



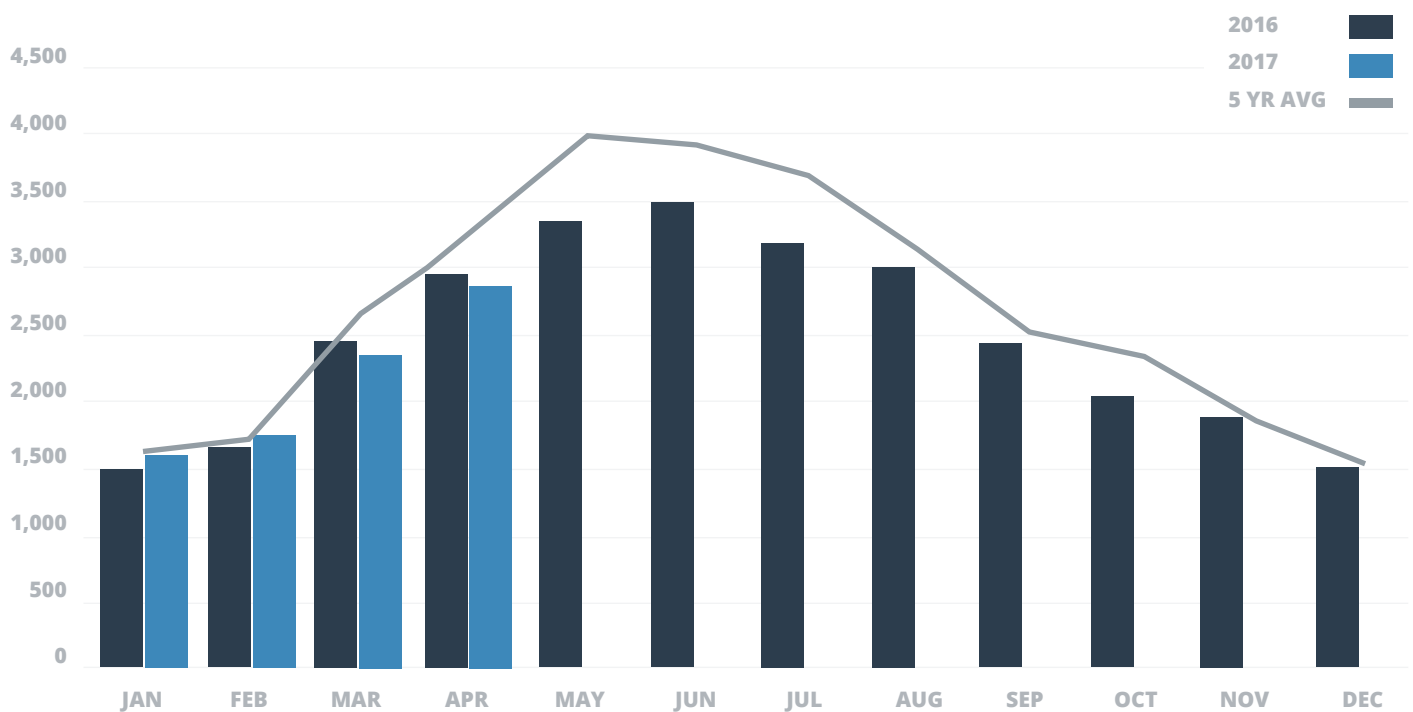
SMALL BOATS AND SUPERYACHTS SOFTEN APRIL SALES

The number and value of sales in the U.S. yacht brokerage market declined in April, compared to April 2016. The drop in volume was principally due to fewer sales of boats under 35 feet while the decrease in value was entirely due to the sale of fewer and less expensive superyachts.

According to YachtWorld member brokers reporting in SoldBoats, 2,834 boats were sold, down from 2,916 a year earlier. The value of the boats sold was \$359 million, substantially below the \$461 million registered in 2016. Sales of both powerboats and sailboats were lower by 3 percent, with 2,377 powerboats sold and 457 sailboats.

The smallest and largest boat segments were the weakest during the month. Sales of boats under 26 feet were off by 4 percent, with 935 boats changing hands. And boats 26 to 35 feet were 5 percent lower, with 1,051 boats sold. Among superyachts, sales were down from 27 to 17 boats and total value declined from \$177 million to \$51 million.

US BROKERAGE SALES



Market segments from 36 feet to 79 feet made gains both in volume and value. The 46- to 55-foot range was up 9 percent, with 151 boats sold, and the 36- to 45-foot segment saw a 17 percent gain in value from \$83 million to \$97 million.

Through four months of 2017, total U.S. sales volume was 8,547 boats, an increase of 1 percent over 2016. The total price paid rose \$1.26 billion, a 9 percent increase over the \$1.16 billion a year earlier.

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