

WELCOME TO THE REAL ESTATE CAPTAIN

There's no doubt about it: Whether you're buying or selling, South Florida is the epicenter of the yachting and luxury waterfront home market. Before you buy yours, read this guide: The Real Estate Captain's insider top tips to buying a yacht and luxury waterfront home.

In my years of helping clients, friends and family members buy and sell their own yachts and homes.

I've discovered several key pointers to ensure every purchase and sale is done for the right reason. My goal is to equip you with the tools you need to make you an educated consumer who is full of confidence and knowledge.

First let's start with location: It is after all one of the most determining factors in a real estate investment. Fort-Lauderdale, known as the Venice of America, is home to over 300 miles of waterways and canals where you can expect to see a yacht every 100 feet. There is definitely no shortage of luxury waterfront real estate and yachts in South Florida. Fort Lauderdale is home to the largest international boat show in the world. The five-day show attracts approximately 110,000 attendees and 1,200 exhibitors representing 52 countries with more than 1,500 boats on display each November.

Luxury homes and yachts can be found in a wide range of styles and sizes, with no one design that is representative of luxury. The custom features and unique architecture are one of the most appealing aspects of these upscale homes and yachts, and although it can be difficult to measure exactly what makes luxury, most buyers will know it when they see it. A luxury home or yacht is only worth as much as someone is willing to pay for it. Homebuyers and yacht seekers that are searching for properties/vessels in the multi-million-dollar range often have many more distinct features they want or need, whether it's a private boat dock, gated entry, skyline views, or direct ocean access.

THE REAL ESTATE CAPTAIN'S INSIDER TIPS TO BUYING A YACHT IN SOUTH FLORIDA

TIP #1: TEST THE WATERS: DESIRE, INCOME AND LIFESTYLE

The lure of the yachting lifestyle is exciting and desirable. Whether you're interested in entertaining your family, friends, professional colleagues or sailing in balmy tropical breezes. Every yacht owner dreams of the day where they have their yacht to make their luxury dreams a reality. Depending on your plans, it's always a good idea to test the waters before fully committing. Why not take some time out to charter a yacht in different destinations? This can be a good test to not only understand what type of yacht you want to buy, but also whether or not you will need a crew on board. Spending time on a yacht will allow you to discover firsthand what's involved in the whole experience. You'll understand who manages the actual sailing of the craft? Are there yachting regulations that I need to become familiar with? What about safety and maintenance matters? Is the docking process difficult? It's also important to understand whether you will want to spend time aboard your yacht for several years. Or even after the novelty has worn off.



So, the next time you receive a cruising invite from friends or business associates, accept as a way to learn what type of yacht best suits you. Do you like the smaller, more easily maneuvered yacht? Or does your desire include a longer, more luxurious yachting experience? Simply experiencing the yachting experience on a more frequent basis will help you answer these kinds of questions below:

- What will I be doing on this boat? Will it be for business, pleasure or both?
- Will I live and work from here seasonally?
- Who will be with me? How many guests would I regularly like to bring along?
- What length of yacht works best?
- Where do I plan to cruise? What speed and range are necessary to do that?
- Where will I store my yacht?
- Is an on-board crew necessary?

TIP #2: KNOW YOUR YACHTING AFFORDABILITY

What size is perfect for your budget? That question seems rhetorical to many, but for those who are considering buying their first yacht, it's not an unreasonable question. The best way to understand pricing for yachts is to search yacht brokerage listings by length of craft, year, build, or price.

The size of a yacht is an important consideration in the overall investment. Smaller yachts are usually more plentiful on the market, and you'll find a wider range of features suited to your budget and use expectations. Try checking some of the 40-50-ft. long yachts for a comparison at the start of your buying process, and then work your way up to larger models. Larger yachts almost always mean more living space, more deck space for play and relaxation, and more luxury features. Other considerations in affordability include the make and model of the yacht, coupled with its market resale value. These will affect the price in various ways.

Paying for a yacht is in many ways like paying for a high-end, luxury car. If you are able to pay for the full price of a yacht, then go ahead and pay cash. If you need to finance your yacht, many first-time yacht owners tend to put 20%-40% down as the initial payment and then pay monthly usually with a 20-year loan term.

When purchasing a luxury home or yacht, the process of securing a loan generally takes more time. Even if all your financials are in good standing, it can take up to 60 days to obtain a loan. Since there is the possibility of the process requiring extra time, it's often a good idea to receive financial approval early on in your buying process. Many sellers of luxury homes will only show to qualified buyers, so it will be to your advantage to have all of your financials in order.

Here are some other factors that a prospective yacht owner will need to take into consideration.

- **Insurance:** Protect your investment with insurance. It will almost certainly be a requirement if you're financing your purchase. But depending on the particular yacht, it may be eligible for a tax deduction. Consult a professional tax advisor for more details.

Whether you're buying a 20-foot pontoon boat or a 60-foot yacht, you'll still need to register your craft, insurance costs, taxes and find a berthing location for your yacht. You have to consider these costs while shopping for your new yacht or home.

A final word of advice on affordability: If, after all your careful thinking about and searching for a boat, you wind up with one that you realize after a few years isn't really what you want or need, don't hesitate to pull the trigger and sell it. Better to get rid of the maintenance, insurance and operating costs quickly and start your new search for the right boat than to keep spending that money on something you aren't using.

Tip #3 Quality Pre-Owned or Custom-Designed Yacht?

Part of the excitement for many yacht and custom home buyer is the design process itself. If you design your own craft, you and your broker will visit the shipyard to inspect various aspects as they are built and assembled. The process can extend from months into years, especially if you have to wait on a spot at a high-demand shipyard, but there's no denying the thrill of helping usher your yacht into the world from the very earliest stages.

While a new boat will almost surely cost more than a similar used boat, there are advantages to going the new route. First, you can have it the way you want it. Boat owners, like everyone else, have individual tastes and you may find that the previous owner of a used boat doesn't share your taste in many things, from interior décor to electronic instruments. And while you are certainly welcome to set up your new vessel any way you please, it might pay in the long run to keep resale value in mind. A blinding white or a deep blue hull are both gorgeous. An orange hull looks like a rescue craft. If you really want an orange boat, fine. But just know that it's going to cost you in the long run.

On the other hand, you'll save significant money by choosing a production model to customize (the so-called "semi-custom" approach) or by buying a quality pre-owned yacht. In either case, The Real Estate Captain will help you reach and obtain whatever you desire..



TIP #4: YACHT MAINTENANCE AND MANAGEMENT

The size of your yacht and your interest in running and maintaining your yacht will be factors in deciding your approach to both. A DIY approach for much of the maintenance will not only help you understand your yacht inside and out, and will also help save some money. Let's further explore the elements of yacht maintenance and management.

Owner Operated vs. Crew-staffed

When deciding to hire a crew, you can research available crew website or crew finders. You'll need to have a good idea of the kind of crew you want. How large a crew will be needed to run the yachts you are considering? Does the crew include food staff and chefs? Most professional crews contract to maintain a particular yacht year round, although the size of the crew may fluctuate during the seasons and owner usage.

Although the yachting lifestyle is glamour and "fun" keeping your yacht in top ship shape is hardwork and must be considering when thinking about crewing your yacht yourself.

Tip #5: Yacht Location and Docking

As we've already mentioned, briefly, dockage is an important consideration for all yacht owners. Where do you plan on keeping your new yacht? Are you lucky enough to already have a waterfront home? Will you dock your yacht behind your house?

In many situations where you have a larger yacht it becomes very beneficial to purchase your own waterfront house for dockage of your yacht

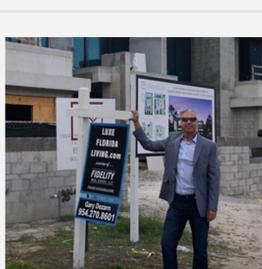
Securing a berth at a popular city marina can be a time-consuming and expensive task. Yacht clubs are another costly option. The lucky ones might have access to a private dock — the more fellow yacht owners you know, the more likely you'll encounter someone with room for a friend.

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A side note about choosing waterfront home for your yacht—find out water depths and tide restrictions. Try to avoid issues getting your yacht to your home. Some issues to think about buying either a yacht or a house include fixed bridges, shallow water depth, unmarked areas for water access — any of these can effectively block you from reaching your berth or ultimately damage your yacht. Make certain that your yacht's hull or overall size permits safe, reliable passage to your waterfront home.

TIP #6: USE AN EXPERIENCED BROKER

You might say I'm biased here, but this is very important. Your broker is the most important part of the buying/selling process. I will help you identify and purchase the type of home/yacht that fits your needs. If you're pursuing a custom design yacht, I will accompany you on shipyard inspections and sea trials to make sure everything is completed to OUR specifications and satisfaction. Me and my team work with custom home builders and interior designers daily. I guarantee to satisfy your needs and go beyond your expectations.



Because my brokerage house frequently accepts pre-owned yachts or boats as trade-ins toward new sales, I am fruitful source of used yachts for the first-time buyer who plans on starting small to test the waters. I also have establish relationship with other brokers and have information about properties for sale before they even come onto the market. Besides negotiating the very best deal for my clients, one of my most important tasks is oversee the completion and filing of all the proper legal agreements and documents.

TIP #7: Resale Value of a Yacht and Luxury House

"A boat is not an investment; it's a lifestyle choice," TJ Stowers, a partner at Newmar Private Risk Management, told The Wall Street Journal. "A boat will always depreciate in value." What Stowers goes on to say is that while the dollar value will go down it can become one of the most valued possessions you have — the vehicle for new experiences you wouldn't otherwise have had. With that in mind, if resale is a concern going in, consider purchasing a smaller yacht to start, and then consider selling when you are ready for an upgrade. This strategy is more a case for hedging your bets than a formula for success.

Whether or not your yacht holds its value depends on a number of factors. These may include:

- The quality of the yacht's overall build and finish
- How well the craft has been maintained over time
- The current market conditions for your make and model

If you're free to cherry-pick the optimal moment to upgrade, it's possible that you could maneuver your sale into a small profit. In most cases, unless you've managed to get your hands on one truly exceptional craft, your yacht — like your car — is destined to depreciate.

With over 20 years of representing yachts, Real estate, project management and yacht broker. I have worked with Fort Lauderdale's best developers, custom home builders, real estate agents and shipyards. I will be there every step of the way in choosing the right yacht or home for your needs.

In Summary:

Surrounding yourself with experienced professionals with protect your interests each step of the way. I will give you the information you need to make an informed decision about your purchase. I will make sure you pay and receive price for your home. I'll make sure your home is inspected and your receive a clear title.