

Used boat seller preparation

Prepare an honest listing

Use this kit to gather the facts, compare selling routes and estimate the outflows of waiting. It does not value your boat, promise a sale date or replace legal or transaction advice.

Type or print. PDF fields have character limits; check pasted text is complete. Use the editable version for longer notes. Blank means unknown, not zero. Write N/A only if it does not apply. Keep this worksheet private.

The boat and the facts you can support

Make/model, hull year, each installed engine's model and reported hours with source/date, trailer if included. No serial, hull or registration numbers.

Included items and known condition

What stays, what does not, known defects, repairs due and limits to your knowledge.

Records available and records still missing

Dated service/repair history, manuals and existing surveys. Note sources and gaps; keep ownership and lien documents private.

Take photos that answer real questions

- Whole boat: both sides, bow and stern, with enough room to see its shape.
- Usable spaces: helm, cockpit, seating, storage and cabin if fitted.
- Included equipment: engine area, trailer and the gear that comes with it.
- Condition: clear close-ups of wear and known damage, not only flattering views.

Photos or records to prepare next

Pick the two gaps most likely to make a buyer ask for another message.

Before posting, crop or blur faces, home addresses, ID and registration numbers, access codes and private documents. Remove location metadata if present. Use a general area, not a home address, in the public listing. Share necessary records privately with verified parties.

Compare two selling routes

Use actual fees and terms

Compare selling it yourself with one named broker. Get dated written terms; do not assume a typical commission. An asking price or a listing comparison is not a completed sale or an appraisal.

Selling it yourself

A named broker

Provider and dated offer

Marketplace or broker; quote date/expiry and proposed services.

All fees and when they are due

Amount/currency or percentage and its base; minimum, upfront fees, taxes, extras and any charge if it does not sell.

Who does what and what you agree to

Who handles inquiries/viewings and paperwork? Note contract term, exclusivity, cancellation or withdrawal fees and exclusions.

A short listing description to develop

Verified facts, included items, known defects, records available and general viewing area. Avoid unsupported claims such as perfect or trouble-free.

Preferred route for now and the question to resolve first

What makes it fit your time and responsibilities? What term still needs explaining?

What waiting could cost you

Bills other than your loan

Choose a waiting period and list the bills you expect to pay during it. This is not a price recommendation, net profit or a prediction of when the boat will sell. Calculate by hand; the fields do not auto-total.

Currency and waiting period

Start date and number of full months. Use the same currency throughout.

Bills actually paid monthly

Storage/slip + monthly insurance + planned monthly upkeep or other non-loan bills. Enter each amount and source/date, then subtotal M.

Monthly bills total M

M = sum of the monthly amounts above. If an amount is unknown, do not call this complete.

Other bills due during this waiting period

List annual or one-time bills due in this window, then subtotal O. Do not also count them as monthly amounts.

Total of these bills for this period

$M \times \text{number of months} + O = \text{total}$. List excluded or still-unknown costs beside it.

Fictional example: USD 220 storage + USD 60 insurance + USD 20 planned upkeep = USD 300/month. Four months $\times$ USD 300 + USD 100 renewal due = USD 1,300. Borrowing, selling fees, unexpected repairs and resale changes are excluded.

Keep reserves outside the total: setting money aside is not spending. If financed, keep loan payments and a current payoff quote in a separate private schedule. Principal payments reduce debt; the outstanding balance is not a monthly cost. This estimate excludes all borrowing.

Get ready for the handover

Verify the local ownership transfer and notice-of-sale steps, any lender release, and the payment process with the relevant authority or professional. Confirm included items and handover terms. Plan which insurance, storage or other services to change after the transfer is confirmed.

Your next action and review date

Choose one missing fact or task, rather than waiting without a plan.

Florida starting point: [Sarasota Tax Collector - Selling Your Vessel](#)

Check current local requirements; other jurisdictions and documented vessels may differ. This kit is not a contract or a closing checklist.