

THE **BOAT BUYER'S**
GUIDE TO



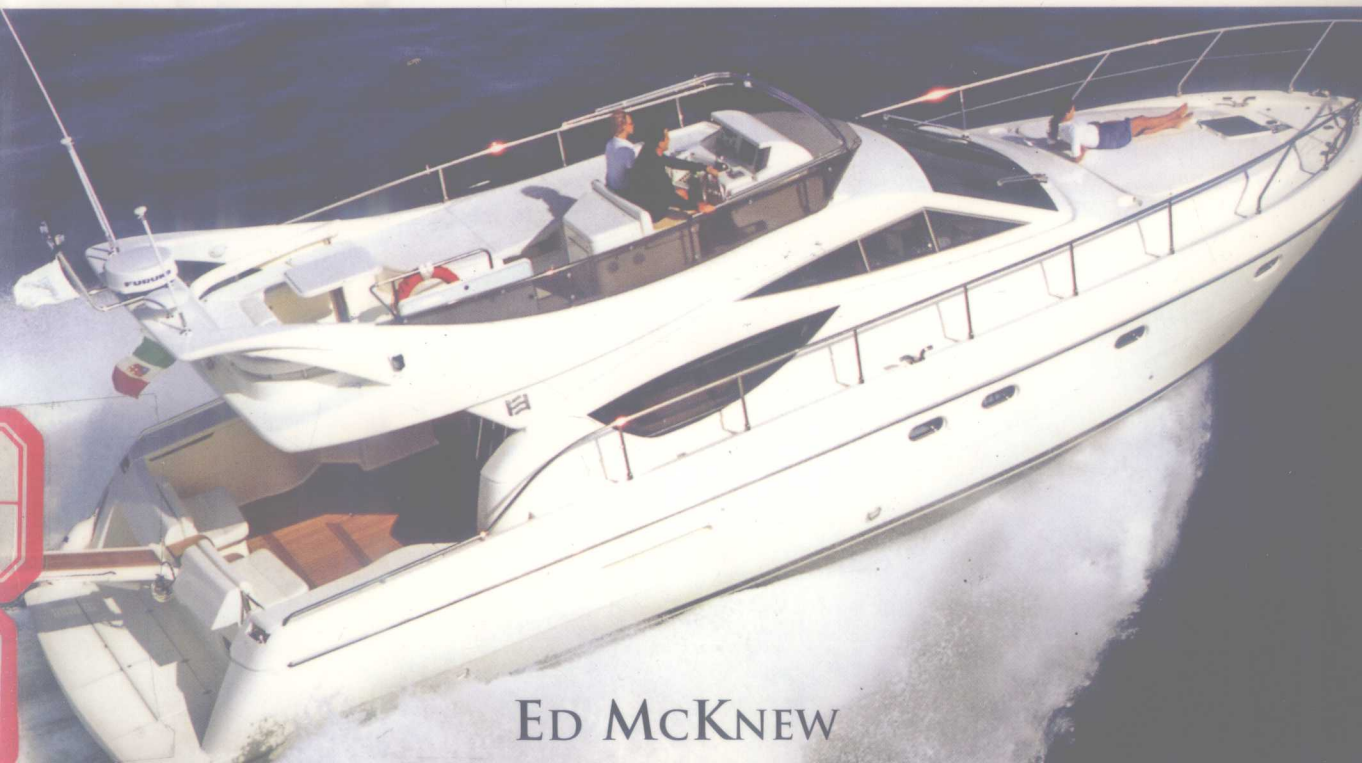
Motor Yachts and Trawlers

Includes Price Guides for 600 New and Used Boats, 1980–Current

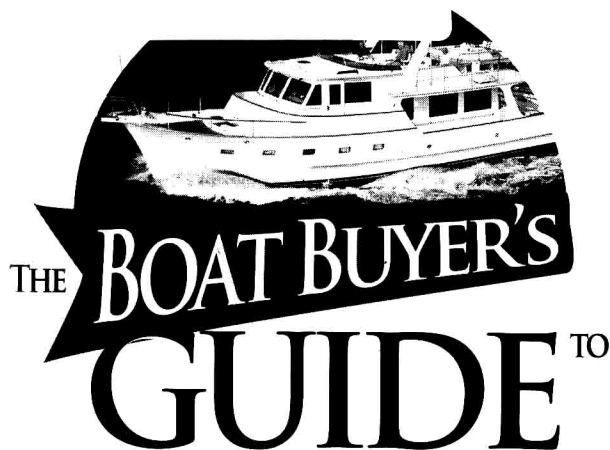
PILOTHOUSE MOTOR YACHTS • AFT CABIN MOTOR YACHTS

• COCKPIT MOTOR YACHTS • PILOTHOUSE TRAWLERS

• DOUBLE CABIN TRAWLERS • 27' TO 80'



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Motor Yachts and Trawlers

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Introduction

The introduction in 1989 of the *PowerBoat Guide* provided yacht brokers and dealers with the first comprehensive handbook ever produced covering late-model powerboats from 27 to 80 feet long. Designed specifically for marine industry professionals, the *PowerBoat Guide* quickly became an annual publication, and in 1995 the editors made the book an even more popular resource with the addition of retail high-low appraisal values for new and used boats. Compiled and edited by an experienced broker, no other publication offers such a wealth of information on current and out-of-production express cruisers, trawlers, motor yachts, and sportfishing boats. Over the years, the *PowerBoat Guide* has grown to become a standard tool within the yacht sales community, with users found in most every brokerage office in the country. Often called the “Yacht Broker’s Bible,” it is easily one of the most-quoted publications in the business.

Even as the *PowerBoat Guide* has matured, the boat-buying marketplace has become more diverse and fragmented. The Internet makes more information available to boat shoppers than ever before, but paradoxically it provides no context or comparisons for that information, and as a result the consumer winds up feeling overwhelmed by unprocessed data. We believe this state of affairs is bad for everyone. Boat buyers can’t be sure of finding the right boat at a fair price, and boat brokers lose sales. It is time, therefore, to give consumers broader access to the same information brokers have. These considerations have prompted us to offer the *PowerBoat Guide*’s reviews and appraisals to consumers for the first time.

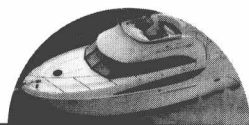
In doing so, we’ve had to confront the fact that the *PowerBoat Guide* has grown to almost 2,000 pages, making it too big and too expensive for a consumer audience. Working with the editors of International Marine, we have therefore divided it into three con-

sumer editions: *The Boat Buyer’s Guide to Motor Yachts and Trawlers* (which you now hold in your hands), *The Boat Buyer’s Guide to Express and Sedan Cruisers*, and *The Boat Buyer’s Guide to Sportfishing Boats*.

The Boat Buyer’s Guide to Motor Yachts and Trawlers covers a huge cross section of the most popular motor yachts and trawler yachts built since 1980. These are the boats that people overwhelmingly prefer when making long passages and cruising to far-away shores. Retired couples nearly always turn to a motor yacht or trawler when they think of spending a few of those golden years cruising the islands, while others see them as an attractive liveaboard option to escape the drudgery of home or condo ownership.

This unique publication with its pictures, factory specifications, prices, and concise reviews for hundreds of motor yachts and trawlers will give you the essential information you need to make a smart buying decision. And the book is not just for buyers; boat-owners and boating enthusiasts alike will find it a valuable addition to their boating libraries for its insightful comments, hard-to-find production information, and real-world performance data.

In this book you will find everything from affordable coastal cruisers to multimillion-dollar luxury yachts designed for long-range passages. If you prefer the fuel efficiency and economical operation that only a trawler yacht can offer, you’ll be delighted with the collection of late-model domestic and imported boats found in these pages. Whatever the need, *The Boat Buyer’s Guide to Motor Yachts and Trawlers* covers the entire range of cruising yachts in a single comprehensive and easily referenced volume that is unique in the marine industry. We believe it will make shopping for a boat a much more enjoyable and rewarding experience.



Frequently Asked Questions

In an effort to clear away some of the confusion regarding the purchase of a new or used boat, we have listed below some of the most common questions asked by boat buyers. The answers presented to these questions reflect the thinking of the author. We believe the information presented here will address several important issues confronting buyers of boats listed in this publication.

- Q. I notice that motor yachts are built on a modified-V hull while trawlers are constructed on either a semi-displacement or a full-displacement hull form. What's the difference?**
- A.** In general, motor yachts are built on the same kind of all-purpose modified-V hull forms used in the construction of many sportfishing boats. A modified-V hull—with its moderate transom deadrise and hard chines—provides a combination of performance, comfort and stability not available with any other configuration. It's a compromise, but a good one.

The difference between a modified-V hull and a semi-displacement hull is often difficult to distinguish. In general, the semi-displacement design places less emphasis on performance in favor of economical, lower-speed operation. The chines are sometimes softer, and a true semi-displacement hull is often narrower than a modified-V design. These hull forms offer little fuss in the transition from displacement speeds to planing speeds, and they can operate efficiently at the transition speeds of a conventional modified-V model. Other semi-displacement designs are trawler types capable of speeds above hull (displacement) speed but not necessarily in an efficient manner.

Semi-displacement hulls are most often seen on trawler-style boats (Grand Banks, Albin, Marine Trader, etc.) as well as on many of the Downeast designs from New England builders. Seldom capable of 20+ knots top, they provide an economical and comfortable ride at less than motor yacht cruising speeds.

Full-displacement hulls are seen only in true trawler designs. A displacement hull is characterized

by rounded bilges and deep, full-length keels. Note that a true displacement hull cannot exceed its so-called hull speed, which is calculated by multiplying the square root of the hull length by 1.13. The Kroger 42 and Nordhavn 46 are examples of true displacement boats.

- Q. Beam is important to us since we want as much interior volume as possible in a boat. Some models we've been aboard recently seem cavernous inside, and their beams were unusually wide. The question is, how much is too much beam?**

- A.** Although modern production boats clearly have more beam than their predecessors, many yacht designers still consider 1 foot of beam for each 3 feet of length close to the ideal length-to-beam ratio for yachts under 55 feet. Having said that, the fact is that most modern production boats have beams that exceed that 3:1 ratio. It's not unusual, for example, to see a 36-footer with a 13-foot beam or, say, a 45-footer with a 16-foot beam.

- Q. Should I be looking for a boat with diesel engines?**

- A.** In many cases the answer is going to be yes. All trawlers—regardless of size—come with diesels, and most motor yachts above 40 feet have them as well.

Range is often a factor in a cruising yacht, and diesels can deliver up to 50 percent more of it than the same boat with gasoline engines. It should be noted, however, that it is not at all uncommon to see gas-powered motor yachts over 40 feet in the Great Lakes and inland waterways, where range is of less importance.

In a smaller aft-cabin cruiser the choice between gas and diesel isn't always so clear. The added expense of diesels in a 35-foot boat could easily add up to a quarter of the purchase price. Fortunately, diesels are becoming more affordable as new technology allows manufacturers to reduce both the size and weight of diesel engines while increasing their performance.

In resolving this question, keep in mind that the resale value of a diesel-powered boat will often go a long way toward justifying the added up-front expense.

Frequently Asked Questions

Q. I know that engine hours are important, but what constitutes a lot of hours on a particular set of motors?

A. This is always a hard question to answer, so we'll just offer up some general guidelines. When it comes to gas engines (inboards and I/Os), most dealers and brokers figure those with over 1,000 hours are probably tired. With turbocharged diesels 3,500 hours is a lot of running time, and with naturally aspirated diesels it's not uncommon to pile up 5,000 hours before an overhaul is required.

Unfortunately, a good many of today's ultra-high-performance diesels never see 2,000 hours before an overhaul is required. Sometimes this is a manufacturer problem, but premature marine diesel death usually results from improper owner care and maintenance. Lack of use and poor exercise habits may be the number-one killer. Humidity (moisture) on cylinder components can be avoided with regular running and engine heaters. Diesel engines should be run under a load whenever possible. If your mechanical surveyor suggests new oil, fuel, or water hoses, do it. Trying to save money here can be very expensive in the long run.

Having said that, it's important to note that there are far too many variables to make any buying decisions based upon engine hours alone. It's imperative to have the diesels in a used boat surveyed just as you have the boat itself professionally examined before reaching a final decision. It's not quite so critical with gas engines since they cost far less to rebuild than diesels; however, it's always worth the small expense of having a compression test done on gas engines just to see what you're getting into.

Determining the actual hours on an engine (or a set of engines) can be difficult. There are generally hour meters installed in boats over 25 feet (that may or may not be operating properly), but they're not always found in smaller gas-powered boats. Even if you have access to all the service records, we strongly suggest that you rely on an expert to evaluate the engines in any boat you have a serious interest in owning.

Q. I'm in the market for a 40-foot trawler. My broker is telling me to buy a boat with twin engines rather than one for improved handling (and resale) purposes, but according to some articles I've read, a single diesel is all I need. Who's right?

A. With a couple of exceptions, we think your broker is providing some excellent advice. Handling a single-screw 40-footer in a tight marina with the wind blow-

ing hard may not intimidate a seasoned skipper, but it'll severely test the limits of your average weekend family cruiser. In general, trawler-style boats above 36 feet should have twin engines.

It should be noted, however, that a true trawler—built on a full-displacement hull with a deep keel—will often have only a single engine due in part to the hull configuration. (Two production, full-displacement models that come to mind are the Kroger 42 and the Willard 40.)

Q. What kind of cruising speeds should I look for in a late-model motor yacht?

A. A modern, properly powered motor yacht (above 45 feet) should be capable of cruising in the neighborhood of 16–17 knots. Those that cruise at 20 knots are considered fast and a 25-knot cruising speed is seen only in a very high performance model.

Many motor yachts under 45 feet—and that includes a lot of the late-model Taiwan imports—are not able to attain these numbers because they were built with too-small engines. While this tactic allowed importers to sell them at seemingly low prices, the performance of these boats runs a poor second to a properly powered model.

Q. I'm looking at a boat with propeller tunnels in the hull. What are the advantages and disadvantages?

A. Propeller tunnels (commonly called prop pockets) are often employed by designers to reduce shaft angles and draft requirements. Manufacturers like Sea Ray and Phoenix have used them for years, and they're a common characteristic in the hull designs of many European models.

While reduced shaft angles and draft requirements offer significant advantages in many hulls, there are some potential downsides to their use. Among them is loss of lift at the stern, which may result in a bow-high running attitude, poor high-speed steering, and an increased turning radius. Finally—and this applies primarily to fishing boats—prop-pocket hulls generally require more finesse in tight-quarter handling.

We know of no trawlers using propeller tunnels in the hull. In motor yachts (or convertibles), prop pockets are often used in conjunction with V-drives. (Without prop pockets, the shaft angles resulting from a V-drive installation would be prohibitively steep.) It's worth noting that many of the high-performance European-built yachts reviewed in this book use propeller tunnels. In most cases, we believe the advantages inherent in a

well-designed prop-pocket hull can outweigh the potential disadvantages mentioned above.

Q. Should I reject a boat with bottom blisters?

- A. Generally, no. Blisters can almost always be repaired, although the process can require a fair amount of time and expense. With that in mind, it is rare indeed to see a blistering problem so severe that it actually affects the integrity of the hull.

While some boats tend to re-blister again and again, most bottoms properly dried and protected should remain blister-free for five years or longer.

Q. Can I rely on the boat tests that I read in the national magazines?

- A. Yes, they're usually accurate as far as they go. For example, the performance figures—speeds at various rpms, fuel burn data, etc.—are quite reliable although it's always wise to keep in mind that these are new boats with light loads and plenty of factory preparation. Don't look for a lot of hard-hitting criticism in these tests, however, because boating magazines (including ours) depend upon boat manufacturers for a major part of their advertising revenues.

We've read a lot of boat tests over the years. In our opinion, the best and most comprehensive are conducted by *Boating* magazine. *Sea* and *Sport Fishing* also have some excellent reviews.

Q. How important is a lower helm?

- A. That depends upon your location. A lower helm is a great convenience—a luxury, actually—when you're getting an early start on a chilly morning or trying to stay dry on a wet, windy day. For visibility, however (and to avoid seasickness), most skippers prefer the bridge station for heavy-weather running in spite of the physical discomforts.

Aside from the added expense (which can be considerable), a lower helm takes up valuable room in the salon, which would otherwise be devoted to living space. Not surprisingly, inside helms are most commonly seen in northern climates, especially in the Great Lakes and the Pacific Northwest. On the other hand, a lower helm in Florida (or along the Gulf Coast) is often a hindrance to a boat's resale value since it may be viewed as a useless and unnecessary feature.

Note that lower helms are often a standard feature in trawlers and also in many motor yachts over 50 feet in length.

Q. Should I hesitate before purchasing a Taiwan boat?

Several dealers and brokers I've met have been very critical of their quality.

- A. Today's Taiwan imports no longer enjoy the huge price advantage over their U.S. counterparts that they had in the 1970s and 1980s. While it's true that many of the boats imported from Taiwan during that period were cheaply built and suffered from poor quality control, others were surprisingly well built and represented long-term excellent values. The Taiwanese unquestionably had the skills to turn out a first-rate product, but most of their clients were U.S. importers whose only objective was a fat profit back home. Asked to turn out cheap boats in volume, the Taiwanese responded by flooding the market with waves of inexpensive trawlers and sailboats, usually with an abundance of interior and exterior teak woodwork.

The big price advantages Taiwan products had in the American market began to dry up several years ago, and today their exports must compete on a level playing field with our own domestic yachts. There's been a big shakeout in the boatbuilding business in Taiwan in the past decade, and many of the smaller, less productive yards have shut down. Those remaining are generally experienced boatbuilders with modern facilities, state-of-the-art technology and highly skilled, well-paid workers. Many of these yards have successfully sold their products into the European market.

The 1970s and '80s were the heyday of the trawler-style Taiwan import. They were affordably priced (thanks to a very favorable U.S.-Taiwan exchange rate), and their handsome all-teak interiors and economical operation appealed to North American boaters tired of plain-Jane fiberglass interiors and/or the high operational expenses associated with gas-powered motor yachts. (Remember, those were the days of oil embargoes and increasing fuel costs.) Trawlers are still in demand, but the Taiwanese dollar has increased dramatically in the past decade, and the cost of today's Taiwan-built trawler is comparable to what an American-built model might cost. Consequently, those imported during the seventies and eighties have held their resale values as well as or better than their U.S. counterparts—a good indication of their continuing popularity on the used market. Many of the Taiwan motor yachts currently being imported into this country are completely modern boats with plenty of high-tech construction and customer appeal, and practically all of today's trawler-style boats are being produced in Taiwan. We can think of no reason to avoid them.

Frequently Asked Questions

Q. Are freshwater boats really worth more?

- A.** Sure, no question about it. Salt water is hard on a boat, especially the gelcoat, electronics, paint, metalwork, and engine room components. And while nearly all diesel-powered boats have closed cooling systems, the same is not always true of gas engines. In a saltwater environment it's wise to look for a boat with a closed cooling system since it usually lengthens engine life.

Another reason freshwater boats often bring a premium price has to do with the fact that they generally have fewer engine hours. The boating season in most freshwater regions is shorter than many of the largest saltwater boating areas. Furthermore, the majority of freshwater vessels spend their winters out of the water—many in a protected environment with reduced exposure to the corrosive effects of sun, wind and rain.

As might be imagined, a well-maintained saltwater vessel is probably a better investment than a poorly maintained freshwater boat. One final factor that equalizes the values between the two is equipment. An East or West Coast saltwater boat is often fitted out with better cruising equipment and more elaborate electronics than a similar Great Lakes or inland waters vessel.

Q. Should I avoid a boat if the manufacturer has gone out of business or is currently undergoing hard times?

- A.** Emphatically, no. There are plenty of good used boats on the market from manufacturers who couldn't survive the poor economy of the past several years. The parts you will need from time to time are always avail-

able from catalog outlets or suppliers. Engine parts, of course, are easily secured from a number of sources. Generally speaking, there are no components used in a production model that cannot be replaced (or repaired) by a good yard.

Note that many of the most popular models on today's brokerage market were built by companies now out of business.

Q. For resale, should I only consider a brand of boat with big-name market recognition?

- A.** There is no question that certain popular brands have consistently higher resale values. There are, however, many designs from small or regional builders that are highly sought after by knowledgeable boaters. Often, the market for these models is tighter and generally less saturated than the high-production designs—a factor that often works to a seller's advantage.

Q. If I decide to buy a used boat, should I use a broker?

- A.** If you have plenty of time on your hands, you could locate a good boat at a fair price without a broker. Unless you find a boat for sale by owner, you end up working with a broker anyway—the listing agent.

Do your homework and end up with an agent who has your long-term interests at heart. You're not paying for his time and expertise until you purchase a boat through him. Keeping several brokers in competition against one another often results in no one giving you the time that you'll require.



About the Prices

Retail High and Retail Low

The *Retail High* is the average selling price of a clean, well-maintained boat with light-to-moderate equipment. This boat will show little wear and tear, and all systems and equipment will be in good working order. Note that boats with an exceptional equipment list—or those showing very little use—will often sell at a figure higher than the published Retail High.

The *Retail Low* is the average selling price of a boat with modest equipment and below-average maintenance. This boat may need attention to various equipment and cosmetic issues, but in most respects she should be seaworthy and ready to use.

Condition Price Adjustments

Boats that are in truly outstanding condition and loaded with optional equipment may sell for as much as 15 percent over the published Retail High. Similarly, boats that require extensive yard work to put them into serviceable condition can be expected to sell for well below the published Retail Low figure.

Geographical Price Adjustments

The prices published in this guide apply to boats found on the East Coast, Florida, and the Gulf of Mexico. To adjust the price for another region, please use the following guide:

Great Lakes & Midwest:	+10%
Pacific Northwest:	+15%

Inland Rivers & Lakes:	+5–10%
California:	+15%

Freshwater vs. Saltwater Boats

Boats that have been used exclusively in fresh water are nearly always worth more than those used in a saltwater environment. The saltwater environment is hard on boats—both cosmetically and mechanically—and they require considerably more maintenance than freshwater boats. Great Lakes boats offer the added advantage of having been used for only a few months each year rather than year-round. (Indeed, many are stored during the winter months.)

Depreciation

Determining depreciation is a complex process with many factors to take into consideration. Some boats hold their prices better than others, some drop rapidly in value, and local economic conditions can often play a part in determining a boat's market value. In the final analysis, there is no consistent depreciation formula we know of that can be applied with any degree of accuracy.

Insufficient Data

A series of asterisks (*****) indicates that the editors were unable to obtain enough resale information on a particular model to come up with dependable resale price estimates.

For price updates after January 1, 2007, call 800-832-0038.



Important Notes

For the most part, the contents of this book are straightforward and easily understood. Before launching into the pages, however, we strongly suggest that you take a few moments and review the following points. Failure to do so is likely to result in some confusion and misunderstanding.

Factory Specifications

The specifications listed for each model are self-explanatory, although the following factors are noted:

1. *Clearance* refers to bridge clearance, or the height above the waterline to the highest point on the boat. Note that this is often a highly ambiguous piece of information since the manufacturer may or may not include such things as an arch, hardtop, or mast. Use this figure with caution.
2. *Weight* is a factory-provided specification that may or may not be accurate. Manufacturers differ in the way they compute this figure. For the most part, it refers to a dry boat with no gear.
3. *Designer* refers to the designer of the hull only.
4. *NA* means that the information is not available.

Performance Data

Whenever possible, performance figures have been obtained from the manufacturer or a reliable dealer

or broker. When such information was unavailable, the author has relied upon his own research together with actual hands-on experience. The speeds are estimates and (in most cases) based on boats with average loads of fuel, water, options and gear.

All speeds are reported in knots. Readers in the Great Lakes or inland waterways may convert knots to miles per hour by multiplying a given figure by 1.14.

Cruising Speeds, Gas Engines

Unless otherwise noted, the cruising speed for gas-powered inboard (or sterndrive) boats is calculated at 3,000–3,200 rpm.

Cruising Speeds, Diesel Engines

The cruising speeds for diesel-powered boats are calculated as follows:

1. Detroit (two-stroke) Diesels: about 200–250 rpm off the top rpm rating.
2. Other (four-stroke) Diesels: about 350–400 rpm off the manufacturer's maximum rpm rating.

Cruising Speeds, Outboard Engines

The cruising speeds for outboard-powered boats is generally figured at 4,000 rpm.



Useful Terms

Abaft—behind

Athwartships—at a right angle to the boat's length

Bulkhead—an upright partition separating compartments in a boat

Bulwark—a raised portion of the deck designed to serve as a barrier

Chine—the point at which the hullsides and the bottom of the boat come together

cid—referring to the cubic inch displacement of an engine, e.g., 454-cid gas engine

Coaming—vertical surface surrounding the cockpit

Cuddy—generally refers to the cabin of a small boat

Deadrise—the angle from the bottom of the hull (not the keel) to the chine

Deep-V Hull—a planing hull form with at least 18 degrees of deadrise at the transom and a fairly constant "V" bottom shape from stem to stern

Displacement Hull—a hull designed to go through the water and not capable of planing speed

Forefoot—the underwater shape of the hull at the bow

Freeboard—the height of the sides of the hull above the waterline

gph—gallons per hour (of fuel consumption)

Gunwale (also gunnel)—the upper edge of the sheerline

Hull Speed—the maximum practical speed of a displacement hull. To calculate, take the square root of the waterline length (LWL) and multiply by 1.34.

Knot—1 nautical mile per hour. To convert knots to statute mph, multiply by 1.14.

Modified-V Hull—a planing hull form with (generally) less than 18 degrees of transom deadrise

Nautical Mile—measurement used in salt water. A nautical mile is 6,076 feet.

Planing Speed—the point at which an accelerating hull rises onto the top of the water. To calculate a hull's planing speed, multiply the square root of the waterline length by 2.

Semi-Displacement Hull—a hull designed to operate economically at low speeds while still able to attain planing speed performance

Sheerline—the fore-and-aft line along the top edge of the hull

Sole—a nautical term for floor

Statute Mile—measurement used in fresh water. A statute mile equals 5,280 feet.



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