

The sale process of your ship, how does it work?

- **Non-binding enquiry:** Contacting Prins van Oranje Jachtbemiddeling is the first step. Our brokers will be happy to inform you about the possibilities.
- **Orientation meeting:** During a meeting, this can be by phone or email, we will discuss the possibilities. You can bring your boat to our location in Heeg in Friesland, but Prins van Oranje Jachtbemiddeling can also pick up your boat or sell your boat on your location. The asking price of the boat is also determined during this conversation. This depends on many different factors but can often be accurately estimated based on photos and specifications. The standard commission for selling your boat is 6% excluding VAT on the sales price. The brokers will inform you in advance of the estimated net proceeds.
- **Inventory and presentation:** Once an agreement has been reached to sell your yacht, our brokers will take stock of all the details of the boat. Your yacht will be kept clean and tidy during the sales period. Here you can think of the tent neatly folded, cushions straight, boat dressing by means of a bottle of wine with glasses, magazines, towels etc. Photos and an interior video are taken. All information is then processed and entered into our system.
- **Sales channels:** We pursue an active international sales strategy. We ensure optimal presentation on our own website and on external internet sites (over 42 websites worldwide). We also visit trade fairs, advertise in water sports-related magazines, inform our customers via newsletters, ads on social media and actively approach (potential) customers.
- **Price negotiations:** When a client makes an offer, we handle the negotiations, in consultation with you, to get you the best price for your boat. In doing so, we keep an eye on the price agreements and room for negotiation with the seller(s).
- **Sales agreement:** The agreed arrangements are set out in a sales agreement. This ensures that the further course of events are clear and concrete for all parties.
- **Trial sailing:** When an agreement is concluded, it is always subject to a sea trial. One of our yacht brokers is always present.

- **Inspection:** If the buyer chooses to have the boat inspected, which we usually recommend, they have the right to engage their own inspection company. Prins van Oranje Jachtbemiddeling assists the buyer and the inspector during the inspection and the associated sea trial. In addition, we take care of arranging the crane and any required preparations. (filling water tanks, drying underwater ship, etc.)
- **Sales transaction:** Depending on the arrangements in the agreement regarding the inspection, new arrangements will be made to rectify any substantial defects. Our in-house Yacht Service will arrange for these defects to be remedied. These agreements are recorded in the deed of transfer, indemnifying the seller against any defects found later.
- **Handover:** In consultation with the buyer and after rectifying any substantial defects, a date will be agreed for handing over the boat. Prins van Oranje Jachtbemiddeling ensures that the boat is handed over neatly and ready to sail. An explanation will also be given to the new owner for a safe first trip.