

Racine Riverside Marine, Inc.

950 Erie Street
Racine, WI 53402
(262)636-8020 Fax (262) 636-8022

Owner's Name _____ Bus. Phone _____
Address _____ Home Phone _____
City, State, and Zip _____ Key or Combo _____ / _____
Length _____ Year _____ Builder _____ Model _____
Hull Number _____ Boat Name _____

SELLER AGREES: In consideration of the following agreements and of your efforts to procure a purchaser for the above vessel, I (we) the undersigned hereinafter referred to as "seller" appoint Racine Riverside Marine, hereinafter referred to as "broker" as my (our) agent with the exclusive/open (cross out the one that does not apply) right to sell the described vessel for _____ or such lesser amount as seller may accept, and to pay a yacht brokerage commission of 10% of the selling price (\$1,500 min) of the vessel. The commission is to be paid if contract to purchase the vessel is executed by seller and purchase through the services and efforts of the broker, seller, or any other persons during the period of this agreement or within six months after termination of this agreement with a purchaser to whom it was offered during the period hereof. Commission shall be due and payable to broker at closing. Payments not received within 30 days of closing shall empower broker to pursue any and all collection efforts and seller shall be responsible for all costs, including reasonable attorneys' fees. Under exclusive contract, should the seller(s) decide to list the above vessel with other brokers, he/she/they must do so through the brokerage office at Racine Riverside Marine. If a sale is consummated as a result of a joint effort between Racine Riverside Marine and another brokerage firm, the 10% commission will be split as agreed to by the two firms. **SELLER RESPONSIBLE FOR BOAT PREP AND SEATRIAL.**

SELLER WARRANTS: His/her/their authority to execute this agreement and to deal with and on behalf of said vessel and agrees to deliver said vessel and its listed equipment in good operation condition.

BROKER AGREES: To have available all sales information, to assist in financing arrangements, to take prospective purchasers through the vessel at convenient times, to make a continued and earnest effort to sell the vessel and to advertise the vessel as he deems advisable in order to obtain prospective purchasers. Broker's sole duty is to effect the sale of the vessel and is not charged with the custody of the vessel, its management, maintenance, upkeep, repair or insurance thereof. However, nothing shall prohibit him from entering the vessel for the purpose of showing it to prospective buyers at reasonable hours.

PARTIES AGREE: The parties hereto agree that any change in the amount of commission or time of payment of said commission or other terms of this agreement shall not be binding on the parties hereto unless agreed to in writing and signed by both parties.

The above terms and conditions are hereby accepted by the undersigned and may be terminated by either party with written notice 30 days after letter of termination.

BROKER _____ **DATE** _____ **SELLER** _____ **DATE** _____

SAIL BOAT LISTING SHEET

A FEW WORDS ABOUT YOUR BOAT'S INVENTORY

Please take a few minutes to complete the following inventory listing worksheet so that we may prepare an accurate, detailed offering sheet showing your boat in her best light. Keep in mind to include **as many details as possible** by listing the make, Model and age of all sails, electronics and other upgrades. It is these details that can make all the difference when a buyer is Deciding between your boat and a sistership or similar design. If you have any questions, please don't hesitate to contact Your Racine Riverside Marine, Inc. broker.

OWNER INFORMATION

Name(s) _____

Address: _____

Phone: Work _____

Home _____

Cell _____

Fax _____

Lienholder _____

Address _____

Phone _____ Account # _____

BOAT DESCRIPTION

Boat Name: _____

Name reserved for next boat? _____

Manufacturer _____

Model _____

Model Year _____ Year Built _____

Hull ID# _____

Documentation/Registration# _____

LOA _____ LWL _____ BEAM _____

Draft: Max _____ Min. _____

Displacement _____ Sail area _____

Ballast _____ Bal. Material _____

Keel: Fin _____ Wing _____ C'Board _____

Hull colors _____

Designer _____

Type of rig _____

Fuel capacity _____ Tank material _____

Water capacity _____ material _____

Boat Location: Summer _____

Winter _____

Key/Combination _____

Asking Price _____

ENGINE DESCRIPTION

Manufacturer _____ Model _____

Fuel _____ HP _____ Hours _____

Model Year _____ Serial # _____

Overhaul/service details/comments _____

ACCOMMODATIONS & LAYOUT

If possible, please provide an original or photocopy of builder's Brochure/literature. We will return brochures and photographs to you. #Berths _____ Headroom _____ #Heads _____

Opening ports _____ # Fixed ports _____

Dorades _____ # Hatches _____ # Fans _____

Other Ventilation? _____

Screens _____ Curtains _____ Carpet _____

Cabin Sole _____ Table Type _____

Comments/Additions:

GALLEY

Stove Manufacturer _____ Fuel _____

Oven _____ # Burners _____ Fuel shutoff _____

Microwave _____ How installed _____

Water Heater _____ Type _____

Pressure Water _____ Shower _____

Icebox _____ Refrig. Make _____

Comments/Additions:

ELECTONICS & NAVIGATION

Remember to be as specific as possible. If an instrument is not working, it's Best not to include it, as this will eliminate headaches down the road. If an instrument is not working but you plan to fix it for the buyer, make note of it.

Autopilot _____

Compass (size/model) _____

Depth _____

Knotmeter _____

Wind Instruments _____

Loran/GPS/SatNav _____

Windex _____ Radar _____

VHF _____

TV _____ VCR/DVD _____
 Stereo _____
 Number/location of speakers _____
 Comments/Additions/Installation details _____

ELECTRICAL SYSTEM

Batteries _____ Ages _____
 Alternator output _____ Shore power _____
 110V Battery charger _____
 Inverter _____
 Nav. Lights _____ Spreader lights _____
 Generator (make/type/hours) _____
 Comments/ Additions: _____

DECK & HULL EQUIPMENT

Anchors (#/type/size) _____
 Anchor locker _____ Anchor roller _____
 Windless (make/type) _____
 Lifelines: single _____ double _____ # gates _____
 Swim ladder (type) _____
 Swim platform _____ Washdown _____
 Deck color _____ Core material _____
 Cockpit shower _____ Cockpit table _____
 # Docklines _____ # Fenders _____
 Trailer (make/age/type) _____

 Vin# _____
 Cradle (age/type) _____
 Comments/Additions: _____

CANVAS

Cockpit cushions _____
 Dodger/Bimini/Awning _____
 Winter cover (describe) _____

 Other deck canvas _____

SAFETY EQUIPMENT

Life raft _____
 # Life jackets _____ Man overboard pole _____
 # Fire extinguishers _____ Lifesling _____
 Other safety gear _____

RIGGING DETAILS

Spar Material _____ Stepped on _____
 Standing rigging: wire _____ rod _____
 Backstay adjuster (type/make) _____
 Boom vang (type/make) _____
 Roller furling (make/age) _____
 Spinnaker gear _____ Whisker pole _____
 Mainsheet traveler (make/age) _____

 Winch manufacturer _____

	<u>Size/Model</u>	<u>Size/Model</u>
Primaries	_____	_____
Secondaries	_____	_____
Halyards	_____	_____
_____	_____	_____
_____	_____	_____
Comments/Additions:	_____	
_____	_____	
_____	_____	

SAILS

This is another area where details are important. Please provide information that is as specific as possible. If you need more room, space is provided on the next page.

	<u>Make</u>	<u>Material</u>	<u>Age</u>	<u>Condition</u>
Mains	_____	_____	_____	_____
_____	_____	_____	_____	_____
Genoas	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
Jibs	_____	_____	_____	_____
_____	_____	_____	_____	_____
Spin	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
Other sails	_____	_____	_____	_____

MECHANICAL EQUIPMENT & ENGINE DETAILS

Air conditioning _____
Heat _____
Bilge blower _____
Engine alarm _____ Fume detector _____
Fresh water-cooling system _____ Fuel filters _____
Bilge Pump: Manual _____ Electric _____
Steering type and make _____
Propeller type _____ Spare? _____
Engine fuel shutoff valve _____
Head type _____
Holding tank capacity _____ Tank mater _____
Comments/Additions: _____

OTHER FEATURES

EXCLUSIONS

BRIEF HISTORY OF BOAT/OWNER'S COMMENTS

SOME HELPFUL HINTS FOR SELLING YOUR BOAT

Thank you for taking the time to complete this listing form in the greatest detail possible. Upon receiving the finished form, we will compile the information into the most thorough and complete offering sheet available anywhere.

You're not off the hook yet, though. There are a few things you can do further to help maintain the positive first impression a buyer has of your boat.

Organized boats one encounters, then look at your boat and decide what steps to take to make her the same way. Then do it or arrange to have it done.

Pay close attention to the topsides and deck to be sure they are clean and waxed to a good shine. If there is heavy oxidation, consider using a polishing compound followed by wax. Exterior teak should look clean, not grey and weathered. If it needs refinishing, time will be well spent in doing so.

The same goes for the interior. Everything that is not being used and not being sold with the boat should be removed or at the very least stowed properly and out of the way. A couple of place settings on the table and "props" like silk flowers and magazines/navigation books can work wonders. Your broker can suggest the best areas to tackle.

Presentation is particularly important if the boat is in storage, when they have a tendency to take on a forgotten, forlorn appearance. Don't let it happen! Keep her looking as though she's ready to sail and is only waiting for her new owner to hop aboard.

Except, that is, for sails. Boats stored for the winter should have the sails removed altogether. Every loft offers winter storage and inexpensive inspections, which will simplify things come closing time by having the largest, most cumbersome pieces of gear safely in one place with a clean bill of health.

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