



BWML offer products that assist customers in the sale of their craft. These have different benefits, terms and conditions and charges, which are detailed below:-

Sale on Berth Fee

- The vendor is required to seek approval from BWML's Local Manager / Site Supervisor to sell the craft privately on its berth.
- A Sale on Berth form (part 1) to be completed prior to commencement of any advertising.
- The vendor prepares and provides sales literature to prospective buyers.
- BWML will place details of the private sale on their website if provided by the vendor. These will indicate a private sale and the vendors contact details.
- The vendor will arrange and carry out viewings to prospective customers.
- The craft can continue to be used and fully occupy the berth while the sale is being undertaken, and the mooring contract remains in place until the sale is completed.
- The craft can be advertised as having a berth within the marina that could be made available to the new owner. However, the new owner must apply for a berth and pay for their own mooring contract.
- A Sale on Berth fee will be charged by BWML to the vendor of 5% of the sale price of the craft (minimum charge of £200.00 +VAT). This fee is applicable whether or not the new owner subsequently wishes to keep the vessel in the marina, as the marina was used to facilitate the sale.
- Upon successful sale, the remainder of the Sale on Berth form should be completed and BWML will organise termination of the mooring contract along with any refunds due to the owner.

Brokerage

- The owner will request for BWML to accept the craft onto their brokerage service or that of their approved broker(s).
- Brokerage Terms and Conditions and agreement forms will be completed.
- Provision of full brokerage service with our dedicated staff or approved broker(s) includes valuation of the craft, preparation of boat specification sheets, sales literature prepared, details included on the BWML (or brokers) website, arranged viewings, price/sale negotiation on behalf of the vendor.
- A designated free of charge mooring period is provided with a brokerage contract at specific marinas that have nominated sales jetties. After the free of charge mooring period, if the craft remains on brokerage and is unsold, moorings will be charged.
- To qualify for the free of charge period, the vendor is not permitted to use the craft whilst it is subject to a brokerage contract. The craft must also be sited on a sales jetty (where there is one).
- The designated free of charge period is not applicable if the craft is still being used and/or not relocated to the sales jetty (where there is one). In such instance, the mooring contract will continue whilst the craft is on brokerage.
- There is no guarantee of a berth being available to the new owner.
- Brokerage charges are on a scale based on a percentage of the sale value (minimum charge of £450.00 +VAT). These are detailed on the brokerage agreement documentation.