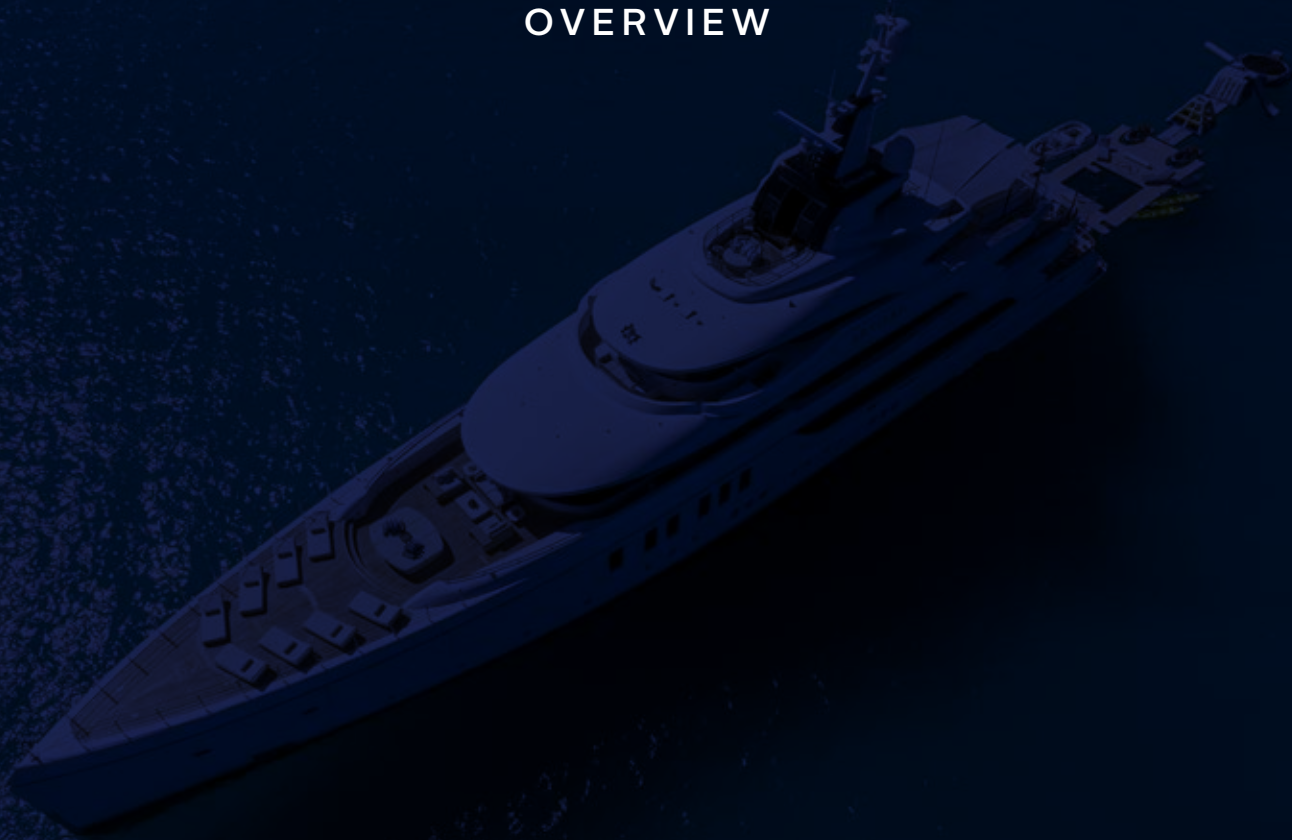




THE INTERNATIONAL YACHT COMPANY

YACHT SALES & PURCHASE
MARKET REPORT

JANUARY - MARCH (Q1) 2025
OVERVIEW



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Executive summary

The global yacht market experienced a measured slowdown in the first quarter of 2025. Despite this, the total value of yacht sales reached \$1.72 billion, marking a 14% increase compared to Q1 2024. Brokerage yachts performed well, with stronger activity year-over-year, while the new build segment recorded a decline. March recorded a decline in activity, reflecting rising macroeconomic uncertainty and a growing "wait and see" mentality among buyers. Looking ahead, while Q2 is typically one of the most active periods for the market, activity is expected to be more subdued than usual as clients await greater stability on the macroeconomic front.

This report provides a comprehensive analysis of the yacht sales market in Q1 2025, with a primary focus on the superyacht sector-vessels 80' (24 m) and above. At IYC, we continuously monitor market conditions, leveraging advanced analytics to track industry trends and client behavior, offering valuable insights into the key drivers shaping overall market performance.

The IYC Intelligence Team



JANUARY - MARCH (Q1) 2025

Yachting Industry Overview In Numbers

173

YACHTS
SOLD

\$1.72B

TOTAL VALUE
OF YACHTS
SOLD

-11%

NEW SALES
LISTINGS VOLUME
IN Q1 2025 VERSUS
Q1 2024

50%

OF TRANSACTIONS
WERE CLOSED IN
EUROPE

-13%

SALES VOLUME
IN Q1 2025
VERSUS Q1 2024

20%

MARKET SHARE
OF NEW YACHT
SALES IN Q1 2025



JANUARY - MARCH (Q1) 2025

Yacht Sales Overview - What You Need To Know

The global yacht market experienced a measured slowdown in the first quarter of 2025. A total of 173 yacht transactions were completed during Q1, representing a 13% decline compared to the same period in 2024. This contraction reflects a continued return to pre-pandemic norms following the extraordinary activity levels of recent years. Pre-owned yachts performed well, recording stronger activity than in Q1 2024, with brokerage transactions

comprising the majority of sales. Notably, the average asking price for brokerage yachts declined. In contrast, the new build segment saw a decrease in volume but an increase in average asking prices. Despite the softer start to the year, overall Q1 performance remains broadly in line with 2019 levels, underscoring a general stabilization of the yacht sales environment.

Increased Sales Volume In The 30-40m Segment

Yachts in the 99'-131' (30 to 40m) size range recorded the highest growth in market share in Q1 2025. This segment accounted for 34% of all sales, reflecting a +5 point increase versus Q1 2024. In contrast, yachts in the smaller 24-30 meter category experienced a decline in market share but remained the most transacted size range at 40%. Larger yachts over 50 meters maintained a 10% share, consistent with the previous year. The 40-50 meter segment also saw marginal growth, now representing 17% of all transactions, indicating sustained interest across mid-range sizes. Mid-size yachts continue to gain momentum, increasingly offering many of the features found on larger vessels while maintaining more manageable operational costs.

Modest Shifts in Regional Sales Distribution

Regional dynamics shifted subtly during Q1. Europe accounted for 50% of all global yacht transactions, down from 60% in Q1 2024, while the United States increased its share to 27%, up from 24% last year. This rise in US based transactions marks a stronger-than-expected rebound following more conservative behavior in Q4 2024 driven by the US elections. Within Europe, Italy remained the leading sales hub, though its share fell to 23% from 29%.

IYC Leads Global Sales in Q1 2025

IYC delivered a strong performance in the first quarter of 2025, completing 11 yacht transactions over 80' (24m) and achieving \$228 million in total sales value, ranking number one in the industry for the period. This continued momentum further solidifies IYC's leadership position among the world's top brokerage firms. In addition, the company introduced 13 new central agency listings to the market during the first three months of the year, placing it among the top global performers in this category.

Market Outlook

Following a softer start to the year, global yacht sales would typically gain momentum in Q2 2025, driven by seasonal demand. Yet, the potential introduction of U.S. import tariffs on foreign-built yachts, coupled with ongoing macroeconomic uncertainty, is expected to weigh on buyer sentiment. Early market signals indicate increased hesitation, possible order delays, and shifting international purchasing patterns, as many buyers adopt a "wait and see" approach while monitoring how these developments unfold. The proposed 20% tariff on European-built yachts could significantly raise acquisition costs for American buyers, prompting some to delay purchases or shift interest toward domestic or non-EU builders. For buyers with yachts already under construction, such tariffs may lead to unexpected increases in final delivery costs, potentially resulting in more new build listings coming to market. We anticipate having clearer visibility on market direction toward the end of Q2.

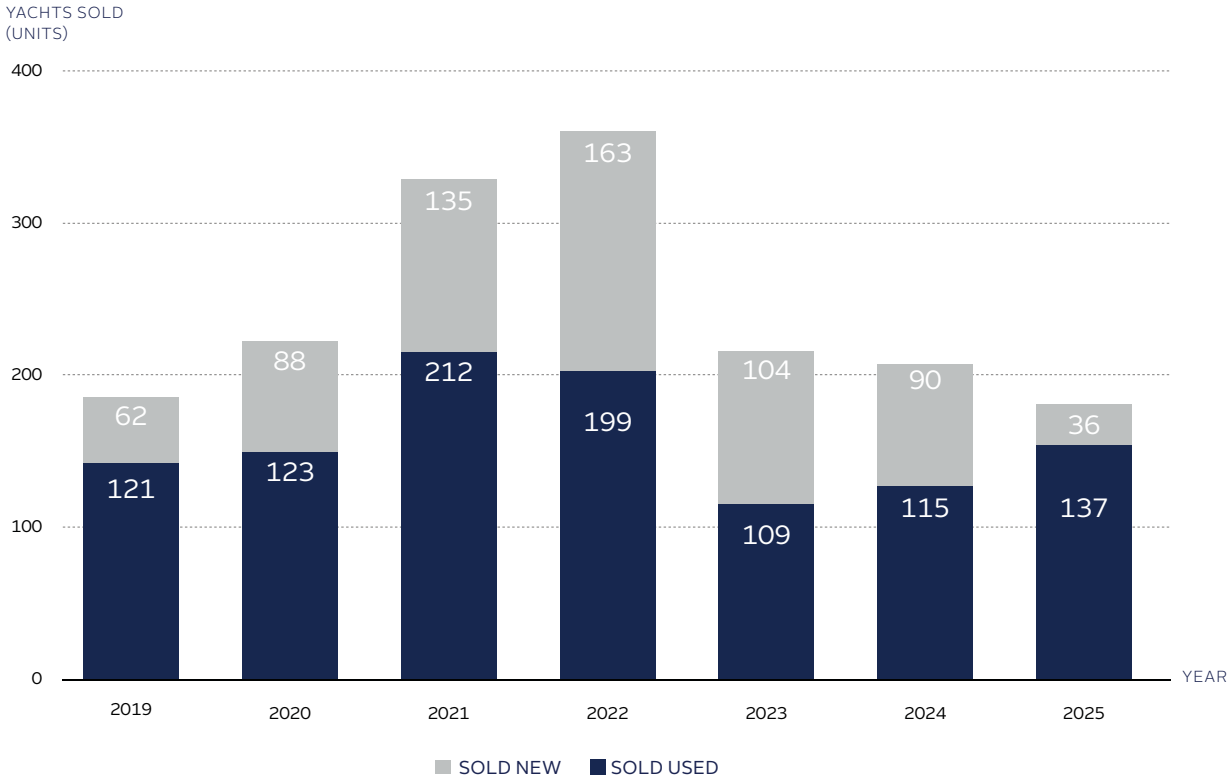


Number Of Yachts Sold By Deal Type

SLOWER MARKET VERSUS PREVIOUS YEARS, PRIMARILY LED BY DECLINE IN NEW BUILD SEGMENT

NUMBER OF YACHTS SOLD BY DEAL TYPE

Q1 2019 - Q1 2025



The sales market experienced a -16% decrease compared to Q1 2024, largely driven by a drop in the new build segment

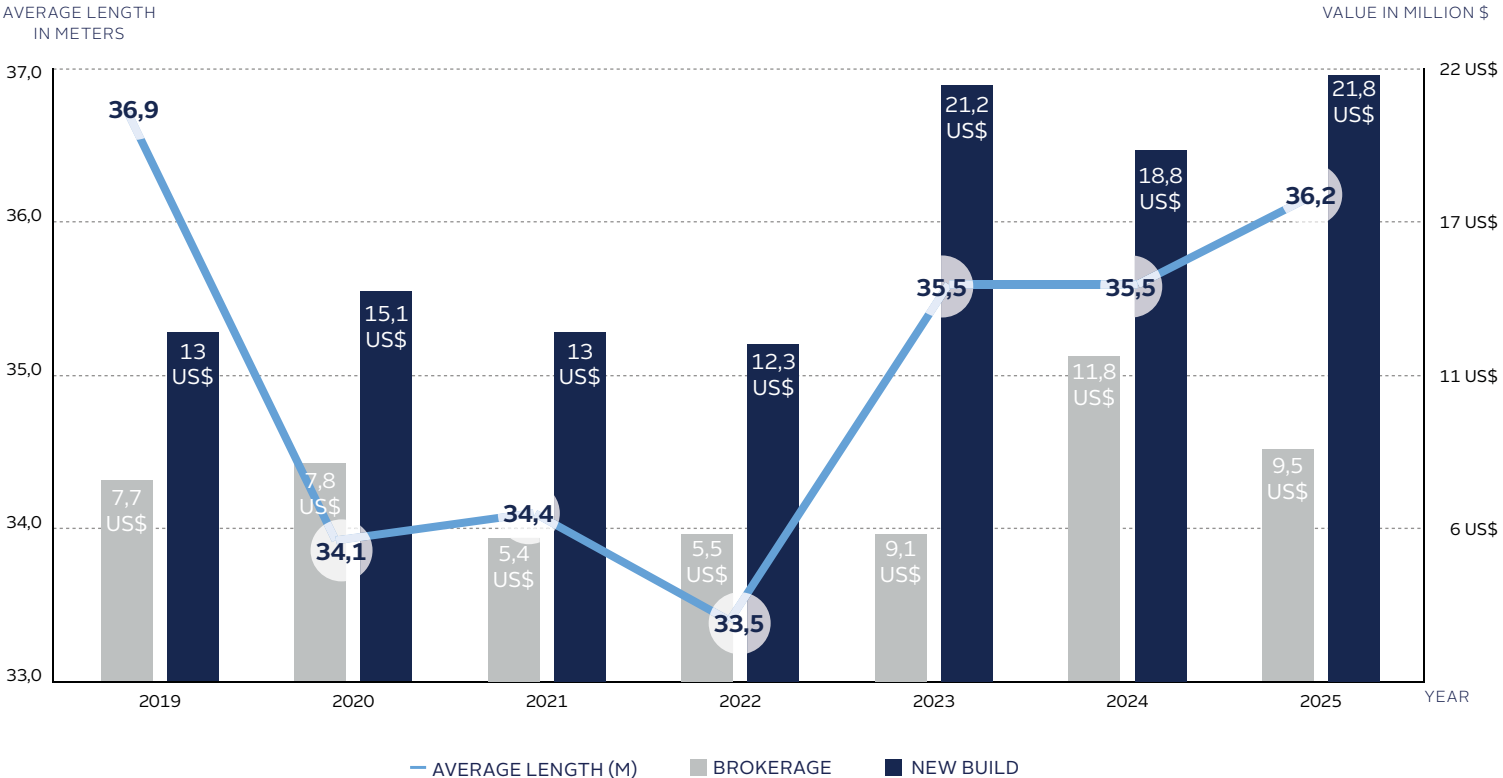
Pre-owned transactions demonstrated solid performance, increasing by 19% versus Q1 2024 and marginally surpassing pre-pandemic levels

Value Of Yachts Sold By Deal Type

NEW BUILD VESSELS WERE SOLD AT HIGHER ASKING PRICES, WHILE BROKERAGE YACHTS SOLD AT LOWER ONES

AVERAGE LENGTH & VALUE OF YACHTS SOLD BY DEAL TYPE

Q1 2019 - Q1 2025



Average asking prices for brokerage yachts sold in Q1 2025 declined 19% year-over-year, aligning with 2023 levels

New build yachts sold in Q1 2025 were 16% more expensive than in Q1 2024, consistent with 2023 pricing levels

The average length of yachts sold in Q1 2025 continued to rise, reaching 36.2 meters

Market Balance Q1 2019 - Q1 2025

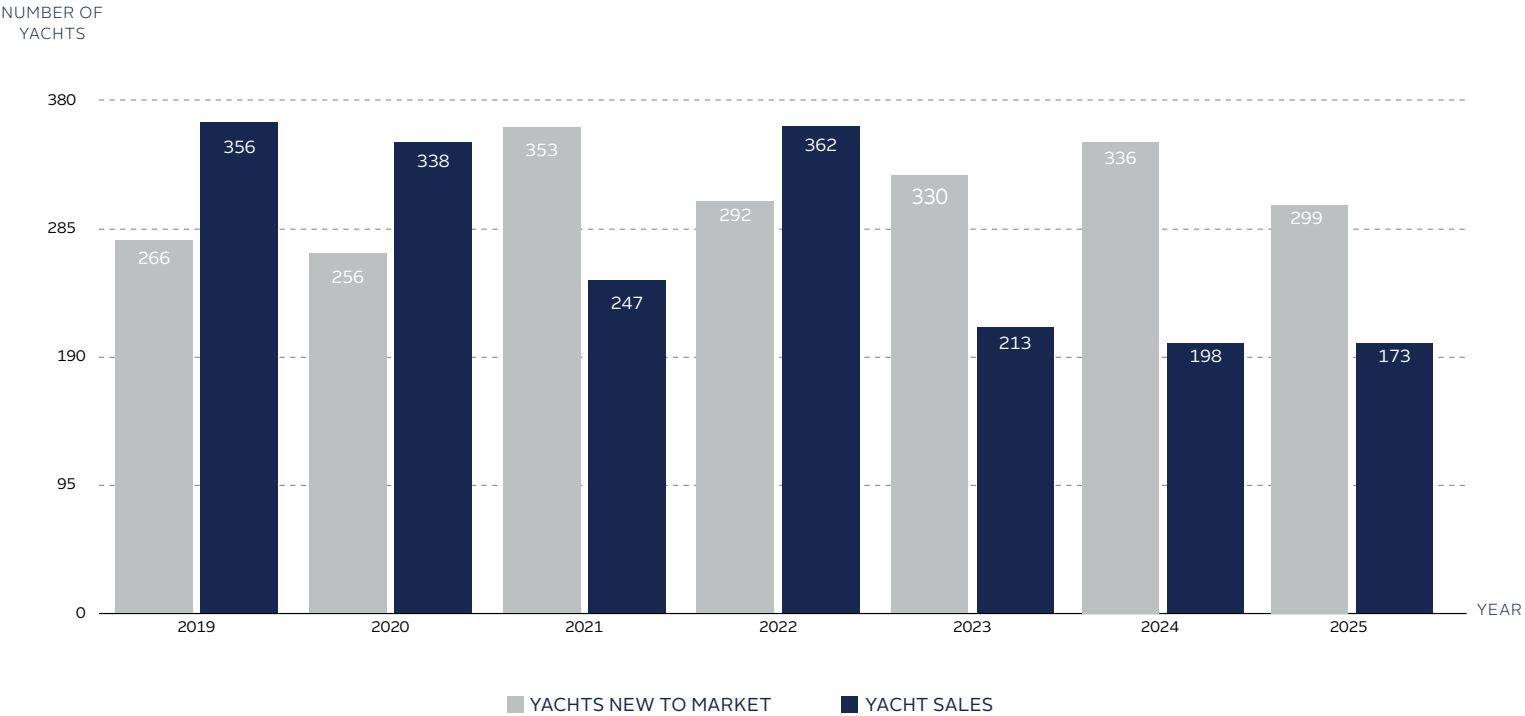
SUPPLY EXCEEDING DEMAND ON THE GLOBAL YACHT SALES MARKET



In Q1 2025 the number of new sales listing was lower versus Q1 2024, but higher versus the pre pandemic period

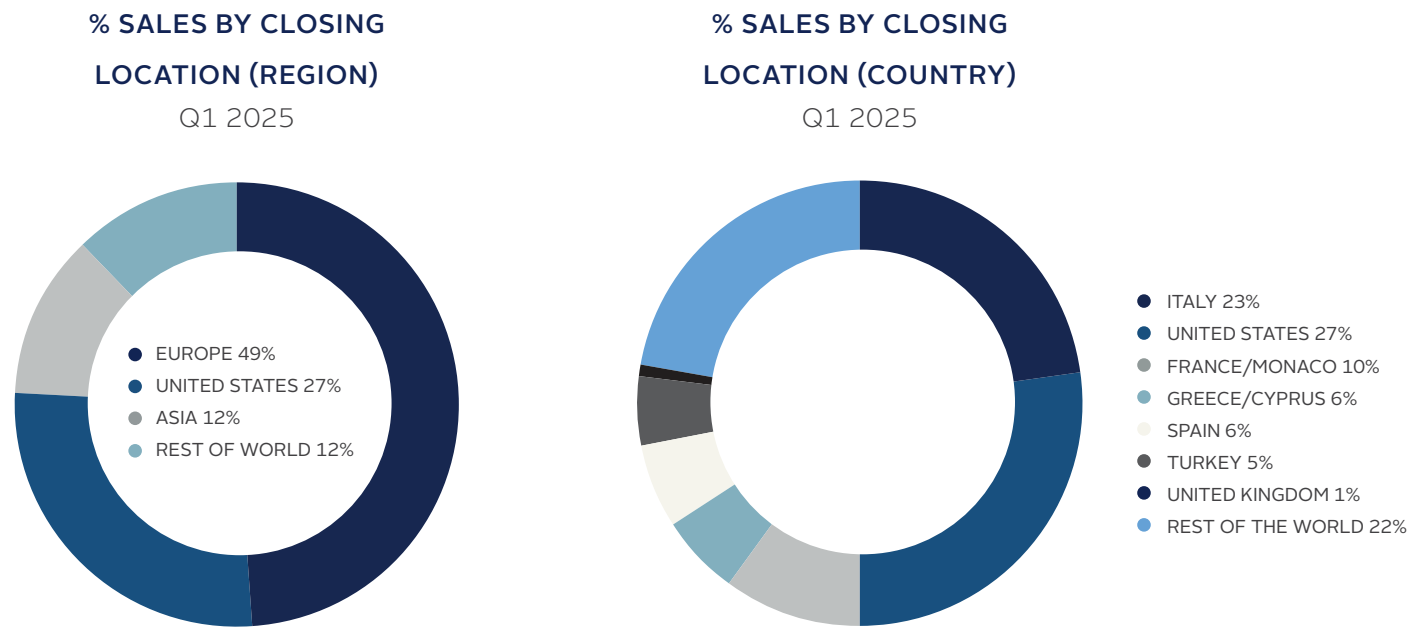
With supply outpacing demand, buyers, particularly in the brokerage market, benefit from a wide selection of attractive purchase opportunities

MARKET BALANCE
Q1 2019 - Q1 2025



Yacht Sales By Closing Location

EUROPE’S SHARE OF SALES DECLINED YEAR-OVER-YEAR, WHILE THE U.S. SAW A SLIGHT INCREASE



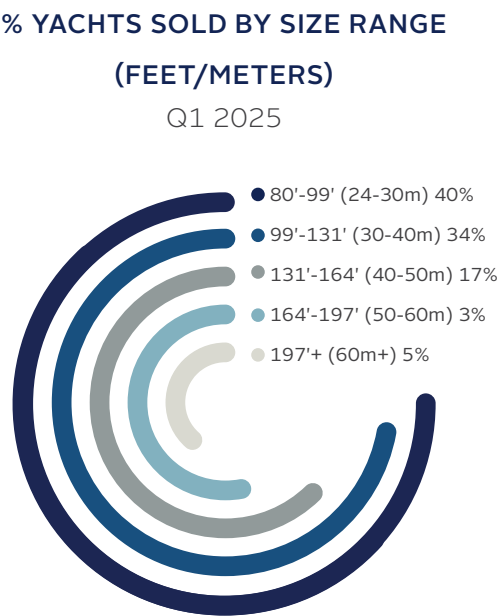
Europe accounted for 50% of total sales in 2025, down from 60% in 2024

Italy, which recorded the highest number of closings in Europe, accounted for 23% of total sales in Q1 2025, down from 29% in Q1 2024.

The United States accounted for 27% of total sales, with the majority completed in Florida - a slight increase from 24% in Q1 2024

Yachts Sold By Size Range

OVERALL SALES REMAINED CONSISTENT WITH PREVIOUS YEARS, WITH AN INCREASE IN MARKET SHARE FOR YACHTS SOLD IN THE 99’-131’ (30-40m) SIZE RANGE



The 99’-131’ (30-40m) size range gained the highest market share, up by +5 points versus a year ago while the 80’-90’ (24m-30m) size range recorded fewer sales

The larger yacht size segment accounted for 10% of total sales in Q1 2025 - in line with Q1 2024

Sales within the 131’-164’ (40-50m) size range recorded a slight increase

Used Yachts Sold By Builder

PRE-OWNED AZIMUT AND SANLORENZO YACHTS WERE THE MOST SOLD IN THE BROKERAGE MARKET IN Q1 2025

KEY TAKEAWAYS

AZIMUT AND SANLORENZO

Used yachts with most units sold in Q1 2025

BENETTI

Recorded the highest average value in brokerage yachts sold among

\$2.9 MILLION

Pre-owned Ferretti yachts sold had the lowest average last asking price among builders with most sales in Q1 2025

FEADSHIP

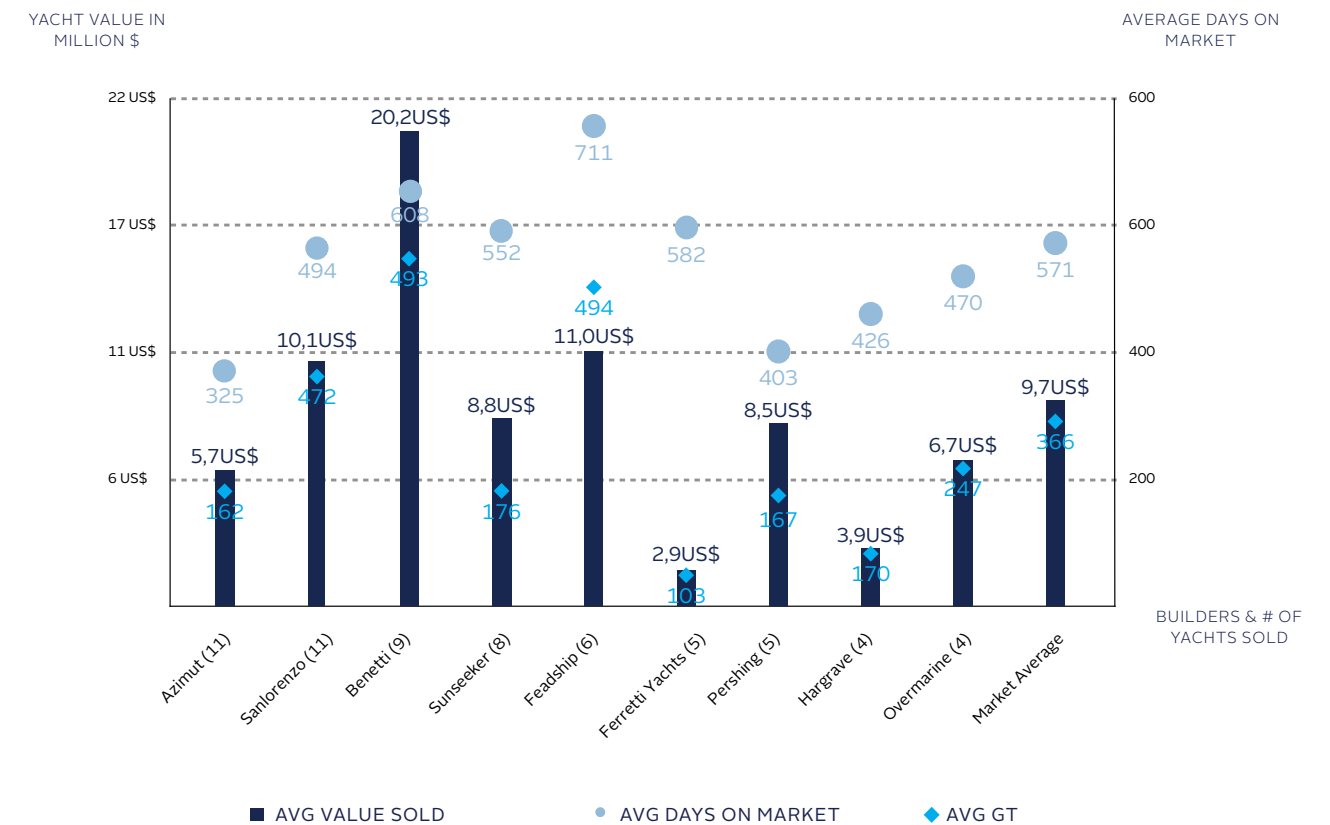
Had the longest average days on the market (711) while Azimut had the shortest time (325)

ITALIAN-BUILT

Yacht sales accounted for most of brokerage deals closed in Q1

AVERAGE VALUE OF USED YACHTS SOLD & AVERAGE DAYS ON MARKET

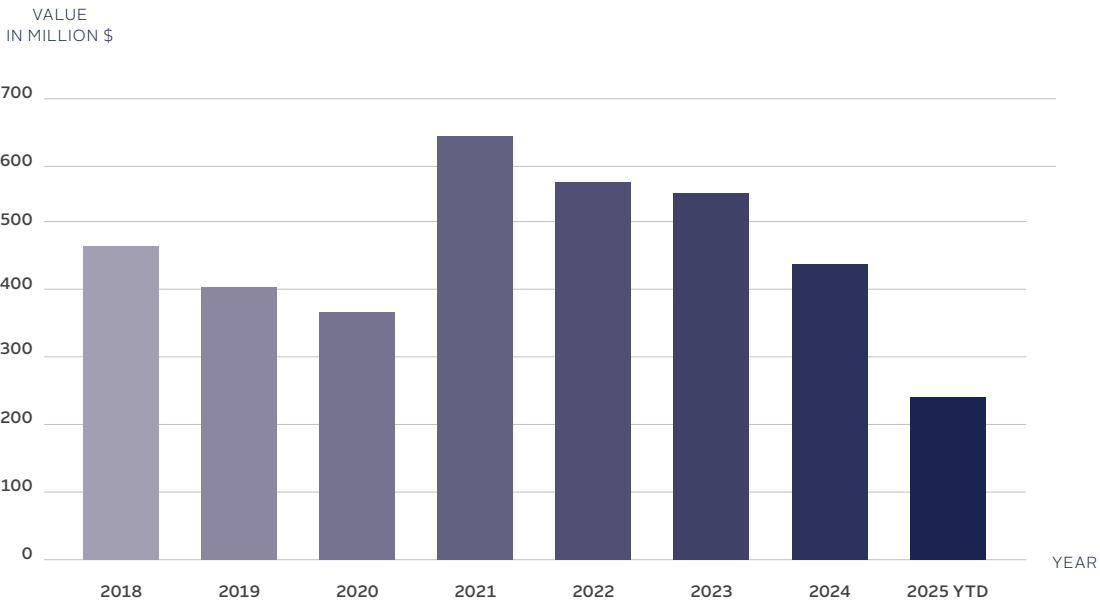
JANUARY - MARCH (Q1) 2025



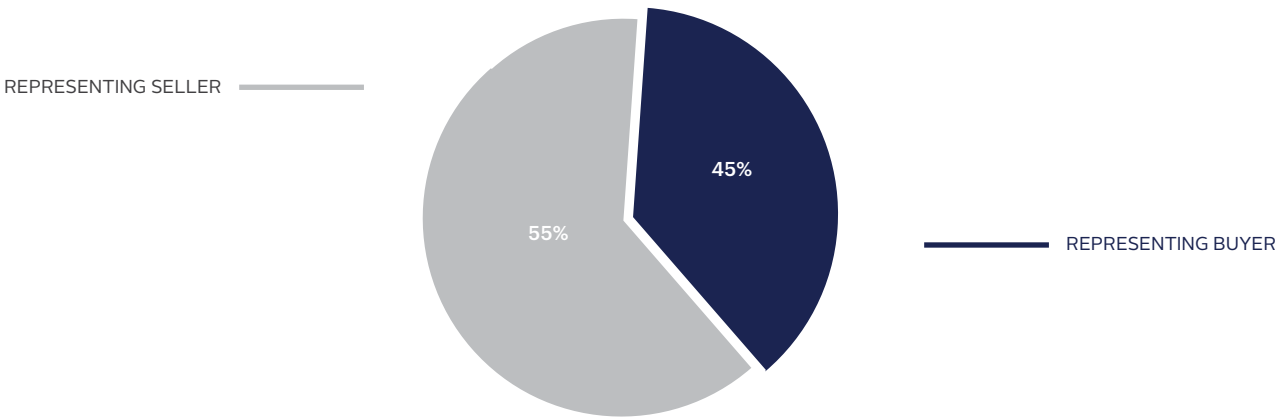
IYC Historical Yacht Sales

IYC has established itself as a global leader in the superyacht sales market, consistently excelling in both the number and total value of yachts sold. Since 2018, the company has maintained a strong track record of success, having sold over 345 vessels—including yachts measuring up to 361 feet (110 meters) in length.

VALUE OF YACHTS SOLD
2018 - Q1 2025



IYC YACHT SALES DEAL TYPE (%)
2018 - Q1 2025



JANUARY - MARCH (Q1) 2025

IYC Sales Performance 80' (24m)+

\$228M

Total Sales Value
Q1 2025

#1

In Value of Yachts
Sold Globally

11

Number of Yachts
Sold

13

New Sales
Listings

ARTISAN
(66m | BENETTI | 2019)

Largest Yacht Sold

MIZU
(55m | OCEANFAST | 2004)

Largest Yacht Listed



BENETTI 213' (65m) ARTISAN



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We help you make the right one.