

The Steps to Selling a Yacht

Once you have decided to list your boat for sale with us, the sales process is fairly standard.



1. You call or email us to ask about price, likely demand for your boat in this area, our marketing strategies and more. We will do some careful pricing research and then get back with our recommendations

2. We will send you a central listing agreement and a yacht listing form to complete, as well as requests for other important documentation from you.

3. A draft specification sheet, from the details you have provided, is compiled and sent you for your review and final edit.

4. Once the boat is looking her best, the listing broker will take up to 200 detailed photos showing all areas, some will be used for marketing her on the websites, others will later be sent to serious prospects looking for more insight into your boat.

5. Your boat will be heavily marketed on the internet and in print.

6. We will be fielding enquiries, providing information to prospects as required and, in due course, we will generate a formal offer from the buyer, which usually includes the requirement for a marine survey, sea trial and personal inspection.



7. Some negotiation between you and the buyer may be required, once we reach agreement your boat will be under contract.

8. The buyer will perform his due diligence as per the P&S agreement. The direct costs for the purchase surveyor and any launch and haul out are for the purchaser's account. However, you should make sure that your insurance covers the boat being in the water for up to a day and you are expected to have the boat at a dock for the survey day so that the surveyor can perform all of his inspections conveniently.

9. Once the buyer has his survey report in hand and his chosen acceptance date comes around he needs to accept or reject the purchase, should the buyer reject the vessel then his deposit is returned to him and the deal is

terminated. The much more likely scenario is that, after the buyer's acceptance, we head towards the closing and transfer of the ownership of your boat to her new owner!

10. Prior to closing the buyer will decide if he wishes to employ a licensed and bonded Documentation/Title Company to prepare and handle the closing paperwork or use Karen Simpson's services as our in house Closing Manager.

11. On the closing date we wire transfer the purchase funds due to you into your chosen bank account and hand over the bills of sale and keys to the next proud owner of what was your boat!