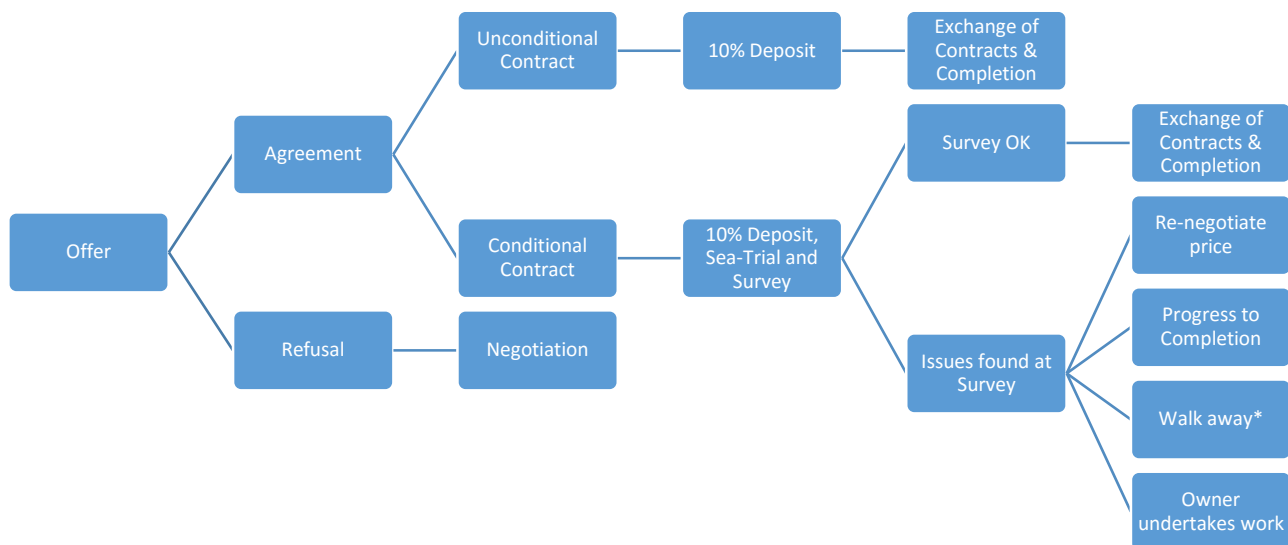


Buying a Boat – The Process



Selling a Boat – The Process



1. Appoint Great Harbour Yachts

Our brokerage fees are 6% + VAT (subject to a minimum of £500.00 + VAT) and for international listings 8% + VAT.

2. Assemble Ownership Documents:

As a minimum we require the following documentation:

- VAT invoice (or proof of VAT paid status)
- Bill(s) of Sale showing clear title for 5 years (minimum)
- Details of any finance or marine mortgage (if applicable)

3. Complete Brokerage Listing Agreement and Prepare Boat For Sale

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4. Agree Sale Price and Sale Inclusions

- A comprehensive market review will be undertaken to establish the current value of your boat
- We will review the specification and inventory of the boat and advise of any additions or inclusions to make

5. Photograph Boat and Prepare Marketing Material

6. Sign-off Marketing Material and Place on Market