

First Edition

THE
BOAT BUYING
COLLECTION



Pre-viewing Questions
What to ask before a boat viewing



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The Boat Buying Collection: Pre-viewing Questions

Questions to ask before booking a viewing

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1st Edition

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Used Boat Viewing Pre-Qualifying Questionnaire

The questions enclosed within this guide have been created to help you to initiate the boat buying process. At this stage, you should have a general idea about the type of boat you're looking for, your budget and a time frame as to when you want to buy the boat. You've probably been searching the Internet, have looked at magazines, and/or visited a boat show but haven't formally expressed an interest in a particular boat.

Once you find a boat that seems to fit most of your requirements the next step is to call or email the owner/broker to request more information.

The objectives of asking/emailing pre-qualifying questions are as follows:

- To express your interest and start the ball rolling
- Get an idea as to who you're dealing with (broker/owner) and what the situation is with the boat
- Further determine if the boat meets your requirements and whether or not it's worth booking a viewing

There are a variety of reasons for an owner to sell a boat. Some owners are selling to trade up, others are selling because they need the money and many sell because they aren't using the boat anymore. Some owners want a quick sale and others secretly don't want the boat to sell at all (perhaps the owner's partner instigated the sale)?

Before taking the time to view a particular boat, it's best to do a bit of detective work to determine whether it's worth your time to book a viewing.

Consider a situation where the boat is on the upper limit of your budget and after questioning the owner/broker, you determine that the rigging will need to be changed within a year, the sails are about to fall apart and the engine hasn't had a good service in several years.

You could communicate with the broker/owner to determine if the price is negotiable considering the imminent high future costs and if it is, proceed with a the viewing. Otherwise, if the owner feels the price reflects the future work it might make more sense to look for a different boat.

If you're considering a boat that's only a drive away it might not be terribly imperative to get too much data up front. On the other hand, if you have to take a flight, you may want to spend more time gathering information to avoid looking at boat that does not adequately suit your needs.

With our previous two boats we spent quite a substantial amount of time looking at boats in our local area. When we found the make and model of a boat we liked, we then scoured a larger geographical area to find the right boat for our requirements and budget.

Instructions: With the sales specification in hand, eliminate any of the questions below that are already answered. Delete any questions that don't apply, or are not relevant, and add any questions pertinent to you and your requirements. When you're finished either call the owner/broker to ask the questions or send an email.

Questions to ask about the boat (1 of 2)

- Why is the boat being sold?
- How long has the boat been on the market? If it's been on the market for over a year, is there a particular reason why you think it hasn't yet been sold?
- Has the price been reduced since the boat went on the market?
- Is the price negotiable?
- Is the tax paid?
- Can the boat be financed?
- What is the condition of the boat?
- Are there any large repairs or maintenance costs required within the next year?
- Is there a service history or an account of when routine maintenance/servicing was conducted? If yes, will I be able to see it?
- Are their receipts for large jobs (engine overhaul, new rigging, etc.)?
- Is the original survey available? (If yes, is a copy available? I'd like to potentially use it to determine what has been done since the previous survey).
- Has the boat ever run aground or hit anything, been holed or someone hit it?
- Has the boat ever sunk?
- Has the boat ever been hit by lightning?
- When were the following items last serviced/replaced?
 - o Engine (how many hours?)
 - o Gear box
 - o Generator (how many hours?)
 - o Steering system and propulsion system
 - o Batteries (also - type of batteries?)
 - o Hydraulic system
 - o Navigation systems (how old are they?)
 - o Antifoul and hull anodes
 - o Keel bolts (When were they last checked?)
 - o Rigging - when was it last replaced?

Questions to ask about the boat (2 of 2)

- How old are each of the sails and what condition are they in?
- In addition to the items listed on the specification, are any of the following also included in the sale:
 - o Extra sails? Which ones?
 - o Running rigging
 - o Fenders
 - o Safety equipment (external and internal)
 - o Tender/dinghy
 - o Outdoor covers (Sprayhood/Dodger, bimini, winch covers, BBQ cover, tender cover, table cover, wheel cover...)
 - o Maps/computer software maps (chips/disks)
 - o Galley supplies (dishes, silverware, cups, bowls, pots/pans, blender, etc.)
 - o Berth supplies (bedding, pillows, comforters, sheets)
 - o Curtains and soft furnishings
 - o Tools
 - o Spare parts
 - o VHF, SSB, Sat Phone
 - o Other?
- What manuals are on board? (General boat operation, engine, generator, appliances, etc.)
- What are the terms of the current storage/marina facility?

Email template (copy, paste and insert relevant information)

Dear [Fill in name of owner/broker],

I'd like more information on the (Insert boat and/or reference number) that is listed for sale.

Based on the specification, this boat fits many of my requirements. I'd like to get some more information, however, before booking a viewing. If you can please answer the following questions, I'd be very grateful.

[Paste in the questions]

I look forward to hearing back from you.

Kind regards,

[Name]