

ARE YOU THINKING OF BUYING A HURLEY 22?

In the past few years the selling price of all yachts has dropped so much that owners seem to have to give them away. Some of the Hurleys I have seen for sale have been really low, so much so that their owners may have had more if they stripped them and sold the parts, our Hurleys are worth more than this.

The H22s were built by Hurley Marine between 1966-1972, by South Coast Marine 1975-1980, by Ravensail 1982-1987 and by Hurlwind 1987-1990. Over the years the build price went from £1500 to £15,000, so why are all H22s the same value now? They should not be valued the same, some are nearly 50 years old and the younger ones only 25 years old. Age is not all to go on; some have had large amounts of money spent on them in recent years.

Some of the problem is owners using eBay to sell them; boats sold there never make their value. Owners using eBay to sell their yachts have usually bought another yacht and so need to sell to avoid paying fees for two yachts, so they give them away on eBay instead. It saddens me to see these yachts sold for so little money. Beware some owner's claim their H22s are younger than they really are, this can be checked by sail number on the HOA website.

An old yachtsman once told me your yacht is worth what you paid for her plus half the cost of the improvements you make to her. So most yacht's value is the same as what you paid, no matter how much money you spend on them. Some owners think if you buy new sails or an engine that's improvements but they are replacements of old gear and don't add value. But on the other hand if you own a yacht over some years and spend no money their value will go down.

Most H22s change hands very quickly, they are starter boats and owners either give up sailing or move on to bigger yachts within three years. This means the boats get very little money spent on them and are in poor condition and not worth much. But some owners hang on to them, update them, which by now they all need due to age, refit them, fit sprayhoods, new rigging, new engines, new sails etc. This work makes them worth more than the run of the mill H22s. About 5-8% of H22s have inboard diesel engines fitted which add value, they can cover miles on very little fuel compared to an outboard, and they are

cheaper to run. These engines are good for 25 years plus if looked after, outboards don't last half as long.

If you are thinking of buying a H22, look at what you are getting for your money. You are far better to buy a good, well-kept boat for more money than one that needs to be refitted even if you pay very little for it, that will cost you far more in the long run.

The best value is to buy a H22 from an owner who is retiring from sailing or has owned the boat for 8 or more years, someone who has spent money over the years, an owner who has kept good records of refit or money spent. Some owners have cruised far and wide; boats used in this way tend to be kept more up to date.

So what are they worth, well I have seen a 1977 H22 sell for £500 from the insurers after it was dis-masted, it cost the new owner £2,500 just to fit a new mast and rigging and he thought he had a bargain. By the time he had finished the refit he had spent £5,000 and still needed to buy a spray hood and new outboard. I have also seen a well-kept 1987 H22R sell for £8,000 with a new Yanmar 1GM10 diesel inboard just fitted. Like I said before, you might find a bargain on eBay but if the boats need a lot of work, not as big a bargain as you think?

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