



What we look for in a multi-million € yacht that most buyers overlook

1. Beyond the Wow Factor

- Most buyers are drawn to the aesthetics—sleek lines, luxurious interiors, designer names.
- What we look for: build quality, hull design, and seaworthiness.

2. Engineering > Instagram

- Buyers often prioritize pool placement or fancy lighting.
- We focus on the engine room layout, noise/vibration insulation, redundancy systems, and ease of maintenance.

3. Crew Comfort and Workflow

- New owners rarely think about crew quarters or galley flow.
- As advisors, we understand happy, well-rested crew = a better yachting experience.

4. Long-Term Ownership Costs

- Buyers might be fixated on upfront price.
- We dig into fuel efficiency, maintenance accessibility, spare part availability, and service networks.

5. Resale and Charter Potential

- Clients dream about ownership, not the day they sell.
- We advise on layout flexibility, class compliance, and brand reputation in the resale/charter market.

6. Customization That Adds Value (Not Headaches)

- Most buyers want personalization but may exaggerate.
- We guide them toward smart modifications that enhance enjoyment and protect ROI.

“Buying a € xxM yacht isn't about just acquiring a floating palace—it's about investing wisely in a lifestyle. Our job is to see what's under the surface, so we don't get sunk by what we didn't know to look for.”



In summary **Superyachts Europe** is most needed **when clients are serious about purchasing a superyacht**—from the early stages of defining what they need to select criteria that fits their needs, wishes, and lifestyle, but also contracts, survey, tax and registration values, after-sales support, all laid down in YES/Yacht Europe System, whether it's for a new build or a pre-owned yacht. Their services are crucial at every stage to ensure the process is smooth, informed, and results in a purchase that aligns with the buyer's goals (Walter Urs Schmid, Communication Expert).

INTERESTED? It's EASY! Call

Bob Schutte
Founder



SUPERYACHTS EUROPE

Independent Consultancy
YES Methodology
Advise | Guidance | Purchase | Construction
W: www.superyachtseurope.com

The Netherlands, Hoofddorp
M: +31 (0)619 383 393
T: +31 (0)235 764 924
E: bob@superyachtseurope.com

This email has been sent to [{{email}}](#). • If you no longer want to receive these emails, you can [unsubscribe here](#). • You can also [view and edit your subscription](#). • Please add info@superyachtseurope.com to your address book to ensure our emails continue to reach your inbox.

