



BUYER'S GUIDE: FROM OFFER TO CLOSING

Buying a yacht is an exciting journey, and at All Points Yacht Sales, we are here to help make your dreams a reality. To make the process smooth and stress-free, we have outlined the key steps you can expect from the moment you make an offer until you officially take the helm.

✓ MAKING AN OFFER (DAY 1)

- Submit your written offer with contingencies (survey, sea trial, financing, etc.)
- Include an earnest deposit (usually 10%) held in escrow.
- The Seller will respond with acceptance, rejection, or a counteroffer.

✓ CONTRACT ACCEPTANCE (DAY 2-3)

- Once both parties agree on terms, the Purchase & Sale Agreement is signed. Once the earnest money is received by the broker, the parties are in contract. Most contracts allow up to 48 hours for receipt of earnest money to be received.
- If financing, a copy of the Purchase and Sale Agreement will need to be submitted to the finance company along with your application.

✓ SCHEDULE SURVEY & SEA TRIAL (WITHIN 7-14 DAYS)

- Hire a certified marine surveyor of your choice.
- Schedule a haul-out and sea-trial considering available dates of the seller.
- You are responsible for the surveyor's fee, haul-out cost, and any other inspection fee you want on the vessel. The seller ensures the boat is available, operational, and handles the vessel during survey

✓ SURVEY & SEA TRIAL (DAY 10-14)

- Survey and other inspections you order occur on the same day. The vessel gets inspected from top to bottom as based on the inspectors you hire: hull, rigging, running gear, engines, electronics, safety gear, and more.
- Sea Trial evaluates performance on the water.
- Survey report highlights:
 - Snapshot in time of the condition of the vessel
 - Any recommendations the surveyor has for the vessel
 - Market value of the vessel in current conditions



✓ REVIEW & ACCEPTANCE (DAY 15-17)

- Review survey results (your broker is more than happy to assist in the area if you want to share)
- Decide to:
 - Accept as is
 - Request repairs or price adjustment
 - Reject and withdraw your offer (deposit refunded per contract terms)

✓ FINANCING & INSURANCE (DAY 17-21)

- If financing, your lender will require a copy of the survey
- Secure insurance coverage (often based on survey findings)
- Final loan approval and insurance binder are obtained before closing

✓ CLOSING PREPARATION (DAY 21 – 30)

- Title Search and documentation review completed
- Closing documents are drafted
- Seller Documents are emailed, printed, executed before a notary, and then overnighted back to the brokerage office
- Buyer Documents are emailed, printed, executed before a notary, and then overnighted back to the brokerage office
- Final funds (balance of purchase price plus fees) are wired to brokerage escrow account. Funds need to be in account 24 hours prior to closing
- The complete package is reviewed by the broker/finance company, verification funds received

✓ CLOSING DAY (AROUND DAY 30)

- Seller is paid by Escrow / if financed may be directly from the finance company.
- Buyer receives Bill of Sale, Running Letter, and Keys to the vessel.
- Congratulations!! You are officially the owner!



ALL POINTS

Yacht Sales

✓ AFTER CLOSING

- Coast Guard Documentation will be mailed to you (generally takes about 3 months)
- All Points Yacht Sales is here to offer any additional assistance or recommendations you might need such as:
 - Instruction
 - Delivery / Relocation
 - Service Options
 - Local Marinas
 - Yacht Management

Stay in close contact with your salesperson and our team throughout the process — we're here to answer questions, guide negotiations, and make sure everything stays on track so all you have to do is focus on getting ready for your new adventures on the water.

Once you're out enjoying your yacht, we'd love to hear from you! Share updates, send us photos by email, or tag us on social media so we can see you living your best lifestyle and making your boating dreams a reality. Our favorite part of this journey is celebrating with our customers as they create memories on the water.

@AllPointsYachtSales