AVG BOATS VALUE	$71,758	$83,959
AVG DAYS TO SALE	319	315

Powerboat sales accelerated by 3 percent, with 4,676 boats sold, while sailboat sales of 1,033 boats were even with 2016.

Making strong gains were center consoles, power cruisers and saltwater fishing boats. Declining sales occurred among bowriders, sportfishing boats, and cuddy cabins.

Four of six size ranges made gains, with two of three high-volume segments making solid progress. As mentioned, boats 26 to 35 feet gained the most—176 boats—and boats 36 to 45 feet increased by 36 boats. The two sizes with lower sales for the quarter were boats under 26 feet and boats 56 to 79 feet.

EU: Q1
MARKET REVIEW

Brokerage boat sales continued to advance in Europe during the first quarter of 2017, with 1,816 boats sold, an 11-percent increase over 2016. The total price paid for the boats sold increased by even more, from €329 to €399 million, according to YachtWorld member brokerages reporting in SoldBoat, their proprietary database.

The powerboat market made strong gains during the quarter, with 962 boats changing hands, a 23-percent rise from the 782 sold in 2016. Powerboat values increased by 31 percent, although we should point out that the always-volatile superyacht market carried much of that gain due to an increased average sale price climbing from €3.1 million to €4.2 million.

After a slow start, the market for sailing yachts picked up in March and was nearly level for the quarter at 854 boats sold, off 2016's total by 7 boats. Average final prices achieved were down by 8 percent, however, indicating some weakness in the market segment.

EU
OVERALL SALES

COMBINED	Q1 2016	Q1 2017
BOATS SOLD	1,643	1,816
VALUE OF BOATS SOLD	€329 MILLION	€399 MILLION
AVG BOATS VALUE	€200,520	€219,548
AVG DAYS TO SALE	349	338

EU

POWER & SAIL

POWER	Q1 2016	Q1 2017
BOATS SOLD	782	962
VALUE OF BOATS SOLD	€242 MILLION	€318 MILLION
AVG BOATS VALUE	€309,212	€330,232
AVG DAYS TO SALE	346	326

SAIL	Q1 2016	Q1 2017
BOATS SOLD	861	854
VALUE OF BOATS SOLD	€87.7 MILLION	€81.0 MILLION
AVG BOATS VALUE	€101,801	€94,866
AVG DAYS TO SALE	353	351

By length, the best growth in sales volume was achieved among small boats, with 323 boats sold, up from 267 a year earlier. The total value of boats sold in this bracket made even greater gains, up from €5.7 million to €8.9 million

A strong combination of volume and value gains was also made among boats 46 to 55 feet, with 218 boats sold for €59.8 million. This represented increases of 14 percent in volume and 26 percent in value—which netted an 11-percent gain in average sale price.

UK: Q1

MARKET ANALYSIS

One of the reasons that YachtWorld member brokers in Europe have generally reported sales growth in the last year is that brokers in the UK were selling more boats.

During the period April 2016 to March 2017, unit sales volume in the UK rose 14 percent, with positive results reported in all four quarters, according to SoldBoats, the brokers' proprietary database.

Powerboat sales rose 13 percent during the last year, with 2,302 sold, and sailing yacht sales climbed to 1,591, a 15-percent gain. The total price paid for the two types of boats increased by 21 percent and 35 percent, respectively, which moved the average value of all boats sold from £52,035 to £57,362, a 10-percent lift.

According to Rhian Sewell, Group Brokerage Manager at Ancasta International Boat Sales, one factor fueling the market was the value of the British pound against the Euro, which for much of the period was low enough that British boats were attractively priced. About 20 percent of the boats sold by Ancasta went to buyers outside of the U.K.

Sewell told us that British sales would be higher but have been hindered by referenda and elections—the 2015 elections, the Scottish referendum, and Brexit. "Brexit killed the market for us in May and June," she said, "but it suddenly picked up in mid-July." She laid the blame on the vendors, saying every time an election comes along they decide to wait to sell, saying, "I'll just see what happens."

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UK

OVERALL SALES

COMBINED	Q2’15–Q1’16	Q2’16–Q1’17
BOATS SOLD	3,426	3,893
VALUE OF BOATS SOLD	£178 MILLION	£223 MILLION
AVG BOATS VALUE	£52,035	£57,362
AVG DAYS TO SALE	292	304

UK

POWER & SAIL

POWER	Q2’15–Q1’16	Q2’16–Q1’17
BOATS SOLD	2,040	2,302
VALUE OF BOATS SOLD	£123 MILLION	£149 MILLION
AVG BOATS VALUE	£60,278	£64,577
AVG DAYS TO SALE	288	294

SAIL	Q2’15–Q1’16	Q2’16–Q1’17
BOATS SOLD	1,386	1,591
VALUE OF BOATS SOLD	£55.3 MILLION	£74.7 MILLION
AVG BOATS VALUE	£39,901	£46,923
AVG DAYS TO SALE	299	318

UK: Q1
MARKET ANALYSIS

The strength of the UK market in the last 12 months was among boats 36 to 55 feet, with 1,022 boats reported sold, up from 738 in the previous 12 months. Sales also increased by double-digit percentages among boats under 26 feet. Average prices increased in most size brackets, as well.

Popular powerboats were flybridge and sports cruisers, less than 10 years old, said Dominic Smulders of Thames Boat Sales. He also pointed to a "desperate shortage of good listings" for some of these style boats which, because of the Recession, were not built in quantity. One example he gave where there are more buyers than sellers was among under-£30,000 sports cruisers of the sort built by Regal and Bayliner.

Much less popular recently, Smulders said, were displacement and aft-cabin cruisers. He said newer buyers on the market are more interested in "a cockpit with a toilet" than boats with berths for cruising of any duration.

Smulders told us sales of Sealine were up and sales of Broom were down. Sewell pointed to rising powerboat sales for British brands Princess, Sunseeker, and Fairline, plus Prestige and Beneteau from across the Channel. The top sailing brands, she said, were Hanse, Jeanneau, Beneteau and Lagoon.

As we go to press with this *Index*, we note that UK sales volumes were down in March and April from 2016. Perhaps this is a new trend, but as Sewell suggests it may simply be a pause before the next election.

UK

SALES BY LENGTH

<26'	Q2'15–Q1'16	Q2'16–Q1'17
BOATS SOLD	1,061	1,197
VALUE OF BOATS SOLD	£16.4 MILLION	£21.5 MILLION
AVG BOATS VALUE	£15,416	£17,945
AVG DAYS TO SALE	233	252

26'–35'	Q2'15–Q1'16	Q2'16–Q1'17
BOATS SOLD	1,561	1,600
VALUE OF BOATS SOLD	£53.1 MILLION	£59.0 MILLION
AVG BOATS VALUE	£34,016	£36,856
AVG DAYS TO SALE	300	305

36'–45'	Q2'15–Q1'16	Q2'16–Q1'17
BOATS SOLD	622	860
VALUE OF BOATS SOLD	£60.3 MILLION	£81.9 MILLION
AVG BOATS VALUE	£97,011	£95,255
AVG DAYS TO SALE	341	342

46'–55'	Q2'15–Q1'16	Q2'16–Q1'17
BOATS SOLD	116	166
VALUE OF BOATS SOLD	£21.6 MILLION	£39.8 MILLION
AVG BOATS VALUE	£186,420	£239,914
AVG DAYS TO SALE	442	428

56'–79'	Q2'15–Q1'16	Q2'16–Q1'17
BOATS SOLD	63	68
VALUE OF BOATS SOLD	£16.1 MILLION	£17.6 MILLION
AVG BOATS VALUE	£254,850	£258,123
AVG DAYS TO SALE	335	389

80'+	Q2'15–Q1'16	Q2'16–Q1'17
BOATS SOLD	3	2
VALUE OF BOATS SOLD	£10.8 MILLION	£3.6 MILLION
AVG BOATS VALUE	£3,598,044	£1,781,500
AVG DAYS TO SALE	207	334

TOP BRANDS & CLASSES: **UNITED STATES**

In the first quarter of 2017, Center Consoles out-sold Power Cruisers, which had been the top-sold class in the U.S. in 2016. According to YachtWorld member brokerages reporting to SoldBoats, their proprietary database, Saltwater Fishing boats were third most popular and Motoryachts were fourth.

Sea Ray, the perennial top-selling brand in the U.S., out-sold the next three brands combined and led the Power Cruiser, Motor Yacht, Express Cruiser and Bow Rider categories. Catalina, in second place, was the leading sailboat brand and top-selling Sail Cruiser.

Boston Whaler led the Center Console and Saltwater Fishing categories, with Grady-White and Pursuit close behind.

TOP BRANDS **OVERALL**

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	475	48.3M	101,698	234	34’	2003
CATALINA	148	8.60M	58,118	208	33’	1995
BAYLINER	138	6.30M	45,671	213	31’	1999
BOSTON WHALER	130	8.20M	63,044	136	22’	2004
GRADY-WHITE	122	8.12M	66,526	163	25’	2005
BENETEAU	107	13.5M	126,209	263	38’	2002
HUNTER	103	6.73M	65,297	291	36’	1997
PURSUIT	95	11.1M	116,690	220	29’	2008
FORMULA	90	12.3M	136,786	240	33’	2006
CARVER	83	10.4M	125,673	300	40’	1999
TOTALS	1,491	134M	89,591	224	32’	2002

TOP BRANDS & CLASSES: **UNITED STATES**

CENTER **CONSOLE**

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BOSTON WHALER	42	1.54M	36,709	155	20'	2000
GRADY-WHITE	37	2.13M	57,491	90	24'	2005
ROBALO	29	1.72M	59,305	204	24'	2011
REGULATOR	28	3.65M	130,254	128	28'	2010
EVERGLADES	27	3.46M	128,310	116	28'	2012
CONTENDER	26	2.52M	96,842	165	28'	2006
PURSUIT	23	1.67M	72,508	154	26'	2008
SEA HUNT	22	1.31M	59,501	71	25'	2011
TIDEWATER	21	887K	42,267	213	23'	2015
YELLOWFIN	19	5.03M	265,132	155	36'	2011
TOTALS	712	51.9M	72,902	165	25'	2007

POWER **CRUISER**

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	183	14.0M	76,287	235	32'	2003
BAYLINER	47	1.28M	27,249	222	29'	1999
FORMULA	34	4.94M	132,191	329	34'	2006
RINKER	27	1.19M	44,163	199	31'	2004
FOUR WINNS	24	1.16M	48,483	304	30'	2004
REGAL	20	1.90M	95,230	167	33'	2007
MONTEREY	19	1.18M	62,358	302	29'	2006
CRUISERS YACHTS	17	4.62M	271,827	145	39'	2006
CARVER	17	1.53M	89,776	262	37'	1996
TIARA	16	2.81M	175,594	357	36'	2003
TOTALS	612	51.0M	83,386	237	31'	2004

TOP BRANDS & CLASSES:
UNITED STATES

SALTWATER
FISHING

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BOSTON WHALER	54	4.51M	83,577	122	25'	2007
PURSUIT	43	5.99M	139,323	198	29'	2009
GRADY-WHITE	43	2.85M	66,166	194	26'	2006
KEY WEST	24	676K	28,188	100	21'	2013
SCOUT BOATS	19	1.33M	70,191	95	23'	2010
SEA HUNT	19	764K	40,241	75	22'	2012
REGULATOR	17	2.29M	134,631	133	27'	2011
CONTENDER	16	1.91M	119,559	175	30'	2010
CAROLINA SKIFF	14	216K	15,485	181	19'	2012
PARKER	13	503K	38,723	112	22'	2008
TOTALS	539	39.3M	72,868	151	26'	2007

MOTOR
YACHT

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	70	17.7M	253,477	275	45'	2003
CARVER	34	5.18M	152,462	298	44'	2000
MERIDIAN	31	7.72M	248,981	236	41'	2007
BAYLINER	28	2.32M	82,834	276	39'	1995
SILVERTON	24	2.13M	88,688	299	38'	2000
HATTERAS	23	13.8M	600,935	420	61'	1987
CRUISERS YACHTS	17	3.06M	180,000	173	42'	2004
CHRIS CRAFT	9	537K	59,667	507	42'	1986
OCEAN ALEXANDER	8	7.09M	885,813	337	54'	2003
OFFSHORE	7	3.91M	558,357	196	54'	1997
TOTALS	457	276M	604,300	335	51'	1998

TOP BRANDS & CLASSES:

UNITED STATES

SAIL CRUISER

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
CATALINA	67	3.80M	56,777	216	33'	1996
HUNTER	58	3.66M	63,098	309	35'	1999
BENETEAU	43	4.80M	111,556	228	39'	2004
ISLAND PACKET	17	2.49M	146,312	222	36'	1996
JEANNEAU	12	2.59M	215,838	315	43'	2008
PEARSON	11	153K	13,932	513	32'	1982
CAPE DORY	8	452K	56,500	447	34'	1981
TARTAN	8	969K	121,063	254	36'	1997
PACIFIC SEACRAFT	7	535K	76,486	261	28'	1997
TAYANA	6	388K	64,708	301	40'	1986
TOTALS	385	30.4M	79,063	330	36'	1993

EXPRESS CRUISER

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	100	9.41M	94,063	238	36'	2000
TIARA	27	3.32M	123,085	494	34'	1999
REGAL	25	3.01M	120,373	238	34'	2008
FORMULA	19	2.61M	137,329	153	34'	2004
BAYLINER	15	342K	22,789	243	27'	2000
RINKER	14	512K	36,543	350	30'	2004
CRUISERS YACHTS	9	1.36M	151,388	193	41'	2003
CHAPARRAL	9	469K	52,056	141	30'	2005
WELLCRAFT	9	225K	24,944	223	32'	1993
PURSUIT	8	1.46M	183,075	495	33'	2008
TOTALS	357	41.4M	115,913	304	34'	2001

TOP BRANDS & CLASSES:

UNITED STATES

BOW RIDER

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEA RAY	43	1.51M	35,212	156	24’	2007
CHAPARRAL	30	1.80M	60,075	152	26’	2010
COBALT	24	2.04M	84,858	280	26’	2012
HURRICANE	24	677K	28,188	159	22’	2011
BAYLINER	16	260K	16,261	181	20’	2010
CROWNLINE	13	340K	26,165	106	24’	2006
FOUR WINNS	12	306K	25,483	198	23’	2006
REGAL	11	500K	45,440	190	23’	2012
FORMULA	10	1.38M	138,223	137	29’	2013
MONTEREY	7	439K	62,721	331	27’	2011
TOTALS	297	13.5M	45,568	169	24’	2009

SPORT FISHING

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
VIKING	22	30.3M	1.38M	274	55’	2006
GRADY-WHITE	14	618K	44,121	328	28’	1998
CABO YACHTS	12	4.53M	377,583	258	38’	2006
BERTRAM	12	1.02M	85,333	583	37’	1981
LUHRS	11	750K	68,136	360	35’	1994
OCEAN YACHTS	9	1.31M	145,933	305	47’	1991
HATTERAS	8	5.00M	624,563	223	56’	1995
BOSTON WHALER	8	1.25M	156,644	217	25’	2003
MIKELSON	6	2.89M	481,500	194	49’	2004
CAROLINA CLASSIC	5	457K	91,360	123	30’	2002
TOTALS	229	71.8M	313,418	309	38’	2000

TOP BRANDS & CLASSES:

UNITED STATES

POWER

TRAWLER

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
MAINSHIP	33	4.55M	137,879	172	38'	1999
GRAND BANKS	20	2.65M	132,425	461	38'	1983
ALBIN	13	631K	48,538	551	37'	1986
NORDIC TUGS	12	2.87M	238,942	355	36'	2004
CAMANO	10	1.01M	101,000	319	32'	2000
RANGER TUGS	9	1.12M	124,371	295	27'	2012
NORDHAVN	8	5.73M	715,688	524	51'	2003
SELENE	6	3.84M	640,000	533	51'	2006
BENETEAU	4	1.54M	384,500	97	39'	2013
CALIFORNIAN	4	214K	53,500	212	38'	1979
TOTALS	203	37.0M	182,501	335	39'	1994

CRUISER /

RACER

	BOATS SOLD	$ TOTAL	AVG PRICE ($)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
CATALINA	44	3.32M	75,395	172	34'	1995
BENETEAU	35	2.87M	81,923	303	36'	1999
J BOATS	13	1.12M	85,806	246	36'	1996
HUNTER	10	953K	95,350	341	37'	2000
JEANNEAU	7	1.21M	172,957	480	41'	2008
C&C	6	222K	36,917	299	36'	1986
TARTAN	5	278K	55,500	447	34'	1989
ERICSON	5	75K	14,980	128	34'	1979
SABRE	4	258K	64,688	490	35'	1991
PEARSON	4	80K	19,875	282	30'	1977
TOTALS	189	15.0M	79,152	315	36'	1994

TOP BRANDS & CLASSES:
EUROPE

As in 2016, Sail Cruisers were the top-selling class in 2017's first quarter on the European brokerage market, according to YachtWorld member brokerages reporting in SoldBoats, their proprietary database. However, Bavaria model sail cruisers moved from third place in the category in 2016 to first, edging out Beneteau by one boat as the most-sold brand.

Overall, boats built by Jeanneau were the top sellers in Europe for the quarter, thanks to the brand's combined strength in sail and power. Beneteau, in second, and Bavaria, in third, are similarly diversified.

Princess was the top-selling powerboat brand, just ahead of Sunseeker. Notably, both were ranked behind Sealine and Fairline during 2016.

TOP BRANDS
OVERALL

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
JEANNEAU	158	12.5M	79,277	292	33'	2007
BENETEAU	137	10.0M	73,008	242	35'	2005
BAVARIA	87	8.01M	92,102	300	40'	2006
PRINCESS	64	36.9M	576,336	302	53'	2004
SUNSEEKER	63	56.5M	896,826	471	59'	2005
FAIRLINE	48	12.2M	254,360	413	41'	2003
HANSE	39	3.91M	100,375	319	38'	2009
SEALINE	37	5.23M	141,295	325	37'	2003
DUFOUR	33	3.26M	98,803	325	39'	2006
BAYLINER	31	852K	27,488	257	24'	2008
TOTALS	697	149M	214,334	312	39'	2006

TOP BRANDS & CLASSES:
EUROPE

SAIL
CRUISER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BAVARIA	61	4.72M	77,377	312	41’	2005
BENETEAU	60	5.52M	91,960	269	40’	2003
JEANNEAU	54	4.42M	81,839	358	38’	2003
HANSE	27	2.89M	107,207	264	38’	2010
MOODY	20	1.08M	54,096	315	34’	1990
DUFOUR	19	1.87M	98,591	357	39’	2006
HALLBERG-RASSY	15	2.76M	183,747	336	38’	1998
WESTERLY	15	418K	27,870	288	32’	1985
DEHLER	11	697K	63,364	119	33’	2000
NAJAD	10	2.24M	224,014	270	41’	2004
TOTALS	484	42.0M	86,691	338	38’	1999

POWER
CRUISER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
JEANNEAU	31	2.3M	73,459	186	28’	2011
FAIRLINE	21	5.3M	252,186	404	38’	2000
BENETEAU	16	1.0M	62,728	219	29’	2006
SEALINE	15	1.5M	102,585	356	35’	2002
PRINCESS	13	6.8M	521,419	221	52’	2006
BAYLINER	9	339K	37,693	298	30’	2002
CRANCHI	7	677K	96,674	568	39’	2006
BAVARIA	5	701K	140,230	173	37’	2012
SUNSEEKER	4	773K	193,173	1,316	51’	2002
RODMAN	4	463K	115,752	189	36’	2008
TOTALS	254	34.8M	136,994	306	34’	2003

TOP BRANDS & CLASSES:

EUROPE

MOTOR YACHT

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SUNSEEKER	34	34.9M	1.03M	358	62’	2007
PRINCESS	25	19.3M	770,536	217	57’	2008
FAIRLINE	13	4.17M	320,501	335	44’	2008
AZIMUT	10	5.08M	507,696	271	54’	2007
SEALINE	8	1.92M	240,268	525	42’	2007
JEANNEAU	6	837K	139,540	165	35’	2011
FERRETTI YACHTS	5	1.56M	312,802	629	53’	2001
CRANCHI	4	599K	149,840	155	43’	2006
LINSSEN	3	759K	252,500	544	40’	2006
AICON	3	495K	165,000	216	53’	2004
TOTALS	204	106M	517,243	347	51’	2005

CRUISER/ RACER

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
BENETEAU	28	1.46M	52,026	221	33’	2003
JEANNEAU	12	940K	78,367	318	38’	2005
DUFOUR	11	1.22M	110,962	284	39’	2008
BAVARIA	8	506K	63,264	409	37’	2005
HANSE	7	706K	100,877	527	40’	2005
DEHLER	7	641K	91,704	384	37’	2001
J BOATS	5	403K	80,692	217	35’	2005
X-YACHTS	4	955K	238,750	428	43’	2007
ELAN	4	305K	76,198	217	37’	2006
SIGMA	4	113K	28,128	725	36’	1987
TOTALS	138	14.9M	107,798	349	38’	2003

TOP BRANDS & CLASSES: **EUROPE**

SPORTS **CRUISER**

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
SEALINE	8	643K	80,317	220	34’	2002
CRANCHI	8	476K	59,529	598	33’	2003
BENETEAU	8	442K	55,216	140	26’	2011
SUNSEEKER	7	1.58M	225,616	357	42’	2001
JEANNEAU	6	985K	164,145	167	33’	2013
FAIRLINE	6	742K	123,602	232	38’	2001
PRINCESS	5	600K	120,006	429	38’	1999
BAVARIA	4	607K	151,700	159	37’	2009
SEA RAY	3	100K	33,384	258	26’	2003
SESSA	2	519K	259,538	543	39’	2012
TOTALS	96	9.97M	103,831	328	33’	2005

FLY **BRIDGE**

	BOATS SOLD	€ TOTAL	AVG PRICE (€)	AVG DAYS TO SALE	MEDIAN LENGTH	MEDIAN YEAR
PRINCESS	21	10.2M	487,792	423	52’	2000
AZIMUT	6	2.30M	383,000	244	52’	2006
SUNSEEKER	5	2.24M	448,105	237	60’	2005
FAIRLINE	5	1.38M	276,073	856	49’	2004
SEALINE	4	846K	211,603	154	43’	2006
BENETEAU	4	343K	85,689	166	34’	2007
JEANNEAU	3	505K	168,492	98	39’	2008
ASTONDOA	2	1.28M	640,000	338	72’	2001
RIVIERA	2	900K	450,000	773	57’	2007
RODMAN	2	236K	118,077	614	40’	2006
TOTALS	77	35.2M	456,954	424	50’	2002

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MARKET INDEX

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