

**Yacht Finance and Market Update**  
**MLA Fall Meeting, 2020**  
**G. Robert Toney, Co-chair, MLA Yacht Finance**

**NMBA Lender Update**

Banks are committed to maintaining credit policy standards  
Originators and Dealers are seeing tighter requirements  
Higher down payments/higher credit scores  
Lenders state that forbearance and payment deferral programs have terminated  
2021 recession concerns-no delinquency data as of now  
Boating becoming a COVID escape, but industry also sees economic shifts  
Generation Y buyers becoming boat owners (75% of the market in 10 years)  
Lack of vacation/travel spending is a contributing factor

**Dealer/Yacht Broker Summary**

Market stopped in March/April due to COVID concerns (MLA Spring Presentation)  
May through August were record sales and surpassed 2019 numbers  
In September sales and financing experienced some stabilization-slight drop off

**2020 Fort Lauderdale Boat Show**

Dealers and Brokers appear to be upbeat over the show  
All reported 2020 has been their best year ever  
International buyers will not or cannot travel-experienced very low attendance (VIP day)  
Some press criticism of a live event, but consumer backlash has not been an issue  
No change in cost to display.  
“Safety Patrol” enforcing masks, but social distancing was an issue (dealer booths/yachts)

**International Yacht Broker’s Association**

More skeptical on the need for a show at this time  
Lack of inventory and insufficient need to kick-start the market due to record sales  
IYBA holds their own spring show-no decision yet on 2021  
**Seminar: Yacht Sales & The Law, December 8-9, 2020 (CLE Credits)**

**Super Yacht Update (>24m)**

Yacht sales are up by +4.2% vs. 2019 and down by -12.9% vs. 2018, and up +26.3% over the average for the last 11 years

Total Value of Sales is up +3.2% over 2019, down by -0.9% vs. 2018 and up +23.93% over the average for the last 11 years

## Yacht Finance and Market Update

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Average Value of Sales is down -1% vs. 2019, up +14% over 2018 and down -6.8% compared to the average for the last 11 years

Total market value of sales is **€2.329M**.

24-50m size segment increased (notably 40-50m size segment by 37.8%) - the 50-100m decreased - the 70-100m sector down by 62.5% in numbers, but up +54% for total value (better priced units).

2020 registered the sale of TIS, the only +100m yacht sold so far (compared to none last year). **# of sales in September 2020 are 51.7% above same month last year** - a positive trend that started in July (July 2020 was 25% above July 2019, August 2020 was 110% above August 2019). Sales in the last 3 months out-perform last year by 50.5% (and by 28.1% on 2018).

### M/Y TIS



The 2020 market has now surpassed 2019 both in number of sales and value.

### Sources/Credits:

Jim Coburn, Coburn Associates  
National Marine Lenders Association  
Roger Moore, Nautical Ventures  
Bob Denson, Denison Yachts  
Paul Flannery, IYBA  
Josh Gulbranson, Fraser Yachts