



## U.S. BROKERAGE SALES CONTINUE YEAR-OVER-YEAR DECLINE

Sales of brokerage boats in the U.S., including Florida, showed declines in both unit and dollar terms for the Jan. 1 - Mar. 31, 2019 reporting period, according to Boats Group.\* The figures, which are based on information reported to Boats Group's Sold Boat data sources, show that overall U.S. brokerage unit boats sales fell by 20.84 percent (see chart for full details), compared to the same period in 2018. Boats also took about six days longer to sell during the 2019 period.

In Florida, unit sales of brokerage boats fell by 28.14 percent while dollar sales declined by 30.52 percent. The average time it took a boat to sell declined by 4.14 percent – about six fewer days.

Brokerage sales in the European market fared better. While unit brokerage boat sales fell slightly by .92 percent, monetary sales grew by 15.47 percent. Boats also took less time to sell in the 2019 period than a year earlier, as the average days-to-sales figure declined by 6.08 percent or about 20 days.

*\*This report should be used for comparative analysis for period sales. Derived from Boats Group's Sold Boat data sources, it provides a real-time market view of sold inventory. Boats Group's Boating Intelligence Suite, a premium platform of sold boat, consumer and market data, is set to be available to the industry later this year.*

### B.I.S. DATA REFLECTS PERIOD FROM JAN. 1 - MAR. 31, 2019

U.S.	2018	2019	YoY % Change
Boats Sold	7,582	6,002	-20.84%
Value of Boats Sold - USD	\$1,379,991,590	\$1,014,408,202	-26.49%
Avg Boats Value - USD	\$182,009	\$169,012	-7.14%
Avg. Days to Sale	219.1	225.1	2.74%
Europe	2018	2019	YoY % Change
Boats Sold	1,627	1,612	-0.92%
Value of Boats Sold - EUR	€390,101,098	€450,433,639	15.47%
Avg Boats Value - EUR	€239,767	€279,425	16.54%
Avg. Days to Sale	332.3	312.1	-6.08%
Florida	2018	2019	YoY % Change
Boats Sold	885	636	-28.14%
Value of Boats Sold - USD	\$274,003,988	\$190,384,485	-30.52%
Avg Boats Value - USD	\$309,609	\$299,347	-3.31%
Avg. Days to Sale	166.6	159.7	-4.14%