

Soldboats Report:

U.S. Brokerage Sales Slow in January

The new year began with sluggish U.S. brokerage sales in January of 1,567 boats, down from 1,623 in December, and 1,639 in January, 2014. According to YachtWorld member brokerages, the total value of boats sold was \$221 million, a decline of \$22 million, or 9 percent, compared to the previous January.

Consistent with a common pattern in 2014, the primary reason for the decline in total dollar value of boats sold was a drop in superyacht sales. In January, 2015, the aggregate price of boats sold over 80 feet was lower by \$23 million than in the previous January, while the total value of all boats sold under 80 feet was up slightly, by \$2 million, despite the sale of 88 fewer boats.



US Monthly Brokerage Sales

Month v. Month: Value of Boats Sold

JANUARY 2014 v. 2015			
2014 - \$10.12m	<26'	2014 - \$33.19m	46'-55'
2015 - \$10.12m		2015 - \$34.33m	
2014 - \$32.75m	26'-35'	2014 - \$37.51m	56'-79'
2015 - \$37.66m		2015 - \$36.35m	
2014 - \$54.85m	36'-45'	2014 - \$74.18m	80'+
2015 - \$51.95m		2015 - \$50.72m	

“The main reason for the total-dollar-value decline was a drop in superyacht sales value by \$23 million; the value of all boats sold under 80 feet was up by \$2 million.”

Brokers in most segments of the market reported lower sales volume. The exception was among boats shorter than 26 feet, where 466 boats were sold, up 2 percent from January 2015. Sales in the other high-volume segments of 26 to 35 feet and 36 to 45 feet were down 5 percent and 3 percent, respectively.

In the 46- to 55-foot range, despite a decline in sales from 127 to 115 boats, total value increased by \$1 million to \$34 million and the average sold price was up by 14 percent to \$298,000. The 56- to 79-foot range reported a sales decrease from 56 to 37 boats, yet average sold prices increased 47 percent to \$983 million.

Average sold prices were down slightly in the 36- to 45-foot segment and under 26 feet, but in the 26- to 35-foot segment, average prices were up 22 percent, to \$68,000.

-John Burnham