

Tips to selling your boat and brokerage works!

Our experts at Marco Marine will be able to answer any questions you have on any aspect of the sale of your boat. We offer a full service ranging from advice to arranging for work to be carried out to make your boat more attractive to a prospective purchaser. Below are some guidance notes that we hope you will find useful when considering the sale of your boat.

1. To arrange for the sale of your boat all we need is the following information -

- Provide a copy of your original Bill(s) of Sale
- Provide a copy of your original VAT Invoice(s)
- Provide a copy of your original Builders Certificate & CE/RCD certificate
- Provide a copy of your Registration (SSR or Part 1 Registry)
- Advise if you have a marine mortgage/borrowing against your boat
- Full specification, history, reason for sale and what you think your boat is worth
- Her location/access/key availability
- Any photographs including whilst sailing/underway if possible
- Sign & complete our Brokerage Listing Agreement
- Details of the engine hours, last service and anode change
- Details of any other brokers you have your boat currently listed with

2. Once we have received all of the above information, we will produce a provisional brokerage listing that we will send to you for approval. Once we have received back the approved listing your boat will be made live.

3. We currently market our brokerage listings in the following manner:-

- On our own website & list of potential purchasers
- Various trade websites such as Yacht Market. We regularly review the hits received from these sites and change where required
- On our office window
- 'For Sale' signs on her

4. The presentation of your boat for a successful and swift sale is critical.

- Your boat should be in good condition with any obvious defects rectified. The boat can be presented either ashore or afloat however ashore is recommended
- If afloat she needs to be accessible and details of her hull condition, propeller etc need to be provided and details of her last lift and maintenance provided
- If ashore she will need to have a fresh coat of antifouling applied, the propeller cleaned/polished and anodes replaced
- The sails should be neatly stowed and if removed should be available for inspection
- Any canvas covers should be clean and in good condition and if removed should be available for inspection
- All personal property not being sold with the boat should be removed and the interior left clean, tidy and uncluttered
- The interior and exterior should be clean and tidy including engine space and bilges
- If ashore the fenders and mooring lines should be stowed neatly in a manner such that the contents of your cockpit lockers can easily be inspected
- The interior upholstery should be in a clean and tidy condition and if damp should be removed for cleaning/drying out. The upholstery should be on the boat when viewing of prospective customers commences

- A dehumidifier is very useful and well worth considering purchasing
- If ashore a small oil heater is recommended to maintain the interior condition
- The engine should be clean and serviced within the last 12 months
- If ashore we suggest that the diesel fuel tank is left full and water tanks emptied
- The gas locker is clean and dry
- The batteries are in good condition and left in a topped-up state such that prospective buyers can turn on all the electrics

5. When we received details of a prospective purchaser, we will first determine their position to purchase before we view your boat. We accompany all purchasers when viewing a boat in our care, if you are showing the purchaser around your boat, we will provide you with all details relevant to assist you in making the viewing successful.

6. If the potential purchaser is interested then their first step will be to make an offer, this we will discuss with you and advise you if relevant on the suitability of this offer and any conditions attached.

7. Following your acceptance of a suitable offer, the purchaser will pay a 10% deposit which will be held by us in our client account and a Sale & Purchase Contract will be signed by the purchaser and yourself.

8. The next stage is often a survey, although not all purchases have one. The survey should take place within 14 days of signing the contract although different timescales can be agreed if both parties are happy. The survey will be paid for by, and any costs associated with it, the prospective purchaser. If the boat is afloat the purchaser will arrange at their expense for your boat to be lifted out of the water for the purposes of the survey. If, following the survey, the purchaser decides to withdraw his offer and pull out of the purchase then your boat will be returned to the state that she was before the survey. A potential purchaser has 7 days from the date of the survey to notify you of any 'material defects' affecting the offer.

9. Following the survey any items raised as needing rectification or attention may form part of a discussion/negotiation which will normally be carried out between the purchaser and us on your behalf. We will manage this situation and discuss with you at every stage to reach an amicable and best conclusion for you.

10. On reaching a successful final agreed figure for the purchase of your boat the balance of the funds will be transferred to our client account, you will provide us with all original ownership documents and the boat's keys. We will then raise a new Bill of Sale between yourself and the purchaser which you will need to sign.

11. These documents will be passed to the new owner and the funds, minus our commission, will be transferred to your account to conclude the sale.