



# RBS Marine Brokerage

## Listing your boat on Brokerage with RBS Marine – Things to expect when selling your boat

- **Paperwork** – There are three pieces of essential paperwork when selling your boat, 1. **Bill of Sale** showing 5 years cleared title (if you bought the boat less than 5 years ago, we will need previous Bills of Sale going back this far), 2. **Builders Certificate** from the manufacturer, 3. **Proof of VAT payment** – this is usually in the form of the invoice to the first owner of the boat, or import documents if the boat was imported from outside the UK. Boats can be sold without proof of VAT paid and a Builders Certificate, but it **MUST** be stated within the boats details so that the buyer is aware before an offer is made. RBS Marine request copies of these original documents prior to listing the boat to help avoid unnecessary delays when a purchaser has been found.
- **Photographs** – we like to take our own pictures of your boat when possible. If you supply any pictures that you would like us to use then they must be current and in focus, it is also useful to have any photos that you might have of the boat underway, or ashore (if she is not ashore when we photograph).
- **Inventory** - Check the specification that you are sent by RBS Marine before your boat goes live very carefully. If there are items on the specification and an offer is made and accepted, you are obligated to provide those items as part of the sale. If they are in the specification, they must also be in good working order (or their condition must be stated in the spec). If there is anything on the boat that you do not want to be part of the sale, it is best to remove it from the boat or state in the spec that it is not available (particularly items like dinghies and outboards).
- **Safety equipment** - A good inventory of safety equipment is useful when selling your boat, however please be aware, if you mention that fire extinguishers, life jackets, life rafts etc are on the boat, they must be **serviced and in date**.
- **Valet** – for both photographs and viewings, your boat is much more likely to attract potential purchasers if she is clean and tidy, the offer that you receive on your boat will be reflected on her condition. Please ask us for details of local valeting services if you are unable to do it yourself. It is also good to remove personal items that may clutter the boat, though a few homely items like cushions can make it feel more welcoming.

- **Engine** – we will often be asked details of when the engine was last serviced. Please let us know as much maintenance and service history as possible as this will be very helpful when discussing the boat's history with potential buyers.
- **Sailing yachts** – if you are selling a sailing yacht there are some other general questions which we are often asked, particularly when the **rigging** last replaced. For many insurers, rigging must have been replaced within the last 10 years. It is also helpful to know when the **sails** were last replaced/launched/serviced, and where applicable when the **keel bolts** were last checked/replaced.
- **Annual lift** – it is useful for us to know when the boat was last lifted, how long she was out for, when she was anti-fouled last and whether the anodes were replaced.
- **Survey** – there are some recommendations you can expect from almost every survey. This includes recommendations of an 'up to date' gas certificate and fire extinguishers for the vessel. If you want to ensure a smooth sale confirming that your boat is safe and seaworthy before the survey will help avoid any potential delays once a buyer has been found.
- **Reason for sale** – It is really useful for us to know why you are selling your boat. A good reason for sale instils confidence in a buyer. Any history or stories of what you have done, or places that you have visited with the boat under your ownership is also very helpful.
- **Brokerage contract** – please carefully read, sign and date the last page of our brokerage listing form which outlines our brokerage agreement. As sole brokers the fee which we would charge once a successful sale has been concluded is 6% + VAT of the final sale price, or if you are already listing with another broker it is 8% + VAT. If you are buying a new boat from us, we will reduce our brokerage fee to 4% + VAT. Please be aware that our commission is payable on the final purchase price, this is the offer that is accepted and written on the Sale and Purchase Agreement. If the price is renegotiated because of defects after survey, this does not affect the commission value.

If you want to chat through any of these points, or provide us with any of the information requested in this info sheet then please do not hesitate to contact us on 01243 512101 or email [dana@rbsmarine.com](mailto:dana@rbsmarine.com).