

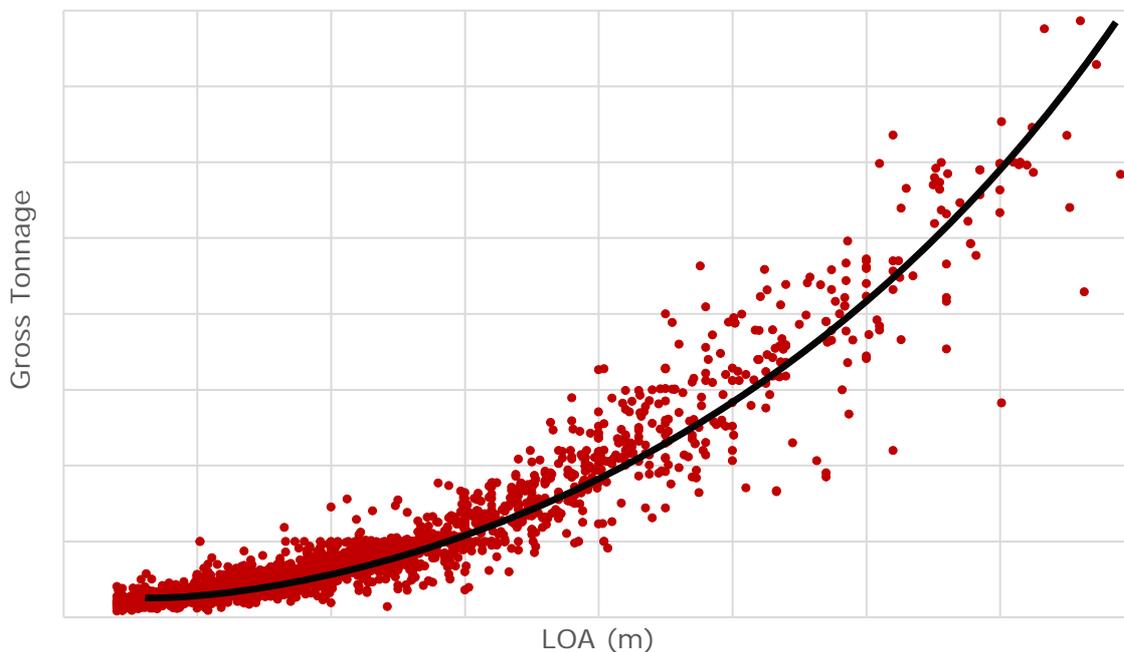
SUPERYACHTS VALUATION VARIABLES

The VesselsValue methodology incorporates yacht specifications, real time sales and asking price data. The model is continually updated and recalibrated overnight to give the closest fit possible to reported sales.

The below variables are applied when valuing Superyachts.

SHIP TYPE

The Superyacht fleet is split into 5 main categories: Motor Yachts (Above 500GT), Motor Yachts (Below 500GT), Classic Motor Yachts, Classic Sailing Yachts, and Sailing Yachts.



SIZE

The model used Gross Tonnage, a measure of the internal volume of a Superyacht, which closely correlates with value. Length Over All also affects value, and increases non-linearly as GT increases (see above graph). As such, the ratio between GT and LOA is considered.

AGE

Premiums and discounts for vessel age (i.e. depreciation) are calculated daily by the VV algorithms.

FEATURES

Builder

The yard of build significantly affects the value of a Superyacht. Each shipyard has been scored both for Superyachts and the individual design of the Superyacht constructed. These premiums and discounts are derived from the newbuilding and second-hand markets. For example, Superyachts built in North European yards tend to sell at a higher price than Superyachts built elsewhere e.g. South European yards.

Stern Type

Motor yachts with swim platforms at the stern receive a premium over those without. As such, Superyachts with canoe sterns will have small discount. Superyachts with a swim platform and a beach club, will attract a premium.

Hull Material

Superyachts are ranked depending on their hull material. Composite (Carbon) hulls are ranked the highest, followed by Aluminium, GRP, then Steel and wood. Conversely, larger Superyachts with GRP hulls are given discounts.

Stabilisers

Zero-speed stabilisers receive a premium. Larger Superyachts are generally expected to have stabilisers, whereas smaller yachts do not tend to have this feature. Smaller Superyachts with stabilisers receive a premium, whereas large yachts without stabilisers will receive a discount.

Speed

Superyachts with higher top cruising speeds are given a premium over slower vessels. The range of premium depends on the hull forms: planing, semi-displacement or displacement.

Ice Class

Superyachts with ice class will usually attract a higher achieved sale price than Superyachts without, so a premium is given to ice classed Superyachts.

Helideck

Premium is given for presence of a helideck. Superyachts with fully certified decks will receive a premium over Superyachts with a "touch and go" deck.

Elevator

Superyachts larger than a threshold are expected to have an elevator. Superyachts without will attract a small discount, whereas smaller Superyachts with an elevator will receive a premium.

Propulsion (waterjets vs. screw)

Provided the top speed is above a certain threshold, Superyachts with waterjet propulsion will be given a premium over Superyachts with screw propulsion.

Interior

Whilst it is impossible to assign a value to every interior for every Superyacht, we do look at the interior designer. Famous / recognised brand names receive a premium over a less accredited, or in-house design.

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