Yacht*Deals*

How Long Does It Really Take to Sell a Boat in the Mediterranean?

What 4,587 completed sales between July 2024 and July 2026 reveal

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Foreword

When an owner starts thinking about selling, the first question is always the same: "What is my boat worth?"

It is the wrong first question.

The right one, the one twenty years in yachting have taught me to ask before any other, is: "How long?" Because time decides everything else. It decides the final price, the season the sale closes, the number of successive price reductions, and what the boat costs you while it waits.

Yet this data exists nowhere publicly. Listing portals show asking prices, never sold prices, and certainly not time on market. This report fills that gap: it is built on the analysis of 4,587 sales actually completed on Mediterranean coasts over the last twenty-four months, as recorded by the professional brokerage platforms. Not estimates. Transactions.

The figures that follow are not always comfortable. They are, however, accurate, and that is what matters when preparing a decision of this importance.

Enjoy the read,

Florian Arneodo
Founder, YachtDeals

The method, in brief

This report analyses **4,587 completed sales** between July 2024 and July 2026 across **11 countries of the Mediterranean basin** (France, Spain, Italy, Greece, Croatia, Turkey, Malta, Monaco, Montenegro, Cyprus, Slovenia). For France and Spain, only sales on the Mediterranean coasts are retained, Corsica and the Balearics included: a boat sold in La Rochelle or Bilbao says nothing about this market. All sizes and all types of boats, power and sail, as recorded by the professional platforms used by brokers.

Three points of honesty, because a figure without its context is a polite lie:

- We use **medians**, not averages: half of all sales sit below, half above. It is the most faithful measure in a market where a handful of extreme transactions distort everything.
- The "asking price" in our sources is the **last** advertised price before the sale, after any successive reductions. The negotiation gaps presented here are therefore minimums: the gap to the original launch price is wider, but cannot be measured cleanly.
- Mediterranean France accounts for 1,662 sales in the sample, including more than a thousand on the French Riviera and in the Var. It is the market we know best, and the best represented here.

Chapter 1: Six months. That is what a sale really takes.

The median time between listing and completed sale in the Mediterranean is **191 days**.

More than six months. Not six weeks.

And that median hides a spread every seller should know before starting:

- Only **26% of boats** sell within 90 days.
- **One boat in four** takes more than a year to find its buyer.

In other words: for every boat that sells in three months, another one is entering its second year on the market. The difference between the two almost never comes down to the boat itself. It comes down to the launch price, the quality of presentation, and the season of listing. All three are decided before the first advert goes live.

A positive note for owners in France: French boats sell faster than the Mediterranean average, with a median of **153 days**.

Chapter 2: The bigger the boat, the longer the wait

Size	Median time to sell	One in four waits longer than
Under 8 m	137 days	292 days
8 to 10 m	164 days	334 days
10 to 12 m	148 days	317 days
12 to 15 m	203 days	365 days
15 to 18 m	234 days	426 days
18 to 24 m	281 days	540 days
24 m and above	314 days	578 days

The reading is unambiguous: above 12 metres, the median exceeds six and a half months, and above 18 metres, one boat in four stays on the market for **more than eighteen months**.

This is not a fatality, it is a market fact: the pool of buyers shrinks as size increases, and each remaining buyer compares more before signing. For the owner of a larger yacht, this means something very concrete: the sale must be planned like a project, with a calendar, not posted like an advert in the hope of a call.

Chapter 3: The nearly-new paradox

Here is the most counterintuitive figure in the entire report.

Age of boat at sale	Median time to sell	Median final negotiation
Under 5 years	223 days	2.4%
6 to 10 years	184 days	5.1%
11 to 20 years	185 days	6.0%
Over 20 years	176 days	7.6%

Recent boats, those under five years old, are **the slowest to sell**: a median of 223 days, more than a month longer than a fifteen-year-old boat.

The explanation is simple and unforgiving: the nearly-new competes against the new. A buyer who can afford a three-year-old boat can often afford the same boat new, with the yard warranty, manufacturer financing and latest-generation engines. The nearly-new only wins that duel on price, and that is precisely where many recent owners refuse to hear the market: they think in percentages of their purchase price, while the buyer thinks in distance to the price of new.

On the other hand, once a deal is found, final negotiation on a recent boat is small: 2.4%. The right price gets paid, but it has to be displayed to be met.

At the other end of the spectrum, boats over twenty years old sell within normal timeframes but concede 7.6% in final negotiation: buyers of older boats always negotiate, and price the coming works into their offer.

Chapter 4: What waiting actually costs

Waiting is not neutral. It is paid for twice.

First, on price. Median final negotiation rises from 4.2% for sales closed within 90 days to 6.0% beyond six months of exposure. And remember what these figures do not show: they are computed against the last advertised price. A boat that has sat for eighteen months has, in most cases, already dropped its price once or twice before that final negotiation. The real gap to the original ambition is wider than the statistics can capture.

Second, in running costs. While the boat waits, the berth keeps running, the insurance keeps running, the maintenance keeps running, and the boat ages by a season, which moves it into a different comparison bracket against competing listings. Every owner knows their own annual cost of ownership; divide it by two and you know the cost of an avoidable six months of waiting.

The operational conclusion fits in one sentence: **the right launch price is not a concession, it is a savings strategy.** The seller who prices right sells faster, negotiates less, and saves months of fixed costs. The seller who "tries a price to see" finances the experiment personally.

Chapter 5: The calendar the market imposes

Mediterranean sales close overwhelmingly in spring and early summer. Across our 24 months of data, July is the most active month (498 completed sales), carried by March, April, May and June, all above 430. From November to February, the market drops to around 300 to 340 sales a month, a third below spring.

Cross that calendar with the six-month median time to sell, and the golden rule of the Mediterranean seller writes itself:

A boat that wants to be sold in spring must be listed in autumn.

The owner who waits until April to launch the advert, "because it is the season", arrives precisely out of step: the boat reaches selling maturity in winter, when buyers have left. It then crosses the low season showing months on market on the clock, which invites negotiation, before finding the light again the following spring: a year lost, with the running costs to match.

The autumn listing works with the current instead: the boat builds visibility over winter, serious buyers plan their season, and the transaction closes when the market is at its deepest.

Chapter 6: What these figures change for you

If you own a boat and the thought of selling has crossed your mind, even for two years from now, here are the five decisions this data commands:

1. **Count in months, not weeks.** A median above six months, a year for one boat in four. Any decision (moving to another boat, succession, rebalancing assets) should factor this in today.
2. **Set the calendar backwards.** A spring sale means an autumn listing. It is the only window that aligns your time to sell with the depth of the market.
3. **Price right from day one.** The "price to test the water" costs months of fixed costs and ends lower than the right initial price. The data shows it without appeal.
4. **If your boat is recent, be the most lucid.** It is the slowest category. Your competitor is not the second-hand market: it is the new boat. The launch positioning matters even more.
5. **Prepare the file before the advert.** Maintenance history, invoices, flag and VAT status: everything that reassures a buyer shortens the wait. Time is won before the listing.

And your boat?

This report describes the market. Your boat has its own answer: its size, age, condition, port and history produce a time to sell and a price range of their own.

That analysis is work we do for owners who want clarity, with no commitment and in full confidentiality: a valuation grounded in actual comparable sales, not asking prices.

Request a confidential valuation: sell-your-yacht-french-riviera.com

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Sources: YachtDeals analysis of completed sales recorded by the professional brokerage platforms, July 2024 to July 2026, 4,587 transactions, 11 countries of the Mediterranean basin (Mediterranean coasts only for France and Spain, Corsica and the Balearics included), all sizes and types. Values shown are medians. Informational document: this constitutes neither an individual valuation nor investment advice.