

SALE & PURCHASE

Brokerage review

Camper & Nicholson's keeps abreast of all market activities and trends in the superyacht industry. SEA+I's market analysis provides an overview on how 2016 fared and initial indications for the market in 2017.

While 2016 was a year of uncertainty for many, the industry saw six superyachts measuring 80m and above take to the waves. Significant deliveries include the 156m Lürssen built *Dilbar*. She is the fourth longest yacht afloat but in terms of internal volume she is the largest. 2016 also saw the delivery of the 150m *Fulk Al-Salamah* built by Mariotti; the 107m *Ulysses* from Kleven Maritime; and the 90m *Lionheart* from Benetti Yachts – the Italian yard's largest build to date. Feadship delivered one of the quietest yachts ever built, the 92m *Aquarius*; Oceanco delivered *Aquijo* at 85.9m, and Amels also delivered their largest build to date, the 83m *Here Comes the Sun*.

Looking back over 2016, the overall picture remains stable for both the new build sector and brokerage market. In terms of hard numbers, 2016 saw the number of new orders reach a record level with 52

projects being commissioned. The largest motor yacht commissioned in 2016 was for a 98m Lürssen, due to be delivered/launched in 2019, and the largest sailing yacht was an 81m Royal Huisman build, due for delivery in 2020. Delivered at the beginning of 2017, the 142.8m *Sailing Yacht A* from Nobiskrug is the largest sailing yacht afloat, and the 141m *Dream Symphony*, which will also be delivered this year, will be the largest yacht designed to be powered by sail alone.

In comparison to 2015, the brokerage market saw an increase of 12% in the number of yachts sold. The most expensive yacht sold was in excess of €200 million. The largest motor yacht sold was the 80.2m Blohm+Voss *Golden Odyssey*, and the largest sailing yacht sold was the 57.5m *Twizzle*, where Camper & Nicholson's acted as the buying broker. 2017 is continuing in this trend with strong sales so far with 32 yachts sized 24m and over sold in the first month.

A large, white luxury yacht named 'ILLUSION' is shown from a low angle, moving across the ocean. The name 'ILLUSION' is written in large, dark letters on the side of the yacht. Several people are on the deck, looking towards the water. A woman in a white bikini is diving into the sea from the side of the yacht. The water is a deep blue, and the sky is a pale, clear blue. In the bottom right corner, a man is partially visible in the water, looking towards the yacht.

Looking back over
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THE STATE OF WEALTH, LUXURY & YACHTING

Brokerage Review 2016

As market leaders Camper & Nicholsons brokers led the way throughout 2016 and remained at the forefront of last year's continued rise in yacht sales. Just over 500 brokerage yachts were sold in 2016, an increase of 12% on 2015, when 449 brokerage yachts were sold. The upturn was not just in value terms but also the volume of yachts sold. It needs to be noted though that these figures are for known sales, whilst certain brokerage sales remain private and unknown. The data for 2015 was based on the same findings.

Section 1: Yacht sales in numbers

504

TOTAL YACHTS

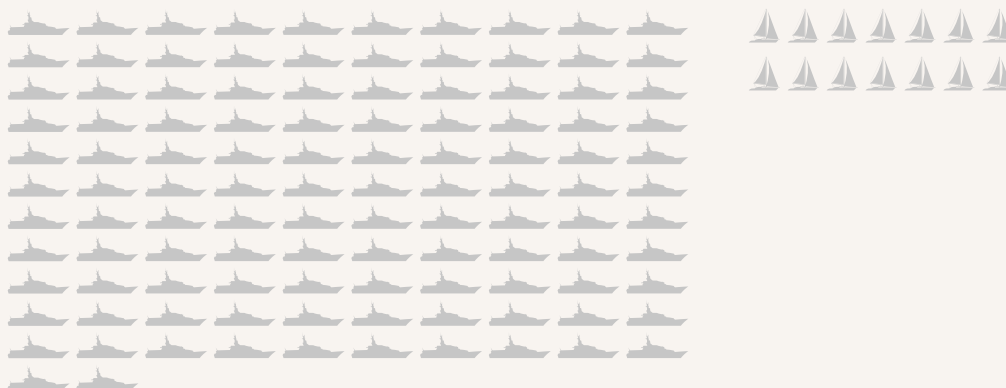
448

MOTOR YACHTS

56

SAILING YACHTS

Just over 500 brokerage yachts were sold in 2016, an increase of 12% on 2015, when 449 brokerage yachts were sold



SUPERYACHTS

2016

17,291m

TOTAL LENGTH OF SUPERYACHTS SOLD

34.3m

AVERAGE LENGTH

2015

15,693m

TOTAL LENGTH OF SUPERYACHTS SOLD

34.9m

AVERAGE LENGTH

MOTOR YACHTS

2016

15,431m

TOTAL LENGTH OF MOTOR YACHTS SOLD

34.5m

AVERAGE LENGTH OF MOTOR YACHT SOLD

SAILING YACHTS

2016

1,860m

TOTAL LENGTH OF SAILING YACHTS SOLD

33.2m

AVERAGE LENGTH OF SAILING YACHT SOLD

LARGEST YACHTS SOLD, 2016

Source: Camper & Nicholsons. Asking prices at time of sale.

	MOTOR YACHT	SAILING YACHT
2016	 <p>Golden Odyssey II 80.2m (262'9) Blohm+Voss \$39,950,000</p>	 <p>Twizzle 57.5m (188'6) Royal Huisman, 2010 €39,750,000</p>
2015	 <p>Serene 133.9m (439'3) Fincantieri, 2011 POA</p>	 <p>Red Dragon 51.7m (169'6) Alloy Yachts, 2008 €17,950,000</p>

Section 2: Yacht sales in value

€3.293 b

VALUE OF ALL YACHTS SOLD 2016

The total value of all motor and sailing yachts (24m+) sold in 2016 was approximately €3.293 b with an average value of approximately €6.6 m

TOTAL VALUE AND AVERAGE SELLING PRICE, 2016



€3.041 b

VALUE OF ALL
MOTOR YACHTS SOLD
2016



€252 m

VALUE OF ALL
SAILING YACHTS SOLD
2016



€6.9 m

AVERAGE SELLING PRICE
OF MOTOR YACHT
2016



€4.5 m

AVERAGE SELLING PRICE
OF SAILING YACHT
2016

**AVERAGE SELLING PRICE OF SUPERYACHT BY SIZE
2016**

Source: Camper & Nicholsons



**AVERAGE SELLING PRICE OF SUPERYACHT BY SIZE
2015**

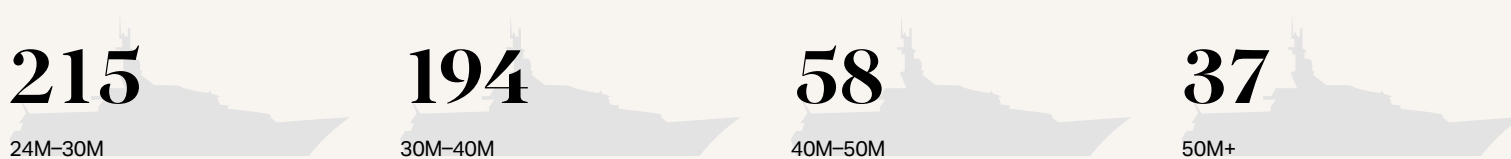
Source: Camper & Nicholsons



Section 3: Yacht sales in size, type and age

SIZE OF SUPERYACHT SOLD, 2016

Source: Camper & Nicholsons



SIZE OF SUPERYACHT SOLD, 2015

Source: Camper & Nicholsons



While a general upturn is welcome news, it is only when you drill down into the detail that you can see that the market is still split by size and type, and that market improvement is confined to specific segments.

During 2016, the 24m-30m category accounted for 43% of all brokerage yachts sold, while the 30-40m accounted for 39% giving a total of all yachts sold 24m+ of 82% up to 40m compared to 78% in 2015.

This could be viewed as an indication that clients are purchasing smaller yachts, although the number of clients in this size range have increased rather than potential large yacht buyers looking at smaller yachts. This is good for the yachting market as it indicates there are new clients dipping their toes into the water, some of whom may start small and move on to bigger yachts in the future.

WEALTH-X, 2016

AVERAGE TIME IT TAKES TO SELL A YACHT BY AGE

Source: Camper & Nicholsons

2yrs, 3mths

0-3 YEARS OLD

2yrs, 9mths

4-5 YEARS OLD

2yrs, 2mths

5-10 YEARS OLD

2yrs, 5mths

10-15 YEARS OLD

2yrs, 3mths

15+ YEARS OLD



2016 was an exciting and interesting year for yachting, and looks to have paved an inviting and stable road ahead for 2017. Optimism seems to be a recurring theme throughout the industry, spilling into the charter sector and all the superyacht services, including charter management, yacht management and crew recruitment

Paolo Casani
Managing Director, Camper & Nicholsons International