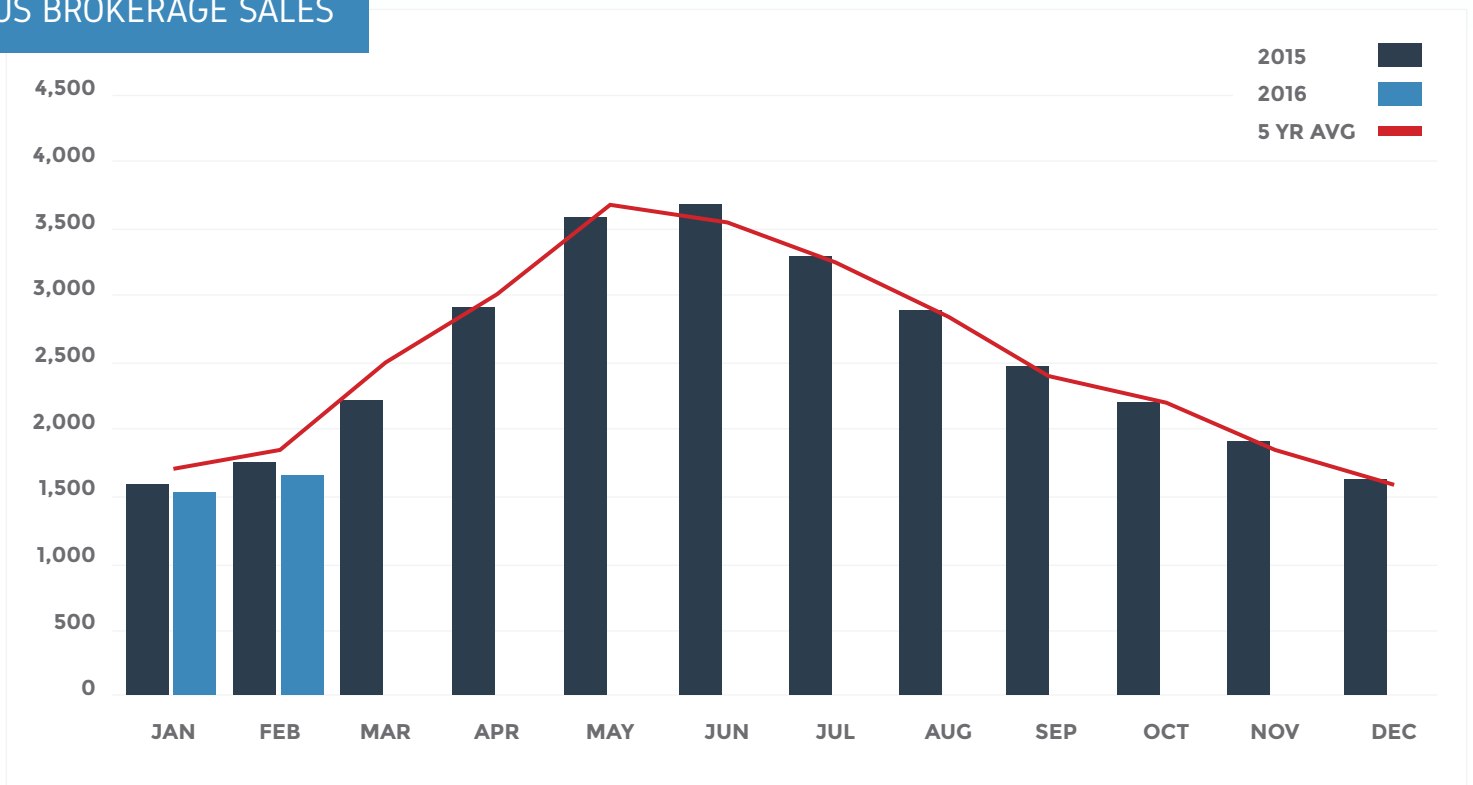


# Soldboats Report, Feb.2016: Volume Down Three Percent, Total Value Climbs

Despite a leap-year February in 2016 that was 3 percent longer than the same month a year earlier, U.S. brokerage sales volume was incrementally weaker, with 1,607 boats sold, down from 1,655. The total price paid for boats sold in the month was up 6 percent, with \$220 million changing hands, according to YachtWorld members reporting in SoldBoats.

Sales of powerboats were off by 20 boats, with 1,341 sold, yet the total value of powerboat sales increased 10 percent, to \$201.7 million. Sailboat sales, after a strong month in January, declined by 28 boats, or 10 percent, with 266 boats sold. The total value of sailboat sales in the month was \$18.8 million, off by 23 percent.

## US BROKERAGE SALES



Brokers selling boats 26 to 35 feet sold 50 fewer boats in February, with 552 boats changing hands. While that size range regularly has more sales than any other segment, sales were nearly equal in the under-26-foot category, with 551 boats, a 4 percent gain over the previous February. Average prices reported were relatively unchanged in the 26- to 35-foot range, yet up from \$24,100 to \$25,100 among the smaller boats.

The other segment contributing to overall lower sales in the month was boats 46 to 55 feet, which declined by 20 boats from 125 to 105. Total value in the category was down 22 percent, and average prices in the segment declined from \$315,000 to \$294,000.

The overall increase in value in the U.S. market in February was attributable to the sale of higher average value boats of 80 feet and higher in length. Volume in the category increased from 14 to 15. Total price paid rose from \$29.2 million to \$55.1 million, or an average price gain of 76 percent from \$2.1 to \$3.7 million.

-John Burnham