



## Preparing your boat for sale

If you don't have time to get your boat in good condition for sale, you should consider paying someone to do it for you. There are some professional companies that can do this for you. Westhaven Marine Brokers will be happy to help you.

Be careful spending large amounts of money making boat improvements before you sell. Major renovations may make your boat more saleable but not necessarily more valuable. Cosmetic improvements, if they have the potential to increase the value of your vessel, are recommended.

The list below includes some examples of things you can do to make your boat more attractive to buyers:

- Clean your oven and kitchen/galley thoroughly. People who like to cook, in particular, will notice if the kitchen/galley is not well cleaned
- Clean head, shower and sinks, empty tanks or manual toilets
- Fill up fresh water tank so people can see how they work
- Ensure you have all the knobs for your appliances and that they work
- Tidy the pantry and cupboards. Potential buyers are renowned for opening them when they are at their worst
- Get rid of clutter
- Make sure the doors are not sticky or jammed
- Clean the windows inside and out
- Wash and polish floors & surfaces
- Replace any light bulbs that don't work
- Repair dripping taps
- Wash the walls inside and out
- Clean or water-blast the hull, clean and polish outside surfaces
- Clean your furniture
- Get your sheets, ropes, sails in tip-top condition. This is the first thing the buyer will see
- Tidy up lockers and compartments
- Take home all your unwanted stuff

### Things to do when potential buyers come over:

- Clean the showers and bath and toilet
- Open some windows and air the boat out. This is particularly important if there are smokers on your boat
- Make the vessel smell nice. Grind some coffee beans or use some air freshener
- Put the rubbish out (all of it)