



Your Boat • Our Expertise

SELLING A BOAT

A simple guide of the selling process through
ABNB Boat Brokerage.

ABNB
Boat Brokerage



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The Process

VISIT US

ABNB Ltd, North Kilworth Marina,
Station Road, North Kilworth, LE17 6HY

01 YOUR INTRODUCTION

Founded by Andy Burnett, **ABNB** is a highly respected brokerage known for their integrity and exceptional service. Our experienced team offers expert guidance in narrowboats, surveying, boat-building, and engineering whilst ensuring a smooth buying or selling process. As an independent, family-run brokerage, we understand how important personal service, trust and attention to detail are when selling a boat. We manage every step of the sale, from listings to legal paperwork. We prioritise communication, offering email support and phone availability seven days a week, even for clients relocating overseas.

02 YOUR ENQUIRY

You can enquire in person, by email, or by phone. Our preferred method is to send a simple questionnaire via email for you to complete at your convenience. Once received, we input your boat's details into our system and use market insights to price competitively. We are experienced in pricing boats from photos, however are able to visit if moored near to North Kilworth Marina. If you are happy with our suggested market price, we will book in a visit from our inspector. A brokerage agreement with a six-month contract will be sent beforehand and we will gather your paperwork, including title and CE marking.

03 OUR INSPECTION

To ensure your boat is showcased at its best, we ask that you prepare it before our inspector arrives - presentation is key. Our inspectors are highly qualified professionals, including surveyors, marine engineers, or BSS examiners. They will gather all the necessary technical details and take precise measurements of the cabins. The inspection process typically lasts between 3 to 5 hours. During this time, our inspector will capture approximately 150 photos, which will be used in creating industry-leading brochures to promote your boat. Based on the inspection findings, the inspector may also recommend adjustments to the market price.

ABYA & BRBA

For your reassurance **ABNB** is a full member of British Marine Boat Retailers & Brokers and a full member of ABYA Professional Yacht Brokers.

They each have a strict code of practice and rigorous minimum standards designed to ensure the highest levels of service and protection to the vendor and buyer alike. They demand certain standards of every accredited broker, including the use of a protected Client Account, Professional Indemnity insurance, AML regulations and legal paperwork.

www.abya.co.uk

www.britishmarine.co.uk



We offer 3 months **FREE** mooring when selling from North Kilworth Marina.

04 OUR MARKETING

Our brochure writer spends about 5 hours creating a detailed four-page sales brochure. The brochure includes a unique, to-scale line drawing that often earns us praise from buyers for its clarity and usefulness. We list your boat on our website, Apollo Duck, and promote it via our extensive email database, social media (Facebook, X, Instagram, LinkedIn, YouTube), and digital / print ads in Canal Boat, Waterways World, and CanalsOnline. We also showcase boats at the Crick Boat Show and other relevant events. At the start of each month, we provide detailed stats on website visits, brochure downloads, and viewings.

05 OUR PROCEDURES

All viewings are escorted, allowing personal belongings to remain onboard. We focus on proactive follow-ups, gathering feedback when possible. We present all offers to you and once an agreement is reached, the boat is taken off the market, and the buyer pays a refundable deposit, provides proof of funds, and you will both sign a Sale and Purchase Agreement (S&P). To comply with Anti-Money Laundering regulations, we require identification and proof of address from all parties. After the survey, the buyer has seven days to re-negotiate based on the findings, and while you are not obligated to adjust the price, most sellers do to facilitate the sale.

06 THE COMPLETION

If a price reduction is agreed after the survey or water trial, an addendum to the S&P will be signed, and contracts exchanged, making the sale binding. We will send a test payment to your bank for verification. Once agreed, the purchaser sets a completion date, and you will sign a Bill of Sale. On the completion day, we confirm the test payment and your bank details before transferring funds. For UK bank transfers, funds are typically received within two hours of release.



We produce industry leading specification brochures

- ✓ The in-house production of sales brochures is our speciality.
- ✓ Our unique to-scale line drawing is meticulously handled by our experts.
- ✓ Photography is conducted by our team, ensuring originality.
- ✓ All details are precisely collated for comprehensive coverage.
- ★ ABNB exhibits at **Crick Boat Show** and more.

SCAN TO ENQUIRE
TO SELL YOUR BOAT



Don't just take our word for it...

Check out some testimonials from our happy customers!



REGULAR UPDATES

“**ABNB** have been amazing. We managed to sell our boat very quickly through this company. Regular updates and information were given to us. Highly recommended.”

-Darren Brooke



POSITIVE OUTCOME

“Just sold my boat through **ABNB**. The staff at **ABNB** have worked extremely hard to promote my boat and have achieved an outcome that, in the end, was very positive.

Thank you **ABNB**.”

-Phil Ferris



PROFESSIONAL TEAM

“I'm really glad I chose **ABNB** to sell my boat. The whole process was professional, scrupulous, businesslike and fair to both parties. I felt I was in very safe hands.”

-David Bell

Thinking of selling?

Get an estimated market price, today.



ABNB BOAT BROKERAGE

Have you fully explored all the information on our website? Our website is updated daily.

www.abnb.co.uk

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