



JONES BOATYARD

Inland Boat Specialists Since 1946

Brokerage Service

www.jonesboatyard.co.uk



Why use Jones Boatyard to sell your boat?

- Highly active brokerage: consistently selling 160+ boats each year
- Average of 60+ boats on a dedicated sales pontoon at any one time
- We have been active brokers for over 50 years with sound knowledge of all craft and an excellent reputation
- We run busy workshops repairing craft of all materials and work on outboard and inboard petrol and diesel craft alike, so can advise potential clients of any modifications they require
- We have a dedicated sales area and dedicated, trained staff
- We have both floating and fixed moorings in our sales area which suit all types of craft
- We can help arrange and advise on moorings and transport to other waterways
- We supervise transfer of registered ownership
- All funds are held in a separate clients' account to protect both purchaser and vendor

What our brokerage service includes

- Full colour specification on each craft which includes internal and external photographs of the craft
- Regular advertising in national boating magazines and online
- Highly active and detailed web-site with daily updates, averaging over 1000 hits per day
- Dedicated and qualified sales staff to handle demonstrations
- Surveys, inspections, slipping arranged
- Email notification services sends out information on new listings to all our customers on our mailing system
- Open for viewings and demonstrations 7 days a week

Terms

Craft are accepted following our inspection. We will advise on valuations and any tasks required to improve the presentation. It is preferred that craft are lying at our marina. We include the first 3 months storage within our brokerage fee in our purpose-built sales area; subsequent storage charges @ £6.90/m/month + VAT.

All personal belongings must be removed from the boat and taken away prior to the boat being listed on the market.

Brokerage charges

- 10% on the first £2,000
- 6% £2,000 to £10,000
- 4% on the remainder of the sale price

Please note that there is a minimum charge of £350.00 on all brokerage sales. VAT is chargeable on commission. If the craft is withdrawn from the market within six months, an administrative charge of £150 is payable to cover the costs incurred by us in listing and promoting the boat.

Preparing Your Boat For Sale: The main factors determining the sale of a boat are: Presentation, price and condition.

Presentation and condition

External: First impressions count and the boat should look appealing with a clean, shiny surface. Tend to any poor varnish work on the strakes and handrails and make good any tears and torn windows to the canopy. In short, offer your craft in fresh, beginning-of-the-season order rather than end-of-season.

Internal: Remove all personal belongings from the boat and if you have removed any fittings such as clocks and barometers, radio, etc, make good the holes. Ensure that the bilges are dry and fresh as the interior will soon get damp and musty. Do not forget to empty and clean chemical toilets. Finally, remember to give the boat a thorough, general clean and tidy to create an atmosphere of comfort and care.

Engine and mechanicals: Make sure the boat is running satisfactorily, that there is enough fuel aboard and that all the services are operating. This includes fridges, toilet, water systems, shower pumps, etc. If any of these items are not working, it will only tempt prospective purchasers to make lower offers.

Cleaning services: If you would like us to clean up your boat to improve its presentation, then we can offer both internal and external cleaning service. Please inquire for further information and cost.

Ropes and fenders: Please ensure that your craft has adequate fenders and a minimum of three mooring ropes.

Pricing

Whilst the market for used craft is quite reasonable, there is a good choice for customers which mean that there is no place for overpriced craft. It is poor advice to list a boat for a high price with a view to accepting much lower offers. This approach inevitably leads to the boat being by-passed in favour of more competitively priced craft.

Documentation

Paperwork – It is a requirement on post 1st January 1985 craft to prove that VAT is paid. This is usually provided in the form of an original invoice or import documents. All craft built after the 16th of June 1998 or those imported from outside EEC after that date are required to carry a C.E. mark plus the necessary paperwork. More customers are asking for proof of ownership and as much documentation supporting this is required for at least 5 years if possible. Please also provide as much information as possible to show maintenance and service history on your craft.

Compliance Certificates – Now the Boat Safety Scheme is in force it will devalue craft that are not certified when required to be so. In many cases prospective customers are only prepared to buy craft with certificates. We would strongly recommend that you obtain a certificate of compliance before your offer your craft for sale.



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