

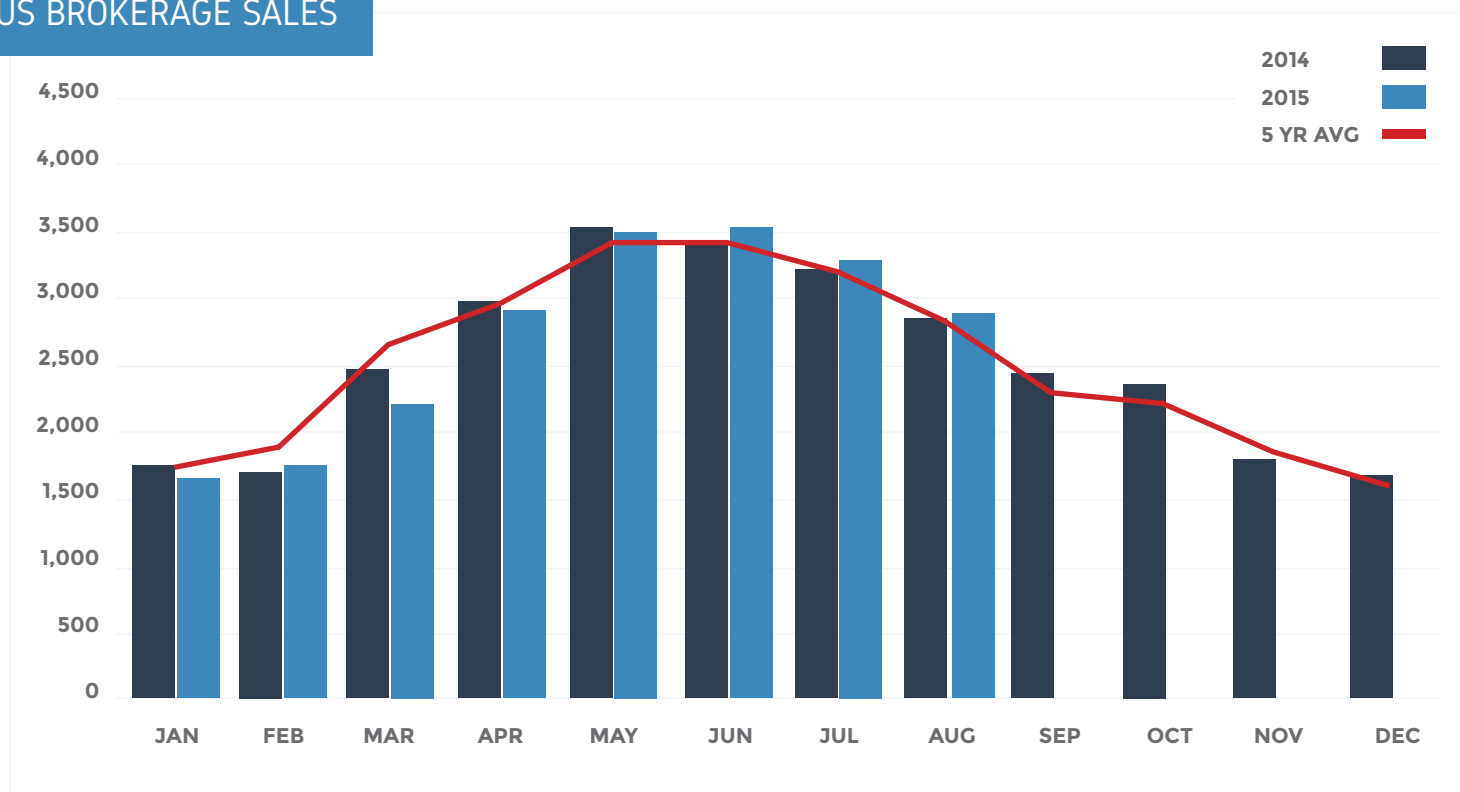


Soldboats Report, Aug. 2015: U.S. Brokerage Volume Inches Up, Value Declines

In August, for the third month in a row, YachtWorld member brokerages reported incrementally positive results to SoldBoats. Sales were up 1 percent for the month compared to the previous August, with 2,908 boats sold.

Brokers selling sailboats led the gains, with a 3 percent volume increase with 527 boats sold. For the third quarter, to date, sailboat sales were up 4 percent, although they remained lower for 2015 by 3 percent, with 3,696 sold.

US BROKERAGE SALES



The total price paid for all boats sold in August declined by \$22 million to \$280 million, which was a result of 50-percent lower superyacht sales (boats over 80 feet long). Values were higher in four of the other five length segments of the market, led by boats 56 to 79 feet, which delivered \$12 million more than the year before on the strength of a 23 percent rise in sales volume. Sales of all boats under 45 feet were level or up incrementally, while boats 46 to 55 feet sold for an aggregate price 4 percent lower than August 2014, despite a 1 percent gain in the number of sales.

One noteworthy category was boats under 26 feet, which has experienced consistently lower sales in 2015; in August, however, sales of 891 boats held even with the previous August. The total price paid for boats in the category was also level, at \$21 million.

For the year to date, U.S. brokerage boat sales were 21,898, which is 1 percent lower than in 2014. The total value of sales for the year to date was \$2.65 billion, \$97 million more than the first eight months in sales in 2014.

-John Burnham