
ANCHOR'S WAY MARINA BROKERAGE

You've probably heard the old saying; "the two happiest days of a boat owner's life are the day they buy a boat and the day they sell it".

Whether buying or selling, we make this true and hassle-free with our brokerage program!

How we can get your boat sold:

- **Effective marketing-** we will market your boat in a multitude of ways, including effective internet marketing. Our market is literally worldwide with sites like Yachtworld.com and our website Anchorsway.com and Facebook. We also take advantage of other paid sites depending on your specific boat and its market. We have variety of other marketing strategies for our brokerage boats, including email campaigns, boat shows, hosted events, and regular walk-in leads due to our great location, which brings us to the next point!
- **Ideal location-** in the heart of a thriving region of active boaters and conveniently accessible from anywhere in the world. We are less two hours from Chicago and under an hour New Buffalo, South Haven, and Michigan City- we are an easy stop for every boating destination in the area whether it by land or sea. Also located under a mile away from downtown St. Joe and Silver Beach, we are in a prime location for boat sales.
- **Our boats are right here, on display.** We always have a large selection of pre-owned boats on display at our St. Joseph facility, some inside and others outside in our specially-designated brokerage display area. Our primary market is both power and sail boats, ranging in size anywhere from 25'-60', vintage to brand new!
- **We do the work-** best of all, we make selling pain-free for you. We will use multiple tools such as NADA, comparing active and similar listings, and exclusive brokerage reports from Yachtworld that shows valuable data such as what boats actually sold for compared to the listing price. We will schedule showings, follow leads, handle paperwork, and treat each step professionally and efficiently. We represent you, the seller, while doing everything we can to make it easy on the buyer as well to make for a smooth process.

We will include more information here including our active listings, what we've sold, and on contract information.



CURRENT LISTINGS

SAIL

1982 CATALINA 30 "CINNAMON GIRL"	\$17,900
1987 CATALINA 30 TALL RIG "HANG OUT"	\$23,000
1980 CATALINA 30 STD. RIG "MOON SHADOW II"	\$21,500
1983 CATALINA 30 STD. RIG "SUMMERMINK"	\$17,900
1981 HUNTER SHOALDRAFT 33 "MY YEN"	\$7,900
1983 HUNTER 33 "FLYING CLOUD"	\$21,500
1977 CAL 34 "KRISTINE MARIE"	\$22,000
1975 DUFOUR 34 "CIAO YALL"	\$30,000
1980 NELSON MAREK 36 "RUSH"	\$33,000
1981 CHOY LEE SLOOP 46 "GAR GLOACH"	\$60,000
1981 ISLANDER BAHAMA 30	\$15,900

POWER

2008 SEA-DOO 150 SPEEDSTER	\$13,500
1998 BAYLINER CIERRA CIERRA 2355	\$15,900
2001 FOUR WINNS VISTA 248	\$29,900
1987 SILVERTON 34 CONVERTIBLE "DIAMOND GIRL"	\$21,900
1976 BERTRAM 46.6 "ANNIE'S CHOICE"	\$79,900

UNDER CONTRACT

2003 HUNTER 426 AFT CABIN "WINDWAKER"

SALE PENDING

1986 JEANNEAU SUNSHINE 38 "VITA BELLA" *New!*

SALE PENDING

SOLD SINCE 2016

SAIL

1989 C&C 33 "BACCIO"

1990 SEAWARD 24

1989 HUNTER 25 "SOLARCOASTER"

1980 HUNTER 27 "QUOHOG"

1979 O'DAY 30 "JUDIANNE III"

1984 HUNTER 35 "MR. SANDMANN"

1995 CATALINA CAPRI 22 "SOLITUDE"

1988 THOMAS GILLMER BLUE MOON CUTTER 23 "BLUE BELLE"

1995 CATALINA CAPRI 22 "SOLITUDE"

1988 THOMAS GILLMER BLUE MOON CUTTER 23 "BLUE BELLE"

1990 SEAWARD 24

1989 HUNTER 25 "SOLARCOASTER"

1980 HUNTER 27 "QUOHOG"

2008 HUNTER 30 "SANS SOUSCI"

POWER

1972 TROJAN F-36 SEDAN "SIMPLY CHAOS"

1998 SEA RAY 370 SUNDANCER "IT'S MILLER TIME"

2015 SWEETWATER 2486 COASTAL EDITION "TIME 2 CRUISE"

1986 CRUISERS INC 33

2016 KEY WEST 239 FS "FINTASTIC"

2015 HURRICANE SUNDECK 2200 OB "DUNE GOOD"

1987 SILVERTON 34 "FREEDOM ONE"

VESSEL BROKERAGE LISTING AGREEMENT



On this date _____, _____

(indicate which capacity: sole owner, joint owners, or corporate owner), hereafter referred to as the OWNER, authorizes

_____, hereafter referred to as the BROKER, to sell the _____ named "_____" hereafter referred to as the VESSEL.

A. The VESSEL shall be listed for a total asking price of

_____ (_____) and shall not be advertised at any other price unless the OWNER

notifies the BROKER of a price change.

B. The OWNER hereby grants the EXCLUSIVE RIGHT OF SALE to the BROKER referred to above, and agrees not to list the VESSEL with any other party. The OWNER further agrees:

1. And warrants having good title and the lawful right to convey such title to the VESSEL.
2. To furnish the BROKER with specifications, an inventory of the equipment to be included in the sale, a copy of the VESSEL'S registration and/or Document, and photographs of the VESSEL (if available).
3. To notify all prospective purchasers or brokers who contact the OWNER directly that negotiations must be conducted through the BROKER.
4. To supply the BROKER with the names of all prospective purchasers who contacted the OWNER directly.
5. To pay the BROKER a commission equal to _____ percent (_____ %) of the selling price or a flat rate fee of \$ _____ if the VESSEL is in any manner sold, donated, traded, leased or chartered (for more than one month) during the term of this agreement, including any such transfer by OWNER. The commission shall be based upon the contract price accepted by the OWNER prior to any adjustments made to compensate a buyer for defects or discrepancies revealed subsequent to the OWNER'S acceptance of an offer.
6. To pay the same commission specified above if within one year of this agreement's termination the VESSEL is sold, donated, traded, leased, or chartered (for more than one month) directly by the OWNER to any person or organization introduced to the VESSEL by the BROKER during the term of this agreement. If the OWNER enters into such an agreement for the sale, donation, trade, lease or charter of the VESSEL within one year of the termination of this agreement, the OWNER shall supply the name of the acquiring party to the BROKER. If the BROKER does not within fourteen days of receiving such notice claim his commission because the acquiring party was introduced to the VESSEL as a result of his efforts, the BROKER's right to a commission shall cease.
7. OWNER agrees that BROKER's responsibility hereunder, in the event of a conflict of interest between BROKER, OWNER, and prospective buyer, is to undertake such acts and provide such information that will allow OWNER and prospective buyer to best utilize their independent judgment in reaching an agreement to enter into a VESSEL purchase and sale agreement.
8. OWNER agrees to keep the VESSEL insured through the sale.

C. The BROKER agrees:

1. To seek prospective purchasers for the VESSEL through direct promotion of the VESSEL.
2. To prepare information describing the VESSEL and to distribute this information through its multiple listing systems to selected VESSEL brokerage companies, hereafter referred to as "corresponding brokers."
3. To keep corresponding brokers informed as to the price, location and availability of the VESSEL.
4. To pay any corresponding broker who sells the VESSEL, a percentage of the commission received from the OWNER.
5. To promptly transmit all offers to the OWNER. 2 of 2
6. To waive any claim to a commission due under Section B. 6, above, of this agreement should the OWNER become obligated to pay a commission to another broker with whom the VESSEL is listed subsequent to

legitimate cancellation of this agreement. In such circumstances, the BROKER shall rely on the new listing broker's listing agreement for participation in whatever commission is earned.

D. Responsibility for the care, custody and control of the VESSEL remains entirely with the OWNER. Although the BROKER may recommend storage, maintenance, and other providers of service, the final decision to employ such services remains with the OWNER. The BROKER shall not be held responsible for any damages suffered by the OWNER as a result of employing such services.

E. This agreement shall remain in effect for a minimum of six months and MAY ONLY BE CANCELLED WITH SIXTY DAYS ADVANCE WRITTEN NOTICE. This agreement is binding on the OWNER's heirs, executors, successors, administrators and assigns.

F. Any dispute, controversy or claim relating to this agreement, including but not limited to the interpretation thereof, or its breach or existence, which cannot be resolved amicably by the BROKER and OWNER shall be referred to arbitration which shall be the sole and exclusive forum for resolution and settlement of any dispute, controversy or claim between the parties. The arbitration shall be conducted in accordance with the Rules of the American Arbitration Association and shall be held in the city and state of the BROKER's office. Any award of the arbitral authority shall be final and binding upon the BROKER and OWNER with respect to all disputes, claims or controversies encompassed therein, and the BROKER and OWNER shall comply with the said award without delay. The arbitral authority shall in its award, fix and apportion the costs of arbitration. The award of the arbitral authority may be enforced by any court having jurisdiction over the party against which the award has been rendered or where the assets of the party against which the award has been rendered can be located. The BROKER and OWNER agree that the issuance of an award by the arbitral authority shall be a condition precedent to the right of either party to institute any legal action or proceeding in any court on a matter relating to this agreement. The BROKER and OWNER further understand and agree that arbitration shall be the sole and exclusive forum for resolving any dispute, controversy or claim relating to this agreement and that neither party shall resort to any court except to compel arbitration, refer questions of law, or to confirm, vacate or modify any such award.

IN WITNESS WHEREOF, both parties have hereto placed their signatures on this agreement.

BROKER's representative:

OWNER(s) signature(s):

TELEPHONE:

Bus.:

TELEPHONE:

Bus.:

Cell: _____

Fax: _____

Cell: _____

Email: _____

Fax: _____

Address: _____

Email: _____

Address: _____

HULL IDENTIFICATION NUMBER (HIN): _____

DOCUMENTATION NUMBER: (Please attach a copy of the certificate of documentation) _____

STATE REGISTRATION NUMBER (Please attach a copy of the state registration certificate): _____ Upon closing the sale of this vessel, are there any liens that must be satisfied? _____

VESSEL location/Access Instructions:

YACHTWORLD INPUT SHEET

	Checkmark if found		Checkmark if found
Electronics			
Depthsounder		Radar	
Log-Speedometer		Radar Detector	
Wind Speed and Direction		Computer	
Repeaters		TV Set	
Navigation Center		VCR	
Plotter		DVD Player	
Autopilot		Cockpit Speakers	
Compass			
GPS			
VHF			
Sails			
Fully Battened Mainsail		Storm Jib	
Battened Mainsail		Spinnaker	
Furling Mainsail		Gennaker/Cruising Spinnaker	
Genoa		Asymmetric Spinnaker	
Furling Genoa		Trisail	
Rigging			
Steering Wheel		Electric Winch	
Tiller		Spinnaker Pole	
Hydraulic Winch			
Inside Equipment			
Stern Thruster		Dishwasher	
Bow Thruster		Washing Machine	
Electric Bilge Pump		Oven	
Manual Bilge Pump		Microwave Oven	
Air Compressor		Marine Head	
Air Conditioning		Electric Head	
Heating		Chemical Head	
Hot Water		Refridgerator	
Fresh Water Maker		Deep Freezer	
Sea Water Pump		Battery Charger	

Electrical Equipment			
Shore Power Inlet		Generator	
Inverter			
Outside Equipment/ Extras			
Teak Cockpit		Cockpit Shower	
Teak Sidedecks		Outboard Engine Brackets	
Gangway		Davits	
Hydraulic Gangway		Radar Reflector	
Wind Generator		Tender	
Solar Panel		Liferaft	
Cockpit Cushions		Cockpit Table	
Swimming Ladder			
Covers			
Bimini Top		Spray Hood	
Mainsail Cover		Lazy Bag	
Cockpit Cover		Lazyjacks	
Genoa Cover			
Additional Equipment			
Road Trailer		Beaching Legs	
Launching Trailer			
Dimensions			
Length Overall		Length at Water line	
_____ ft _____ in		_____ ft _____ in	
Length on Deck:		Beam	
_____ ft _____ in		_____ ft _____ in	
Max Bridge Clearance		Minimum Draft	
_____ ft _____ in		_____ ft _____ in	
Max Draft		Cabin Headroom	
_____ ft _____ in		_____ ft _____ in	
Freeboard			
_____ ft _____ in			
Speed and Distance			
Crusing Speed			
_____ kn at _____ RPM			
Max Speed			
_____ kn at _____ RPM			
Range			
_____ nmi			

Weight			
Dry Weight		Ballast	
_____ lb		_____ lb	
Displacement			
_____ lb type _____			
Sail Areas			
Total: _____ ft ²		Headsail: _____ ft ²	
Mainsail: _____ ft ²			
Miscellaneous			
Seating Capacity : _____		Deadrise at Transom: _____ °	
Max Passengers: _____		Electrical Circuit: _____	
Windlass: _____		Liferaft Capacity: _____	
Trim Tabs			
Tanks			
Fuel:			
QTY: _____ x _____ gal		Material _____	
Fresh Water:			
QTY: _____ x _____ gal		Material _____	
Holding:			
QTY: _____ x _____ gal		Material _____	
Accomidations			
Single Berths: _____ QTY		Double Berths: _____ QTY	
Twin Berths: _____ QTY		Cabins: _____ QTY	
Heads: _____ QTY			
Engines			
#1			
Make		Model	
Year		Engine Type	
Drive Type		Power	
		hp	
Fuel Type: Gas Diesel		Location	
Hours		Rope Cutter	
Propeller Type		Propeller Material	

OTHER NOTES: