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THE BUYING PROCESS

NO ONE LIKES TO BE SURPRISED

OUR PROCESS IS STRAIGHT-FORWARD

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.



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 Coordinator. 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 and at this point will create a Bill of Sale and Closing Statement for your records. Expect an organized, coordinated and professional closing process from start to finish.

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 30 days, but we know you'll want to bring her home sooner than that!

For more details, visit www.popyachts.com/buy

NOTE: 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.