



# Antipode

— Yacht Brokerage —

## Owners / Sellers Guide

---

You are considering selling your boat in France using our company's services.

This guide was drawn up for foreign sellers to answer all the questions they might have when selling a boat, from putting the boat on sale up to concluding the transaction.

## Your contacts

---



**Jérôme LE JOUBIOUX** + 33 6 07 45 71 73  
jerome@antipode-yachts.com



**Jean-Baptiste LEMAIRE** + 33 6 10 25 00 03  
jb@antipode-yachts.com



**François MOUCHEL** + 33 6 62 30 97 30  
francois@antipode-yachts.com



**Julie BRODU** + 33 2 97 68 49 44  
julie@antipode-yachts.com

**Antipode** - Parc du Golfe - 14 Bis Allée Loïc Caradec - 56000 VANNES

[www.antipode-yachts.com](http://www.antipode-yachts.com)

Updated July 15, 2019

## 1 ANTIPODE, yacht boat broker

---

- 1.1 Information sheet
- 1.2 A few figures
- 1.3 Values
- 1.4 A team 100% dedicated to selling second-hand boats

## 2 BUYING A SECOND HAND BOAT WITH ANTIPODE

---

- 2.1 Assessment of the boat and estimation of the selling price
- 2.2 Recommendations and advice for putting your boat on sale
  - 2.2.1 Presenting your boat
  - 2.2.2 Invoices and various paperwork
  - 2.2.3 Photos of the boat
  - 2.2.4 History and owner's word
- 2.3 The sale mandate
  - 2.3.1 The NON-EXCLUSIVE Mandate
  - 2.3.2 The EXCLUSIVE Mandate
- 2.4 Marketing your boat
  - 2.4.1 Your boat specification
  - 2.4.2 Publishing ads on the Internet
  - 2.4.3 Sale to customers from abroad
- 2.5 Visits on board
- 2.6 Sea trials
- 2.7 Purchase offer
- 2.8 Sale agreement
- 2.9 Boat survey
- 2.10 Final delivery, payment, possible allowances
- 2.11 Change of ownership
  - 2.11.1 Paperwork for the sale of a boat in France
  - 2.11.2 Paperwork for the sale of a boat in the EU
  - 2.11.3 Paperwork for the sale of a boat outside the EU
- 2.12 **A complete range of services**

## 3 THE SECOND-HAND BOAT MARKET IN FRANCE

---

## 1 ANTIPODE, yacht boat brokerage

---

ANTIPODE is a company specializing in the sale of second hand boats, created in 2007 by Jérôme LE JOU-BIOUX. The head office is in VANNES, in the heart of the Gulf of Morbihan.

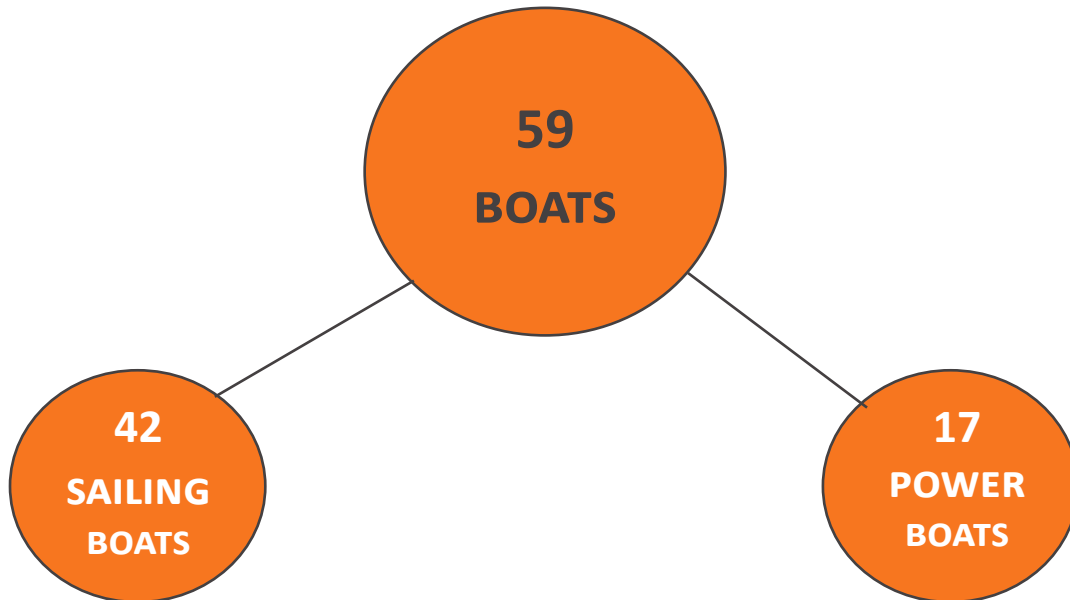
This favourable geographical location means that we are 2 hours' drive from all the marinas in the Greater West of France.

### 1.1 Information sheet

- Date created: 2007
- Workforce: 4 people
- Legal status/Co. Registration: Limited company - Co. Reg. No.: 49812613500033
- Professional liability insurances : COVEA RISKS, contract n° 141854514 / ALLIANZ, contract n°55307895-027 / AIG, contrat n° 510401
- Bank address: CREDIT MUTUEL DE BRETAGNE Vannes Kerlann
- Member of the French Nautical Industries Federation, member No. 2247
- Member of ORIAS (Unique register of intermediaries in accounting, banking and finance), member n° 17001819

## 1.2 A few figures

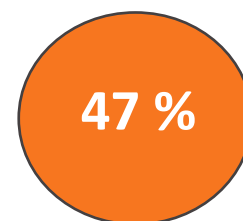
### ▶ ANTIPODE sales 2018



### ▶ Average transaction price



### ▶ Export sales



### ▶ Average age of the boats

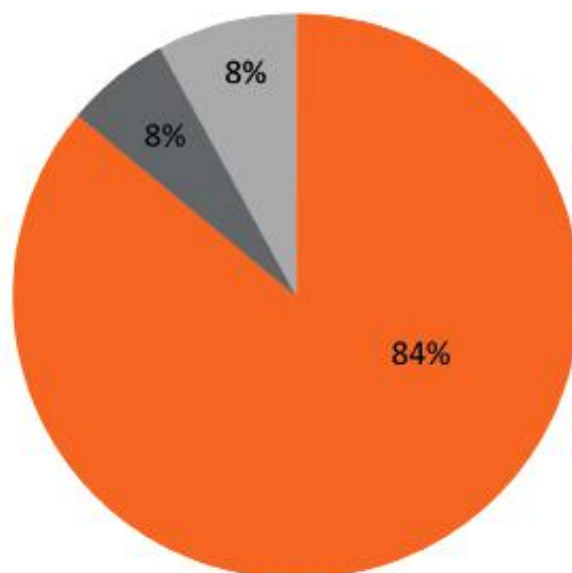


### ▶ Average sales time (from the time the boat is put on sale to final sale)



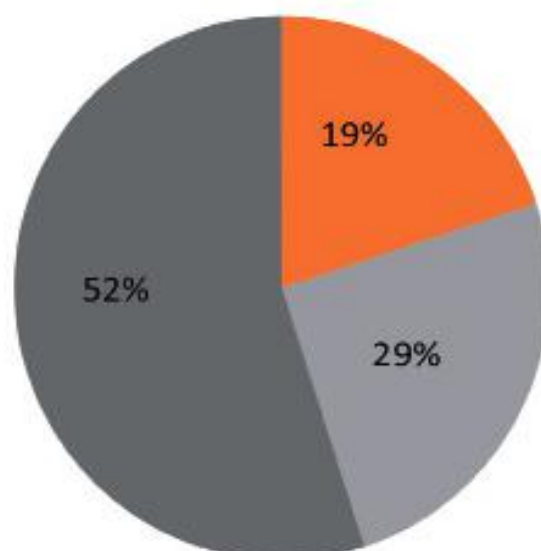
## Home port for the boats sold by ANTIPODE in 2018

■ Abroad   ■ France except Brittany   ■ Brittany



## Destination port for boats sold by ANTIPODE in 2018

■ Channel &amp; Atlantic   ■ Mediterranean   ■ Export



### 1.3 Values

We have values!

Above all we care about doing our work well and quality customer service.

We have a “gentle” sales approach: we do not enter a trial of strength with owners and we do not exercise pointless pressure on buyers.

Deals must be carried out in a climate of mutual trust, respecting the buyer’s and seller’s interests. Take a few minutes to read the testimonials that our customers have sent us and you will have a better understanding of what we are saying.

In short, we want our customers, buyers and sellers, to be able to say that we are efficient, professional, open, available and responsive. In short, we do everything possible to achieve this result.

### 1.4 A team 100% dedicated to selling second-hand boats

ANTIPODE is a team 100% dedicated to selling second-hand boats. We are all boat enthusiasts, cruising or racing, on a regular basis. We have a solid maritime culture and navigation experience



#### Jérôme LE JOUBIOUX

Jérôme founded Antipode in 2007 after having spent 15 years working for a major French boat builder, having sold and delivered boats all over the world. Like all the employees of Antipode, Jérôme is passionate about the sea, boats and anything that floats ... especially when it goes fast : windsurfing, dinghies, catamarans, offshore racing, Jérôme loves putting on his wet suit and sailing around his favorite spots : Golfe du Morbihan and the Quiberon Bay. He is an expert on technical points, especially on rigging and sails, and is very proud to say that he always recognizes a boat at the first glance.

*« We sell used boats that by definition are not perfect and we need to be impeccable on the manner in which the transactions are carried out, respecting the interest of the buyer and the seller ».*



#### Jean-Baptiste LEMAIRE

At the age of 4 he was learning to sail on the Seine, at 15 he was doing his first French Micro championship, at 25 he was sailing across the Atlantic on a Wauquiez and at 39 he ran the Mini Transat and finished 7th in the Series category. In 2018, Jean-Baptiste ran the Transquadra double-handed on the A 35 VLI MAGELLIMO and finished on the podium in 3rd place.

Fifteen years of experience in selling yacht charters have brought him to sail on many seas, from Polynesia to South Brittany, via the Caribbean or the Mediterranean. Cruising or racing, comfort and performance, the extent of Jean-Baptiste’s experience enables him to give relevant advice with regards to the client’s navigation program. He is as dedicated to selling a boat as he is to preparing his own boat for the Mini Transat : there is no place left for luck. Smiling, relaxed, available and always in a good mood, Jean-Baptiste is your partner to buy your boat : *« At Antipode, we are rigorous, precise and available. We have the sense of service and it is not because we have the cheque that the job is done ».*



### François MOUCHEL

At the age of 34, François has already known three professional lives all related to his passion for boats. He worked several years as a carpenter building magnificent small modern wooden boats. After this he work on the preparation offshore racing boats, notably Figaro Bénéteau. With the technical experience gained and animated by his passion, he then trained at the Institut Nautique de Bretagne when a Bénéteau dealer gave him the responsibility for an agency in Port-la-Fôret. At the same time, he has always been sailing on dinghies, catamarans, Surprise, J 80 and classic sailing yachts such as the Pen Duick. Currently he races with his Gib'Sea 80+ and with other enthusiasts they are trying to revive the series.

This accumulation of experiences is a richness that François shares with Antipode's clients. "When I discover a boat, I have a trained eye to appreciate the complete condition. I can give well informed advice on all the technical parts as well as the navigation program suitable for each boat." François joined the team in 2019. Based in Port-la-Fôret, he is our interlocutor in Finistère. "Since years back Antipode have developed efficient tools to offer a quality service that has made their reputation. I am very happy to have integrated the team and share my passion with our clients. I am not a very ordinary seller, I can only sell boats!"



### Julie BRODU

Julie joined the Antipode Yacht team in spring 2018 after always having worked with boats. For nine years Julie was the purchasing manager for an important boat yard for sailing and power boats. She knows all about the equipment related to boats perfectly well. The past ten years she has worked for a marine electronics company that works on racing and cruising boats.

Julie speaks fluent English and stands out for her good organisation skills, rigor and constant good mood. *"I'm delighted to have joined the team, I really like the spirit of this small company. The atmosphere is really dynamic and friendly. The rigor does not stop us from enjoying work, on the contrary, as we work well. Our clients' satisfaction is our pride."* Julie leaves the mainland on a regular basis to sail away cruising or for a day out on the family's renovated Caravelle... which is not for sale

## 2 THE STEPS IN THE SALE OF YOUR BOAT

---

### 2.1 Assessment of the boat and estimation of the selling price.

The selling price is the main lever triggering the sale of a boat. The second-hand boat market is based on "offers". It is easy for buyers to make comparisons. There are a great number of boats on sale, so the right price is what guarantees contact with potential buyers. The right price does not necessarily mean a sale, but it is a precondition.

In any event, avoiding an off-market selling price is essential, otherwise you risk seeing the sale frozen for several months. Our role is to guide the owner, providing him with useful information to help him determine the selling price: price equivalent for the same boat new, if the boat is recent, sum of recent transactions made, and average prices advertised for equivalent or identical boats.

Contrary to common belief, very often a boat will sell at a price that is very close to the one asked for: if the boat is at the right price, the deal can be made without negotiating the price.

We visit almost all the boats we offer for sale. At the time of this in-depth visit, together we gather the information we need to build a file on your boat: precise identification, history, inventory, photos, and panoramic views. We also carry out a visual check of the main structural parts of the boat. In short, we try to find out as much as possible to provide potential buyers with clear, precise, objective, loyal information.

In certain cases, it is difficult to visit the boat before it is put on sale. This is the case for boats that are travelling, or are too far from our offices. Therefore, the owner description and items of information that he can provide are what enable us to estimate the selling price.

**In summary: The market price of the boat should be shown from the start. In the context of the current market, the strategy of offering a boat at too high a price, and possibly reducing the price considerably at the time of negotiation, turns out to be ineffective because you miss out on potential buyers who will not even consider a visit.**

## 2.2 Recommendations and advice for putting your boat on sale.

In a market in which there are a great number of boats on sale, often small details are what make the difference: the way the boat is presented, the care taken in writing the inventory, the quality of the photos in the ads, etc.

### 2.2.1 Presenting your boat:

This is essential. The boat must be cleaned regularly, inside and out, from top to bottom. If the boat is dirty at the time of a visit, at best this can only encourage tough price negotiations, at worst, a permanently lost customer.

You must avoid hiding or minimising your boat's small defects. On the contrary! All second-hand boats have some defects. It is better to talk about them, because buyers appreciate this. For example, if certain small items of equipment operate randomly (i.e. lighting, water-pump, navigations station, etc.), It is preferable to make note of it in the sale inventory. If some of the equipment is not working and you have decided not to repair it before selling, you must also tell us. Otherwise, these small hidden defects could upset the buyer as he makes his purchasing decision.

### 2.2.2 Invoices and various paperwork:

From the start, it is very important that the owner should give us as many documents as possible to help us “promote” the boat and reassure buyers:

- Purchase invoices, replacement invoices, and servicing invoices.
- Summaries of work carried out or expenses.
- Copies of old marine surveys if available.
- Copies of certificate of registration.
- Measurement certificates for racing boats.



The more documents we have, the easier it is for us to provide the details of your offer and for us to secure the buyers trust.

We prefer that you hand over these documents when you put up your boat for sale.

### 2.2.3 Photos of the boat at its mooring or sailing:

We have noticed that the most frequently viewed ads are those in which the boat is shown with a nice photo navigating or at its mooring. A nice photo considerably increases your chances of selling your boat. This is a detail, but it counts!

### 2.2.4 History and the word from the owner:

We ask the owner to write a few words, between 5 and 10 lines, which are intended to be placed in ads, in which he explains the reasons why he bought the boat, what he knows about the boat's history, if he bought it second hand, the sailing trips that he has carried out, what he plans to buy if he is considering buying another boat, etc.

Example of "A few words from the owner":

"We bought Luna in 2001 from a young French couple that had just come back from an Atlantic tour in 2001. We sailed in Scandinavia as far as Finland and in the Mediterranean twice, returning to La Rochelle by the Canal du Midi. We have always kept Luna in very good condition. For the majority of her life she has been taken out of the water and wintered every year. We have always liked sailing on her and particularly liked the removable centreboard, which enabled us to sail in places where other boats could not. I have reached my retirement age, and I've decided to buy a new even more spacious boat for long and short cruises."

**Worth noting: positioning at the right price + efforts in presenting the boat + fully detailed inventory = sure sale of the boat within a reasonable period.**

## 2.3 The sale mandate

The sale mandate is the document that defines the relation between the representative (ANTI-PODE) and the seller (the owner of the boat or leaser of the leasing contract with purchase option).

The mandate is limited in time, generally the mandate runs for a period of 12 months, but we can consider a shorter period from the start. At the end of this initial period, if the boat is not sold, the owner (or leaser) may decide not to renew the mandate.

### 2.3.1 The NON-EXCLUSIVE mandate

In the context of a non-exclusive mandate you keep the right to:

- Sell your boat by yourself without using our company's services.
- Sell your boat with the help of another professional.
- Cancel the mandate at the end of the period indicated on the mandate.

However, the mandate commits the owner (or leaser) on a “public’ selling price that must be the same on all the published ads : **you cannot advertise your boat in your own ads or by the intermediary of another professional at a price lower than the one agreed on the mandate.**

### 2.3.2 The EXCLUSIVE mandate

This is the solution that we favour for most of the boats we sell : of course, this solution is favourable for us, as, in the case of a non-exclusive mandate, we are not guaranteed to be paid for our work, **but it is also a solution that is very favourable to the owner**, because, as we have seen for the past 10 years, the boats that are on sale with an exclusive mandate sell better and faster.

For what reasons? It’s very simple, a boat is not a product like any other: to sell it well and to make the buyers want to buy a boat, it must be considered as a “rarity”. If the boat is advertised with several professional and by the owner himself, the buyers will see the boat several times on the same website which reduces the interest and the value of the boat. This is exactly the same situation as a real-estate property where you see several estate agency signs: it’s less inviting to call or visit. Hence, to multiply the professionals and make your own ads is often counter-productive: an exclusive sales mandate is the best way to sell your boat quickly and in good conditions.

On top of this, close to 50% of our clients are foreigners that come to buy a boat in France. However, working with several brokers is not in their commercial culture. Indeed, in most European countries, non-exclusive mandates do not exist: you entrust one single broker with the sale of your boat and he does all the promotion. Hence when a foreign client sees a boat advertised on the internet by several agents in France, he does not understand and hesitates to move forward as he may fear that the transaction will not be secure as there are several agents trying to sell the same boat.

## 2.4 Marketing your boat

### 2.4.1 Your boats sales and technical information

For each boat on sale with ANTIPODE we draw up a sales and technical information pack that is as full as possible, written in French and English, to be given to potential buyers or viewed online on our Internet sites:

- Characteristics and specifications
- Identification of the boat (Serial No, Date of 1st registration)
- Detailed inventory of fittings and equipment
- Inside and outside photos
- A few words from the owner

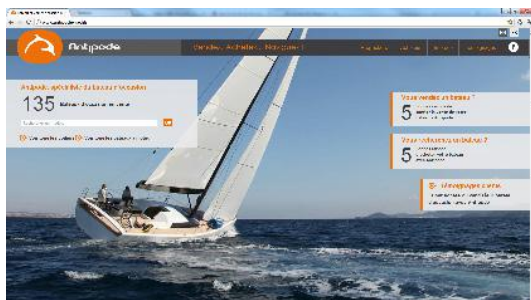
The care and precision taken in writing the sales and technical information pack are decisive, since this information will also be used as an aid when writing the sale documents.

### 2.4.2 Publishing ads on the Internet

Thanks to the ads that we publish on the Internet, your boat gets excellent visibility on the marketplace: in all, your boats will be visible on 8 websites advertising boats for sale.

[www.antipode-yachts.com/fr](http://www.antipode-yachts.com/fr)

for the French version.



[www.antipode-yachts.com/en](http://www.antipode-yachts.com/en)

for the English version.



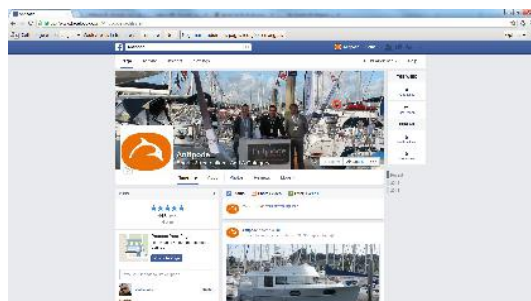
[www.yachtworld.com](http://www.yachtworld.com)



[www.theyachtmarket.com](http://www.theyachtmarket.com)



[www.facebook.com/Antipodeyachts](http://www.facebook.com/Antipodeyachts)



[www.annoncesbateau.com](http://www.annoncesbateau.com)



[www.annonces-marines.com](http://www.annonces-marines.com)



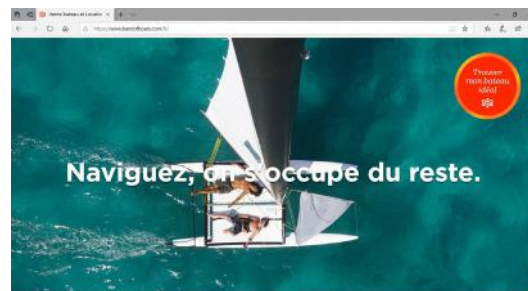
[www.lemillesabords.com](http://www.lemillesabords.com)



[www.youboat.fr](http://www.youboat.fr)



[www.bandofboats.com](http://www.bandofboats.com)



### 2.4.3 Sale to customers from abroad

**Our marketing is aimed at customers abroad: all our technical information and our paper-work is written in English, we are very active on English advertising websites and all the ANTIPODE employees speak English.**

By increasing the number of ads on these websites you have access to a greater number of potential French and Foreign customers. We bring customers great distances to buy your boat.

**The sale to customers from abroad represents roughly 50% of our sales and is not specific to large boats:** very often we sell boats below a budget of 100,000 € to foreign customers.

## 2.5 Visits on board

Customer filtering and selection, organising visits: you are freed of the constraints of selling your boat.

Most of the time the buyers are obliged to travel long distances to visit a boat, so it is our responsibility to make sure that this visit goes well and that they have a sufficient amount of time to examine the boat.

**There are no strict rules, but we believe that it is preferable that the owner should not be on board when a potential buyer is visiting the boat for the first time.** We have noticed that buyers hesitate to let their real opinion be known when the owner is on board. It is also much harder to begin discussions on the selling price in the presence of the owner.

On the other hand, we strongly recommend the presence of the owner for a second visit, since this allows the buyer to meet the seller, discuss the boat and create a link, which will then make the decision and sale easier.

In all cases, a representative of ANTIPODE is always present during visits (except when the boats are travelling or too far from our offices; in this case we can ask the owner to carry out the visit himself). During the whole period in which the boat is for sale, the owner can freely use it and navigate, as long as he keeps us informed of the dates at which it is not available so that we can coordinate our visiting schedules with our customers.

When a customer wishes to visit your boat, we warn you systematically before the visit and we call you afterwards to give you a report on the customer's real purchasing intentions.

## 2.6 Sea trials

- Sea trial before signing the sale agreement:

In certain cases, the buyer can ask to carry out a sea trial before signing a sale agreement. As a general rule, we are in favour of this, but beforehand we ask the buyer to give us a verbal agreement on the selling price and terms. There is no point in carrying out a sea trial if the price offered is not accepted by the seller.

Sea trial during the survey:

The marine surveyor assigned by the buyer can ask to have a sea trial done at the time of the survey, before or after the boat is inspected out of the water.

Sea trial when delivering the boat:

The delivery of the boat to the new owner takes place in two phases: first a "technical" handover on the pontoon, to learn about the different systems and their operation (batteries, pumps, engines, heating, electronics, etc.) and, if the new owner wishes, a sea trial which enables him to discover all the boat's specific features.

The hand over can be carried out by the previous owner or an ANTIPODE representative.

## 2.7 Purchase offer

In general we try to make the selling process smoother, using our position as intermediary between the owner and the buyer.

We give the buyer advice to help him offer a realistic price that would be acceptable to the owner and we pursue constructive negotiation in the interests of both the owner and the buyer.

Following the visit of the boat, the buyer can agree to buy the boat on the terms set out in the sale mandate, and in this event, we will immediately sign the sale agreement and ask for a down payment of 10% of the selling price.

If the buyer wishes to offer a price below the asking price, we will ask him to make an offer in writing, which we will submit to the owner. He can then accept or refuse.

When a potential buyer makes an offer below the asking price, the owner can refuse it if he considers that the price offered is not sufficient. It is always difficult for the owner to accept the net offer that he will receive, since most of the time, it is a lot lower than the price he paid: inherent price decrease, broker's commission, costs involved for the repair of certain equipments, etc.



## 2.8 Sale agreement

If the offer made by the buyer is accepted by the owner, we draw up a sale agreement:

- «Second hand boat sale agreement» if the boat belongs exclusively to the owner (he is identified as «owner» on the certificate of registration).
- «Contract prior to the sale of a second hand boat under lease option agreement» if the boat belongs to a bank.

In all events, the sale agreement determines:

- Identification of the buyer(s).
- Identification of the seller(s) (or the lease-option lease-holders if the boat belongs to a bank).
- Description of the boat and detailed inventory.
- Agreed selling price.
- Down payment made (10% of the selling price) to the ANTIPODE bank account (specific bank account dedicated to the receipt of customer deposit payments).
- Time-limit for the sale (generally 30 days between the signing of the agreement and the final bill of sale).
- Possible conditions precedent (example: financing agreement if the buyer is financed by a bank).
- Condition precedent of the boat survey (see below).
- Possible specific conditions (example: repairs that the owner agrees to undertake before delivery).

## 2.9 Boat survey

This is a very important step in the buying process: in the context of a second-hand boat sale through a broker, **there are no guarantees for the buyer. Therefore, it is very important that the buyer should receive information from an independent surveyor about the real condition of the boat.**

**The buyer is the one who chooses, assigns and pays the marine surveyor.**

If the boat is afloat, the buyer pays the cost of lifting out/in of the water.

We ask the buyer to assign his marine surveyor at the signing of the sale agreement. As a general rule, the surveyor carries out the survey the following week and the final report is sent to the buyer within 10 days of the survey.

### Can the sale be invalidated by the survey?

Yes, the deal may only be completed on condition that the vessel survey reveals no flaws or defects that could justify the cancellation of the sale and make the boat unsuitable for sailing, or of the sort that would compromise the use of the boat without it being repaired.

In the event of the boat survey showing defects that might justify the cancellation of the sale:

- The sale agreement is considered null and void and the deposit is refunded in full to the buyer without delay.
- The cost of the boat survey and lifting out /in of the water remains payable by the buyer.

In the event of the survey showing that the boat or some of the equipment delivered with the boat is defective or not in normal working order, the seller and the buyer may request the arbitration of ANTIPODE or the marine surveyor mandated by the buyer.

However, the buyer is informed on signing the sale agreement that the boat that he is buying is a second-hand boat. The possible minor defects inherent to the nature of a second-hand boat that might be revealed by the survey and that does not bring into question the boat's capacity to sail normally or its safety, cannot be used as justification for the cancellation of the sale or the reduction of the selling price agreed in the sale agreement.

#### 2.11 Final delivery, payment, possible provisions:

The final sale can take place as soon as the precedent conditions have been fulfilled : survey report not showing any defects justifying the cancellation of the sale and financing agreement if the sale agreement takes this condition into account.

ANTIPODE guarantees the seller and buyer a secured transaction. The actual delivery of the boat and handing over of keys can be carried out as soon as the full sum due has been paid to the seller by bank transfer to his account

We also check that the boat is not listed on the Marine mortgage registry: if the seller took out a loan at the time of the purchase of the boat and this loan is still in progress, it is possible that the bank took out a guarantee on the boat and that it is mortgaged. **In practical terms, this means that the change of ownership cannot be made until the bank has cancelled the mortgage.**

In this case we secure the transaction in the following way:

- The buyer pays ANTIPODE the full selling price.
- ANTIPODE pays the sum of the debt to the bank holding the mortgage.
- ANTIPODE pays the difference between the selling price and the sum paid to the bank to the seller.

**We are strict and take extreme care with payments:** The seller must be paid in full when the

boat is delivered. For example, we do not accept payment by bank cheques if the buyer is a foreigner and nor do we accept copies of the transfer order as proof of payment. When the payment is made by bank transfer the **transfer must be credited to the account of the seller**, or in certain specific cases to the account of ANTIPODE.

#### **Possible provisions:**

In certain cases, in agreement with the seller and the buyer, we may keep a "provision" (as a general rule, between 5% and 10% of the selling price) which will be given to the seller at a date subsequent to the delivery:

- If the boat is out of the water in a boat yard during the winter, when it is sold and delivered, and it is planned to relaunch the boat several weeks after the completion of the sale and final payment. In this case, it is not possible for the buyer to check that all equipments are in working order at the time of the completion of the sale. When the boat is back in the water, if all equipments are in normal working order, the provision that was kept on the ANTIPODE account is paid to the seller.
- If some equipment that is part of the inventory is not in working order when the boat is relaunched, ANTIPODE will use the provision to pay the repair or the replacement of this equipment.

## **2.12 Change of ownership**

We take care of all the paperwork needed for a change of ownership.

As a general rule, we receive the new certificate of registration in the name of the new owner (or lease-holder if the boat is in a lease-option) within a fortnight of the effective delivery of the boat.

### **2.12.1 Paperwork for the sale of a boat in France**

If the boat is sold in France and keeps its French flag, the paperwork is simple: we send the certificate of registration and bill of sale (or additional clauses for the lease-option transfer if the boat is being leased) to the customs and Maritime Affairs who record the change of ownership or lease-holder.

The buyer can also ask to change the registration name or district of the boat.

### **2.12.2 Paperwork for the sale of a boat in the EU**

When the boat is sold in a member country of the European Union, we request its deletion from the French registry so that the buyer can then register the boat in his own country. The buyer will also be provided with a purchase invoice proving that VAT has been paid in France as well as a CE certificate of conformity.

### **2.12.3 Paperwork for the sale of a boat outside the EU**

When the boat is sold outside of the European Union, we must use the services of a custom agent who carries out the export declaration with the customs office of where the boat is physi-



cally located. In general, the agent also takes care of deleting the boat from the French registry. We provide the buyer with a "Builder's Certificate" that we obtain from the boat builder.

### 2.13 A complete range of services

From the first visit to the handover of your boat, and sometimes well afterwards, we are able to offer you all the services connected with buying your boat:

- Mooring : yes, there are marina berths available, in Brittany and elsewhere, for clients who wish to buy a boat. We can offer you long-term solutions and we can undertake by agreement to provide you with mooring solutions while waiting to obtain your own mooring through your own channels.
- Transportation: we can organize the transportation of your boat, whatever the means, by sea or on the road. We can advise you on the most suitable solution according to your boat and her destination : by truck, by ship or by sea with a skipper.
- Training and technical handover: if you feel you need technical or seagoing training in relation to specific features of your new boat (manoeuvres, electricity, mechanics, maintenance, etc), we will provide you with assistance for a few days to complete your training (price in general: 280 € per day).
- Other technical services: mechanics, electricity, plumbing, general maintenance, sailmaking, rigging, GRP, cleaning, electronics, storage ashore, cabinet work, etc. We have been working with the best companies for many years.

## 3 THE SECOND-HAND BOAT MARKET IN FRANCE IN 2018 AND 2019

---

In 2018, 70241 second-hand boats were sold in France (10836 sailing boat and 59405 power boats) all sizes (from 5 m to over 24m).

*Download the full study*

On the segment of boats over 8m (the segment on which we work), the total number of second-hand boats sold in France were 8055 units (4864 sailing boats and 3191 power boats).

During the past 10 years, the sales on this segment of second-hand boats over 8m increased until 2015 (8278 transactions in 2015) and has known a slight decrease since 2016.

Paradoxically, in the last 4 years this slight drop is a sign of good health on the second-hand boat market: the demand for second-hand boats is strong but the "available fleet" is not large enough to meet the demand. As a result, selling prices stabilize, and sometimes even increase a little, which is completely unusual on this market where buyers and sellers have gotten used to seeing the prices decrease mechanically from year to year.

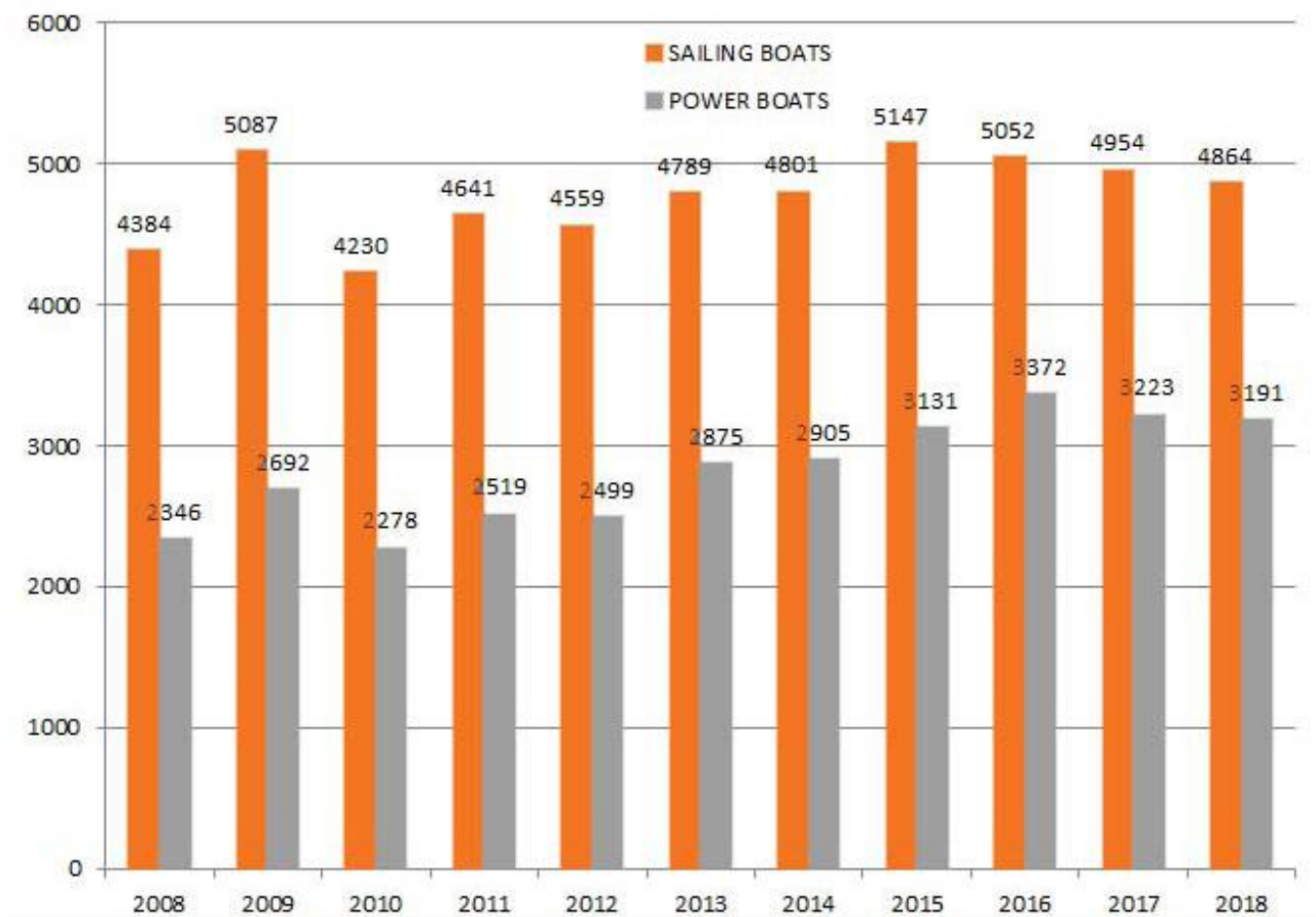
Good news for the Breton (and thus for Antipode!), in 2018 Brittany is the French region that

recorded the most transactions for second-hand boats, largely ahead of the Provence-Alpes-Côte d'Azur region (14629 transactions in Brittany and 11343 on the Côte d'Azur).

In 2019, the export sales continue to represent almost half of Antipode's sales.

## Sale of SECOND HAND SAILING BOATS and POWER BOATS

over 8 meters in France - from 2008 to 2018



Source : Ministry of Sustainable Development and Ecology - Oct 2018