

### **Pre-Sale Program Rules**

Southern California Yacht Sales wants to help your boat or yacht sell quicker and for the highest price possible.

Our Pre-Sale Clean-Up Program will help you afford to spruce up and fix up your boat so buyers will be more attracted to your boat and make a better offer. These cosmetic and small mechanical repairs will help the pre-purchase inspection proceed smoother and decrease the chances for the selling price to be reduced because of defects found by the surveyor.

How the Program works:

Centrally list your Boat or Yacht for sale with Southern California Yacht Sales for the standard commission of 10% of the selling price. In addition to the services normally offered and performed by SCYS and its agents, SCYS will reimburse the seller, upon the sale, for expenses incurred repairing, cleaning, and detailing the vessel prior to marketing the boat for sale. The program is limited to reimbursement for expenses incurred up to a maximum of one-half percent of the actual selling price of the vessel. This amount is usually sufficient to increase the perceived value of the boat and assist in its presentation to prospective buyers.

Southern California Yacht Sales will reimburse the seller for expenses incurred for cleaning, detailing, and minor repairs as recommended and agreed between the listing agent and the seller. The reimbursement will be limited to five percent of the earned commission

So spend part of our commissions repairing and cleaning your boat. It costs you nothing and could very well make you money by helping your vessel sell sooner and for a higher value.

This program requires that the seller list the vessel centrally (exclusively) with SCYS, however, SCYS will offer your vessel for Co-op to other brokers as is normally done to help market the boat to a wider audience for a potentially faster sale.

If you remove your boat from our central brokerage listings for any reason prior to its sale through SCYS, SCYS will not be required to reimburse for any seller expenses.



For Example:

You list your boat with SCYS for \$199,000 and it is determined to need \$750 worth of repairs or detail cleaning before marketing the boat. SCYS will arrange for this work to be performed and the work will be inspected by the seller and the listing agent. Then SCYS will market your boat and show it to prospective buyers. After we have signed a buyer for perhaps a negotiated price of \$195,000, we will handle the sea trial and surveys and close the sale. During the disbursement of the funds you will receive an additional \$975 (5% of the \$19,500 commission) along with your sales proceeds.