

BUYERS CHECKLIST

*Goal: Find the Boat,
Secure Financing, &
Hit the Water*

DO YOUR HOMEWORK

- Compare makes, models and sizes that suit you!
- Check market values to gauge what a fair price looks like
- Consider hiring a boat broker. They can help find the right boat, negotiate terms and navigate paperwork

SET A REALISTIC BUDGET

- Be sure to include insurance, taxes, registration and maintenance costs.
- Get pre-approved* for financing ahead of time to move quickly when the right boat comes along
- *Pre-approvals are fast and can be as simple as completing an application - Contact Us today

INSPECT THOROUGHLY

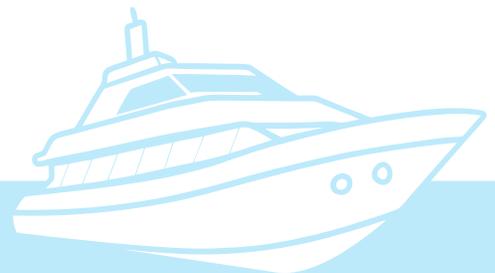
- Schedule a marine survey to be completed by a NAMS or SAMS surveyor
- Review service records and confirm a clear title
- Pro Tip: Use our documentation services to complete the title and lien searches

CLOSE CONFIDENTLY

- A broker can help coordinate the closing process, ensuring everything is finalized
- Ensure all documentation, registration and ownership transfer paperwork is accurate and complete.
- Transfer funds securely- confirm wire details directly with the bank or broker before sending
- Let Sterling handle your USCG Documentation and title transfer - making closing seamless.

LAUNCH YOUR ADVENTURE

- Update Safety gear
- Plan your first voyage
- ENJOY!



SELLERS

CHECKLIST

Goal: Make your Boat stand out and ensure a seamless sale

READY TO SHINE

- Clean and polish the hull and interior. Tidy up storage areas and engine spaces- serious buyers look everywhere
- Remove personal items so buyers can envision themselves on board
- Catch up on all of your boat maintenance and engine(s) service

PRICE IT RIGHT

- Research similar listing and set a fair market price
- A broker can be helpful as they are familiar with the market. Can attract serious buyers and assist negotiating the best deal
- Be flexible and prepared to adjust your price based on market feedback and buyer interest

ORGANIZE YOUR PAPERWORK

- Have title, registration, service records and warranties ready
- Pro Tip: Up front transparency builds buyer trust and speeds up the sale

CLOSE CONFIDENTLY

- Be clear on what you'll accept and be ready for negotiations
- Ensure all documentation and ownership transfer paperwork is accurate and complete - Sterling is happy to assist you with this
- Communicate your preferred method of payment and confirm receipt afterwards

CELEBRATE THE SALE!

- Take pride in a smooth transaction, this is the second best day of your boating career
- Start planning your next adventure

