

## 'We are flat out on top end charters' shares Chris Cecil-Wright

6th May, 2014 By Rebecca Curran

Following his sale of 55.5m Feadship Issana last week, **Chris Cecil-Wright** of the eponymous firm spoke to us about the 2014 season and why you shouldn't discount the little guys. Commenting on the trends he's witnessed, Cecil-Wright shared, "the larger companies seemingly try to stop our smaller businesses succeeding, but with experienced staff and great technology, we are proving we match even the most established firms' results". He shared that following her listing with Edmiston for over a year and the last six months with his firm, "the survey was exceptional and showed what a very high level of maintenance had been carried out ... and the sale was conducted very smoothly."

As for the rest of the summer, Cecil-Wright explained, "we are flat out on top end charters" and somewhat surprisingly, "smaller charters seem to be a little quiet".

The week running 29 April – 6 May saw five sales completed, seven new central agencies announced, and nine price reductions made.

### Superyacht Sales

The largest sale this week as mentioned was through Chris Cecil-Wright with 2005 Feadship built 55.5m Issana. Listed at €28,000,000, Moran Yacht & Ship introduced the buyer in the transaction.



Two sales from Camper & Nicholson's International this week: Jeremy Comport has sold 2010 Benetti built 47m Imagination; while Bob O'Brien sold the 1998 Palmer Johnson built 30m Madcap, in an in house deal.

Jukka Kaukonen of K&K Superyachts has sold 30.5m 1999 Couach built Cartouche, priced at €1,295,000 with Galarbryggan representing the buyer.

The final sale this week was from Kevin Merrigan of Northrop & Johnson with 46.94m Ohana. Built by Admiral Marine in 1998 and refit in 2011, she was priced at \$10,900,000 with International Yacht Collection bringing the buyer.

### New Central Agencies

There were seven new CAs announced this week, increasing from last week's three. The new listings had a total combined length of 270.89m, with their combined asking prices totalling €49,123,286 (\$67,975,315) although one price has been withheld.

The largest new CA announced this week was through Michael Nethersole of Northrop & Johnson with 1985 Feadship built 46.6m Charisma, on the market at \$14,900,000.



Jonathan Syrett of Camper & Nicholson's International has listed 1992 Far Ocean and Bolero Yachts built 32.5m Bolero, for sale at €2,200,000.

Two new listings for Frank Grzeszczak and Frank Grzeszczak Jr. of International Yacht Collection this week: 2000 Codecasa built 34.5m Mimù is for sale at \$4,995,000; and 2004 Westport built 34.14m Sensation is priced at \$5,995,000.

Jukka Kaukonen of K&K Superyachts has listed 2007 Wally built 39.9m Angel's Share, with her price available upon application.

The final two listings this week are from Worth Avenue Yachts: Peter Thompson and Michael Mahan have priced 2014 ISA hybrid 43.63m Silver Wind at €21,000,000; while Mahan is joined by Brian Tansey in the sale of 2005 Westport built 39.62m Trisara at \$9,990,000.

### Price Reductions

Price reductions rose back up to nine this week from last week's four. The following yachts are still on the market and looking for a buyer:

The largest yacht to be reduced this week was 1968 Brooke Marine built 60.4m Titan, listed through Marco Vandoni of Ocean Independence and now priced at €20,500,000.



Burgess and Bernard Gallay Yacht Brokerage have reduced 1997 Sensation Yachts built 44.7m Mari-Cha III, to \$9,500,000.

Michael Selter of Fraser Yachts has reduced 1998 Sovereign built 35.05m Golden Boy II to \$3,795,000.

Galati Yacht Sales is joined by Worth Avenue Yachts in the sale of 2010 Wesport build, Amarula Sun, now on the market for \$17,900,000.

Two reductions from John Cohen at Merle Wood & Associates this week: Merle A. Wood joins him the reduction of 2009 Delta Marine built 46m Katya, priced at \$29,995,000; while he has announced the new price of 1990 Oceanfast built 40.23m Echo, at \$3,995,000.

Two reductions from Moran Yacht & Ship this week: 2006 Burger built 44m Maghreb V is priced at \$16,500,000; while 2012 Cerri Cantieri Navali built 31.1m Muse is now for sale at €6,500,000.

The final reduction this week was from YachtZoo with 1994 Vitters build, 48.5m Thalia, now priced at \$9,750,000.