

How to estimate the price of a used boat... ? (05/01/2025)

Price of the ad:

How did I set the price of Dreambox? My two main sources are internet and amount I paid for the purchase of the boat plus all the equipment I added.

I looked on the internet and I chose used boats similar (about 12m, alu, centerboarder, about 1993-2003). The average of posted prices gave roughly the price of the ad. [average annouements](#)

This price is questionable... in both directions... it could have one buyer bidding on another!

I took into account the history of the boat with its first owner and the navigation that I did.

For my part, since 2014 : Saint Malo- Dunkirk; Dunkirk-Ramsgate (back and forth); Dunkirk-Dundee (back and forth) and the English Channel of Caledonia. I spent as much time

Improve it only to navigate!

Since I bought it, Dreambox has a theoretical discount every year. However, you must take into account the crazy increase in all prices over the last two years!

The design of the hull is modern with its straight bow (a large length to the flotation presage of good speed).

The cockpit is relatively narrow compared to current models. I personally don't like these large cockpits: by very bad sea aft, each m³ embarked is 1 ton more on boat... !

The condition of the boat influences the price as well as its equipment. A used sailboat presents removal of traces of use. As long as it is aesthetic and reasonable, it is normal.

I think Dreambox is perfectly average.

Minimum price:

So I also started from my purchase price to which I added the price of everything I changed. Of course, these additions or modifications have become «used» but remain much more recent than the hull.

In my head, I also have this minimum price below which I would lose money.

Insurance price:

The amount insured in omnium for Dreambox is currently € 140,000.

Mathematical prize:

Somebody offered a “mathematical” price! This starts from the price of a new boat with same equipment. Then, calculating an annual discount for obsolescence and deducting the work to be done by a professional to make it as new.

This way, you get a price lower than my minimum price.

I can understand the reasoning but, we only find very very exceptionally boats at this type price (bankruptcy, sickness, death, boat in the antipodes...) lower than the market price.

Average of actual selling prices:

The best indication would be the actual selling price of similar sailboats. Unfortunately, it is little leaked or even a little secret! In addition, according to the number of sales, year, status, armament,... the comparisons are difficult. The more the boat is part of a large series, the greater the average of these price is representative. This is not the case for Hermine 40.

Crush price:

The crush. It is not explained. Scarcity can strongly influence as well as the appearance from a competing buyer. It's dangerous for his wallet! But as long as it is reasonable, one lives only once!

Price of a new one:

And the deadlines... Gloup.

It would also be interesting to know how the yards calculate their prices!

<supra>

<[return](#)>