

CROSSHAVEN BOATYARD
in association with
Mc CLEMENT YACHTS

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Crosshaven,
Co. Cork, Ireland.
International Yacht Brokers.
Irish Agents for DUFOUR &
GRAND SOLEIL & KELT
“White Shark” Sports Boats.

BROKERAGE AGREEMENT

Boat Name _____ Asking Price € _____ (inc Commission)

Owner _____ Is she VAT paid? YES/NO

Address _____ Phone _____ (H) _____ (O)

_____ Mobile _____ Fax _____

_____ Email _____

Is Boat Registered YES/NO. If YES Official No: _____ Port _____

Where is boat located _____ Afloat or Ashore

We need a set of keys as often clients turn up at short notice. If no spares available what arrangements can you make (i.e where will you leave the key?) _____

DECLARATION

1. To the best of my knowledge all the particulars given by me are correct.
2. I know of no defects in the boat, her machinery & equipment other than those disclosed.
3. I am aware of the implications of the Misrepresentation Act 1967 and agree to indemnify the brokers against any liability, costs and expenses incurred by them in the event of the particulars that I have furnished being proved incorrect.
4. I have the power to dispose of the boat and she is free of all encumbrances save those mentioned hereafter _____
5. In the event of the Brokers introducing a purchaser I agree to pay them a Brokerage Commission on the basis of the scale below. This scale is approved by the Irish & British Marine Federations.

ON A SELLING PRICE UP TO	€7,500 -----	10%
ON A SELLING PRICE BETWEEN	€7,500 & €20,000 -----	8%
ON A SELLING PRICE BETWEEN	€20,000 & €40,000 -----	8% on first €20K
		6% on balance
ON A SELLING PRICE ABOVE	€40,000 -----	6%

VAT at the appropriate rate (Currently 21%) is applicable on the Commission Charge.

SIGNED _____ DATE _____

PARTICULARS OF THE BOAT

Type or Class _____ Designer _____ Year _____
Builder _____ Sail No: _____ Displacement _____
LOA _____ LWL _____ Beam _____ Draft _____ Keel Weight _____
Keel Material _____ Bolted/Encapsulated. Profile: Fin & Spade/Fin & Skeg/ Long keel?
Has boat got and IRC/ECHO Certificate(s) YES/NO. If YES what is the TCC/TMF?

CONSTRUCTION MATERIALS

Hull _____ Deck _____
Superstructure _____ Exterior Trim _____
Interior _____ Interior Trim _____

MECHANICAL DATE & TANK CAPACITIES

No of Engines ___ Age ___ Make & Model _____ H.P. ___ Inboard/Outboard
Type of Fuel _____ Tank Capacity _____ Consumption @ ___ kts Cruising Speed ___
Type of Prop(s) _____ Type of Drive _____ Manual/& or Electric Start?
No & Type of Batteries _____ 12 or 24V? Age _____ How Charged _____
No & Type of Bilge Pumps _____ Water Tanks _____
Capacity _____ Pressurised H & C Y/N. Shower Y/N. How is water heated? _____
Shore Power / Battery Charger Y/N. Type /Model _____

DECK EQUIPMENT

No of Anchors _____ Type & Weight _____ Chain? ___ Warp? ___
Anchor Windlass: Y/N – Manual/Electric. Fenders and Mooring Lines _____
Type of Steering Wheel/Tiller. Emergency Tiller Y/N. Boarding ladder Y/N. Sprayhood Y/N
Cockpit Tent Y/N. Davitts Y/N. Safety Equipment _____
Liferaft Y/N Dinghy Y/N. Year, Model and Condition _____
Winches _____ Handles _____ Outboard Y/N. Year, Model & HP _____

ACCOMMODATION & DOMESTIC EQUIPMENT

Berths: Single _____ Double _____ Av _____ Cooker Type & Fuel _____
Fridge Y/N. Type _____ Icebox Y/N. Crockery Y/N. Cooking Utensils Y/N.
Type of W.C. (s) _____ Heating Y/N. Type _____
Description of layout _____

(Brochure or layout sketch useful)

SPARS & RIGGING

No. of Masts ___ Maker _____ Year _____ Material _____ Fractional/Masthead

Set(s) of Spreaders _____ Headfoil Y/N. or Roller Furling Y/N. Type _____

Reefing System _____ Spinnaker Gear Y/N. Hydraulics Y/N. Type _____

SAILS. (Please list all sails with type (Mylar etc), age, condition and maker if possible.) _____

RADIO'S, RADAR, NAVIGATION INSTRUMENTS & EQUIPMENT. (Where possible please give Type/Make, Model, Age & Condition.)

ADDITIONAL EQUIPMENT

Winter Cradle Y/N. Road Trailer Y/N. Type/Make & Condition _____

Winter Cover Y/N. Miscellaneous _____

HISTORY OF BOAT. (Any photos, brochures, boat tests, survey reports etc as especially useful.)

Any comments on Cruising/Racing and anything of general interest including previous Owners etc can be very helpful.

USEFUL HINTS ON PREPARING YOUR BOAT FOR SALE

1. Take the advice of your Broker in regard to the asking price.
2. Complete the inventory form as fully as possible giving as much detail as you can. If you have any brochures, write ups, sketches or photos that might be useful to the Broker make sure you enclose them. (The Broker will always be happy to copy them and return originals)
3. Beware of giving instructions to too many Brokers. This has the effect of reducing the efforts of any single Broker and there is often a purchaser suspicion of boats that are advertised too extensively. Private advertising will also almost certainly have an adverse effect on your Brokers efforts to sell.
4. Always inform your broker if the boat is going to be away from its normal moorings or berth for more than a few days.
5. If you are going to offer it to several brokers and also advertise her privately then it is essential that the same ASKING PRICE is asked throughout.
6. DO NOT REMOVE ITEMS OF EQUIPMENT THAT LEAVES HOLES.
7. DO NOT INCLUDE ITEMS OF EQUIPMENT THAT DO NOT ADD VALUE TO THE BOAT.
8. A LITTLE TIME AND EFFORT (OR MONEY) SPENT IN CLEANING, PREPARING AND PRESENTING THE BOAT FOR SALE MAKES IT MUCH EASIER TO SELL. OUR EXPERIENCE IS THAT PROSPECTIVE PURCHASERS ARE BECOMING MORE AND MORE DEMANDING AND A POORLY PRESENTED BOAT WILL NOT INTEREST 90% OF THOSE WHO VIEW IT. THE OTHER 10% WILL WANT TO BUY HER AT A MUCH REDUCED PRICE.
9. REMOVE ALL PERSONAL GEAR AND EQUIPMENT THAT YOU HAVE NOT INCLUDED IN THE SELLING SPECIFICATION.
10. TRY TO KEEP THE BOAT DRY AND WELL AIRED. A DEHUMIDIFIER IS STRONGLY RECOMMENDED AND A BOWL OF ORANGES OR LEMONS WORKS WONDERS IN REGARD TO HOW THE BOAT SMELLS WHEN CLIENTS COME ABOARD TO VIEW.