

ST's professional associates take a look at this month's secondhand boat model with a view to likely market values and potential problems.

THE BROKER



A highly regarded model enjoying a certain caché by coming from the 'Scandinavian' stable. Never produced in quite the same numbers as the French and German production craft, they manage to span the gap between these and the heavily 'wooded' Scandinavian models.

While still upholding the Scandinavian reputation for high quality construction and finish combined with good seakeeping abilities.

As a consequence of filling a very specific niche in the market, they tend to hold their value very well if they are properly maintained and looked after.

There are currently very few Maxis listed for sale, which seems to suggest that owners hold on to them and when they do come to market they get snapped up pretty quickly.

The advertised prices and the achieved prices are well documented and we can see that for Maxi 34s of 1997-1998 age listed prices range from £59,950 to £79,950 with an average of £60,500 and achieved prices ranging from £50,000 to £70,000 and averaging out at £65,000.

Obviously these achieved figures vary, based on specification, condition and how keen the vendor is to sell, but generally these vessels have earned a reputation for being excellent cruising yachts that also have a fair turn of speed and this has ensured that they have maintained their prices well and are generally a yacht broker's dream in that there aren't enough of them on the market to satisfy demand.

Being a later example, *Misty* benefits from a few of the optional extras, such as teak decking, which if properly maintained will undoubtedly drive the valuation of the boat up.

Misty was previously on brokerage with Schmidt & Partner.



Andy Cunningham is the Brokerage Manager of Michael Schmidt & Partner UK

Michael Schmidt & Partner is an international firm of yacht brokers dealing in both sail and power craft. The company is based on the Hamble and Windermere with partner offices across the UK and Europe.

Michael Schmidt & Partner brings a wealth of experience and knowledge with a personal touch.

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THE SURVEYOR



Clients often ask me what my ideal boat would be, what would I buy if money were no object? The answer is either a Starlight 35 or a Maxi 1100. Both are great looking proper sailors' boats. They look right and sail well. I am a particular fan of both yachts' cockpits, because they are compact and safe with good foot holds. Maxi has favoured low coachroofs and wide side decks on all models. This makes the yacht look great, but can slightly reduce headroom and accommodation. It is telling that when surveyors get together they often mention Maxis when talking about examples of sound boats where few issues are found. In other words, a well kept Maxi is a surveyor's favourite to inspect.

Maxi yachts are not cheap and so tend to be well looked after. They are not out and out racers and so tend not to be trashed and are not often used as charter yachts, so the ones for sale tend to be in good condition. The Maxi 34 has a detuned rig compared to the Maxi 1000 and so is even less likely to have been raced or thrashed. I have a big smile on my face when a potential client phones up and asks me for a quote to inspect a Maxi 34.

The production of Maxi yachts was taken over by Nimbus motor cruisers of Sweden in the early '90s who upheld the reputation for good workmanship.

The Maxi 34 was a development of the Maxi 33 and Maxi 999. The latter was designed way back in 1985 and was the first of a new breed of yachts designed by the Swedish Olympic sailor Pelle Petterson. In fact, Petterson has designed all of the Maxi yachts and has created a very attractive style. They have all been trend setters but new models have evolved and are improvements on earlier craft rather than radical changes. The 34 was later tweaked into the 340.

The first Maxi was the 84 that was designed in 1971. The attractive centre cockpit 95 came along in 1975 and was, I have no doubt, influenced by the 1971 Hurler Sailwind 27 that was designed by fellow Swedish designers Kid Riddel, Lars Bergstrom and Sven Ridder.

All Maxi yachts were fitted with Volvo engines. The Maxi 34 had the Volvo Penta MD2030 which gives little trouble and is smooth and quiet.

Maxi yachts generally use foam as a hull and deck stiffener in favour of balsa. This material is not so prone to moisture ingress and provides a lot of insulation while being very light.



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Nick's company, Omega Yacht Services has been providing all inclusive surveying services to buyers and sellers of yachts on the south coast of England for 19 years.

Nick is an enthusiastic boat owner with close contacts with various owners' associations, providing discounts on his survey rates for members of the RYA.

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