Adam Turinas – Messing About In Sailboats

A step by step guide to determining which boat is right for you, researching models, narrowing down your list and then buying your boat based on my personal experience of buying a 1988 Mk2 Sabre 38

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Introduction

For as long as we have been married, my wife and I have always had the dream that some day we would buy the boat we would own and sail for the rest of our lives. Over the last twenty years we have owned a couple of small, old boats that were good for a day sail or an uncomfortable weekend but limiting in where and how far we would sail.

In the last year, we have become empty-nesters and we decided to take the plunge and buy a boat we could cruise with more ambitiously. And it has taken a year to buy that boat. Over that time, we read a lot, researched extensively and were given great advice from various sailing friends and a few professionals whose advice we came to trust. For the benefit of anyone who is buying a boat, I thought I would share our experience. Is it the definitive advice on buying a used sailboat? Of course not but it worked for us and we are happy with where we ended up.

And here she is. Her name is *Poetry* and she's a 1988 Mk2 Sabre 38.



I have broken down the process into five phases.

- **Step 1: Figuring out how you will use your sailboat** This is a crucial step that you cannot spend enough time on. I have heard so many stories of people buying brand spanking new 50 foot cruisers only to find that the rest of the family gets seasick or hates sailing. In this section, I will take you through the process we went through and share some experiences from other boat-buyers who ended up in a different place.
- **Step 2: Developing a long list**. This is where the hard research comes in. Web sites like www.yachtworld.com are incredible resources but make the process overwhelming. In this post, I will explain the process we went through to get to a list of 10-15 possible boats.
- **Step 3: Narrowing your list down.** Getting to a shortlist of 2-3 boats is the really fun bit. This is where you start to experience what sailing and owning the boat of your dreams will be like.
- **Step 4: Finding YOUR boat**. Once you have narrowed the list of models down, the hard analytical work of finding THE boat you want own.
- **Step 5:** Closing the Deal. Completing the purchase of a boat is more like buying a house than a car. It's complicated and there are many details that need to be planned out.

Step 1 How Will You Use Your Sailboat?

One of the things that always surprises me is how many experienced sailors bought their first boat on a whim, without thinking through how they were going to use her. For many this worked out well and many years later they are still sailing the same boat and speak of her lovingly. Just as many have lived to regret their impulse and found themselves selling their boat at a big loss within a few years or hung on for longer and sailed less every year.

The key point is that you cannot spend too much time considering how you will use your sailboat. If you live and sail in an area known for light and moderate winds, there's no point in buying a boat built to cross oceans because you might, maybe, possibly at some point fulfill the dream you haven't shared with your spouse, that someday, maybe, possibly, you might do a circumnavigation.

Equally, buying a racing boat is not for the faint of heart. Racing is an incredible experience but takes real commitment. You need to be really sure that's the type of sailing you want to do.

For simplicity's sake, we asked ourselves the following questions (BIG CAVEAT - This isn't a relevant set of questions if you are in the market for a dinghy):

- 1. Where are you going to doing most of your sailing? In our case we will be doing 90% of our sailing on Raritan Bay where the conditions are moderate for 3-4 months and light for 2 so anything but a blue-water boat would work. If you sail in an area with high winds like San Francisco you need a boat that will be comfortable in heavy air. If you will be sailing on a small lake, a light day-sailer might be the solution. If you plan to live-aboard and cruise the Caribbean, you probably want a blue-water boat. The important thing is to buy a boat for where you will be doing most of your sailing. This seems self-evident but I have seen so many people screw this up and end up with a boat they thought was the boat of their dreams but unsuitable for where they sail 90% of the time.
- 2. How much are you going to sail? We sail most weekends between April and November and plan to cruise for a few weeks a year so we think of our boat as a second home. If you can only sail 2-3 weeks a year, you might be better off chartering or going the fractional ownership route. We saw several boats when we were out shopping, that the owners had only sailed a few weeks of the year. The

rest of the time she sat on the hard and showed it. They were sad hulks in need of love and unlikely to be sold.

- 3. Racer, cruiser, racer/cruiser, blue-water? This was the question we went back and forth on for quite some time. I enjoy racing but don't live for it and don't have enough time to really commit to it. We flirted with a racer/cruiser but when we really thought about it, we realized that we were happier racing on other people's boats and cruising our own. We have dreams of crossing Oceans and cruising the Islands but that's a long way off so a blue-water boat felt like more than we needed.
- 4. Who's going to be sailing with you? I know a guy who bought a beautiful, new 50' yacht and tricked her out for the whole family to vacation on. Problem is his wife gets seasick looking at photos of the boat. I don't think he sails as much as he would like. Hope is not a strategy, you need to be sure about who will be sailing with you. Another guy I know, knew that he would be sailing alone as the kids are grown and his wife is not keen. He bought a lovely 30' ketch that he singlehands happily. In our case, we both love to cruise but only one of us likes to race and our son isn't enthusiastic about either. For these reasons we waited till our son had gone off to college to buy the boat of our dreams and it was a boat we both wanted.
- 5. How long will you own her? Our first two boats we're weekenders that we didn't think we would own for more than 3 years. We didn't sweat the decision to buy and didn't spend much money on either boat. We loved both boats for what they were and sailed them happily for 3 years. We plan to own our new boat for 10-15 years and feel she will accommodate everything we may do in that time-frame. Given that we planned to own her for that long we have been much more careful in deciding on the right boat for us. It's a long time to live with regret. If you plan to own your boat for a while, take the time to make a very considered purchase. Take the advice the best broker we spoke gave us: Be patient.
- 6. Will you be able to sell her later? Please note that I have not once used the word investment. A boat is not an investment. It's worth less than you paid for on the second you sign the purchase agreement, unless you're very lucky. My advice is to research the resale values of older models of the boats you are interested in. You will then get a sense of future depreciation. Some boats surprisingly depreciate at a much slower rate as they get older. Newer boats tend to depreciate quicker. What you get for her later will largely depend on how well you maintain her. When it came to make a decision between a handful of boats on the market, we aggressively pursued the one that had been cared for the best.
- 7. How much work will you do on the boat yourself? Unless you like working on boats more than you like sailing, don't buy a "project". Firstly, you will be frustrated about how much needs to be done, you will be more likely to cut corners

or pay a frightening amount to the yard to get the boat in good enough shape to sail. I am confident in doing most cosmetic things and a few minor mechanical things but I am not re-wiring anything, rebuilding any engines or doing anything to wood other than oiling it. There are some who can't wait for Fall to get the boat up on stands and start work. If that's you, God bless you and you will be blessed with many boats to choose from. If that's not you, buy with your brain not your heart.

8. How much boat can you afford? This is clearly a very important question but I put this last for a reason: In this market, you can afford quite a lot, so my advice is don't take shortcuts on the other questions before fixating on a budget. In our case we waited till we could afford the boat we wanted and we waited for 20 years because of this and played around with smaller boats and chartered till then. At the end of the day, it doesn't matter what you spend, if you buy the wrong boat, you will regret your purchase whether it's a 5 year old 40' Morris or a 30 year old 30' Morgan.

Step 2 Developing a Long List

Once you have figured out how you will use your boat, where you will do most of your sailing and how much you can afford, it's time to explore your options.

One thing is for sure, you have a ton of options. Right now, there are close to 10,000 used sailboats listed on <u>Yachtworld</u> in North America. It's a little overwhelming. How do you find the one boat in ten thousand that's your boat?

There are essentially three types of resources to avail yourself of.

1. The Web: Personally, I spent hours online researching boats to buy. There are several sites to chose from. You should start your search on Google to get the full range of sites selling sailboats. At the end of the day, everything came back to Yachtworld.com for me. They had the biggest inventory and I became fairly proficient in searching on this site.

In our case, we decided that we wanted a 35-39' used cruiser. Everyone has different criteria. Our bias was towards a more premium boat but older. Given our budget we were looking late 80s or early 90s, C&C's, Tartans, Bristols, Sabres, Calibers, Pacific Seacrafts, Pearsons and Ericsons. We decided not to go the Hunter, Beneteau, route. No judgment on these boats. Just not what we were looking for.

By entering in parameters of price, length, region of the country (we weren't going to buy a West Coast boat), we were able to develop a list of 25-30 boats that were in the realm of what we were looking for. I kept a record of our search with a spreadsheet.

Here's a partial snapshot (note: I removed the \$ column).

Boat	Model	Year	Location	Rating	LWL	LOA	Draft	Displac	Engine	Gear	Electronics	Comments	I
Tartan	T3500	1992	Clinton CT	140?	31.5	35	4.8	11400	27	Asym/boom	No CP		
Pearson	39	1989	Sciutate MA	<120	31	39	4.8	17500	?	limited	outdated	dog	
Sabre	38MKII	1990	SDartmouth M	<130	31.5	38.8	4.3/8	17300	33	Spin/boom	No CP	beauty	1
C&C	110Sprit	1999	PortaindME	~93	31.5	36.4	6	10900	28	sprit	trickedout	Immaculate	1
Sabre	362		Marblehead	~132	30.5	36	4.8	14060	40	no spin	no radar	needs work	ı
C&C	37/40+XL	1991	Annapolis MD	~84	32	39.6	7.4	15700	30	Tons of sails	trickedout	immaculate	1
Bristol	38.8	1986	Delatville VA	~130	30.7	38	4.6/10	19150	44	Spin/boom	trickedout	nice	Ī
Tartan	40	1989	Vero Beach FL	~90	31.7	40	5.2	17800	44		serioulsy trick	offshore	Ī
PcSeacraft Eri	380	1995	wakegan IL	~110	30.6	39	6.6	15500	38	no spin	no radar	immaculate	1
Tartan	372	1989	Bay City	144?								immaculate	I
Tartan	37-2	1989	Westerly RI	144?		37			43	no spin	trickedout	immaculate	
Sabre	38	1985	Jersey City									SOLD	1
Ericson	38-200	1989	Barrington RI	<130						Spin/boom	trickedout		1
Freedom	38	1987	Wareham MA			38	6		40	club jib	trickedout		ı
Bristol	38-8	1985	Long Island			38	4.6				NEDS WORK		ı
Sabre	38	1985	Maine			38	6			Spin/boom	radar		I
Sweden	38	1986	Padanaram, M	A	31.2	38.8	5.8	16300	28	spinnaker	old		1
C&C	C&C 37/ 404	1990	Toronto ON		32	39.6	7.4	15700		(C (C (C (C (C (C (C (C (C (C		NEED MORE I	Ħ
C&C	Model: MK II	1987	wibdsor on		29.6	37.1	5.6		35				

2. Hearing From Owners: Once you have narrowed the options to a list of 20 or so boats, it's time to hear what owners have to say.

There are a couple of ways to do this. Firstly, many boats have owner groups online or posts on general sailing discussion boards by owners. These are good for getting to know the issues with some of the boats but bear in mind that most people love their boats and won't hear a bad word said about them.

There is little substitute for talking to an owner directly. The only thing better is talking to an owner going out for a sail on his boat. In our case, we our blessed by having many boat-owner friends. Of course, nearly everyone of them owns the best boat in the world so you have to put on your objectivity filters. I found that by talking to as many people as I could about their boats, I developed a sense of the pros and cons of each boat I was interested in.

3. Buyer's Agents: I confess that I have little experience here as we did not go this route but getting an agent to do the work for you is worth considering. These guys will help you figure out the right boat for you and go find it for you. You don't pay a thing as the seller pays them (I believe they split the sales commission with the seller's broker).

If you lack the time or feel the need for more expertise, a good buyer's agent can be a great solution. I suspect they are better at digging up good boats than you can find online too. They should also be better at surveying a boat than you as well.

The key here is to find a GOOD one. Check references!

The important thing in this step in the process is to enjoy exploring and develop a simple way to keep track of your work. The goal here is to develop a long enough list that you feel you have options but manageable enough that you can move on to the next stage **Narrowing Down Your List**. This is where the fun really starts and you pay a visit to a few boats on your list.

Step 3 Narrowing Down Your List

In this third of five steps in buying a used sailboat, we will cover how to narrow down from a long list of 20-30 boats to 2-3 models that suit your needs best. So you have worked out how you will use your boat and developed a long list of boats that could meet your needs. Now it's time to develop a short list.

Until now most of your research will have been done online, now it's about going to see the boats up close, experiencing them first hand and determining which models meet your need best.

1. Plan Road-trips: We live in New Jersey and have plenty of opportunity to get up to New England or travel as far South as Chesapeake Bay. Over the summer, we planned a couple of road trips - One up around Newport and the second more locally in New Jersey. We got the map out and plotted where some of the boats we were most interested in were located. With a bit of planning we were able to map a trip starting in Newport working our way back home to New Jersey that allowed us to see 4 boats in one day, each a short detour from I-95. The brokers were very accommodating in scheduling viewing appointments. Subsequently we made a couple of trips locally to see 1-2 boats each time. This way were efficiently able to see 7-8 boats in a couple of weekends.

The one thing to keep in mind is that you need an hour with each boat at least. That should be enough time that you don't feel stressed looking over the boat over and also enough to time to talk with the broker. You are not doing an in-depth survey so an hour should be enough.

2. Be Prepared: Unless you are an experienced boat-buyer, you need to be VERY prepared in order to use the time as efficiently as possible. You should take good notes. After viewing half a dozen boats, they blur together. We developed a 30minute check-list that you can download here. This was based on the excellent Don Casey's Complete Illustrated Sailboat Maintenance Manual. I strongly recommend buying this book as over 130 pages are dedicated to inspecting an old boat.

You will need a screwdriver for tapping around the hull and a good flashlight for poking around down-below. You should also take a digital camera with you too. It's a great way to keep a record of features you liked or problems to avoid.

3. Inspect With Your Brain Not Your Heart: Take your time and be analytical as you look over each boat. We were fairly disciplined about completing a 30-minute test for each boat we viewed. It's very easy to fall in love with the wrong boat. Start with the hull and below the water line (if the boat is out of the water), then the deck. Lastly go below. It's important to do it in this order. It's easy to form a premature opinion good or bad your first impression below decks.

On our first trip, we saw a stunning Bristol 38 that was immaculate, especially the saloon. The varnish was so perfect you could see your soul in it. We spent an hour talking with owner, a lovely older guy. We drove away in love with her but a couple of days later we checked our notes and regretfully decided she was wrong for us. The boat was too small for us.

4. Talk To The Broker or Owner: Most of the brokers and owners who we met on our travels were informative and a pleasure to talk to. Several of them were surprisingly candid about the pros and cons of the boats we were viewing.

On our second trip, we met with a broker from Sandy Hook Yacht Sales called Kevin McGettigan, to view a 1988 Sabre 38 Mk2. This was our first time seeing the model of boat we would ultimately buy. Kevin spent an hour with us telling us about Sabre Yachts, how they are built and what made them such great boats. His advice was critical in shaping our decision to buy this boat. In the end we bought a different 1988 Sabre 38 Mk2 but thanks to Kevin, we felt very confident in the decision.

5. Going Back To Your Needs: Once you have seen half a dozen or so boats, this is a good time to go back to how you will use your boat, the process you went through to determine what you need in a boat and how much you can afford. We spent a long time thinking about this. Viewing the boats helped us visualize what it would be like to own and sail these boats. It reaffirmed that our assessment of how we would use the boat was correct. In our case one boat came up to the top, the Sabre 38. It was far and away the best boat for our needs and desires.

The only issue was should we go for the slightly smaller, older Mk1 that we could buy for 20+% less than the newer larger Mk2. We also kept the Bristol 38 on our short list, although a little pricey for our budget.

Step 4 Finding YOUR Boat

At this point you have narrowed down from the thousands of boats on the market down to a few models. You have one model at the top of your list, now how to find THE boat you want to make an offer on.

1. Creating a Cost of Ownership Framework: By now you should have 5-10 boats on the market that you are interested in. In our case we had narrowed it down to either a Mk1 or a Mk2 Sabre 38. There were 6 on the market that were within our budget and on the East Coast. We created a spreadsheet that itemized details about the boat, asking price and best guesses at a high and low price of what we thought we might be able to buy each one for. We assumed that 10% off the asking price would be the highest we would pay and 20% below asking price would be the lowest.

Then came the fun bit. We examined the listing on each boat in great detail and reviewed our notes from the 30-minute inspections. For each boat, we added an estimate for all the work we needed to do including work on the engine, sails, electronics, cosmetic work, Biminis, etc. We loaded up everything we could think of.

The output from this was staggering. The lowest priced boat would \$20-30K in additional costs. The highest priced boat needed very little work and suddenly seemed a comparatively good deal.

Here is an example of what that might look like.

	Boat 1		Boat 2		Boat 3	
	deep keel 6.6, 33 HP high	new electronic s, new sails low	recent sails high	low	needs a lot high	low
Sale Price	90	85	100	90	75	65
Must Do Now	7	1000				
Hoses and tank clean	2.5	2.5	2.5		2.5	2.5
VHF Repeater			0.5	0.5	0.5	0.5
Bimnini	2	2	2	1	2	1
New Canvas			1		1	1
Inverter	3	3	3	3	3	3
Fix mositure						
Compounding, cleaning	6	6	6	6	6	6
Delivery		V.0.		A	5	
Subtotal	103.5	98.5	114	103	90	79
Want to Do Later	7		7			
GPS and instruments					10	8
Cushions	3				3	2
Radar					5	5
Convert to propane	?	?			?	?
Sails					15	10
Subtotal	3	0	0	0	33	25
May Have do sooner						
Autopilot			?	?	6	4
Subtotal	0	0	0	0	6	4
Grand Total	106.5	98.5	114	103	129	108

I can't stress the importance of this analysis. It was laborious and required a lot of additional research but was probably the single-most step in finding the right boat for us.

Two boats came to the top: A 1987 Mk1 Sabre 38 that had been on the hard for several years but had a lot of additional equipment that added significant value to the boat. We also felt she should sell for a low price. The second boat was among the lowest priced Mk2 Sabre 38s but had new electronics and fairly new sails.

2. Taking a second look: It may seem like stating the obvious but before you take the plunge take a second look. Think long and hard about the nagging issues that came up in the first viewing. Buy with your brain not your heart. You have to be tough. Right now it's a buyer's market. This doesn't mean you can screw the seller of a good boat but it means you should be very patient.

We almost made an offer on the wrong boat but we had some nagging doubts and they were significant enough to make us pause. We visited our top 2 boats, twice before making an offer.

3. "You're Buying the Previous Owner": One of the best pieces wisdom I received throughout the process was that when you buy a used boat, you are buying a relationship with the previous owner. It's an odd relationship in that you may

never see the person again but every piece of work they did or avoided, every extra mile or corner cut become yours. You are buying whatever they brought to the boat. You will also have to negotiate with them and this played a big part in our decision.

In one case, the owner was clearly someone who would be tough to negotiate with. The guy was irrationally hard-headed about HIS boat. We came close to making an offer but decided that it would be too hard to get a reasonable deal with this guy and walked away.

In the end we made an offer on the Mk2 Sabre 38. We never met the owner but the brokers were highly professional and they had also kept her in their yard. The owner had clearly not skimped on anything, had kept good records, replaced anything needed replacing.

Once we eliminated all other boats, the decision on which boat to buy was simple. We made an offer on the Mk2 Sabre 38. Now let's close the deal.

Part 5 - Closing The Deal

If you have been following these steps, you've spent time working out how you will use your sailboat. You have developed a long list then shortened that the list to a few models. You have done your homework and found YOUR boat, now finally it's time to close the deal.

1. Determining the right price: This is tricky as there is no standard formula. During our research we heard many stories of people buying boats for 30+% under the asking price. We were actively considering 3-4 Sabre 38s to make offers on and each was a different case. Two were identical models from the same year and priced the same. One needed a lot of work and the other very little. A third was an earlier model and although it needed a significant upgrade, it would come with a long inventory of extra gear. The last one was overpriced but in good shape.

We decided to make an offer on *Poetry*, one of the two identical models that would require the least amount of work. The boat had only been on the market for a month and we felt that it would sell from underneath us if we messed around trying to squeeze every penny out of the deal. We believed that 10% below the asking price would be a fair price. Looking at the total cost of ownership, we were confident that *Poetry* was well within our budget.

2. Making a Purchase/Sale agreement: Like most boats we were looking at, Poetry was listed through a broker. Theoretically buying directly from an owner would cost less. As they don't have to pay a fee to the broker you should be able to agree a lower price. In my view, buying through a broker was more practical as they are more experienced in handling the transaction which is as complex as buying a house.

Making the offer was a simple matter of calling the broker and telling him how much we were prepared to pay for the boat. The broker said that our offer at 10% below the asking price might be a little low but was a fair enough offer to take back to the owner. He then sent me a Purchase/Sale agreement for signature that he then submitted to the owner. I was surprised by the need to sign a formal document before the broker would discuss the offer with the owner. From the sellers point of view it makes a lot of sense as it ensured that I was a serious buyer.

The seller countered that we meet half way between the asking price and my offer, i.e. 5% below the asking price. Although I had always envisioned that I would buy a boat at a significantly lower price than the asking price, this seemed like a

reasonable price for this particular boat. I accepted, the Purchase/Sale agreement was amended and signed by both buyer and seller. We had a deal.

There are two milestones in the transaction of buying a boat. The first is acceptance. This is where the offer is formally accepted by seller and buyer. The last step is completion, where ownership changes hands officially. It's important to understand this as these two milestones are locked in the Purchase/Sale agreement. Our Acceptance date was October 11th and Completion Date was October 25th. If either party missed those dates the deal could be voided.

3. The Sea Trial: The one condition of purchase was that we would take the boat out on a sea trial before acceptance. It wasn't a long sail but enough to get a sense of how she sailed on all points, how she motored and how she maneuvered.

Every owner I had spoken with about Sabres raved about them. In an hour of sailing Poetry, we could see why. She handled beautifully and we were delighted with the condition of the sails and electronics. She was as advertised! We sealed the deal by handing over a 10% deposit check. We had an acceptance conditional on survey.

4. The Survey: A good surveyor is worth their weight in gold. The surveyor we engaged in the purchase of Messing About, our 1981 26' S2 had been a cowboy and missed obvious issues with the engine. In retrospect, he was just some joker with a moisture meter who charged us \$500 for 2 hours work.

This time around, I was determined not to repeat the mistake. A great friend and highly experienced sailor recommended a surveyor to us, Tony Knowles, from Newport Marine Surveyors. He had engaged him to survey his Swan 44 for insurance purposes and was impressed by his attention to detail.

Had I not engaged Tony Knowles, I would have looked for surveyors on Boat US's web site as these surveyors are approved by Boat US for insurance purposes. It's important to note that the survey serves two purposes. First and foremost it is to provide you with a clear and professional analysis of every aspect of the boat so you know what you are buying. Secondly your insurance company requires it. This is a double-edged sword. We were delighted by Tony's meticulous attention to detail. The downside is that the insurance company required that we address all the issues he surfaced.

I spent an hour or so on the phone with the surveyor discussing the boat. He knew Sabres well and pointed out that there were issues with the keel bolts on some models. Fortunately ours was not one these as this would have been a deal-killer.

There were four stages to the survey. First, inspecting her out the water to check below the waterline. No major issues found here. Then *Poetry* was dropped back in the water, where the surveyor checked the deck and rigging. Only major issue was mast corrosion. Thirdly, an inspection down below. Here a number of fixable issues with the engine were found and Tony also saw some signs of minor leaks that could be fixed by re-bedding the deck fixtures. Joy! Lastly we took her on a short sea trial to check sails, engine and electronics. No issues surfaced here.

Overall, there was a long list of minor issues, some that needed immediate attention but most things we could deal with over the next year or so. The one issue he was especially concerned about was the signs of corrosion on the mast. This was a significantly costly issue and needed to be addressed.

5. Closing the deal: We took stock of all the costs associated with addressing the issues surfaced during the survey. The vast majority of the issues were things that we could be reasonably expected to address ourselves. The issues related to the mast and engine were costly and we felt that it would be reasonable to share these costs with the seller.

We called the broker and suggested going back to our original offer at 10% below asking price. He took this back to the seller. The deal wobbled here. The broker relayed that the seller almost backed out at this point but he talked him round. For the seller the options were take a little bit less than he had hoped for or pay for another winter's storage fees and put her back on the market next year. In the end the seller decided that a bird in hand was worth two in the bush and accepted.

The Purchase/Sale agreement was amended and we sent a check for the balance. The title and other documents were mailed to us within a week. We were *Poetry*'s new owners!

6. Taking ownership: The process of taking ownership requires a lot of preparation. Firstly you have to get insurance for the boat. We applied for a quote on-line through Boat US three weeks before the completion date. This allowed plenty of time to surface any issues. The quote was conditional on the survey.

One issue that surfaced in the survey was leaky washers on the engine cylinders. This meant that a little diesel was escaping. Boat US made us fix this before we could take the boat from the mooring. All other issues could be addressed over the next year.

My next step was getting the boat from Stonington CT to our mooring in New Jersey. I didn't have the time to do it myself. I toyed with keeping *Poetry* at the yard where

she had been in CT for the winter. While the yard was clearly well run, the cost they quoted was 3-4 times more than keeping her in New Jersey. It was an easy decision to have her delivered.

I found a captain through BoatUS.com. I received quotes from 3 and plumped for one based in NJ. I checked his references and they were excellent. He and his crew delivered the boat for around \$2K including expenses. The skipper did a great job and kept in contact twice a day.

The final step was registration. My wife, God bless her, had the unenviable task of registering the boat with the NJ DMV. This "only" took two trips including paying sales tax. Although we had budgeted for this, it's still a huge amount of money to outlay for no apparent reason other than the great privilege of keeping our boat in the Garden State. She also registered the change of ownership with the Coast Guard as *Poetry* is a documented boat.

Conclusion

The whole process of buying a boat had been a great adventure. It started with a dream 20 years ago that some day we would own a boat like *Poetry*. The actual process of buying the boat was "work" but still a lot of fun. We met some interesting people along the way and learned so much.

There are no short-cuts for research and preparation. Our boat has been the single biggest expenditure other than our house or a college education for our son. Thanks to all the homework and great advice we got along the way, we feel confident in our decision and most of all we love the boat. No buyer's remorse of what-if's, we feel we made a great choice and found the right boat for us.

I hope this has been useful to you. If you have any advice or ideas please email me at adam@turinas.com