



An American Yachting Family Since 1948

### Formula Sold Boat Report - 4Q 2012

| <u>Length</u> | <u>Make/Model</u>       | <u>Year</u> | <u>Original Price</u> | <u>Listing Date</u> | <u>Sold Price</u> | <u>Sold Date</u> | <u>Location</u>        | <u>Sales Cycle</u> |
|---------------|-------------------------|-------------|-----------------------|---------------------|-------------------|------------------|------------------------|--------------------|
| 48            | Formula 48 Yacht        | 2005        | \$389,995             | 02/10               | \$359,995         | 11/12            | Trenton, NJ            | 33 Months          |
| 45            | Formula 45 Yacht        | 2008        | \$450,000             | 07/12               | \$395,000         | 12/12            | Antigua & Barbuda      | 5 Months           |
| 41            | Formula 41 PC           | 2002        | \$109,900             | 06/12               | \$90,000          | 11/12            | Brick, NJ              | 5 Months           |
| 41            | Formula 41 PC           | 1999        | \$99,900              | 11/12               | \$90,000          | 11/12            | Mount Clemens, MI      | 0                  |
| 40            | Formula 400 Super Sport | 2007        | \$239,000             | 09/12               | \$195,000         | 12/12            | Ft. Lauderdale, FL     | 3 Months           |
| 40            | Formula 40pc            | 2005        | \$170,000             | 05/12               | \$163,000         | 10/12            | Ft. Lauderdale, FL     | 17 Months          |
| 40            | Formula 40 PC           | 2002        | \$187,900             | 11/12               | \$125,000         | 11/12            | Mt. Clemens, MI        | 0                  |
| 40            | Formula 400 SS          | 2001        | \$109,900             | 03/11               | \$74,000          | 10/12            | Ft. Lauderdale, FL     | 19 Months          |
| 40            | Formula 400 Super Sport | 2001        | \$129,900             | 09/12               | \$117,000         | 11/12            | Lake Ozark, MO         | 2 Months           |
| 38            | Formula 382 FASTech     | 2001        | \$77,800              | 03/12               | \$67,000          | 10/12            | Ft. Lauderdale, FL     | 7 Months           |
| 38            | Formula 382 FASTech     | 1997        | \$39,900              | 01/12               | \$25,000          | 11/12            | Palm Beach Gardens, FL | 10 Months          |
| 37            | Formula 37 PC           | 2006        | \$149,495             | 10/11               | \$149,000         | 11/12            | Trenton, NJ            | 13 Months          |
| 37            | Formula 37 PC           | 2005        | \$149,900             | 05/12               | \$135,000         | 10/12            | Lake Ozark, MO         | 5 Months           |
| 37            | Formula 370 SS          | 2005        | \$139,000             | 03/12               | \$122,500         | 10/12            | Suffolk County, MA     | 7 Months           |
| 37            | Formula 370 SS          | 2004        | \$99,500              | 01/11               | \$80,000          | 11/12            | Ft. Lauderdale, FL     | 22 Months          |
| 37            | Formula 37 PC           | 2003        | \$114,900             | 06/12               | \$115,000         | 10/12            | Lake Mead, NV          | 4 Months           |
| 37            | Formula 37 PC           | 2003        | \$175,000             | 06/10               | \$155,000         | 12/12            | Norwalk, CT            | 30 Months          |
| 37            | Formula 37 PC           | 2003        | \$149,000             | 08/12               | \$122,500         | 10/12            | Melbourne, FL          | 2 Months           |
| 37            | Formula 370 SS          | 2001        | \$69,300              | 03/12               | \$65,000          | 10/12            | Saint Lucie County, FL | 7 Months           |
| 37            | Formula 370 Super Sport | 2001        | \$74,900              | 08/12               | \$68,000          | 10/12            | Kent Island, MD        | 2 Months           |
| 36            | Formula 360             | 2006        | \$72,864              | 02/12               | \$52,420          | 10/12            | Sydney, Australia      | 8 Months           |
| 36            | Formula 36 PC           | 1993        | \$35,000              | 04/12               | \$33,000          | 11/12            | Dana Point, CA         | 7 Months           |
| 35            | Formula 350 Bowrider    | 2013        | \$274,995             | 08/12               | \$272,500         | 10/12            | Osage Beach, MO        | 2 Months           |
| 35            | Formula 350 Sun Sport   | 2010        | \$199,995             | 10/12               | \$180,000         | 11/12            | Hampton Bays, NY       | 1 Month            |
| 35            | Formula 353 FASTech     | 2009        | \$149,995             | 05/12               | \$135,555         | 10/12            | New York               | 5 Months           |
| 35            | Formula 350 Sun Sport   | 2008        | \$189,995             | 09/12               | \$181,000         | 11/12            | Osage Beach, MO        | 2 Months           |
| 35            | Formula 353 FASTech     | 2004        | \$79,900              | 06/12               | \$55,000          | 10/12            | Nisswa, MN             | 4 Months           |
| 35            | Formula 353 FASTech     | 1998        | \$66,500              | 05/12               | \$62,100          | 10/12            | Lee County, FL         | 5 Months           |
| 35            | Formula 35 PC           | 1988        | \$19,995              | 09/09               | \$19,500          | 10/12            | Trenton, NJ            | 37 Months          |
| 34            | Formula 34 PC           | 2004        | \$137,235             | 11/12               | \$54,894          | 12/12            | Denia, Spain           | 1 Month            |
| 34            | Formula 34 PC           | 2001        | \$45,900              | 08/11               | \$44,000          | 10/12            | Virginia               | 14 Months          |
| 34            | Formula 34 Aft Cabin    | 1999        | \$65,750              | 07/12               | \$58,760          | 10/12            | ON, Canada             | 3 Months           |
| 34            | Formula 34 PC           | 1994        | \$34,900              | 06/07               | \$28,000          | 12/12            | Norfolk, VA            | 66 Months          |
| 33            | Formula 330 Sun Sport   | 2008        | \$129,000             | 08/12               | \$116,000         | 10/12            | Brick, NJ              | 2 Months           |
| 33            | Formula 330 Sun Sport   | 2006        | \$119,900             | 04/12               | \$119,900         | 10/12            | Green Bay, WI          | 6 Months           |
| 33            | Formula 330 Sun Sport   | 2006        | \$89,000              | 09/12               | \$81,000          | 10/12            | Freeport, NY           | 1 Month            |
| 33            | Formula 330 SS          | 2004        | \$79,500              | 06/10               | \$58,750          | 11/12            | Mamaroneck, NY         | 29 Months          |
| 33            | Formula 330 Sun Sport   | 2004        | \$93,500              | 10/12               | \$89,900          | 12/12            | Sunrise Beach, MO      | 2 Months           |
| 33            | Formula 330 Sun Sport   | 2004        | \$69,900              | 04/12               | \$65,000          | 10/12            | St. Petersburg, FL     | 6 Months           |
| 33            | Formula 33 SS           | 2002        | \$59,750              | 04/12               | \$48,500          | 10/12            | Pasco County, FL       | 6 Months           |
| 33            | Formula 330 Sun Sport   | 1998        | \$33,500              | 05/12               | \$25,000          | 10/12            | Osage Beach, MO        | 5 Months           |
| 33            | Formula 330 Sun Sport   | 1998        | \$38,995              | 07/12               | \$31,500          | 10/12            | Lake Ozark, MO         | 3 Months           |
| 33            | Formula 330 Sun Sport   | 1996        | \$37,500              | 09/12               | \$35,000          | 10/12            | Tonawanda, NY          | 1 Month            |
| 32            | Formula 32              | 2008        | \$115,000             | 08/08               | \$95,000          | 12/12            | St. Maarten            | 52 Months          |
| 31            | Formula 310 Bowrider    | 2012        | \$144,995             | 08/12               | \$142,750         | 10/12            | Osage Beach, MO        | 2 Months           |
| 31            | Formula 310 Sun Sport   | 2008        | \$89,995              | 07/12               | \$77,000          | 12/12            | Marco Island, FL       | 5 Months           |
| 31            | Formula 31 PC           | 2007        | \$146,899             | 06/12               | \$118,026         | 11/12            | West Vancouver, BC     | 5 Months           |
| 31            | Formula 31 PC           | 2007        | \$132,000             | 05/11               | \$124,000         | 10/12            | Michigan               | 17 Months          |
| 31            | Formula 310 SS          | 2007        | \$112,900             | 06/12               | \$106,000         | 11/12            | Buffalo, NY            | 5 Months           |
| 31            | Formula 310 SS          | 2007        | \$79,990              | 08/12               | \$70,000          | 11/12            | North Falmouth, MA     | 3 Months           |
| 31            | Formula 31 PC           | 2006        | \$99,000              | 07/12               | \$88,000          | 12/12            | Tacoma, WA             | 5 Months           |
| 31            | Formula 31 PC           | 2005        | \$95,900              | 08/12               | \$87,000          | 10/12            | Wakefield, RI          | 2 Months           |

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|    |                       |      |          |       |          |       |                             |           |
|----|-----------------------|------|----------|-------|----------|-------|-----------------------------|-----------|
| 31 | Formula 31 PC         | 2003 | \$70,816 | 03/12 | \$60,786 | 10/12 | Richmond, BC                | 7 Months  |
| 31 | Formula 312 FASTech   | 2003 | \$54,995 | 12/11 | \$48,500 | 10/12 | Naples, FL                  | 10 Months |
| 31 | Formula 31 PC         | 2000 | \$39,900 | 10/12 | \$34,000 | 11/12 | Port Charlotte, FL          | 1 Month   |
| 31 | Formula 311 SR-1      | 1990 | \$29,900 | 05/11 | \$25,000 | 10/12 | St.Clair Shores, MI         | 17 Months |
| 31 | Formula 31SC          | 1985 | \$39,500 | 04/12 | \$38,000 | 12/12 | Seattle, WA                 | 8 Months  |
| 30 | Formula 302 SR-1      | 1984 | \$11,880 | 10/12 | \$10,000 | 12/12 | Stockton                    | 2 Months  |
| 28 | Formula 280 SS        | 2007 | \$69,900 | 06/12 | \$68,250 | 11/12 | Long Island, NY             | 5 Months  |
| 28 | Formula 280 Bowrider  | 2005 | \$54,995 | 09/12 | \$52,500 | 10/12 | Osage Beach, MO             | 1 Month   |
| 28 | Formula 28 SUN SPORT  | 1998 | \$23,900 | 09/12 | \$19,500 | 10/12 | Freeport , NY               | 1 Month   |
| 28 | Formula 280 SS        | 1998 | \$42,449 | 07/11 | \$40,524 | 11/12 | Orillia, ON                 | 4 Months  |
| 28 | Formula 28 PC         | 1985 | \$12,900 | 11/12 | \$11,000 | 12/12 | Berlin, NJ                  | 1 Month   |
| 27 | Formula 271 FASTech   | 2005 | \$49,900 | 05/12 | \$45,000 | 11/12 | Portland CT                 | 6 Months  |
| 27 | Formula 27            | 2003 | \$46,500 | 06/12 | \$40,000 | 10/12 | Westmoreland County, VA     | 4 Months  |
| 27 | Formula PC            | 1999 | \$20,900 | 02/12 | \$17,000 | 12/12 | Ft. Lauderdale, FL          | 10 Months |
| 27 | Formula 272 SR 1      | 1988 | \$17,900 | 10/12 | \$17,900 | 11/12 | Baltimore, MA               | 1 Month   |
| 26 | Formula 260 Bowrider  | 2004 | \$40,000 | 06/12 | \$40,000 | 12/12 | Saint Marys County, MD      | 6 Months  |
| 26 | Formula 260 Sun Sport | 2004 | \$47,900 | 06/12 | \$47,900 | 12/12 | Green Bay, WI               | 6 Months  |
| 26 | Formula 260 BR        | 2002 | \$31,100 | 11/10 | \$21,900 | 11/12 | George Town, Cayman Islands | 24 Months |
| 26 | Formula 260 Sun Sport | 2000 | \$29,900 | 08/12 | \$28,500 | 10/12 | Falmouth, MA                | 2 Months  |
| 26 | Formula 26 PC         | 1992 | \$17,495 | 08/12 | \$16,000 | 11/12 | Florida                     | 3 Months  |
| 26 | Formula 26 PC         | 1989 | \$12,999 | 08/11 | \$9,200  | 12/12 | Pennsylvania                | 16 Months |
| 25 | Formula 252 LS        | 1998 | \$29,900 | 08/12 | \$27,500 | 10/12 | St. Clair Shores, MI        | 2 Months  |
| 25 | Formula 252 LS        | 1993 | \$17,500 | 07/12 | \$15,000 | 11/12 | Charlevoix, MI              | 4 Months  |
| 25 | Formula 25 PC         | 1987 | \$7,900  | 01/12 | \$6,000  | 10/12 | Detroit, MI                 | 9 Months  |
| 24 | Formula F 242 LS      | 1988 | \$8,900  | 09/12 | \$8,800  | 11/12 | Freeport                    | 2 Months  |

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