

# Marine Bureau E-Pricing Service

## MORGAN 30



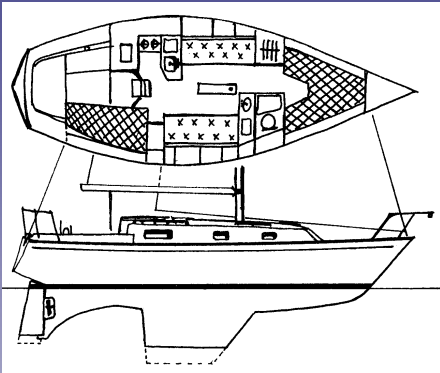
### **SAMPLE**

of the personalised 48-hour  
Marine Bureau E-Pricing Service  
for 750 classes of GRP  
Sailing Yachts & Motor Sailers

**Spring 2004**

a cesc publication

**MORGAN 27** - 27'6" x 25' x 9'10" x 4'6" (fin)  
Berths 4/6. Designed by Charles Morgan and imported from USA in early 70's. An early example of the 'wedge' deck with a hull that carried a lot of beam, allowing a pilot berth in the saloon in an otherwise conventional interior. Good-looking, like most Morgan boats, and classed as a cruiser/racer.



**MORGAN 32**

31'11" x 25'0" x 11'6" x 4'0" (long fin). Berths 6.  
Displacement 10,000 lbs. Conventional fast cruising yacht from USA with long fin and skeg, raked bow, short reversed transom and long coachroof. Conventional roomy interior with large quarter berth. From 1981/2.

**MORGAN 30** - 29'11" x 27'6" x 11'4" x 5'3" (fin)  
Berths 5/7. Very similar to Morgan 27 and from same period, but even greater beam allows 2 pilot berths. Both boats were thought innovative at that time and both were racing orientated.

### *Illustration: Morgan 32*

#### **MORGAN OUT ISLAND 33**

33' x 27'6" x 11'10" x 3'11" (long fin). Berths 5/8. Displacement 14,500 lbs. Designed and built by Morgan Yacht Corp. (USA) as a long range shoal draft cruiser and introduced into the UK in early 70's (via Peter Webster). Attractive traditional lines with conventional aft cockpit layout giving 2 berth forecabin and going aft, separate head to port, saloon with (now rather outdated) dinette/table/double berth arrangement to port and single settee opposite with pilot berth above. Aft of the saloon to starboard is a chart table and double berth quarter *berth* (not cabin) and a U-shaped galley opposite.

#### **UK PRESS REVIEWS**

There have been no articles or reviews of the American-designed Morgan boats in *Practical Boat Owner*, *Yachting Monthly*, *Yachting World* or *Motor Boat & Yachting*.

## Buying A Boat

Traditionally UK buyers have visited boatyards and coastal moorings around the British Isles in search of their perfect yacht. Having found the boat of their dreams they hire a low-loader or arrange delivery by sea. For some the delivery trip is their maiden voyage in their new boat.

This parochialism is changing. Increasingly buyers are searching beyond UK coastal waters...in France, Spain, Portugal, Holland or Scandinavia. The market for second-hand boats is rapidly becoming a European market. Where buyers go, sellers have been quick to follow.

This presents opportunities for some. But for others it brings dangers in an already complicated market. Currencies fluctuate and national market conditions shift. In one country easy money from the banks fuels the sale of new and used boats while in another country auctions sell off boats at distress prices.

The *Marine Bureau E-Pricing Service* is designed for this 21<sup>st</sup> century world of uncertain prices and imperfect markets. We make available to our customers the same boat price database used by our own price analysts and incorporate this information with the market knowledge of the seasoned yacht brokers and marine surveyors who prepare our Spring, Autumn & Winter *Marine Bureau Price Guides*.



## **MORGAN 30**

**Spring 2003 price range**  
**£ 15 000 - £ 20 000**

Our price range reflects price differences between boats in *Poor Condition* but ready to sail (not 'projects') and boats in *Better than New* condition.

We have **three** recent broker's asking price for the **Morgan 30** in our database at:

**£ 21 995 ; £ 22 087 ; £ 18 075**

These asking prices are subject to a market multiplier that reflects the state of the British yacht market (soft/hard, buyers/sellers etc.)

**Spring 2004 Market Multiplier**  
**Minus 15 %**

**Spring 2004 Standard Price**  
**£ 16 200**  
(excluding broker's commission)



### **A Few Words from Our Price Analyst**

It is impossible to produce a price guide for boats with the accuracy, say, of *Parkers Guide for Cars*, because of the very large variations in age, quality of build, standards of maintenance and range of equipment. The useful life of a car is unlikely to be more than ten years, whereas many glass-fibre reinforced plastic (GRP) boats may still be basically sound after thirty years (and centenarian wooden boats are not at all uncommon).

It is worth bearing in mind that many of the asking prices for boats quoted in advertisements (both classified and brokerage) are wildly optimistic; remember that the market dictates the price, not the seller.

The truth is that it is only well established yacht brokers who have a good idea of the real price range at which the various classes of yachts actually sell. We have direct access to this information. Even so, there will always be some examples that fall outside the normal price range for special reasons.

The price range has only been applied to those classes of boat where there is sufficient accurate information. The prices represent our best estimates of prevailing prices for the Spring of 2004. It should be reasonably easy to interpolate prices for the lesser-known classes, bearing in mind that the most popular carry a premium.

### **CAVEAT**

The *Marine Bureau E-Pricing Service* provides ball park figures to show whether a particular class of boat is within your budget.

Within a price range, the actual value will be influenced by such factors as the scarcity of a particular model at a given time; the level of equipment (eg. outboard or inboard engine, petrol or diesel); elderly or younger boat, long production run; respected builder, built to good or poor standards

### **SO USE YOUR COMMON SENSE**

and take professional advice  
if you think you need it

### **Taxes**

The question of VAT on second-hand boats is rather more complicated than governments pretend. But for the purposes of the *Marine Bureau E-Price Guides* the quoted price range may be assumed to include VAT at the UK rate of 17.5%.

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