



Hi There

Re: Selling of Your Boat

Many thanks for your enquiry regarding placing your boat on our brokerage facility.

To offer you the very best in service we, as a member of the British Marine, follow their code of conduct and also paperwork contracts.

As such the starting point to the selling process is to complete a Broker Appointment contract and checklist, copies provided for your reference.

Once we are in receipt of your completed Broker Appointment contract and checklist, as it takes a couple of weeks to prepare your main sales documents, we immediately place your boat on preview. This means we circulate its base particulars and some photographs to the database of prospects we have registered that are looking for a boat of your specification as well as placing this information on our web site and the "Auto Trader" of the boat world, Apollo Duck. Most of the quality and well specified boats that we take in are sold at this stage.

We then use this interim period to compile your main sales particulars ready for your approval. Please note it is your responsibility to check that the content for these is accurate. The checklist is our template for these, so please ensure that you complete it correctly.

As well as preparing your boat to its best advantage for sale, it is becoming increasingly important to make sure that you have quality paperwork, as detailed on the checklist. Failure to provide as a minimum a Certificate of Conformity* and a bill of sale for your purchase could seriously affect the desirability for your boat and the selling price.

*Did not become mandatory until circa 2000 and so may not be available for older boats.

The usual sale procedure once we find you a buyer is for them to have a trial run followed by a survey, the latter being at their cost.

In recent times we have found these surveys to be far more stringent for older boats and as such conflicts between buyer and seller are becoming common. We therefore require that if your boat is over 15 years old and hasn't had a hull survey in the last 3 years, or is over 25 years old and hasn't had a hull survey in the last year, you commission a hull survey which is then available to prospects as part of the viewing procedure.

If your boat falls within one of these categories and you decide not to have a hull survey, we can still take it on our brokerage to sell for you. However, if a buyer's pre-purchase survey identifies major work required on the hull and therefore the sale does not go ahead, you will be charged 50% of the commission due on the agreed sale price. This is to compensate for the amount of work and costs incurred by us and your buyer to get this far in the sale process.

If your boat was built after June 1998 and you have had it refitted or made major modifications since January 2017, you may need a Post Construction Assessment carried out. Please see Annex 2 of the enclosed Brokerage Agreement for further information regarding this.

We hope that we have not concerned you regarding the level of information that we seek and are here to help you if you have any problems regarding knowing what exactly is on your boat and what paperwork you have to support her.

For many the selling of their boat is a very sad time, boats often having become valid family members. Our aim is therefore to make this process as trouble free as possible; this includes having our own people carry out the trial run if you are unable/unwilling to do so, and helping buyers with survey arrangement and interpretation.

All monies are handled through a Client Account, meaning that these monies are held separately to Ashwood Marina accounts. As such should something happen to the broker, then transactions can be completed without interruption.

Many thanks for considering the brokerage facility here at Ashwood Marina. If you have any further questions/queries, then please don't hesitate to call or e mail us.

Regards,

Sammy Rose
Boat Broker

Brokerage and Management Fees

Boat and Static Caravan Brokerage Service:

Our brokerage package includes preparation for sale; national advertising; showing prospective buyers over your vessel (Providing it is either moored at Ashwood, or 5 miles north on the Staffs and Worcester, or south on the Staffs and Worcester to Stourport, or on the Stourbridge canal as far as Stourbridge), dealing with buyer queries and concerns, arrangement of money transfer.

It is designed to eliminate that awkward link between buyer and seller of handing queries, negotiating a deal and getting safe payment. Whilst it is your responsibility to maintain and clean the boat when it is on sale; we can do this for you if required (For a charge). To help keep boats clean we place dust sheets throughout the length of the vessel and ask prospects to wear shoe covers. All viewings are accompanied.

When a sale is obtained, as broker we take either a fixed fee or percentage of the agreed selling price as set out below:

Selling Price	Broker Fee including VAT
<£1,099	£275
£1,100 - £2,499	£360
£2,500 - £4,999	£430
£5,000 - £7,999	£520
£8,000 - £9,999	£680

Selling Price	Broker Fee including VAT
£10,000 - £14,999	£900
£15,000 - £19,999	£1,150
£20,000 - £69,999	6%
£70,000 plus	5%

If you choose to place your narrowboat on our brokerage moorings we offer 2 months free.*

*Only applies to narrowboats selling for £20,000.00 plus and post the 'Free' mooring period mooring fees will apply.

A discount on the above fees is offered for returning customers, please speak to the broker for more details.

You do not need a CRT license for your boat when it is moored in Ashwood Basin.

When a buyer is found we will assist with the organising of the trial run and survey with the aim of giving you as smooth a completion as possible. If you are unable to carry out a trial run yourself then we can offer this service for a fee of £60.00.

We will offer the new owner a mooring at Ashwood subject to availability and them complying with our vetting process.

A full pack detailing this service is available from a member of our staff.

Private Sale For Existing Customers:

You are entitled to offer your boat for sale privately but if you do so, you cannot offer the mooring/storage facility as part of the sale, instead the new owner will have to find a mooring/storage facility elsewhere.

If you wish to offer a mooring/storage facility at Ashwood as part of the sale then a management fee will apply, based on the selling price, as set out below:

Selling Price	Management Fee including VAT
Min charge up to £2,499	£200.00
£2,500 - £4,999	10%
£5,000 plus	6%

Please note, the new owner will be subject to our vetting process and therefore we retain the right to refuse them a mooring/storage facility, in which case the management fee would not apply.

Also, the mooring/storage facility offered may be elsewhere on site.

Static Caravans:

Must be sold through the Marina brokerage system.



Contact: Sammy Rose

Ashwood Canal Boat Sales

Ashwood Marina Ltd, Kingswinford, West Midlands, DY6 0AQ

Tele: 01384 295535/07702 190850