



# HOW TO BUY A FJORD YACHT



AHOY

We offer you the best solution in the market for you to find, buy and enjoy your pre-owned FJORD Yacht

SEARCH AND  
FIND



PUCHASE  
AND SERVICE

## WE OFFER

### SEARCH AND FIND



*based on your specific yacht profile we search for the best FJORD fit for you when it's build, we'll find it! We arrange all communication to brokers and owners is for you.*

### PURCHASE



*the complete proces from placing the best bid for you up to contracts, docs, surveying, etc. is in our hands for you.*

*we'll come up with the best deal for you!*

### SERVICE



*After the purchase of your yacht there are some things to arrange as transport to your location, insurance, maintenance, etc.*

*We assess and organise all activities for you*

## CONTACT

US NOW



+31 6 2006 3056  
(Matthijs Kat)



info@fjordyachts.  
com



Zuiderzeeweg 2,  
Amsterdam, NL

# OUR BUYING SUCCESS STEPS



## SEARCH AND SELECTION

Working with a yacht broker from FJORD YACHTS your requirements are refined and suitable yachts reviewed and inspected. Inspection can be made at a regularly scheduled boat shows or by special appointment for a personal inspection subject to the yacht's availability.



## OFFER

Once a suitable FJORD is found a formal offer is made by the buyer. This is presented by our broker on an industry standard contract to buy the yacht. This sales agreement outlines the timing for the sea trial, survey, acceptance and closing. When you make your offer it is normal to deposit 10% of the offer price with FJORD YACHTS. It is essential that your offer includes an accurate inventory of the vessel. At FJORD YACHTS we always take a photographic inventory of the vessel and include that with the offer to buy.



## OFFER ACCEPTED

The seller will accept, reject or counter your offer to buy. It is rare for the first offer to be accepted so it usually takes a week or two to receive an accepted offer.



## SURVEY

At a convenient time before, during or after the survey the prospective buyer is able to take the yacht out to sea to establish the vessel's performance underway. This sea trial, usually limited in duration to 4 hours, is normally at the seller's expense. During the sea trial the engines are tested to verify cruising and maximum speed and it is a good opportunity for the buyer to verify the motion of the vessel and noise levels throughout the interior whilst underway.



## SEA TRIAL

Depending upon the size of the yacht the survey can take from one to 14 days to complete. During the survey all mechanical, electrical and electronics equipment is tested. The objective of the survey is to get an accurate understanding of the current vessel condition and precisely how much the yacht will cost to maintain in the next few years. As part of the survey it is strongly recommended that the vessel is hauled out of the water for inspection. The cost of the survey is paid for by the buyer.



## CLOSING

Just like real estate the act of a closing is a fairly straight forward exchange of signatures on important documents. The protocol of delivery and acceptance clearly lists the location and time of the ownership exchange. At closing the buyer should have new registration and insurance already lined up. FJORD YACHTS will happily assist any new buyer in establishing the necessary official papers and insurance required.



## SERVICE

When the buyers owns the yacht all kind of actions are to be taken as transportation to home marina, insurance, maintenance, repairs, etc. FJORD YACHTS will offer you all solutions for this.



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+31 85 86 40 079



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