

Listing and successfully selling your boat with Rex Marine

Preparing your boat for sale:

- Seller must present a clean, seaworthy boat in good operating condition. Boat must be currently registered to the seller. Broker will discuss options if boat is not currently registered
- Photos for the listing: Rex Broker will produce photos of your boat, often with a few file photos to supplement actual photos often helpful, and a few owner-supplied photos of the boat underway or in use can help create a compelling listing. 10 quality photos are needed at minimum, more are better! It is important to accurately represent boat condition, including cosmetics.
- Name, address, cell number, email address of boat owner(s). Only the owner or co-owner listed on title or registration may list a boat for sale. We will discuss options if registration is not in name of person requesting us to list the boat.
- Asking price: Your broker has access to current listings and recent sales history for boats similar to yours and will help you decide on best asking price based also upon your stated goals, such as fastest sale, versus highest sale price, for example.
- COMPLETE hull identification number(HIN), we will record this if your boat is at Rex and accessible. If boat is not at Rex or you are unsure of your HIN, or your registration for is not available to obtain your HIN, take a photo of HIN, and send to your broker.
- Engine(s) Model and serial number(s) and Engine hours are required; If boat has a generator, we also require Genset make/model & engine hours. We recommend an engine evaluation and require at very least a compression test for engine(s) more than 5 years old as a condition of accepting boat for Listing. If there is a problem, we need to find out now, prior to buyer discovering at survey.
- As delays to perform repairs can sometimes take longer than some buyers will wait, we recommend Sellers always notify their broker of known or suspected problems when listing is being created, when Broker will discuss with Seller a condition-appropriate level of pre-listing evaluation/survey of boat condition to be undertaken.
- Is there a loan or other lien on boat? Must be known now to minimize sale closing delays.
- If there is not a loan, we require a **copy** of the title , both sides, for all Connecticut-registered boats 2017 or newer; (there are no titles in CT prior to 2017, but Boats registered in most other states will have titles).
- We require a **copy** of current or most recent boat registration form.
- If there is a trailer to be included with listing: We require a **copy** of your trailer title and registration.
- Proof of insurance- We require proof of insurance for all boats on site, and for boats that will be on-water tested as part of the buyer's survey process; seller may request insurance agent send us a copy of the insurance certificate to denise@rexmarine.com

Once you have supplied the information above - what's next?

- Rex Marine staff will inspect your boat prior to accepting your listing, barring rare circumstance, in which case we will inspect upon boats' arrival at Rex.
- Best opportunity to sell boat quickly is if boat is located on-site at Rex. While we do accept listings for off-site boats, many buyers are reluctant to travel to view especially boats they are not specifically looking for, being off-site reduces your likelihood of finding a buyer.
- If boat is not in-water in active use, Owner should remove all personal belongings and boat gear that are not to be included in the sale as buyers may assume if it is aboard, it comes with the boat. Please do leave or place on the boat any Items that ARE included in the sale but not aboard.
- It is normally Seller's obligation to present a fully commissioned boat for survey. If boat is not fully commissioned, Seller can commission him/herself if he/she wishes, seller can hire Rex Service Staff to commission, or seller can bring in a contractor pre-approved by Rex Marine to perform commissioning.

What are the costs involved in selling my boat?

- Storage charges apply while Brokerage boats are on-site/at Rex. At certain times we can offer a period of free storage, please ask your Broker for details.
- Sales commission, deducted from sale proceeds: 10% of selling price of boat, or \$3000 minimum, whichever is higher.
- Initial detail cleaning, plus Weekly or bi-monthly washing- this is a seller expense, may be performed by seller, pricing available upon request and once boat has been inspected.

An offer to buy my boat has been made – what happens next?

- Unless the offer is lower than a preset minimum you may choose to set with your broker, or offer otherwise is unreasonably low, we require buyer to submit a check equal to 10% of the offered price to allow us to send to Seller and Buyer by email a Purchase and Sale Agreement (P&S), which informs of essential sale terms and conditions. **Please review carefully once the P&S is received and ask your Broker any questions.** Once executed by both parties, buyer's deposit enters an escrow account, and sales process enters the buyer's due-diligence phase.
- Most buyers will require and pay for survey and a 'sea trial' ("Test Run" or "on-water test") be conducted on land, dockside and underway as part of the buying process.
- Prior to sea trial, Seller must make sure that all items included in sale that are aboard the boat. Seller will also need have on board: Coast Guard required gear for safe operation of your boat by your Broker or other Rex Marine representative, surveyor, or hired captain.
- Launching/hauling for sea trial is normally buyer responsibility. If seller winter stored at Rex, the 'free' launch that is included with Winter Storage is often allowed as a courtesy to the buyer. Hauling boat after sea trial and any other required or requested boat handling is normally buyer responsibility.
- Prior to launch for sea trial, we require a copy of seller Insurance certificate to be on-file that includes in-water, underway use. Please ask your insurance agent to email Rex Marine a copy of your insurance certificate.
- Brokers typically accompany buyer(s) and surveyor on the sea trial. Seller may elect to run own boat, but this is not recommended. Broker may elect to run boat for sea trial with seller's permission if broker is competent and

qualified to do so. Broker will email the seller and ask permission to run the boat on seller's behalf or will arrange for a captain at Seller expense if/as necessary.

- Post sea trial survey:
 - Buyer's surveyor prepares a highly detailed report of any concerns and any defects found.
 - If Buyer agrees the boat is ready for closing, Broker will advance to Buyer the Acceptance of Vessel (AoV) document as soon as is possible, which normally takes several days or longer as Buyer awaits survey report to be prepared.
 - Best case: no problems or defects for seller to address, very rare. If survey results in nothing to negotiate, we send the basic/simple Acceptance of Vessel (AoV) to buyer only, then upon AoV return, we inform Seller and set up the close as soon as possible.
 - Likely case: Following survey, there are normally concerns and defects that Buyer expects seller to remedy. Buyer will normally submit a list of items Buyer wishes to be performed for sale to proceed to Broker, who will relay these items to be remedied to Seller.
 - If list is simple/straightforward, Broker may obtain and relay price and completion date for required repairs to the Seller.
 - When the Buyer request list is not simple/straightforward, Seller is put into contact directly with Rex Service dept. and/or 3rd party contractors as appropriate. This is best when there is a lot of work and/or complex repairs. With plan to remedy repairs required by buyer accepted by seller, Broker will work to prepare, send, and obtain executed Acceptance of Vessel document, which may not occur until the work is completed to buyer's satisfaction.
 - Broker will maintain communications with the seller and buyer and relay repair and projected completion date information to verify plan is acceptable to buyer and seller.
- The executed AoV clears the way for deal to proceed to closing stage. Once AoV is executed, the deposit becomes non-refundable unless seller fails to perform as documents specify.

So we've completed buyer's requirements to enable our deal to proceed to closing– what's next?

- A closing date will be set
- Our office manager Susan Brown handles all closings for Rex Marine-Listed boats. Sometimes the buyer's lender is involved in the closing.
- Buyer is informed that final payment must be by BANK/Cashiers check, or funds may be wired into the Rex Marine Brokerage account.
- Susan Brown will deduct from sale proceeds the Seller's sales-related costs such as commission, and if applicable, storage fees, Service dept. invoices, etc.
- If boat is on-site at Rex, Seller's boat will remain at Rex until buyer's funds have cleared.
- Seller can expect a check for net sale proceeds 3 to 5 days from sale closing date and buyer's funds have been received. Funds be wired into seller's account if preferred.