

MARKET MOVEMENTS Q2

NEW TO THE MARKET



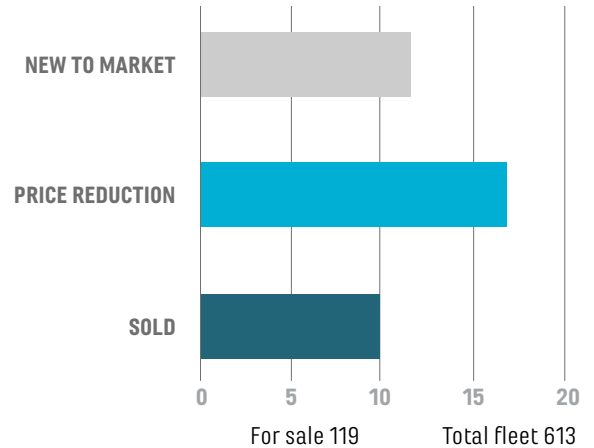
ANTARCTICA
73.2m (240.2ft)
Admiral, 2018
EUR 85,000,000



OASIS
59.4m (194.9ft)
Lürssen, 2006
USD 38,000,000

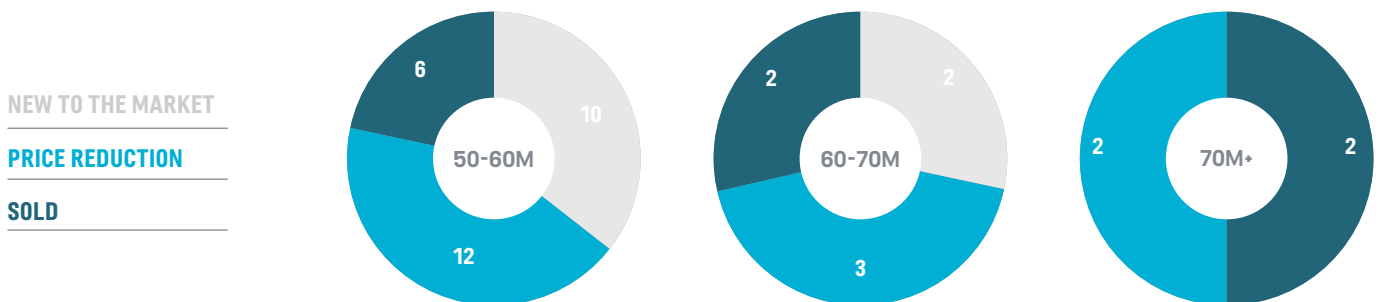


MINDERELLA
57.3m (188ft)
Feadship, 1986 (refit 2016)
USD 29,995,000



Following a buoyant 2016 and a busy Q1, Q2 has seen a period of rebalancing. The increased number of new to market yachts combined with the slightly lower level of sales transactions has seen the brokerage fleet continue to grow, consequently the levels of price reductions have also risen. During this quarter almost every yacht sold has had one major price reduction.

MARKET IN FOCUS Q2



A slow start to Q2 could be attributed to recent global elections and political posturing, but encouragingly, the figures did improve in the final weeks. In the 50-60m sector, sales have exceeded this period last year and the ultra-competitive market has focused the asking prices of several yachts. Options such as the 52m Amels, LADY NAG NAG and 53m Feadship, KISSES provide some late summer opportunities for interested buyers. It is expected that the 66m Oceanco, NATITA along with the yachts below will see considerable market interest in the coming quarter and the build-up to the traditional boat show season.

PICK OF THE MARKET



AE CAP D'ANTIBES
56m (183.7ft) Benetti, 2007
EUR 19,900,000

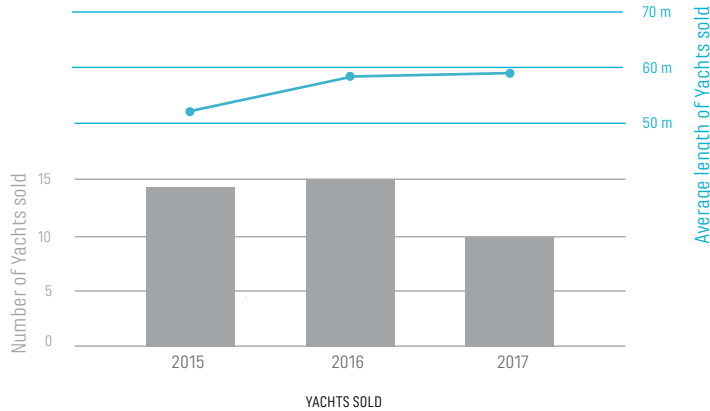


INFINITE SHADES
65.7m (215.6ft) Amels, 2011
EUR 57,500,000



MARTHA ANN
70.1m (230.0ft) Lürssen, 2008
USD 79,000,000

YACHTS SOLD Q2



A mixed quarter has produced some interesting feedback. Sales were down overall, largely driven by the extremely poor performing 60-70m sector, where a lack of available and attractive options have played a key factor. Encouragingly, two yachts have sold over 70m, NORTHERN STAR and ENIGMA which provides optimism in the large yacht arena. Several yachts built on speculation by shipyards have been sold and delivered, such as the Heesen projects NOVA and RUYA to buyers from the Americas. Interest from the USA has again been strong as buyers look across the market at domestic and European options, no doubt helped by favourable exchange rates.

KEY SALES



ROCKET
50m (164.1ft) Heesen, 2011
LAST ASKING PRICE EUR 24,500,000



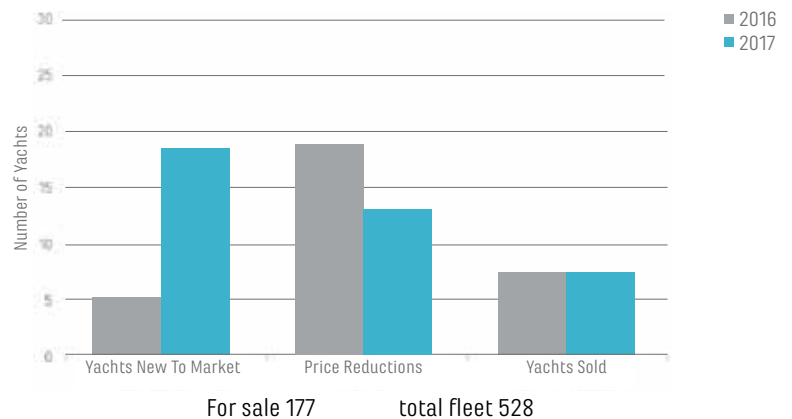
PROJECT NOVA
50m (164.1ft) Heesen, 2017
LAST ASKING PRICE EUR 31,500,000



NORTHERN STAR
75.4m (247.4ft) Lürssen 2009
LAST ASKING PRICE USD 83,000,000

SAILING YACHTS 30M+ Q2

Demand in the 50m+ sector has steadily increased and a large number of yachts have joined the market in this quarter and stirred up the sales pool, none more so than the much heralded 69m SYBARIS. Following the success of the America's cup, it is hoped that interest will continue to build and for those seeking a yachting icon, the elegant J class, RANGER or the revered 55m Vitters, MARIE have both seen recent price reductions. Meanwhile the new to market 37m Alloy yacht, GENEVIEVE is fresh from a comprehensive refit and an ideal vessel for owners looking to cruise or join regatta events.



RANGER
41.6m (136.5ft), Royal Denship, 2003
PRICE REDUCED USD 7,900,000



MARIE
54.9m (180ft), Vitters Shipyard, 2010
ASKING PRICE USD 33,000,000



SYBARIS
69.2m (227 ft), Perini Navi, 2016
ASKING PRICE EUR 88,000,000