

MARKET MOVEMENTS Q3

NEW TO THE MARKET



FORTUNATE SUN

54M (177.2FT) » OCEANFAST, 2003
USD 24,500,000



GRACE E

73M (239.6FT) » PICCHIOTTI, 2014
EUR 78,500,000



PROJECT 783

73.5M (241.2FT) » NOBISKRUG, 2012
PRICE ON APPLICATION

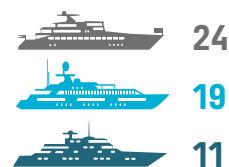
A successful third quarter of 2017 has seen the market place outperform the last two years. The number of yachts new to market is the highest figure for any reporting period since 2014, despite the 60-70m sector remaining almost inactive.

NEW TO THE MARKET

PRICE REDUCTION

SOLD

FOR SALE 132 TOTAL FLEET 623

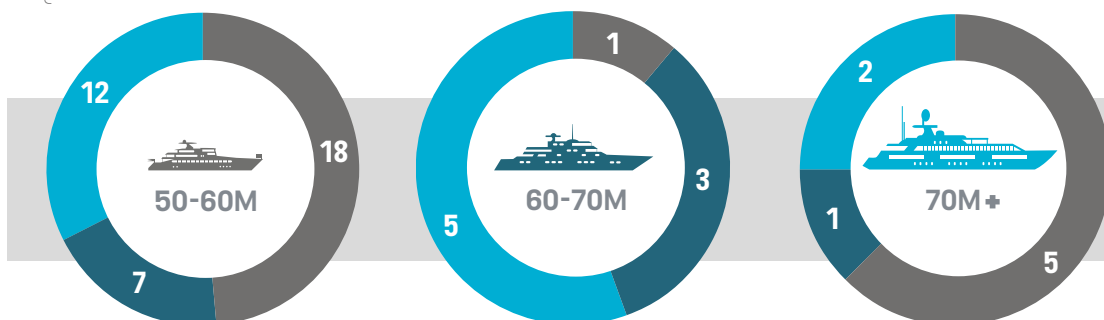


MARKET IN FOCUS Q3

NEW TO THE MARKET

PRICE REDUCTION

SOLD



As a knock on effect from the recent increased appetite in new construction projects, the brokerage market has reacted with a higher than expected level of price reductions. This long term confidence will offer some interesting purchase opportunities before the market emphasis shifts back towards pre-owned yachts again. Price reductions for yachts under six years old have been particularly prevalent as competition (for the attention of the market) intensifies. STEP ONE, a 55m Amels, and DOUBLE DOWN, the 65m Codecasa, have both had significant reductions this period. Yachts between 60 and 70m have also seen a much higher number of reductions this quarter in an attempt to stimulate sales in what has been an unusually poor performing year for this sector to date.

PICK OF THE MARKET



ANASTASIA

75.5M (247.7FT) » OCEANCO, 2008
EUR 75,000,000



SKYFALL

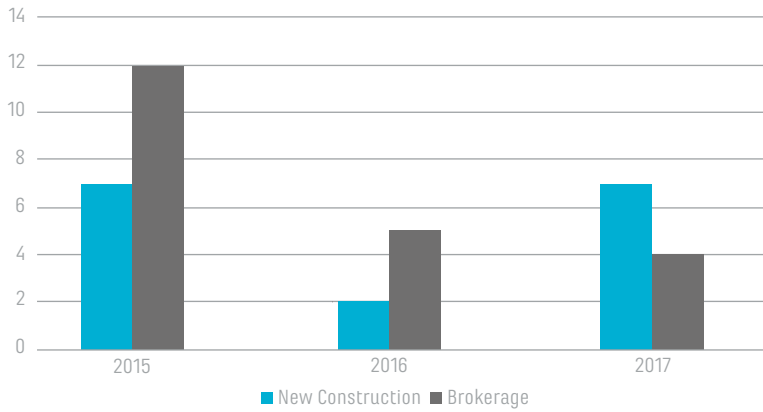
57.9M (190FT) » TRINITY, 2010
USD 29,500,000



ULYSSES

56M (183.7FT) » BENETTI, 2012
EUR 24,900,000

YACHTS SOLD Q3



The success of the past quarter has undoubtedly been seen in European shipyards. In The Netherlands, Amels and Damen have both confirmed the sale of new construction projects at 57m and 75m respectively. Hakvoort has also announced a 64m project. Benetti has followed a successful second quarter by announcing the early sale of the 63m PROJECT BALANCE and three other projects have been sold by Italian shipyards that are in excess of 50m. In total, new construction sales accounted for almost 60% of the transactions in this quarter, far higher than any other period since the global financial crisis.

KEY SALES



PROJECT BALANCE

63M (206.7FT) » BENETTI, 2019
LAST ASKING PRICE EUR 52,000,000



I DYNASTY

59M (193.6FT) » BENETTI, 2008
LAST ASKING PRICE EUR 29,500,000

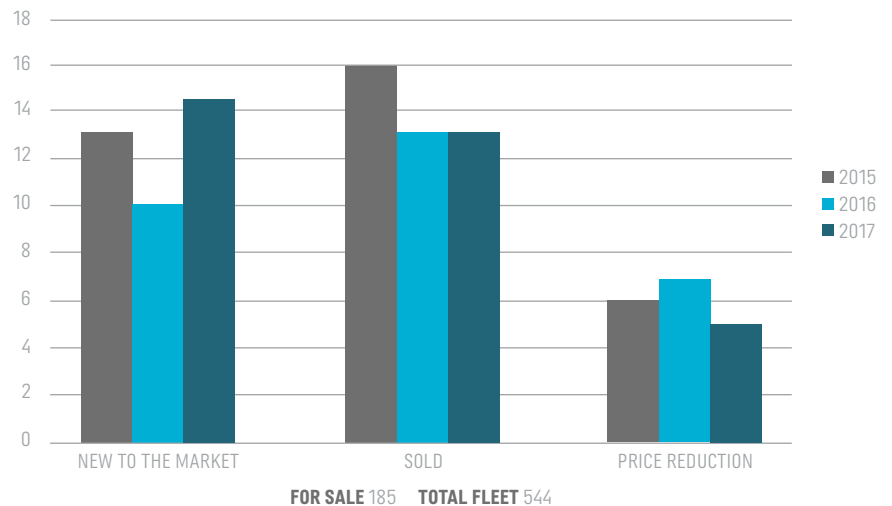


SEAXPLORER 75

75M (246.1FT) » DAMEN, 2020
PRICE WITHHELD

SAILING YACHTS 30M+ Q3

The sailing yacht market continues to show growth but there seems to be a noticeable shortage of good quality yachts. Although brokerage prices have slowly declined over the past 12 months, this is in stark contrast to the new construction options. The potential list of builders for most buyers has over recent years consolidated down to a pool of three shipyards, with high replacement costs and significant delivery schedules, it is now making existing inventory seem attractive.



ALEJANDRA

41.3M (135.6FT) » MEFASA ASTURIAS, 1993
ASKING PRICE EUR 6,950,000



PINK GIN

46.2M (151.7FT) » BALTIC YACHTS, 2006
SOLD - LAST ASKING PRICE EUR 8,900,000



SHOGUN

37M (121.4FT) » HOLLAND JACHTBOUW, 2006
ASKING PRICE EUR 5,750,000