

Von: Superyachts Europe info@superyachtseurope.com
Betreff: [test] Arrears in Maintenance at the Time of Sale
Datum: 24. Februar 2026 um 11:57
An: walterursschmid@gmail.com

Newsletter nr. 151
Dear ,

[Webversion](#)



Arrears in Maintenance at the Time of Sale

A client of mine asked me to inspect a 23-metre Sunseeker Flybridge in the Marina of Marbella. As he is a tall gentleman, he specifically requested that I measure the ceiling heights in the cabins, saloon, and covered aft deck, and also assess the general condition of the yacht, including the engine room.

I arranged an appointment with the seller's broker, whom I knew from when I lived in the area. Walking through the prestigious marina and surrounded by beautiful yachts, I quickly recognised the Sunseeker in question.

From a distance, my first impression was positive. However, as I approached, I began to notice several shortcomings. Once I was alongside her, it was clear that she required a repaint.

The seller's broker was already there to welcome me and immediately admitted that the superstructure needed repainting, though he assured me the rest of the yacht was in good condition.

That was disappointing. It is not just about the paintwork — it reflects the owner's overall attitude. If the exterior maintenance has been neglected, what does that say about the engine room? Has routine maintenance also been postponed? I would certainly need to review the refit and service records of recent years.

Alternatively, perhaps the owner lacked the financial means to maintain the yacht properly. In either case, the asking price would need to reflect this.

My client — like most buyers — wants a yacht that is ready to cruise immediately after signing the bill of sale, not one that must first spend months in the shipyard for repainting and deferred maintenance. Of course, if the buyer happened to be a professional painter, it might present a financial opportunity, but that is rarely the case.

There are other examples of poor presentation during viewings. I have encountered yachts with water in the bilge, with sellers claiming this is "normal." It is not normal. Water does not appear without cause. It must be traced and resolved before presenting the yacht for sale.

I once had a particularly unfortunate experience showing a yacht that had not been cleaned. During my initial viewing — without the buyer present — I explicitly advised the owner that the yacht needed to be thoroughly cleaned before any viewing. I stressed how important this was.

Nevertheless, when the buyer arrived from Sweden and we walked along the quay

Nevertheless, when the buyer arrived from Sweden and we walked along the quay toward the yacht, I immediately saw that it was still dirty. Nothing had been done. You can imagine how embarrassed I felt in front of my client. The buyers took a brief look around and left shortly afterwards.

Sellers must understand that a yacht presented in excellent condition will achieve a better price and sell more quickly.

If an owner chooses to reduce maintenance expenditure because they intend to sell and leave repairs to the next owner, they should realise that buyers will simply walk away.



Clean sister ship Sunseeker 74XP

Here are some practical tips/checks for yachts, useful when preparing to sell a vessel.

- Compile complete maintenance log and service records
- When was last dry-dock for UWS; check
- Obtain a reputable surveyor; address any highlighted items
- Fire extinguishers, bilge pumps, life rafts, flares, PFDs, ditch bags; update expiry dates.
- Interior detail, exterior polish, teak, window clarity
- Oil changes, filters, cooling system, heat exchangers, belts
- Generator service Hours, lubrication, exhaust, ventilation
- Fuel system inspection
- Water separators, filters, fuel polishing if used
- Start/shore power, inverter, solar, proper charging profiles
- Functionality, up-to-date charts, backups
- Wiring and panels inspection for corrosion
- Security cameras / AIS / radar / autopilot checks
- Air conditioning / heating system service
- Inventory of onboard spares and manuals
- Include recent surveys, engine hours, maintenance ledger, insurance history
- Make a list of items to be repaired shortly and those in the future.

Superyachts Europe is an independent Superyacht Consultancy and Buyer's Brokerage, with the highest level of quality services, standing up for the buyer's interests. We advise and guide clients in the definition, search, selection, purchase and delivery of a pre-owned or a new build Superyacht, mainly in the range of 25 to 100 meters.

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



Deze e-mail is verstuurd aan walterursschmid@gmail.com.
Als u geen nieuwsbrief meer wilt ontvangen, kunt u zich [hier](#) afmelden.
U kunt ook uw [gegevens](#) inzien en [wijzigen](#).
Voor een goede ontvangst voegt u info@superyachtseurope.com toe aan uw adresboek.