



## Ward Yacht Sales - Service & Pricing Schedule

**Full-Service Yacht Listing and Sales** - this service includes assignment of an expert broker to your listing who will assist with comp analysis, preparations to list and stage your vessel, photographing and listing your vessel on yacht MLS apps, marketing on the Ward Yacht Sales website, and our social media network.

Many of our listings also include 360 virtual tours. Our brokers and closing specialists will manage scheduling and representation for in-person showings of your vessel, provide escrow services for deposit and closing funds, manage negotiations, draft contracts, gather e-Signatures, as well as manage complex closing, title, state sales tax, and registration services on domestic or international deals.

- **For exclusive deals**, where the sellers and buyers are both represented by Ward Yacht Sales, a best-in-class 8% commission will be paid from the seller's proceeds, at closing.
- **For co-brokered deals**, the industry standard 10% commission will be paid from the seller's proceeds and will be split between the buyer's brokerage firm and the listing brokerage, Ward Yacht Sales.
- **Minimum commission** - regardless of the sale price of a vessel, Ward Yacht Sales has a commission floor of \$5,000 US for our full service listings. This means you will either pay the full-service commission percentage or \$5,000 US, whichever is greater.

**For Sale by Owner (FSBO) Services** - for these services, Ward Yacht Sales will manage the administrative steps of the sale on behalf of sellers who have opted to list, market, or show their own vessel. Ward Yacht Sales can provide the following a la carte services:

1. **Yacht MLS/ Marketing Only Service** - this service is a marketing only service where we will publish your yacht to our MLS listing site network, our social media pages, FB Marketplace, and Ward Yacht Sales website. All inquiries and leads will be directed to the seller for follow up. Note: this is a marketing engagement only. We will not support showings, contract preparation, negotiations, survey and trial run, or closing. Seller is

also accountable for procuring high quality photos/ video and providing the listing write up - \$125 per month (\$500/ 4 month minimum listing agreement, then month to month).

- **Add-on services for listing/ marketing only service:**
  - i. Listing preparation - professional listing description and specifications preparation with input from the seller. \$250 (one time fee)
  - ii. Professional photos/ video with 360 immersive tour - assumes the seller has the boat decluttered, detailed, and staged in advance of photography:
    - \$750 for vessels under 40ft
    - \$1,100 for vessels 41-50ft
    - \$2,000 for vessels 51-60ft
- 2. **Yacht Sale Contract Preparation Service** - preparation and management of sales contracts, including gathering signatures from the buyers and sellers for the Pre-Purchase and Sales Agreement, Vessel Acceptance/Rejection, as well as any required contract amendments. This service protects both parties and will help encourage buyer confidence. This service does NOT include closing, title, and registration. - \$1,000 USD.
- 3. **Escrow Service** - Ward Yacht Sales will hold the buyer(s) deposit and closing funds in a neutral escrow account and then disperse the funds via wire transfer, in line with the mutual contract between buyer and seller. This service protects both parties and will help encourage buyer confidence. - \$500 USD.
- 4. **Closing and Title Services** - the closing process on a yacht can often be more complex than closing on a real estate property. Ward Yacht Sales' experienced closing and title specialists can handle funds disbursements at closing, preparation of the bill of sale, title abstracts and warranties, power of attorney, collection and reporting of state sales tax, handle state tax exemption affidavits (where applicable), facilitate state or national registration or deregistration services, and support domestic or international deals.
  - USCG Documentation/ National Registration (including name changes or change to hailing port)
  - USCG Vessel Documentation Deletion and Evidence (international deals)
  - State Vessel Registration
  - Power of Attorney, Bill of Sale, and Warranty of Title
- International Deals - \$3,250 USD (Canada only; buyers registering in other countries will require a separate quote).
- Domestic Deal with USCG Registry - \$2,100 USD
- Domestic Deal with State Registry - \$1,750 USD

**Hourly Broker Consulting Service** - Ward Yacht Sales provides expert consulting to buyers and sellers including market and vessel comp analysis, improvement suggestions and staging to prepare to list your vessel, outfitting, systems, and more. \$100 USD per hour.