



Dutch Yacht Consultancy

independent + confidential

# How to buy a superyacht

If you've ever dreamed of owning a luxurious superyacht, you're not alone. These massive vessels are the epitome of high-end living and come with a hefty price tag to match. But if you have the means to purchase a superyacht, where do you even begin? This reader will introduce you to the world of superyachts and help you find the right team to make your purchase.



“Our clients expect the best.  
Dutch Yacht Consultancy delivers.”



## Captain Arne Kaastra

Owner and navigator

“After graduating from the Dutch Nautical Academy, I realized my passion and dream as superyacht Captain. Now all my maritime and scouting skills are available for finding the perfect superyacht.”

Our professional superyacht consultants make sure you have the best deal. We take all the work off your hands for the purchase of your second life dream yacht. You can continue to do what you do best: make money.

Soon you will be able to enjoy the relaxed life aboard your pre-owned yacht with your loved one, family, friends and business associates in all your dream locations.

A handwritten signature in white ink that reads "Arne Kaastra".

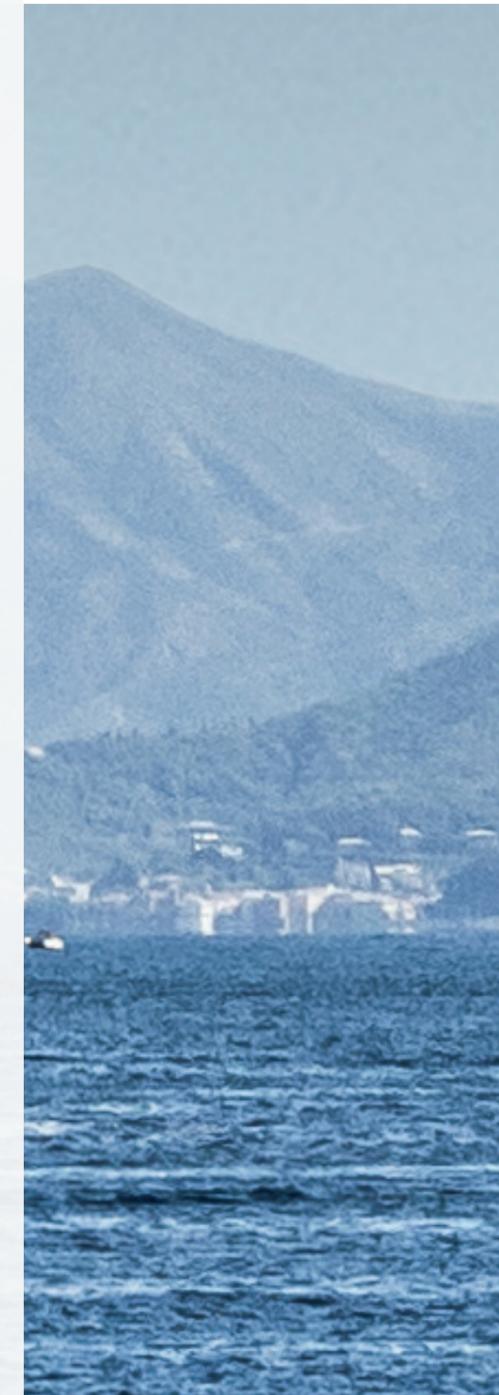


### Superyachts: a brief overview

Superyachts are the pinnacle of luxury and indulgence, reserved only for the wealthiest people in the world. But what exactly is a superyacht? Here we'll look at what sets these massive vessels apart from other private boats and yachts.

### When is a yacht a superyacht?

There is no definitive answer to this question, as the term "superyacht" is somewhat subjective. In general, superyachts are large, luxurious vessels that are designed for leisure and entertaining. They often have extensive amenities and feature high-end finishes and materials. Superyachts can be either motorized or sailing vessels, and they range in size from around 100 feet to over 400 feet. Some of the world's most famous superyachts include the Azzam, Dilbar, Eclipse, and Serene.





### Features of a superyacht

When it comes to private yacht ownership, there is no substitute for a superyacht. Superyachts are the pinnacle of luxury and extravagance, offering their owners the very best in terms of size, facilities, and service. Here we look at some of the key features that make a superyacht so special.

**Size.** Superyachts are typically much larger than your average yacht, with many measuring over 100 feet in length. This extra space allows for a greater level of customization, meaning each superyacht is unique.

**Facilities.** As well as spacious accommodation, superyachts also come complete with a range of onboard facilities including gyms, saunas, Jacuzzis and even cinema rooms.

**Service.** One of the biggest draws of owning a superyacht is the level of service on offer. Superyachts come with their own professional crew who are on hand to cater to your every need, 24 hours a day.

**Cost.** Of course, all this luxury comes at a price and superyachts are typically much more expensive than your average yacht. However, for those who can afford it, a superyacht is the ultimate status symbol.

### Who owns superyachts?

While there are many mega-yacht owners who choose to remain anonymous, there are also some high-profile individuals who own these luxury vessels. Some of the most well-known superyacht owners include Amazon founder

Jeff Bezos, David Geffen, and Hollywood actor Leonardo DiCaprio. While these celebrities may be the most visible owners of superyachts, the majority of owners are actually wealthy business executives and entrepreneurs

**“There is a boat for everyone, it’s just not the same boat.”**

### The price of a superyacht.

The cost of a superyacht can vary greatly depending on the size, features, and amenities of the vessel. Smaller yachts may cost around \$5 million, while larger vessels can cost upwards of \$250 million. Superyachts are often purchased by wealthy individuals or corporations, and the price tag reflects the luxury and exclusivity of the product.

### Where do superyachts sail?

There are no set rules when it comes to where superyachts sail, but they are often seen in locations such as the Mediterranean Sea, the Caribbean Sea, and the Adriatic Sea. Superyachts can also be found in more remote areas, such as the Seychelles and the Maldives.

## Why location matters when buying a superyacht

### “A proper guide needs to know the waters you intend to sail.”

**Area.** You'll want to consider where you'll be using your yacht most often. If you plan to cruise the Mediterranean, for example, you'll want to look at yachts based in that region.

**Size matters.** Not only should you pick a size that's comfortable for you and your guests, but you'll also want to make sure your yacht can dock at the marinas and ports you plan to visit.

**Consider the crew.** An experienced and professional crew is essential for an enjoyable yacht experience. Make sure to interview potential crews and see if they're a good fit for your needs. Selecting the right nationalities is of utmost importance, also the travel arrangements to their home base. If you are good for your crew, they'll be good to you.

**Maintenance and upkeep.** Owning a superyacht is a lot of work that takes certain skills that may be difficult to source. And you'll want quick turnaround times for upkeep. Make sure your support systems and logistics make sense.

### How much should you pay for a superyacht?

There's **no simple answer** to the question of how much you should pay for a superyacht. Depending on your needs and wants, you could end up spending anything from a few

million to tens of millions of dollars. But there are a few key considerations that can help you arrive at a figure that's right for you.

**Your budget:** Obviously, this is the first and most important consideration. You need to have a clear idea of how much you're willing and able to spend on your yacht before you start shopping around.

### “Price is what you pay, a superyacht is what you get.”

**The size of the yacht:** The size of the vessel will have a big impact on the price. A smaller yacht will be less expensive than a larger one, but it may not have all the features and amenities that you're looking for.

**The age of the yacht:** A newer yacht will cost more than an older one, but it may also come with more modern features and better overall quality. If you're considering an older yacht, be sure to get a professional opinion on its condition before making an offer.

**Location:** Yachts located in popular cruising areas such as the Mediterranean or Caribbean will typically be more expensive than those in less frequented waters. It may make sense to buy and move your vessel from a less popular location to a popular one.



### Who can help you buy a superyacht?

Superyachts are a highly specialized niche, and there are only a few people that can help you through the process:

**Superyacht brokers:** These are the people that will help you find the perfect yacht for your needs. They will also negotiate the price on your behalf and help with the paperwork. Dutch Yacht Consultancy provides this bespoke service.

**Yacht designers:** If you want a custom-designed yacht, you'll need to work with a designer. They can create a vessel that's tailored to your specific needs and wants.

**Shipyards:** Once you've found the perfect yacht, you'll need to have it built. That's where shipyards come in. They will construct your yacht to your specifications and get it ready for delivery.

By nature and network, Dutch Yacht Consultancy helps you navigate designers and shipyards as well. We know the best yacht designers and shipyards in Europe, and the Netherlands in particular.



### The world's top 10 superyachts

1. Azzam – 590 feet (180 meters), Lürssen
2. Eclipse – 533 feet (162 meters), Blohm+Voss
3. Dubai – 532 feet (162 meters), Fincantieri
4. Al Said – 508 feet (155 meters), Lürssen
5. Dilbar – 500 feet (152 meters), Lürssen
6. Sailing Yacht A – 468 feet (143 meters), Nobiskrug
7. Motor Yacht A – 443 feet (135 meters), Blohm+Voss
8. Rising Sun – 442 feet (135 meters), Lürssen
9. Serene – 439 feet (134 meters), Fincantieri
10. Al Mirqab – 436 feet (133 meters), Kusch

### Some wisdom about pricing per meter.

The cost of building a superyacht varies depending on the size, materials, and features of the vessel. The area where the yacht will be built also plays a role in the overall cost. Generally speaking, a superyacht costs between \$2,5 and \$3,5 million per linear meter. This means that a 100-meter long yacht would cost between \$250 million and \$350 million to build.

### The most expensive yacht in the world

Of course, there are always outliers when it comes to pricing. Some ultra-luxury custom yachts can cost upwards of \$5 million per linear meter.



Azzam docked at the port of Cádiz (Spain)

### The crew of a superyacht

There are many different types of crew members that you might need on a superyacht, depending on the size and purpose of the vessel. Some of the most common positions include captain, first mate, engineer, chef, and deckhand. The captain is responsible for the overall operation of the yacht, while the first mate manages the deck crew and handles navigation. The engineer is responsible for maintaining the vessel's systems, and the chef prepares meals for the passengers and crew. Deckhands perform various tasks such as cleaning, painting, and repairs.

Larger yachts may also require a stewardess, nanny, and masseuse. The crew is responsible for the safety and well-being of the passengers and must be highly trained in their respective fields.



**You need firm answers to these questions before entering the superyacht market.**

**Are you ready to commit?** Superyachts are a significant investment, both in terms of purchase price and ongoing maintenance and operating costs. You need to be sure you're prepared for the financial commitment before taking the plunge.

**What will you use the yacht for?** Yachts can be used for a variety of purposes, from leisure and recreation to business and entertaining. It's important to have a clear idea of how you'll use your yacht so you can choose the right size and features.

**Where will you keep it?** Superyachts need a place to dock or moor when they're not out on the open water. You'll need to factor in the cost of berthing or mooring fees when considering your budget.

**Who will crew it?** Unless you plan on captaining the yacht yourself, you'll need to hire a professional crew. This includes a captain, first mate, engineer, cook, and boating crew.

### 9 tips when buying a superyacht

1. Do your research. Know what you're looking for in a yacht and be sure to consult with experts before making a purchase.
2. Have a budget in mind. Superyachts can be very expensive, so it's important to have a clear idea of how much you're willing to spend.
3. Be prepared to negotiate. When it comes to buying a yacht, it's important to be prepared to haggle and negotiate on price.
4. Get a good surveyor. It's essential to have a qualified surveyor inspect the yacht before you commit to buying it to ensure that it is in good condition.
5. Work with a broker. A professional will be able to help you find the right yacht and negotiate the best price.
6. Have realistic expectations. Remember that owning a superyacht is a lot of responsibility and comes with many associated costs (e.g. maintenance, crew, etc.), so be sure that you're prepared for the commitment before making a purchase.
7. Get a sea trial. Make sure you're comfortable with the yacht before making a purchase.
8. Get insurance for your new yacht, on time.
9. And our final tip: call Dutch Yacht Consultancy and discuss your yachting dream before you do anything else!

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