

# SELLING THROUGH ABNB BOAT BROKERAGE

ABNB established at Crick Wharf in 1999 is renowned for its high quality boat brokerage service. ABNB prides itself on providing a personal service and for your re-assurance Paul Mudie, the principal broker, is an accredited member of the Association of Brokers and Yacht Agents



- **Steps to be taken by you, the seller**  
Preliminary details given over the phone. Arrange an initial no obligation discussion. Decide to sell through ABNB boat brokerage. Prepare and dress your boat ready for sale. Organise who will escort visitors on the boat. Owner accompanied viewings are optional.

- **ABNB will then**

Carry out a full inspection of around four to five hours with or without the owner present. Produce a highly detailed 4 page glossy colour brochure with layout and side view drawings. Advertise in the major waterways magazines. Advertise on its own website [www.abnb.co.uk](http://www.abnb.co.uk)



- Potential buyers details are held on a computer database, through which we can monitor those who have already registered their needs. ABNB's emphasis is on **personal service** rather than building a large list of boats, which we believe has led to an unsurpassed sales rate. **ABNB works in co-operation with several boatyards and marinas as well as selling boats lying on private moorings.** ABNB is a licensed credit broker.

- **ABNB runs its own website [www.abnb.co.uk](http://www.abnb.co.uk)**

**Buyers can**

- Navigate the website easily using buttons & drop down menus
- Use the search facility
- See over 300 colour photos & layout drawings
- Read lots of boating information & helpful advice
- **Download brochures**

- **ABNB operates from offices at Crick Wharf and also sells boats from private moorings.** Escorted only viewings by ABNB staff or owners. The sales office is easily accessed by road, just over one mile from M1 J18, and features an individual colour photo display of all craft for sale

- **ABNB is consistently busy even during out-of-season months** when enquirers, who are planning ahead to the next season, tend to be more committed. They particularly appreciate ABNB's system of highly detailed sales information, supported by experienced advice and personal service.

- **ABNB exhibits at the Crick Boat Show and the IWA National Festival.**

- **ABNB does not take on all the boats that are offered** – for example if the condition and presentation of the boat is less than expected. We will advise if ABNB's service is not for your boat. The format of the brochures is particularly effective at conveying good specification & maintenance history.

- In accordance with ABYA\* code of practice, the brokerage service is supported by well-established administration procedures and monies paid by buyers are held in a Client Account, separate from ABNB's trading activities. Payment to owners is made promptly. Every step of the sale process involves clear documentation: brokerage agreement, sale agreement and bill of sale. For added protection, ABNB holds full Professional Indemnity insurance.

- ABNB operates strictly on a sole brokerage basis. The brokerage fee is 6% of the agreed sale price for the first £60,000 reducing to 2% for any value over £60,000, both plus VAT. There are no other charges for selling your boat. No Sale no Fee (unless boat is withdrawn within three months)

- Free moorings for up to 3 months at Crick Wharf (when they are available)

- Deposits on a no-quibble/ no-penalty basis. Electronic transfer of proceeds from sale via ABNB Client Account (separate from normal trading activities)

\*Visit [www.abya.co.uk](http://www.abya.co.uk) for more information about the Association of Brokers and Yacht Agents



