

Spotlight: TOP YACHT BROKERS



In this section, get to know eight of the Caribbean's top yacht brokers—you'll be impressed by the depth of hands-on nautical knowledge they bring to their work. When you're on the emotional journey of buying or selling a boat, experts like these can reduce your stress level fast.

Professional brokers will weave your boat buying dreams together with wide-awake attention to the details that count. Some can arrange financing or provide charter management programs that can make the dream come true sooner than you think. And when it's time to sell, a broker's contacts and expertise will be invaluable for getting the mission accomplished.

Caribbean yacht brokers offer a treasure trove of knowledge you can tap into on critical matters like insurance, delivery, registration, crew staffing, maintenance, and provisioning—even the best places to cruise. After all, they know these waters better than anyone else.

ASHLEY YACHTS

CHARLESTON, SC



For over 40 years, Ashley yachts has been based in beautiful Charleston, SC helping people everywhere with their boating dreams. Some have big plans over the horizon and others recall happy memories just astern. Specializing in a wide array of multihull and monohull cruising, racing, and fishing vessels, the firm's diversity in offerings and experience has been the key to their longevity and

created an ever-growing population of devoted clients.

In addition to yacht and charter brokerage, Ashley Yachts proudly represents a few high-quality, well-respected boat builders for the southeastern US and points south. Among these are the bullet-proof and fast X-Yachts of Denmark, Leonardo's stunning Eagle line of daysailers built in Netherlands, and the innovative designs from Tofinou of La Rochelle, France.



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B.V.I. YACHT SALES LTD.

TORTOLA, BRITISH VIRGIN ISLANDS



BVI Yacht Sales main office is located at Nanny Cay Resort and Marina, the premier marine service location in the British Virgin Islands. This facility includes a new outer marina and a currently being rebuilt inner marina of over 300 slips in total, with large storage and full service yard, capable of hauling boats up to 31.5' beam, offering our clients the most simple yacht purchase experience possible.

Brian Duff, Co-Owner of BVI Yachts Sales, has been with BVI Yacht Sales since 2009 and with his partner purchased the business from Chris and Karen Simpson in Oct 2017. Brian was born into a very sailing-centric family, his father having been a very successful yacht broker and now a marine surveyor, and he himself starting his career in the repair industry building and selling his Rigging business in Annapolis prior to making the move to BVI.

Gary Lucas, the other Co-Owner of BVI Yacht Sales, comes from a highly competitive sales background with Yamaha as well

as also Co-Owns the largest Motor Charter Yacht Company in the Virgin Islands, has a special focus on the high end power and motor yacht market, bringing diversity and incredible sales experience to the team consulting with all our brokers on how to get the best possible sale of your boat, here in the Caribbean.

Chesnee Cogswell, Broker, is a Tortola native and recently joined the team as we re-expanded our sales force following Hurricane Irma. Chesnee comes from a serious sailing family having lived abroad and cruised many boats, as well as participated in rebuilds and repairs of varied and extensive nature. More recently Chesnee has been active as a Crewed Charter Yacht Catamaran Captain and is also an avid sport fisherman and so his efforts are mainly focused on catamarans and sport fishing boats.

If you want to sell your boat in the Caribbean, call BVI Yacht Sales, we STILL sell more boats than any brokerage in the Caribbean, each year, hurricane or not!



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DENISON YACHT SALES

FORT LAUDERDALE, FLORIDA



Cynthia is proud to be part of the Denison Yachting team. She is a sailboat specialist and is based in Fort Lauderdale.

Cynthia comes from an extensive sailing background, racing all designs in South Florida and the Caribbean since 1990. She grew her love for sailboats as Sales Manager at SAIL Magazine, working with Beneteau USA, Hunter Sailboats, Catalina, Bavaria USA, and several other sailboat builders based in the Southeast U.S. This experience has offered Cynthia tremendous insight on boat building and designs.

Cynthia has had over three years of live-aboard cruising experience, which has given her first-hand knowledge of boat systems, electronics, gear, outfitting, sails, and overall maintenance for both mid-sized and larger sailboats.

She is delighted to share this expertise as a yacht broker with Denison Yachting, and is proud to be a member of the Denison team.

Denison has long been a leader in the yachting industry with a rich family history dating back to 1948, with the start of Broward Marine in Fort Lauderdale. Today, the company provides complete yachting services worldwide, from sales and charter to crew placement and new construction.

Denison has over 25 waterfront offices around the globe as well as a team of nearly 120 licensed and bonded yacht brokers proudly representing Beneteau, Dufour, Fountaine Pajot and dozens of new powerboat builds. Denison Yachtings' decades of experience provide a long-term perspective on the industry, extensive industry contacts, and a deep client roster with a passion for yachting.



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DUNBAR YACHTS

SAINT SIMONS ISLAND, GEORGIA



Some may ask why a long-established and award-winning regional Sail and Powerboat dealer has its head office in the small-town tourist destination of St Simons Island, Georgia. When they realize that for most insurers, the Georgia border marks the end of the hurricane zone, it's clear to see why the location an hour north of Jacksonville, FL, has become such a destination for Caribbean cruisers. The dealership was opened in this hurricane hole destination in the 1970s. As one of the oldest Catalina Yachts' dealerships in the nation, Dunbar Yachts has a proud history of serving the needs of the cruising community of the Southeastern seaboard. Dunbar Yachts is an exclusive regional dealer for Catalina Yachts and Jeanneau Sail and Powerboats with a fantastic range of boats, and a large and loyal customer base. "We commission all new boats in-house ourselves," explains Michael Bowie, one of the owners of Dunbar Yachts. "This maintains quality control, provides a significant cost advantage to our customers, and ensures that an engineer with specialist experience is working on each and every yacht. Our Service Manager has been commissioning boats in the dealership for over 30 years." Dunbar Yachts has another advantage as the closest deal-

ership to the impressive Jeanneau sailboat factory in Marion, SC. Members of the dealership regularly host customers for personal factory tours of the accessible Jeanneau & Catalina facilities.

Having cruised the Caribbean circuit themselves, owners Michael & Lucy Bowie are familiar with the camaraderie of cruisers and the set-up and equipment needed on their boats. As Lucy says, "We specialize in selling and setting up Yachts for cruisers, and ensuring that they retain the value in their investment. Many of our customers return year after year for upgrades and routine maintenance. We relish the opportunity to hear about their latest sailing experiences." An additional location in Charleston, SC, and brokers based in Charlotte, NC adds to the depth of experience and client base.

Understandably, Dunbar Yachts' brokerage portfolio is loaded with tried and tested cruising yachts. Sailors who are looking for a great cruising boat know where to find a fantastic range of suitable yachts at one destination. With a year-round American Sailing Association School, favourable finance packages, trade-in options, and revenue-generating plans, it's easy to understand the "Dunbar Difference".

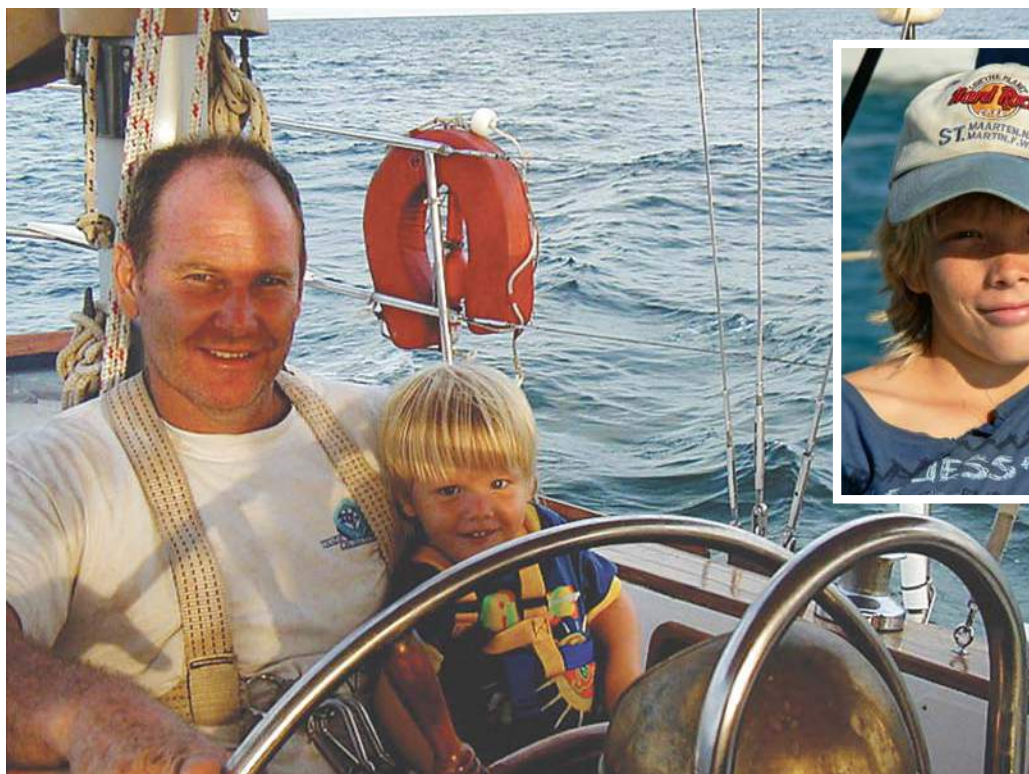


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THE LITTLE SHIP COMPANY

ST. MARTIN



Ten years after

Tony Brewer (I'm the one on the left)

Probably the thing I love best about what I do is being at the cusp of change in people's lives. I facilitate people moving on to The Next Big Thing...buyers and sellers alike.

Having spent three years getting my head around selling everything and buying and refitting a boat to go sailing (I eventually ended up on a therapists couch...but that is another story...) and having spent almost two years trying to sell a boat through brokers a decade later, I am well placed to know what buyers and sellers want.

Essentially, I give my clients what I expected my broker to give me...and then some...and I am picky.

It's really just that simple.

I have a background in the design, sales and installation of big ticket communication systems, where a knowledge based,

proactive service was imperative. A lifetime spent tinkering with things mechanical, together with time spent as an apprentice aircraft mechanic before I came away, certainly helps too!

So too does the nearly forty years I have been messing about with boats of all sizes, plenty sea miles including two Atlantic crossings, the first being in 1981 navigating with a sextant and a lead line. (and Yes...we got lost.)

In the twenty five years we have been in the Caribbean, we have run charter boats, run charter boat bases, rebuilt "sunk to the bottom" hurricane destroyed vessels and project managed teams of workers refurbishing private and charter vessels...and bought and sold boats for our own account.

The brokerage was the next logical step...and we understand silver service!

Ask around...you will probably like what you hear...



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THE MOORINGS

TORTOLA, BRITISH VIRGIN ISLANDS



Richard Vass – Tortola Yacht Broker, Giles Wood – Tortola Yacht Broker

Being part of The Moorings team, our brokers also have resources at their disposal to aid you in every aspect of the purchasing and selling process. Items such as transportation, accommodations, dockage, insurance, financing, and delivery, are examples of the areas where Richard and Giles can be invaluable assets to both buyers and sellers. When purchasing or selling a yacht through one of our brokers, you will not only be dealing with professional and licensed brokers on site, but also have the security of dealing with a publicly traded and bonded company that has offices globally.

Come meet Richard Vass (Tortola). He first moved to the British Virgin Islands twenty years ago, working for both Sunsail and The Moorings during this time. Richard's family are keen sailors and his introduction to yachts began at an early age. Drawing on his knowledge of charter yachts, passion for sailing, and his local knowledge, you'll find Richard a friendly chap who is happy to explain the brokerage process as well as help

you find your dream yacht. He has 22 years of experience in the yachting industry. Most of these years were spent working with The Moorings and Sunsail between the Mediterranean and the Caribbean. In 2004 Richard joined the Moorings Brokerage Team and has been an asset not only to his many buyers and sellers, but also to the whole Moorings Team.

Giles Wood's (Tortola) first memory of sailing was sitting on the bow of a dinghy when he was about 5, while he sailed around the bay with his Dad. He has been sailing ever since. He joined the Moorings Brokerage Team in Tortola in 2008 after having set up the sailing school here for Sunsail. Studying engineering at university, he worked as a sales manager selling classic and sports automobiles before turning back to the water. He is qualified RYA Yachtmaster Ocean Instructor and has been around the world skippering, racing, teaching and brings his enthusiasm for sailing to the brokerage. His hands-on knowledge and experience is a great asset when looking for the right boat or getting onboard once you have found it.



The Moorings

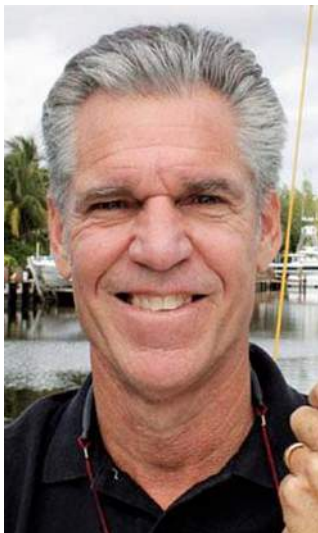
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THE MULTIHULL COMPANY

ST. MARTIN • VIRGIN ISLANDS • GRENADA • TRINIDAD • FLORIDA



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The Multihull Company prides itself on bringing sailing dreams to life. We became the industry leader in sales of voyaging catamarans by keeping that goal underlying our every business transaction and maintain that status by recruiting multihull experts from sailing hotspots around the world. We are the local, honest experts you never knew existed, and the brokers you retain for life - just ask any of the hundreds of returning clients we've assisted throughout the years.

What separates us from other brokerages is not just the experience of our brokers, but the investment every member of the team has to each client. Our highly trained brokers know what multihull designs and construction will work for you, which ones won't, and we are not afraid to tell you the truth because we want the best for you.

We understand the needs of every type of multihull sailor, from coastal cruisers to world voyagers, offshore racers to live-aboards. Our team knows the pros and cons of every major production model ever sold, has attended multihull surveys around the world, and is skillful at counseling clients on finding resolutions for "after-survey" issues. Every one of our brokers is trained to be detail oriented about transactional requirements in countries around the world and will expertly guide you through the most complex sale.

So, meet our team.

Phillip Berman is the president of The Multihull Company and a lifetime catamaran sailor. He grew up racing Hobie Cats, represented the U.S. in numerous international sailing races, and was the Hobie Cat World Champion in 1979 and 1980. Phil

published his first book on catamaran racing at the age of seventeen and has been a regular contributor of articles over the years to a wide range of yachting publications world-wide. Phil now represents clients from around the world as one of the pre-eminent voices in the multihull industry.

Alexis de Boucaud is The Multihull Company's Senior Broker who works with clients from around the world as well as in his own backyards of St. Martin and Fort Lauderdale. Alexis has spent his life in the sailing industry, gaining substantial experience in the many facets of yacht sales and brokerage in the United States, Europe and the Caribbean. Alexis is bilingual English-French.

Also in Florida are TMC agents **Cal Landau** in West Palm Beach and **George Ottoni** in Hollywood. Cal enjoys meeting new people—especially cruisers—and can often be found with his family racing their catamaran and helping others live the sailing dream that they have. Cal loves sharing what he has learned and helping sailors find the boat that best suits their needs.

George Ottoni is excited to share his passion for boating with his customers, as well as exceed your expectations in English, Portuguese and Spanish! His father shared a love for sailing with his son with a fleet of seven model sailboats and in his younger years George would race at New York's annual Central Park Regatta. He always knew he would return to the industry to share his passion with clients wherever he could.

Our brokerage offices stretch far and wide, so here are some friendly faces to remember as you set sail for the horizon.

Carl Olivier is TMC's Associate Broker in the British Virgin Islands at Harbour View Marina. Carl is perfectly situated on the



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East End of Tortola where he is able to assist TMC clients from around the world with showings, guardianship, as well as a full scope of Marine Management Services. His decade of yacht sales experience, together with his first-hand knowledge of on-board systems and maintenance, provides his clients with a holistic sales service. Carl continues to live aboard, enthusiastically serving TMC clients in and around the Virgin Islands.

Chris Rundlett and **Chrystal Young** are the TMC's Associate Brokers on the beautiful island of Grenada in the Southern Caribbean where they live full-time. In addition to yacht brokerage, they also own an ASA sailing school LTD Sailing - "Living the Dream!" Their offices are located near Secret Harbor Marina in Mt. Hartman Bay which is accessible by car or dinghy. Contact Chris & Chrystal if you're thinking about buying or selling a yacht in the West Indies, need recommendations for marine services, or just want to talk about boats!

The TMC Broker on the island of Trinidad is **Jaryd Forbes**. Growing up in Trinidad & Tobago, Jaryd's love of the ocean started at a very young age. Travelling aboard his father's Lagoon 42 "Delphini," Jaryd developed a thorough knowledge

and affinity for crafts of all types as well as ocean faring. With experience ranging from power to sailboats of all models and sizes, and assisting with pre-purchase surveys and deliveries, he possesses an intimate knowledge of his native Trinidad and the wider Caribbean in order to better serve TMC clients.

It is one thing to state our experience and another to show it. Visit the TMC website at www.multihullcompany.com where you will find hundreds of up-to-date testimonials, articles, and videos that will assist you in the buying and selling process. This information is made available for free without any obligation to sign up for an account. We believe in a transparent business process, and sailing, and are happy to talk about your sailing needs with you at any time.

With our experienced team of brokers throughout the US, Caribbean, and around the world, The Multihull Company is the only destination you need to consider when buying or selling a catamaran.

Contact us today to take the first step in bringing your dreams to life by emailing info@multihullcompany.com or calling +1 (215) 508-2704. We look forward to it.



THE MULTIHULL COMPANY

The Multihull Company

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YACHT BROKER CARIBBEAN

BONAIRE, CURAÇAO



Serge R.B. Dauvillier

Yacht Broker Caribbean BV is the independent yacht broker in the Southern Caribbean and member of the Sea Independent. Located in Curaçao between Aruba and South America. Yacht Broker Caribbean offers yacht and brokerage services for motor- and sailing yachts from 40 to 150 ft.

We can help you achieve your Caribbean dream, our team is ready for your challenges. Yacht Broker Caribbean provides the following services: Yacht Brokerage, Yacht Survey, Yacht Insurance, Yacht Management, Customs, Immigration Services... Contact us with your questions, there is always a solution.

Yacht Broker Caribbean

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