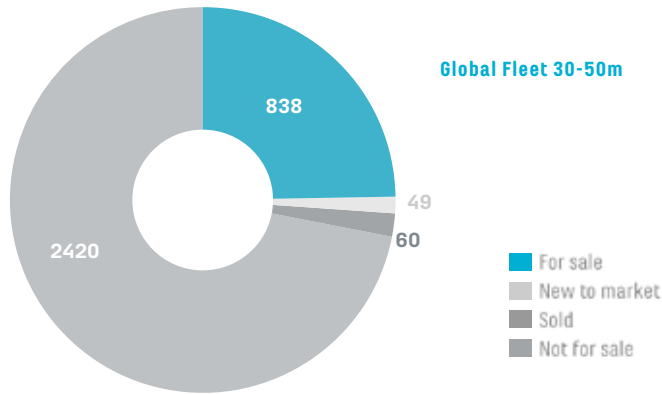
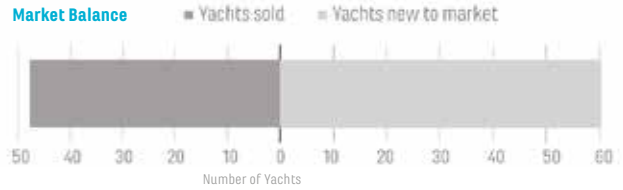


### MARKET MOVEMENTS Q2

The underlying message that prevails is one of stability. This quarter, we have seen a consistent number of yachts listed for sale and an encouragingly robust number of yachts sold. The greater level of interest and activity though is for displacement and semi displacement yachts with fewer transactions taking place in the performance sector. While this is no new trend, interestingly we have seen an upturn in enquiries and sales in the performance market over the course of 2017 with pedigree yachts appealing most. Globally, the USA continues to dominate the sales market. We are also witnessing a very busy season in charter which further reinforces the current market stability.



#### PICK OF THE MARKET



**PRINCESS TOO**  
47.5m (156ft), Feadship, 1999 (refit 2017)  
**ASKING PRICE: EUR 15,950,000**



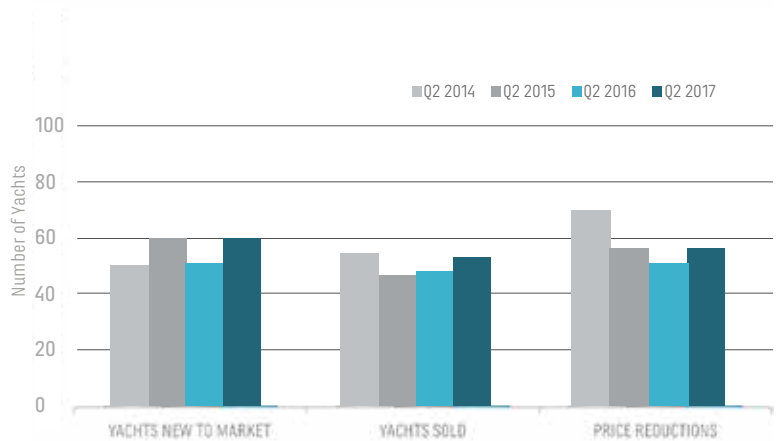
**SOURAYA**  
37.8m (123.9ft), SanLorenzo, 2012  
**ASKING PRICE: EUR 9,500,000**



**GINGER**  
35.4m (116ft), Pershing, 2006  
**ASKING PRICE: EUR 4,400,000**

### THE NUMBERS Q2

In comparison to Q2 2016, we have witnessed a distinct increase in the global fleet indicating that the shipyards have been busy in the sub 50 metre sector. This is also reflected by a stronger sales performance with a 14% increase in sales over the corresponding period albeit with a slightly higher number of price reductions. Our brokerage team constantly identify the significant yachts that are currently available for sale and forthcoming deliveries from shipyards. With this in mind our specialist brokers are on hand to provide the inside track on these key opportunities.



#### KEY SALES



**LADY PETRA**  
46.7m (153.2ft), Heesen 2012  
**LAST ASKING PRICE EUR 19,500,000**



**STAR**  
42m (137.8ft), Kingship Marine, 2012  
**LAST ASKING PRICE: USD 11,950,000**



**RED ANCHOR**  
36.6m (120.1ft), Benetti, 2009  
**LAST ASKING PRICE: EUR 7,450,000**

### BROKERAGE PICK OF THE BURGESS FLEET



**WABI SABI**  
50m (164.1ft), Westport Shipyard, 2011 (refit 2016)  
**USD 25,900,000**



**TRIPLE 8**  
43.4m (142.4ft), Royal Denship, 2009  
**EUR 13,950,000**



**FRIVOLOUS**  
33.9m (111.3ft), Sunseeker, 2009  
**GBP 4,750,000**



**LE MUST**  
32.6m (107ft), Gulf Craft, 2013  
**EUR 4,700,000**

### SHIPYARD SPOTLIGHT

#### BAGLIETTO

With over 160 years of experience in boat-building, Baglietto is one of the oldest Italian shipyards in activity. Based in La Spezia, it's state-of-the-art shipyard builds yachts up to 62m thanks to it's 700-tonne travel lift and 10,000 sqm of covered shelter. In recent years, the success of Baglietto is undoubtedly linked with its collaboration with the renowned designer Francesco Paszkowski and the planing hulls 34M, 43M and 53M series. Today, the yard is taking a new direction with the construction of five new models including a 38m fast motor yacht, a 44m open yacht, a 48m explorer type and a 55m displacement yacht. The new BAGLIETTO 48M will be on display as a worldwide premiere at the Cannes and Monaco yacht shows.



**BAGLIETTO 48M**  
47.6m (156.2ft), Baglietto, 2018  
**ASKING PRICE: EUR 28,000,000**

### NEW BUILDS



**BENETTI CRYSTAL 140**  
42m (137.7ft), Benetti, 2017  
**EUR 22,500,000**



**COUACH 3700 SPORT**  
37m (121.4ft), Couach, 2018  
**EUR 12,000,000**



**MANGUSTA 110**  
33.8m (110.9ft), Overmarine, 2018  
**EUR 11,500,000**