

# The Superyacht

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# REPORT

## THE TRIMARANS ARE COMING

An analysis of the design and business proposition of trimarans, as they gain popularity for superyacht owners.

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## M/Y FOREVER ONE

How this 54m, approaching completion at ISA, was designed to fulfil her owner's wish to stand out from the crowd.

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## COMPOSITES

The technique of using composites alongside traditional building materials as exemplified on board M/Y *Invictus*.

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## PS46

TSR talks to Alloy Yachts about their decision to present their first ever concept at the 2013 Monaco Yacht Show.

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# BROKERAGE NEWS

A boom in sales welcomes in Q2. **Rebecca Curran** reports.

The start of Q2 began with sales nearly doubling from March and up year on year. Length also almost doubled and a considerable reduction in the number of price drops featured as well. With boat shows well under way across the globe, it appears interest is up, with more serious buyers taking to the docks on both sides of the Atlantic and further afield in Asia and Latin America.

Ross Tannock, sales and charter broker for Moran Yacht & Ship, commented that “The boat shows have reflected the market as a whole. Miami always attracts South and Latin American buyers, with Palm Beach a great show for the American market.” Back on this side of the world, Arne Ploch, sales broker for Camper & Nicholson International, said, ahead of the Palma Superyacht Show: “For us in Spain the coming season looks promising, with the extension of the Spanish Matriculation Tax for charter yachts in place and a large presence at the show this year.” The upcoming charter season looks encouraging in Europe, with legislative changes in both France and Spain, the introduction of Croatia into the EU in the past year, and the eastern Mediterranean spots such as Turkey and Montenegro gaining interest from the superyacht crowd.

Branching further afield, *TSR* was on the ground at the Singapore Yacht Show where many of the brokers were excited to see the growth in south-east Asia and in the regional market as a whole. Charlie Birkett, co-founder and CEO at Y.CO, said, “The area has a little bit more work to do with domestic infrastructure, but, overall, there is going to be a great market down here. We have a lot more clients from Europe who are interested in chartering in the area.” As for the local clientele, Simon Turner, sales broker at Camper & Nicholson International, said, “There has been more interest in brokerage yachts over the past few years. However, I now know of a few yachts over 50m in build for new Asian clients.”

Now that we’re firmly into 2014, Tannock believes the trends that closed last year will hopefully continue through the summer season. “2013 was strong for brokerage sales; the best in years. This momentum has carried on into the first quarter of 2014 and we expect it to continue through the summer season.” Toby Maclaurin, commercial director at OCEAN Independence, explained that while the year has held greater promise than in the past, “Finding the product is proving tricky. We’re in a bit

of a catch-22 where last year was good in terms of sales, not necessarily because there were more buyers in the market than before, but because of the higher number of sellers who were forced into or decided to accept the new reality of pricing.” So how to avoid this trap moving forward? Maclaurin believes: “If you want to achieve a faster sale, listing the yacht more aggressively at the beginning and avoiding multiple price reductions will lead to – hopefully – more interest, and therefore a happier seller.”

As more yachts continue to be sold, time will tell if the resale market is indeed suffering and whether new builds will begin to overtake the top spot. ■



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## FLEET UPDATE

### Recent launches

Name/Hull Number	LOA	Type	Yard	Launch date
SL104-609	31.70m	M/Y	Sanlorenzo	May-14
WinWin	33.00m	S/Y	Baltic Yachts	May-14
O   SD112/39	33.60m	M/Y	Sanlorenzo	Apr-14
Carnival Liberty 3	34.00m	M/Y	Horizon	Apr-14
AB116	36.20m	M/Y	FIPA- AB Yachts	Apr-14
Escapade   FY17	37.50m	S/Y	Fitzroy Yachts	Apr-14
Heureka (ex YIII)	45.00m	S/Y	Holland Jachtbouw	Apr-14
Monaco Wolf   16650	50.00m	M/Y	Heesen Yachts	Mar-14
D’Natalin IV   C-2014	50.00m	M/Y	Christensen	Apr-14
Yachts 52m   959	52.00m	M/Y	Jade Yachts	May-14
PJ170-2	52.42m	M/Y	Palmer Johnson	May-14
Hull 66.1	66.00m	M/Y	ISA	May-14
Victory   6218	140.00m	M/Y	Fincantieri	Apr-14

## ACTIVITY SUMMARY

### APRIL 2014

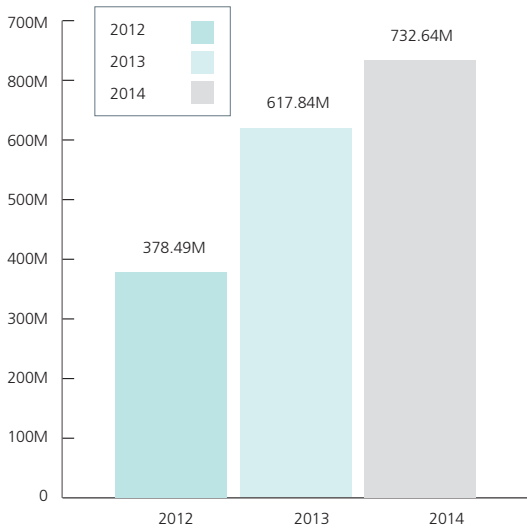
Sales: 18

Cumulative length of sales: 732.64m

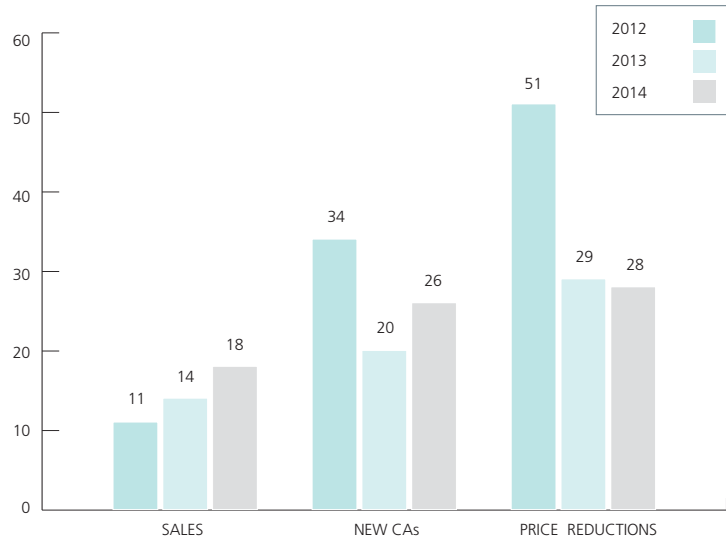
New CAs: 26

Price Reductions: 28

COMPARISON OF SALES BY CUMULATIVE LENGTH – APRIL 2012, 2013 & 2014



COMPARISON OF SALES, NEW CAS & PRICE REDUCTIONS – APRIL 2012, 2013 & 2014



SALES – APRIL 2014 (IN METRES)

Type | Name | Shipyard | Seller | Length

M/Y	MADCAP	PALMER JOHNSON	CAMPER & NICHOLSONS INTERNATIONAL	30M
M/Y	CARTOUCHE	COUACH	K&K SUPERYACHTS	30.5M
M/Y	MARETEM	SUNSEEKER	CAMPER & NICHOLSONS INTERNATIONAL	32.9M
M/Y	SILVER C	LAZZARA	DENISON & DAVES YACHTING	33.5M
M/Y	GINEVRA	TECNOMAR	OCEAN INDEPENDENCE	34.2M
M/Y	ABBRACCI	BROWARD	MORAN YACHT & SHIP	34.6M
M/Y	AQUA LIBRA	SUNSEEKER	CAMPER & NICHOLSONS INTERNATIONAL	37M
M/Y	WHY WORRY	MAIORA	CAMPER & NICHOLSONS INTERNATIONAL	39.6M
M/Y	STELLAR	WESTPORT	NORTHROP & JOHNSON	39.6M
M/Y	BLUE BELLE	MONDOMARINE	OPEN LISTING	40.5M
S/Y	VALQUEST	BLOEMSMA VAN BREEMEN	BURGESS AND MCMASTER YACHTS	40.8M
M/Y	RAMSES	FEADSHIP	BURGESS	43.2M
M/Y	MADSUMMER	FEADSHIP ROYAL VAN LENT	MORAN YACHT & SHIP	45M
M/Y	WHITE KNIGHT	CRN ANCONA	FRASER YACHTS	46M
M/Y	INEVITABLE	FEADSHIP DE VRIES	BURGESS	49.8M
M/Y	MAR	ORTONA NAVI	OCEAN INDEPENDENCE	49.9M
M/Y	BIG STAR	MCMULLEN & WING	BURGESS	50M
M/Y	ISSANA	FEADSHIP	CECIL WRIGHT & PARTNERS	55.5M

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