

# Sports Marine Boat Selling Checklist

Name:

Address :

Phone :

Boat :

## Preparing the Boat for Sale



- ☐ Clean and Detail the Boat. Thoroughly clean the boat, including the hull, deck, interior, and all accessories.
- ☐ Consider hiring a professional detailing service for a polished appearance.
- ☐ Conduct a comprehensive inspection to identify and address any maintenance or repair needs.
- ☐ Address and thoroughly note down mechanical, electrical, plumbing, and cosmetic issues.
- ☐ Gather all relevant documents, including ownership papers, registration, maintenance records, and warranty information.
- ☐ Research the market and set a competitive yet realistic selling price for the boat.

## Marketing and Advertising



- ☐ Take high-quality photos showcasing the boat from various angles and highlighting its features.
- ☐ Create a walkthrough video showcasing the unique selling points and so viewers can get a feel of the boat and its layout.
- ☐ Create a detailed, appealing listing describing the boat's specifications, features, and condition.
- ☐ Advertise the boat on relevant online platforms, boat selling websites, and classified ads.
- ☐ Share the boat listing on social media platforms and relevant groups to reach a broader audience.
- ☐ Leverage your network and inform friends, family, and colleagues about the boat being for sale.

## Handling Inquiries and Showings



- ☐ Respond to inquiries and messages from potential buyers in a timely and professional manner.
- ☐ Arrange showings at convenient times for potential buyers to view the boat.
- ☐ Ensure the boat is clean, organised, and accessible for potential buyers during showings.
- ☐ Anticipate and be prepared to answer questions about the boat's history, maintenance, features, and condition.

## Negotiating and Finalising the Sale



- ☐ Be open to negotiating the price, terms, and conditions of the sale with potential buyers.
- ☐ Evaluate offers and decide whether to accept, counteroffer, or decline based on your selling goals. Don't feel pressured to take the first offer.
- ☐ Secure a deposit from the buyer to confirm the sale.
- ☐ Draft a written agreement outlining the terms of the sale, including price, payment schedule, and other relevant details.
- ☐ Most potential buyers will require an pre-purchase inspection or survey to be completed by an independent party. This could uncover potential issues that would require further negotiations on the selling price.
- ☐ Work with the buyer to complete the necessary paperwork for the sale, including the transfer of ownership and funds.
- ☐ Complete the necessary paperwork to officially transfer ownership of the boat to the buyer.
- ☐ Arrange for the handover of keys, manuals, and any other relevant items to the new owner.
- ☐ Ensure the buyer is satisfied with the purchase and address any final concerns.

## Post Sale



- ☐ Cancel the boat's insurance policy and remove it from your name in the registration records.
- ☐ Follow up with the buyer to ensure a smooth transition and address any post-sale inquiries.