

THE DALY GROUP
LUXURY REAL ESTATE AND YACHTING

YACHT BUYER'S BROKER GUIDE

Waterfront. Without compromise.

A private guide to buying your yacht.

PREPARED BY

Thomas Daly

Founder | Real Estate Advisor | Yacht Broker

DELRAY BEACH · PALM BEACH · FORT LAUDERDALE



A NOTE FROM THOMAS

Welcome aboard.

Buying a yacht is one of the most personal purchases you will ever make. Done well, it opens up a lifestyle - long weekends in the Bahamas, sunset cruises down the Intracoastal, family holidays that live in memory for decades. Done poorly, it becomes a burden of surveys, surprises, and second-guessing.

For more than a decade I have helped families and captains navigate that difference. I am a licensed yacht broker, a licensed Captain, and I have personally been part of more than one hundred million dollars in transactions on both sides of the deal.

This guide walks you through exactly how I work - the questions I will ask, the search process, the survey and sea trial, and the closing. Read it at your pace. When you are ready, let's meet.

Thomas Daly

Founder, The Daly Group
561.596.3946 · Thomas@dalygroupfl.com

FL Real Estate License SL3381369 · FL Yacht Broker License #11793
USCG Captain

OUR APPROACH

The Daly Group Way.

A yacht broker's job is not to sell you a boat. It is to help you buy the right one, on the right terms, with fewer surprises. Everything we do rolls up to those three ideas.

01

Local Expertise

Based in Delray Beach with active relationships across South Florida marinas, dockmasters, yards, and captains. Our network is where the best listings surface first, often before they hit YachtWorld.

02

Full-Spectrum Advisory

Licensed Real Estate Sales Associate and licensed Yacht Broker in the same shop. When your dock, your slip, or your waterfront home is part of the deal, we handle both sides fluidly.

03

Captain's Perspective

Thomas holds his USCG Captain's license. Every boat we recommend has been sea-trialed by someone who has actually run one. That is rarer than it should be in this industry.

\$100M+

CLOSED TRANSACTIONS

10+ yrs

YACHTING AND REAL ESTATE

Licensed

SL3381369 · #11793

5.0

GOOGLE RATING (16 REVIEWS)

The eight-step buyer's journey.

Every buyer moves at their own pace, but the sequence is the same. Most searches close in 30 to 90 days from our first meeting.

01 Discovery

We meet, in person or on a call. I learn how you plan to use the boat, where it will live, and what your budget really allows for.

02 Budget & Timeline

Beyond purchase price - dockage, insurance, fuel, crew, and refits. Realistic numbers before we shop.

03 Search & Curate

I pull a shortlist across YachtWorld, IYBA, and my off-market network. You see the top three, not thirty.

04 Preview & Sea Trial

In-person walkthroughs. If a boat merits an offer, we run a sea trial to see how she handles under load.

05 Offer & Acceptance

Written offer with a 10 percent deposit into escrow. I negotiate on your side of the table.

06 Survey & Findings

Independent marine surveyor, engine survey, and inspection. Findings drive a second round of price talks.

07 Closing Documentation

Coast Guard documentation or state title, escrow, marine insurance, sales tax planning, and closing.

08 Post-Closing

Captain intros, crew referrals, marina placement, insurance broker introductions. The relationship does not end at the wire.



TOTAL COST OF OWNERSHIP

Budget the boat, and then some.

Purchase price is only the start. Below is the honest math on annual ownership for a typical \$2 to \$5M yacht kept in South Florida. Every buyer's numbers will differ - use this as a framework.

Purchase & closing costs	Sales tax cap in FL (\$18,000), documentation, escrow
Dockage	\$18-\$60K/yr depending on LOA and marina
Insurance	1-1.5% of hull value annually
Fuel	Highly variable, average \$8-\$25K/yr recreational use
Maintenance & refits	10% of hull value annually as a working baseline
Crew (if applicable)	Captain and mate at market rates plus benefits
Winter storage or delivery	\$5-\$25K if you move north for hurricane season

*The rule of thumb we plan against:
Annual running cost of 10-15% of hull value.*

Tell me about your ideal boat.

The best searches start with the sharpest questions. Take a few minutes with these before we meet - your answers save weeks of drifting.

USE

- ◆ What will you use the boat for most - cruising, fishing, entertaining, weekendening?
- ◆ How many nights per year do you realistically plan to sleep aboard?
- ◆ Coastal or offshore? Bahamas crossings?
- ◆ Do you plan to captain her yourself, or hire a captain?

PRIORITIES

- ◆ New build, brokerage, or open to either?
- ◆ Do you have a preferred builder or model already in mind?
- ◆ How important is fuel economy versus cruising speed?
- ◆ Any deal-breakers - single engine, high-hours, prior insurance claims?

SIZE & CONFIGURATION

- ◆ Preferred length overall (LOA)? Any hard maximums for your slip?
- ◆ Sportfish, motor yacht, express, sailing yacht, or center console?
- ◆ Draft limits - is your home dock shallow?
- ◆ How many staterooms and heads do you need?

LOGISTICS

- ◆ Where will she live - Delray, Palm Beach, Fort Lauderdale, elsewhere?
- ◆ Ideal purchase and delivery window?
- ◆ Financing or cash?
- ◆ State of registration and sales tax strategy?

Where I find the best boats.

The right yacht is often not the one on the front page of YachtWorld. Between the public listings and my private network, we cover the whole market.

Public Multi-Listing

YachtWorld, IYBA, Boat Trader, boats.com.
Everything indexed and searchable, with alerts set to your criteria.

Off-Market

Direct relationships with South Florida dockmasters, captains, and marina managers. Boats that are 'quietly for sale' before they list.

Broker Network

The International Yacht Brokers Association shares co-brokered opportunities. My reputation earns first calls on new inventory.

Refit Yards & Service Centers

The best signal of a boat about to sell is a large refit invoice. We monitor yard traffic across Rybovich, Derecktor, and RMK.

Owner Referrals

Twelve years of past clients means I hear about upgrades and downsizes before the market does. Word travels fast in these circles.

New Build Allocations

For Princess, Riva, Sunseeker, Ocean Alexander, and Sanlorenzo new-build slots, we can go direct through dealer relationships.



WHAT PROS LOOK FOR

Reading between the lines.

A yacht listing is a marketing document, not a survey. Before we ever schedule a showing, here is what I read to separate the real prospects from the polished ones.

Engine hours vs. year built

Under 100 hours/year is light use. Over 400 is a working boat - not a red flag, but priced accordingly.

Recent survey on file

A current survey signals a serious seller. No survey in three years means we plan for surprises.

Storm history & location

Ask where she has lived. Bahamas storage, hurricane hauls, and freshwater freeze events all leave marks.

Refit dates

Bottom paint, canvas, running gear, and electronics have different lifespans. Match invoices to condition.

Photo quality

Professional shots with clean bilges and organized lockers reflect ownership. Grainy phone shots are a tell.

Days on market

Six months plus without a reduction usually means the owner is testing. Under 60 days means competition.

A clean offer wins the boat.

Yacht deals are won on preparation, not aggression. When we submit, the seller and their broker should see a buyer who has already done the work.

Written Offer

- Formal purchase and sale agreement
- IYBA form or brokerage template
- Purchase price and terms
- Time-limited response window (24-48 hrs)

Deposit

- 10 percent to a bonded escrow account
- Refundable through survey and sea trial
- Shows the seller you are real
- Never wire directly to a seller or their broker

Contingencies

- Marine survey and sea trial
- Engine and generator survey
- Financing (if applicable)
- Clean documentation and lien search

Survey and sea trial.

The most important two days in your purchase. This is where the deal is either confirmed or renegotiated - and no offer should ever go firm before both are complete.

Sea Trial

The captain, the surveyor, and both brokers on board. Two to three hours running the vessel at cruise, wide-open throttle, and idle. Test the electronics, generators, air conditioning, and hydraulics. If she does not run the way the listing says she does, that is a negotiation point.

- Buyer pays for fuel used during the trial
- Seller provides a captain if not owner-operated
- Bring notepad, camera, and a copy of the specs
- This is your last look before survey findings

Marine Survey

An independent SAMS or NAMS accredited surveyor - I recommend two or three based on the yacht type. They deliver a written report on condition, safety, and market value within 3-5 days. Engine survey is separate; expect a second specialist for diesels.

- Buyer selects and pays the surveyor
- Typical cost: \$18-\$25 per LOA foot
- Engine survey is additional, \$1,500-\$4,500
- Findings drive a second price negotiation



CLOSING

Closing and documentation.

Between offer acceptance and taking the wheel, there is real paperwork. I coordinate all of it - you sign and wire.

Title & Documentation

USCG documentation for boats over five net tons, or state title. I manage the abstract and bill of sale.

Escrow

Funds move through a bonded escrow, not broker to broker. Every dollar is traceable.

Lien Search & Payoff

Sea Vault or ARIS lien search on hull and engines. Any encumbrances cleared before funds release.

Sales & Use Tax

Florida caps sales tax at \$18,000 on yachts. If registered out of state, we plan the sales tax strategy well in advance.

Marine Insurance

Bound before closing. I introduce brokers who specialize in yachts over \$1M.

Delivery

Where and when you take possession. Often a formal 'acceptance' at the closing dock.

The relationship starts at closing.

A broker who disappears after the wire hits is one you never call again. My best clients are second-time and third-time buyers, and the after-sale work is why.

Captain & Crew Introductions

I keep a shortlist of USCG-licensed captains, mates, engineers, and stewardesses. Vetted, insured, and available for full-time, seasonal, or delivery-only roles.

Marina Placement

Slips at Delray Harbor Club, Sailfish Point, Pier Sixty-Six, Rybovich, and PGA all fill fast. If we know you are looking, we can often shortcut the waitlist.

Insurance & Documentation

Introductions to marine insurance brokers who write \$1M+ policies at reasonable rates. Not every carrier is right for a 30 year old boat.

Service & Refit

The best yards in South Florida for engine work, canvas, electronics, and bottom jobs. We share who to call and who to avoid.

Charter Referrals

If you want to charter your boat when you are not on it, we can introduce charter management companies with strong track records.

Resale Planning

When you eventually list her, we already know her paperwork, refit history, and market position. Nothing to reconstruct.

A few of my recent closings.

Three closings from the last twenty-four months. Each is a live example of what our process delivers.



2008 Cheoy Lee

Palm Beach, FL

\$2.2M · 63 days

Buy and sell side



2021 Ocean Alexander 45

Deerfield Beach, FL

\$760K

Buy side



2007 Marlow 78

Charlotte, NC

\$2.3M · 90 days

Sell side

Rated 5.0 on Google.

Every review, every client, every close.



"Tom is the consummate professional – knowledgeable, responsive, and an outstanding advocate. He guided us through a complex waterfront purchase with calm and clarity. We'll never use anyone else."

JOSH A.
Google review



"Tom found us a deep-water home before it ever hit the market and matched it to the right slip and the right vessel. A genuinely rare combination of expertise and integrity."

SUSIE F.
Google review



"He understands both the home and the boat – which is exactly what mattered to us. Honest counsel, deep market knowledge, and tireless on details. The process felt effortless because he made it so."

HEATHER C.
Google review

YOUR TEAM

Meet the Daly Group team.



Thomas Daly

Founder | Real Estate Advisor | Yacht Broker

- USCG Licensed Captain
- \$100M+ in closed transactions
- Based in Delray Beach since 2017
- Land and sea, one point of contact



Michael Roberts

Yacht Broker

- 20+ years on the water
- Specialty: sportfish and motor yacht 60-100 ft
- Bahamas and Caribbean fleet placement
- Sea trial and survey lead

IN-HOUSE PRODUCTION TEAM

Full-service, under one roof.

Professional listing photography, social media photo and content creation, transaction coordination, and in-house marketing. Every deal is staffed by the same production team from list to close.

TWO OFFICES

Delray Beach | Pompano Beach

900 E Atlantic Ave #14
Delray Beach, FL 33483

3155 E Atlantic Blvd
Pompano Beach, FL 33062

Answers before you ask.

Do I pay you, or does the seller?

In a co-brokered yacht sale, the seller pays the total commission and the two brokers split it. In effect, my services cost you nothing on the buy side.

Do I need to be pre-approved for financing?

If financing, yes - talk to a marine lender early. Rates and terms differ meaningfully from home mortgages. I can introduce you to two or three.

What if I want to look at a boat outside Florida?

I have brokered sales in North Carolina, Maryland, New England, and the Bahamas. Local co-brokers handle showings; I represent you throughout.

What if the survey turns up problems?

That is the point of the survey. Findings become negotiation leverage - price reductions, repairs at seller expense, or walking away with your deposit intact.

How long does the process usually take?

Typical timeline is 30 to 90 days from first meeting to closing. Faster if the boat is ready and financing is in place; longer for larger yachts or international registrations.

Can you work with new-build boats?

Yes. We have direct dealer relationships with several major builders including Princess, Riva, Sunseeker, Ocean Alexander, and Sanlorenzo.

Should I hire my own captain for the sea trial?

For yachts over 60 feet, yes. An independent captain gives you an honest second opinion on handling.

Can you help me sell my current boat too?

Absolutely. Many of my clients trade up. We can coordinate the sale of your current vessel and the purchase of your next one in the same conversation.

NEXT STEP

Ready when you are.

Fifteen minutes on the phone is where every good yacht purchase starts.

SCHEDULE A CONVERSATION

Thomas Daly

Founder | The Daly Group

561.596.3946

Thomas@dalygroupfl.com

dalygroupfl.com

THE DALY GROUP

LUXURY REAL ESTATE AND YACHTING

Waterfront. Without compromise.

The Daly Group | Luxury Real Estate & Yachting
900 E Atlantic Ave #14, Delray Beach, FL 33483
3155 E Atlantic Blvd, Pompano Beach, FL 33062
561.596.3946 · Thomas@dalygroupfl.com · dalygroupfl.com

Real estate services brokered by Engel & Volkers Delray Beach.

Yacht services brokered by My Yacht Sales.

All figures, timelines, and process descriptions are directional and vary by transaction.