

The sales process, how does it work?

- **Non-binding request;** by contacting Prins van Oranje Jachtmakelaardij the first step has been taken. Our brokers are happy to inform you about the possibilities.
- **Sell a boat;** the options will be discussed during a conversation, which can be by telephone or email. You can bring your boat to our location in Heeg, Friesland. Prins van Oranje can also pick up your boat or sell your boat on location.
- **Inventory boat;** our brokers will, in consultation with you, make an inventory of all the details of the boat. Pictures will be taken and all the information will be collected and processed. The asking price is determined on the basis of all data.
- **Presentation ship;** you can sell your ship in one of our showrooms or in the sales harbor. Sales on location are also negotiable. Your yacht will be kept clean and tidy throughout the sale period; the tent neatly folded, pillows straight and we will dress the boat with, for example, a bottle of wine and glasses, magazines, towels etc.
- **Sales channels;** we have an active international sales strategy. We ensure an optimal presentation on our own website and on external internet sites (on more than 45 websites worldwide). We also visit trade fairs, advertise in water sport related magazines, inform our customers via newsletters, advertisements on social media and we actively approach (potential) customers.
- **Price negotiates;** when a customer makes an offer, we take care of the negotiations, in consultation with you, to get you the best price for your boat. In doing so, we keep an eye on price agreements and negotiating room with the seller(s).

- **Customer agreements;** the agreed arrangements are laid down in an agreement. This ensures that the further course of events is clear and concrete for all parties.
- **Trial sailing;** when an agreement has been concluded, it is always subject to a trial run and any inspection. One of our yacht brokers is always present.
- **Provide inspection;** if the buyer chooses to have the boat inspected, which we always advise, he has the right to engage an inspection company himself. Prins van Oranje can assist you with this and will arrange the appointment with the inspector, the crane costs and sea trails. Any defects are discussed and resolved in consultation.
- **Close transaction;** depending on the arrangements in the agreement with regard to the inspection, new agreements are made for the remedy of any essential defects. Our own Yacht Service will arrange for these defects to be rectified.
- **Delivery;** in consultation with the buyer and after remedying any essential defects, a date is agreed for the delivery of your boat. Prins van Oranje ensures that the boat is delivered neatly and ready to sail. There is also an explanation for a safe first trip. The key handover will initially take place at our office in Heeg, Friesland. If desired, this can also be done at another location in Europe.