



Vendor's Brokerage Agreement

Thornham Marina, Emsworth, Hampshire, PO10 8DD

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sales@multihullworld.co.uk

www.multihullworld.co.uk

OWNERS DETAILS

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Owner/s Name/s					
	PLEASE NOTE IF VESSELS ARE IN JOINT NAMES WE NEED DETAILS OF ALL PARTIES				
Address					
Post code					
Email					
Tel: Home		Mobile		Work	
Occupation/s (required for legal paperwork)					

BOAT

Boat name		Manufacturer & Model			
Year		Designer			
Structure		Deck colour			
Hull colour		Hull no			
Length overall (LOA)		Waterline length	m/ft	Beam	
Draft		Displacement			
Previous name of Vessel					
Location of vessel					
Location of keys					

CONSTRUCTION (complete where appropriate)

Hull material	
Steering system	
Keel type	
Emergency tiller	
Rudder type	

SAILS

SAIL	Area (m ²)	TYPE	YEAR	CONDITION
Mainsail				
Genoa				
Gennaker				
Code 0				
Storm jib				
Spinnaker Asymmetric/symmetric (delete as appropriate)				
Cruising chute				
Others				

SPARS & RIG (SAIL ONLY)

Mast material	
Mast manufacturer	
Rig type	
Spinnaker pole	
Mainsail furling system	
Standing rigging (year & condition)	
Genoa roller furling (make)	
Running rigging (year & condition)	

ENGINE (S)



Engines type & number					
Fuel type		Cruise speed		Max speed	
Year		Horsepower			
Propeller					
Fuel tank capacity		Fuel consumption			
Engine Hrs Port		Engine Hrs Starboard			
Propulsion type					
Service history					

ACCOMMODATION

No. Berths		No. Cabins			
Headroom Bridge deck		Headroom Hulls			
Toilets	Number	Model	Type – Manual/Electric	Holding tank capacity	
No. Showers		Separate / incorporated in heads (please delete as appropriate) – N/K	Hot water system		

GENERAL EQUIPMENT

Pressurised water	YES/NO				
Hot water system	Freshwater		Saltwater tap	YES / NO	

	Capacity			
Fridge (make, model & year)				
Freezer (make, model & year)				
Hob (make, model & year)				
Oven (make, model & year)				
Microwave (make, model & year)				
Washing Machine (make, model & year)				
Cabin heating/Air conditioning (make, model & year)				
TV / DVD		Radio / CD		

DECK EQUIPMENT

Main anchor type		Weight	
Kedge anchor type		Weight	
Windlass	Manual/Electric Make		
Chain length		Warp length	
Fenders No		Warps No	
Bimini	YES / NO	Lazybag	YES / NO
Sprayhood	YES	Dodgers	YES / NO
Passerelle	YES / NO	Deck shower	YES / NO

Dinghy (make/model & year)	
Oars	
Outboard (make & HP)	

NAVIGATION EQUIPMENT

	YES / NO	Type / Model	Year
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Compass(es)			
Log / speed			
Depth			
Wind speed/direction			
Autopilot + handheld			
GPS & Plotter			
Radar			
Laptop			
Navigation lights			

SAFETY EQUIPMENT

	Number	Year	Make / Type	Last Serviced
Life raft				
Life jackets				
Harnesses				N/A
EPIRB				N/A
Satellite phone				N/A
Lifebuoy				N/A
Dan buoy				N/A
Floating light				N/A
Floating line				N/A
Drogue				N/A
Search light				N/A
Gas detector	N/A			



Carbon monoxide detector				
Foghorn	N/A			N/A
Jackstays			Wire / Webbing (delete as appropriate)	N/A
Radar reflector				N/A

ELECTRICAL

	YES / NO	MPE	CAPACITY	YEAR
Batteries house				
Batteries engine				
12V				
Shore power			No. outlets	
Generator				
Inverter				
Wind Generator				
Water Generator				
LED lights				
Solar Panels				

INTERIOR

	Year	Type	Colour	Condition
Upholstery inc mattresses, cushions, curtains etc				
Trim				
Flooring				
Blinds/mosquito nets				

HULL

If white, is there any yellowing	
If coloured how badly faded	
Has she been epoxy coated	
If so, when, where & why	
What would you like to upgrade or update?	

COMMENTS



(i.e. boats history, its attributes, period owned, where cruised, reason for sale, etc and any other relevant information. Wax lyrical; what makes your boat different from another of the same design – give it a personality!)

PHOTOGRAPHS

Potential buyers love seeing loads of good quality photos, therefore please supply a minimum of 12 photographs.

Top Tips When Photographing Your Multihull

- The goal is to show the boat at its best, this means you will need to spring clean your boat and remove any clutter.
- Photograph your boat on a sunny day, the best light for photographs is early morning or late afternoon.
- Take as much of a close up shot as possible while still fitting in the entire hull. If you have a mast you do not need to include the full height of it in your photo.
- If possible shoot your boat underway instead of stationary.
- Take loads of photos from different angles. You can never take too many photos; Multihull World will upload the photos that show off your boat the best. We need photos of the main areas including: cockpit, saloon, gallery, nav table, heads, berths, engine compartment, anchor locker...
- Take photos of all the unique selling features.
- Remember to sell the dream.

Registration Status

British Registered (e.g. Part 1) / Small Ship Register (SSR) or other (please state) _____

Registration Number	
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Tax Status

VAT paid

Please provide documents as proof of the above status.

Documents provided YES / NO (please delete as appropriate)

Please see page 10 for a full list of documentation required.

Asking Price	
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NOTE: please remember that buyers generally make offers against the asking price and commission + VAT will be invoiced at point of sale.



Please tick paper work enclosed

Current Bill of Sale	
Previous Bill/s of Sale	
Original VAT invoice or proof vessel deemed VAT paid	
Building Certificate	
Recreational Craft Directive Certificate (RDC) only applicable to vessels built after June 1998	
SSR or Part 1 Registration Certificate	
Proof of Finance if applicable	
Photo ID e.g. Passport or Driving Licence	
Proof of Address e.g. utility bill	
Photographs of the vessel	
Insurance certificate (Emsworth vessels only)	



PLEASE READ, SIGN & RETURN TO MULTIHULL WORLD

Terms & Conditions V111

BROKERAGE AGREEMENT – Terms & Conditions

1. DEFINITIONS

Where referred to hereafter in this document the term "Vessel" shall mean the catamaran or trimaran offered for sale complete with its equipment, "Broker" shall mean Multihull World Brokerage Ltd and the term "Owner" and "Seller" shall mean the person(s) who hold(s) legal title to the Vessel.

2. TERMS & CONDITIONS – General

- (a) The Broker warrants that he will use his best endeavours to find prospective purchasers for the vessel.
- (b) The Owner warrants that the description of the Vessel and its equipment given to the Broker is true and accurate. The Owner further warrants that he has declared any debts or liens or other interests in the vessel.
- (c) The Broker may, at his discretion, appoint sub agents in the UK or elsewhere on a shared agency basis at no cost to the Owner.
- (d) If the Broker introduces a prospective purchaser and a sale is completed to the purchaser, the Owner agrees to pay commission on the final selling price at the rate of 8% + VAT or a minimum of £2000 + VAT, whichever is the greater.
- (e) The Owner undertakes that the Vessel will not be offered for sale at a lower asking price and agrees to notify the Broker if the boat is sold or otherwise disposed of and to advise the Broker of the name and address of the Buyer.
- (f) The Owner shall indemnify the Broker in respect of any claims regarding the sale of the Vessel and understands that the contract of sale is between the Owner and the Purchaser.
- (g) The Owner accepts that his boat may be required to be lifted and surveyed should it be requested by a potential buyer and undertakes not to withhold his consent unreasonably.
- (h) At the time of sale the Owner agrees to undertake a handover of the vessel with the purchaser. If this is impossible then the Owner undertakes to pay the justifiable out of pocket expenses of the Broker to undertake this handover. This would normally be from the proceeds of the sale.
- (i) The Broker reserves the right, after the Vessel has been on brokerage for 12 months, to remove the boat from brokerage.
- (j) The Owner may remove the vessel from sale with the Broker by giving 2 weeks notice in writing. The conditions referred to in clause 2d are unaffected by withdrawal from the brokerage.

3. TERMS & CONDITIONS – Additional for Vessels moored at Thornham Marina

- (a) The Owner will only offer the vessel for sale through the Broker on an exclusive basis or as lead broker where the vessel is promoted in other ways.
- (b) The Owner understands that the Vessel remains entirely at his own risk whilst berthed at Thornham Marina and should remain insured by him until the sale is completed, a copy of the insurance details should be sent to Multihull World. All other terms and conditions are as per the berthing conditions laid down by Thornham Marina Limited, available to view at www.thornhammarina.com
- (c) The Vessel will be liable for berthing fees at the published rate in force at that time, whether afloat or ashore, and this should be paid monthly in advance by standing order unless otherwise agreed. Mooring fees are due from the first day of arrival at Thornham.
- (d) Any fees outstanding at the date of the sale of the Vessel will be deducted from the proceeds of the sale.

4. HUSBANDRY

- (a) All Vessels placed on brokerage must be in clean & tidy condition and the Owner agrees to present his Vessel in such a condition. Should the Vessel be in a condition which, in the opinion of the Broker, is unsuitable for placing on brokerage then the Broker will arrange, on instructions of the Owner, an initial clean for which a charge will be made at the published rate in force at that time.
- (b) In order for Vessels to remain in a condition suitable for brokerage they require regular attention. The Owner should carry this out at regular intervals. On the instructions of the owner, the brokerage can arrange husbandry. A charge will be made for this service at the rate published and in force at that time.

5. The following original documents (copies will be acceptable) shall be provided by the Seller to be held by the Broker **in advance of marketing**. These documents are required in order to facilitate a sale and are listed in the brokerage agreement on pages 10 and 11.

- (a) Evidence of the VAT status of the Vessel including Builder's invoices, evidence of VAT payment and dates of arrival in the European Community (if applicable);
- (b) Evidence of compliance with the Recreational Craft Directive (post 1998 only) and Certificate of Registry (current and expired);
- (c) All other documents of title to the Vessel which are in the Sellers possession or control – ie current bill of sale/historic bills of sale/discharged mooring invoice. To avoid money laundering scenarios we also require Passport (or other form of photo ID) and utility bill showing your current address.

RETURN SIGNED DOCUMENT TO MULTIHULL WORLD

Signed: _____

Dated: _____

Vessel name: _____

Vessel Model: _____



PLEASE SIGN AND RETAIN FOR YOUR RECORDS

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RETAIN FOR YOUR RECORDS

Signed: _____ Dated: _____

Vessel name: _____ Vessel Model: _____