



Pop Yachts

5717 Bessie Drive
Sarasota, Florida 34233

Fax - Sales: (941) 740-8814
Fax - Closing: (941) 213-8805

Need any help?

We're always happy to answer questions.

If something isn't right, please give us a call.

(941) 894-3215

Buying a Brokerage Vessel

FINDING THE PERFECT VESSEL



At Pop Yachts, we don't believe in pressure sales. Everyone here works as one team, regardless of which vessel you ultimately zero in on. If you like the first vessel you inquired on, that's great! If you're not completely sure, please let your salesperson know which features you like and which ones aren't so great. Helping you get the exact boat you want is our number one priority!

SUBMITTING A WRITTEN OFFER



It's **not required** that you make an offer before seeing a vessel in person, but it has become standard practice. This is especially useful when the vessel you are interested in is located far away from you or has generated a lot of interest lately due to a price reduction. If you don't get an offer amount agreed upon beforehand, the vessel can be sold out from under you. We don't want to see anyone waste travel time or costs only to lose a vessel they liked. If you don't like the vessel, you may simply cancel your offer.

CONDUCTING A SURVEY & TRIAL RUN



Besides a personal inspection, many buyers opt to hire a professional surveyor. We recommend all buyers hire an independent and accredited surveyor and we can help you locate the closest surveyors to the vessel. We also recommend all buyers, if feasible, conduct a trial run on the actual vessel for at least 15 minutes. This is your opportunity to hear and feel how your new boat will operate. If you don't like anything up to this point (for any reason), you may rescind your offer and receive your deposit back.

Our Straight-Forward Process

No one likes surprises, least of all when you're buying a boat. We understand that and we want you to be informed. Please read this document through so you're aware of the steps involved in buying a vessel from a private party through brokerage.

Did You Know?

Started in 2009, Pop Sells has brokered more than 21,000 units (vessels and RVs).

Pop Yachts has been identified by Inc Magazine as one of the fastest growing companies in America (three times).



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ACCEPTANCE OF VESSEL



At this point, you will be presented with a document asking you whether or not you are comfortable proceeding with the purchase based on your inspection and the results of a survey and trial run. You may choose to proceed or you may choose to back out completely. It's also common to ask for specific items to be repaired prior to purchase or, in a more serious case, to re-negotiate a new purchase price entirely based on unfavorable results.

ORGANIZED & PROFESSIONAL CLOSING DOCUMENTS



By now, you will be all too familiar with your Closing Advocate. They will have handled all the logistics and coordination of any inspection, survey or trial run, making sure all parties are at the right location at the right day and time. They are your personal assistant through this process. At Closing of the transaction, your Closing Advocate will provide you with closing documents such as a Bill of Sale and Closing Statement (typically within 2-3 business days). Expect an organized, coordinated, and professional closing process from start to finish. Please note that, should a payoff be involved to Seller's lender, while you will own and be able to utilize your vessel after Closing, it may take up to a few weeks to receive the actual title from their lender.

The only cost to you from Pop Yachts is a closing fee of \$495, which covers our professional coordination, closing services, and ensures the payoff of any liens owed by the previous seller. Please note that, should a payoff be involved to Seller's lender, while you will own and be able to utilize your vessel after Closing, it may take up to a few weeks to receive actual title from their lender.

PICKING UP YOUR NEW VESSEL



You should have your boat insurance set to become active on your new vessel on the same day as closing (exact time is not important). You now own a new boat and may come pick her up any time you wish. Our standard purchase and sales agreement allows you to leave your new vessel in its current location for up to 14 days, but we know you'll want to bring her home sooner than that!

Quick Note About Taxes

For buyers in certain states, we are required to collect State Sales Tax and County Surtax. These will be the exact same taxes that would have been due when you registered your vessel, however some states require us to collect these taxes and pay them on your behalf.

How long Will It Take?

Buying a brokerage vessel has several steps in it and it can take longer than buying a vessel from a dealership.

This extra time is intentionally built into the process so that you have the opportunity to test the vessel and have an independent surveyor conduct an analysis.