

Selling your boat through WorldWide Catamarans

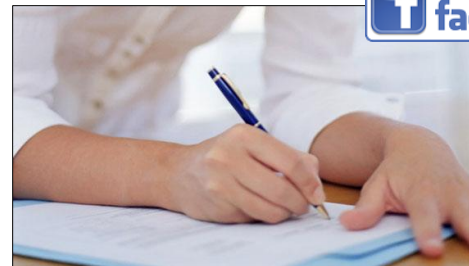
Sometimes we only get one shot, so let's make it count. There is never a buyer around when you need one the most, so every effort should be made on all sides. We must endeavour to make things easy for any buyer to buy your boat instead of somebody else's.



Selling your boat takes a joint effort from both you the seller and us, you know your boat from stem to stern know every mark and blemish the good bits and the bad bits, so the more information you can tell us the better.

Brokerage Listing Agreement.

Until the agreement is signed and all the information has been given we cannot advertise the boat except for on our Facebook page, where we will say that is arriving shortly. Once we have received this information we can get cracking! Sooner the better as a buyer may be just about to buy another boat this afternoon and he would have bought yours!



The form is in two parts consisting of the listing agreement and the inventory. The first agreeing to our terms and conditions and the second is a complete list of what comes with the boat which will form part of the sales purchase agreement between buyer and seller.

If you list any item on this list it is included in the sale unless otherwise stated.

Please list everything you can think of down to the last deck brush, giving model, serial numbers and manufactures of the electronics etc.

Don't forget to get the engine hours, which everyone asks for, and list any recent upgrades such as sails etc, with dates of replacement. (If your life raft or flares are out of date please state clearly out of date, as if not the buyer could insist that you service them or replace them if they formed part of the contract) If there is a problem that you are aware of it is best to disclose it now and deal with it rather than wait for a Surveyor to pick up on it.

If you have any taken of the boat under sail taken by another boat at sea even better still. Photo's of a group having a meal around the cockpit table and people having fun on the boat is a nice touch also, showing the lifestyle to be enjoyed.

With most smart phones these days the pictures are adequate, but the higher resolution the better, if you can take a walk around video, great! Everything will help.

If you are no good at this, it would be worthwhile paying a professional photographer locally to take some photo's. These pictures will sell your boat!

CLEAN THE BOAT!!!

This may seem obvious, but give the boat a clean, and I don't mean just water it with a hose! Outside and inside. Clean it like you are in the Navy and you are expecting a visit from the Admiral of the Fleet who is giving it a close inspection! Your punishment could be a month in the brig if he finds a smudge!!! I mean woman clean not man clean, you know the difference!

If you don't want to do it, pay someone else to, but make sure they do it as well as you would have done!

Clean the stanchions and all of the stainless, any teak, clean the glass inside and out, clean inside the lockers, get rid of those rusty marks from the gas bottle. Clean the engine bays, bilges, clean the heads and get some of those air fresheners in every cabin especially if you have been smoking on board.

You may have cleaned it once, but it would be a good idea to get someone in the marina to just come over once every couple of weeks to keep it looking good if you are leaving it.

If it looks nice, smells nice and feels nice it will make a big, big difference and give any potential buyer a great first impression.

DE CLUTTER

Many live aboards turn into hoarders and start collecting stuff, which may come in useful one day or some home comforts like a foot spar or reminders of their land lubbing days!

Make sure that you de clutter, get rid of that rock collection or soft toy's or Elvis memorabilia. The collection of 27 spare impellers, belts, oil filters, 10 jerry cans, odd bits of rope, may be useful, but do not enhance the looks of the boat. Just list the spares set and get it off the boat into storage and list it on the inventory marking (If required).

We filled up a skip on the contents of one motor yacht recently de cluttering!



LOCATION, LOCATION, LOCATION

It may be a cheap idyllic mooring on some remote Greek Island, but if prospective clients have to jump on a plane, hop on a train get a ferry, grab a taxi and then have to ride a donkey for an hour to reach



your boat, the likelihood is that they will not bother. If you do have to pay a little more to take the boat to Athens or a location within easy reach of an international airport the chances of getting viewings will be much greater. Sure if your boat is a real bargain like the one sold recently in Rio Dulce in Guatemala then not a problem. We are based between Valencia and Alicante on mainland Spain ideally situated between two international airports. We can collect our clients from the airport and take them directly to view the boat and get over first to give it a good clean.

We would be happy to arrange moorings and offer this service to anyone that cares to move their boat anywhere between Cartagena and St Carles De La Rapita on the Ebro Delta on the Spanish mainland. Many people put their vessel on the market while still cruising and are in a different location every week. If this is the case you need to keep in touch with your Broker on a regular basis.

FULL EASY ACCESS

Please leave written permission with the marina office for us to access to keys for the boat at any time and please leave the boat moored a reasonable distance from the dock. Give clear directions of the marina with possibly a link to Google Maps showing the exact location of the boat.



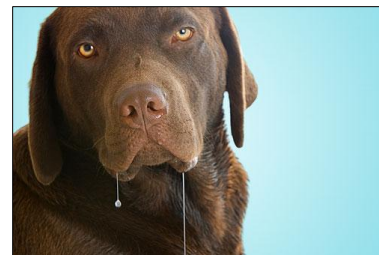
If you have a friend at the marina if the broker for any reason cannot accompany the client to see the boat, to show them around, it helps.

LIVE ABOARDS



It is always nice when the buyer can meet the seller and in fact it can be very useful as you will know your boat inside out where all the breakers and switches are. After meeting up it is always a good idea to respectfully disappear while they are having a look around, but be on hand as there will undoubtedly be some questions when you get back.

Also if you have a dog on board please get someone to look after it while there are people viewing. Most people love animals, but some do not, there is nothing worse trying to stop your precious pooch of a wet dog from humping a dog phobic customers leg while wearing his best Gucci trousers or wiping dog slobber of his wives spring dress!!



SEA TRIALS

While having a sea trial is a nice option, this should be a condition of sale and not a off the cuff option for any viewing and very much subject to safe weather conditions.

Because of health and safety and insurance reasons any sea trial these days, especially in Europe or US waters they should be conducted not by the owner or yacht broker, but by a professional commercially endorsed Skipper at the buyers expense! This is also ensuring correct and in date safety equipment on board.

It is easy to end up getting into taking one group after another on sea trials, but this must be organised by your broker.

These days most well known brands are guaranteed to float and sail. There are also many test reports of these various well known brands done by the yachting press.

Normally any test sail is carried out as part of a survey if anything and quoted in the sales purchase agreement subject to survey and sea trial.

Graham Stimson

World Wide Catamarans - 2014

