



# Selling Up or Sailing On

*by Jessica Lloyd-Mostyn*

***The end of downwind routes poses the classic question: “Do we keep going or is it time to sell?”***

From trying to sell a boat on a deadline in a foreign land, to wanting to trade up to a bigger boat, or even friends desperately wanting to bring an end to a cruising dream turned sour, we know plenty of sailors ready to swallow the anchor.

But, more inspiring perhaps, are those who find that a different kind of cruising, an expanding family, or a radical change of plans isn't halting



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*Selling a boat in New Zealand*



*Adapting the boat to sail with small fry*

their cruising ambitions and are already planning their next sailing season.

There is a well-known but rather negative saying about boats warning that there are only two days of happiness when it comes to boat ownership: the first is the day you hand over the money to buy your yacht, the second is the day you sell her. Our own family sailing is certainly not a cruise with a finite end point in sight. But there are countless boaters out there who travel with much more of a plan in mind and, while sailing west from the UK along many well-trodden tradewind paths, we've come across a wide range of strategies to peoples' cruising.

Many have made savvy choices about places where they can buy a sound, bluewater boat cheaply and then sail it across to somewhere where they

can sell it for a great profit. The trick of making this kind of plan work is to really know your markets to reap the most of the price advantages of buying in a stagnant one and selling in an active one. We saw many examples of this when crossing the Pacific, coming into contact with a number of people who had bought boats in the USA or Mexico with a view to selling them some 7,000 miles on in Australia and New Zealand after enjoying a season or two in the South Pacific en route.

Of course, there are some concerns to negotiate with this type of scheme. You'd need to research the rules regarding import and sales tax associated with selling a foreign yacht. There is also the question of how compatible it is with the local infrastructure for things like electrical voltage and liquified petroleum gas refills and fittings. A



*Time for a little maintenance*



*Sailing on, wing and wing*



*At anchor in the Bay of Islands*

110-volt boat may be less appealing to buyers in Australia. Another point to consider is all of the stuff accumulated on board. Any boat that has sailed long distance as a liveaboard will have made good use of all of the available space for provisions, kits, souvenirs, and all the other trappings associated with everyday life. This may make for a boat that seems quite cluttered, so you may want to consider paying for separate storage for these items away from the

boat, shipping things home, or even selling some items off.

But a buying and selling plan to bookend your sailing goals doesn't have to go hand-in-hand with ocean crossing or long passages. It's increasingly common for people to fly out from their home countries in order to buy a yacht in a foreign location, cruise in a particular area, and then sell abroad and return home. This option is popular in the always



*More boats for sale in New Zealand*





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*Securing little ones on deck*



*A beautiful anchorage in Vanuatu*

desirable sailing grounds of the Caribbean and the Mediterranean, and helps get around the problem of sailing thousands of miles, possibly upwind, on the route back. Shipping or transporting a boat across an ocean is a prohibitively expensive exercise and would dramatically impact any profit of selling. Plus, such attractive boating areas as these can provide you with the option of cruising at a leisurely pace while your boat is on the market as the big uncertainty will be how long it will take to sell her. You may find that marina fees in foreign ports are significantly lower than what you'd pay back home. An attractive marina setting can make a huge impression on prospective

buyers as the boat then becomes part of a lifestyle to which many aspire. However, there will be things to take into account such as the currency exchange and language issues. Do you plan to use a broker? Would it be easy for a buyer from abroad to come and visit the boat?

Foreverysailorwhodreamsof circumnavigation there are a dozen more who are only interested in cruising specific areas, or who want to avoid certain countries or long passages, so there may be a natural end point to the purpose of your sailing. Perhaps your funds have run dry, or health concerns in your family or the education of your children are forcing



*Selling in Australia*

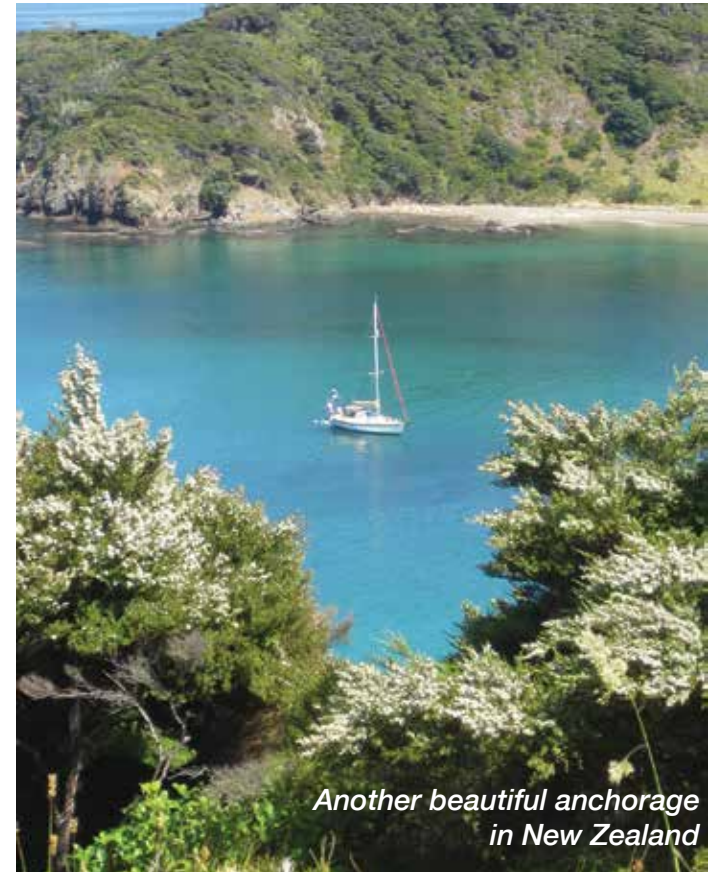


*Enjoying an ocean crossing*

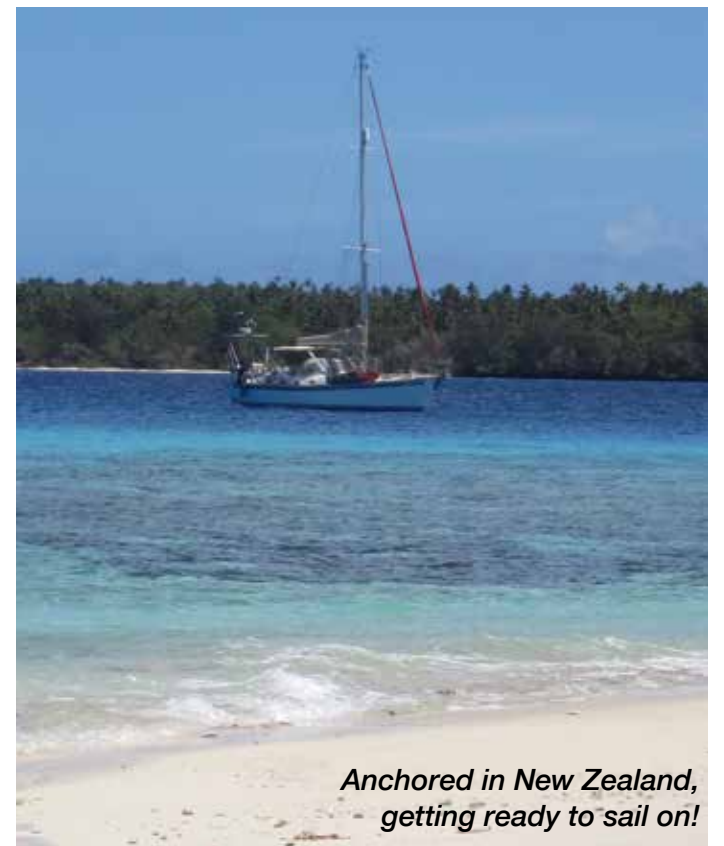
your hand somewhat. Or maybe the cruising dream simply didn't work out how you had expected. Each year there are many boat crews who experience a less-than-ideal Pacific crossing and arrive in French Polynesia disheartened and disillusioned with the sailing life. We know one couple where the wife had such a bad time on the passage that she promptly left the boat; her husband had to find extra crew to help him sail on to Australasia. When he arrived safely they agreed to sell their 60-foot catamaran and settle on land with their family instead. Other friends had sailed from the USA intent on a grand Pacific circuit for several seasons but later changed their minds to doing a loop back from the Society Islands to Hawaii and homewards to the States. It's great to be able to end your sailing on a high, satisfied with what you've accomplished without feeling the need to go further.

But, what happens afterwards? Life on land after living aboard a boat can be a strange reality to be faced with. Liveaboard sailing definitely changes you, and it may well be that time spent on shore transitions into planning out the next adventure or even buying another boat. We have friends from the west of Canada who sailed down the coast of Central America and cruised the South Pacific with us. They sold their 43-foot monohull only two months after arriving in New Zealand a few years ago and are now back in Vancouver, planning to buy a catamaran to cruise South East Asia. Other sailing friends to arrive in the antipodes alongside us took different fast-track routes back to the UK: one opted for transporting his yacht all the way and is now happily using his boat for day sailing on the south coast; another planned for an accelerated year-long sail, joining a number of rallies to speed up formalities and skipping over some countries like Indonesia entirely; a third crew that was first planning to ship their boat back from Singapore to the Mediterranean decided to change course and sail the Indian Ocean and South Africa in order to return.

As for us, we're now more than seven years into our "quick" circumnavigation which we thought would only last a couple of years. Our crew has grown but our boat hasn't. We've simply adapted it along the way to adjust to our new sailing needs and ambitions. The sailing life does lend itself very well to a certain amount of making things up as you go along, so we, like countless others before us, are happy to go where the wind takes us as long as we're all still enjoying it. 🌊



*Another beautiful anchorage in New Zealand*



*Anchored in New Zealand, getting ready to sail on!*