



Your Vessel Title, Our Expertise.

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# Resources for Boat Buyers



**Welcome to Pacific Maritime Title,  
where every wave of your vessel's  
journey finds a reliable anchor.**

Whether you're purchasing your first boat or tying up your fifth or sixth vessel, it's an exciting experience that unlocks a world of adventure on the water. However, it can also be a complex process, especially for those unfamiliar with maritime transactions. To ensure a smooth experience, it's essential to leverage the right resources and contacts.

One of the most valuable assets in this process is a knowledgeable boat broker. Brokers have extensive market insight and can help you find a vessel that fits your needs and budget. They handle negotiations and paperwork, making the buying experience much less daunting.

Financing your boat is a critical step, and working with a lender experienced in marine financing

can help you navigate tailored loan options. It's also advisable to hire a marine surveyor to inspect the boat thoroughly, ensuring you're making a sound investment and identifying any potential issues. Additionally, enlisting an attorney with expertise on maritime complex maritime transactions and in maritime law can provide clarity on contracts and legal aspects of the transaction. Don't forget to consult a marine insurance broker to protect your investment with the right coverage. Together, these resources will help ensure a smooth and confident boat-buying experience.

To support you in this process, we have assembled a list of contacts and resources that can help you navigate your first boat purchase with confidence.

*The names listed herein are provided solely as a courtesy to our clients. We make no representation as to the quality of service, expertise, or qualifications of the parties.*



## Working with a Broker

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Working with a yacht broker is advised when buying or selling a vessel. Brokers offer valuable market insights, helping you find the right yacht while managing negotiations and paperwork to streamline the process. They are knowledgeable of all legal requirements, allowing you to navigate the maritime market with confidence. Numerous organizations and associations can provide further resources and support, including guidance on selecting a yacht broker who best meets your needs.



### **Certified Professional Yacht Broker**

Certified Professional Yacht Brokers (CPYB) are dedicated experts who adhere to a strict code of ethics and professional standards, ensuring a high level of service in yacht transactions. Their certification reflects a commitment to ongoing education and expertise, giving clients confidence in their ability to navigate the complexities of buying or selling a yacht.



### **Northwest Yacht Brokers Association**

The Northwest Yacht Brokers Association (NYBA) is a prominent organization that represents professional yacht brokers in the Pacific Northwest, promoting ethical practices and industry standards. By providing resources, networking opportunities, and educational programs, NYBA supports its members in delivering exceptional service to clients throughout the community. NYBA also produces the Boats Afloat Show on South Lake Union in April and September annually.



### **Northwest Marine Trade Association**

The Northwest Marine Trade Association (NMTA) is a leading organization dedicated to advancing the marine industry in the Pacific Northwest. Through advocacy, education, and networking opportunities, the NMTA supports businesses and professionals in enhancing their skills and growing the maritime economy. The NMTA also produces the Seattle Boat Show and Anacortes Boat and Yacht Show featuring Trawlerfest annually.

## Marine Surveyors

Marine surveyors are professionals who inspect and assess the condition of boats and yachts, certifying they meet safety and regulatory standards. A thorough marine survey provides valuable insights into a vessel's structural integrity, equipment functionality, and overall maintenance needs. This process benefits buyers by identifying potential issues before purchase, helping them make informed decisions and identifying the vessels value.



### National Association of Marine Surveyors

The National Association of Marine Surveyors (NAMS) is an organization that advocates for professionalism and high standards in the field of marine surveying. It offers certification for qualified surveyors and provides educational resources, helping to ensure that members are well-equipped to meet industry challenges and serve their clients effectively.



### The Society of Accredited Marine Surveyors

The Society of Accredited Marine Surveyors (SAMS) is a professional organization dedicated to enhancing the quality and integrity of marine surveying. SAMS offers accreditation to qualified surveyors, ensuring they adhere to high standards of practice and ethics, while also providing ongoing education and resources to support the professional development of its members.

Business	Name	Phone Number	Website
Allport Marine Survey & Consulting	Tony Allport	(253) 405-8324	<a href="http://www.marinesurveyor.com/allport">www.marinesurveyor.com/allport</a>
Currents Marine Survey	Ron Thompson	(253) 359-6733	<a href="http://www.currentsmarinesurvey.com">www.currentsmarinesurvey.com</a>
Edwards Marine	Edward Gonsorowski	(206) 890-5777	<a href="http://www.edwardsmarinesurvey.com">www.edwardsmarinesurvey.com</a>
Mathers Marine Survey	Cale Mathers	(360) 202-7700	<a href="http://www.mathersmarinesurvey.com">www.mathersmarinesurvey.com</a>
Merrick Marine	Jim Merrick	(425) 998-8546	<a href="http://www.merrickmarine.com">www.merrickmarine.com</a>
PNW Marine Surveying	Rob McCandless	(206) 930-2961	<a href="http://www.pnwmarinesurvey.com">www.pnwmarinesurvey.com</a>

## Financing & Marine Lending

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Yacht lenders provide loans for buying boats. They offer different financing options, including fixed and variable rates, with terms that can last several years. These lenders look at the buyer's credit, the yacht's value, and how it will be used—whether for personal use or commercial use. They focus on meeting the specific needs of yacht buyers, making the purchase process easier by helping with everything from deposits to insurance.

Business	Name	Phone Number	Website
Azure Funding	Chris Willits	(888) 311-0101	<a href="http://www.azurefunding.com">www.azurefunding.com</a>
Banner Bank	Pamela Anderson	(206) 770-7190	<a href="http://www.bannerbank.com">www.bannerbank.com</a>
BECU	Marine Loans	(206) 439-5700	<a href="http://www.becu.org">www.becu.org</a>
Intercoastal Financial Group	Lesley Bishop	(206) 683-9592	<a href="http://www.boatloan.com">www.boatloan.com</a>
Key Bank	Steve Franco-Ross	(206) 801-5146	<a href="http://www.key.com">www.key.com</a>
Lending Associates	Meagan Randall	(206) 784-7773	<a href="http://www.lending-associates.com">www.lending-associates.com</a>
Peoples Bank	Jennifer Patterson Jenn Zender	(206) 352-7040	<a href="http://www.peoplesbank-wa.com">www.peoplesbank-wa.com</a>
SaviBank	Brittany Parkhurst	(360) 707-2272	<a href="http://www.savibank.com">www.savibank.com</a>

## Insurance

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Boat insurance agencies and brokers specialize in providing coverage and offering policies that protect against risks. They work with a variety of insurance providers to find the best options for boat owners, taking into account factors such as the type of boat, usage, and location. These professionals help clients understand their coverage needs and navigate the complexities of insurance, ensuring they have the right protection for their specific boating activities. Additionally, insurance brokers often assist with claims processing, making it easier for boat owners to manage any issues that arise.

Business	Name	Phone Number	Website
Anacortes Marine Insurance	Scot Buchanan	(360) 293-5158	<a href="http://www.leavitt.com/northcascade/anacortes-marine-insurance">www.leavitt.com/northcascade/anacortes-marine-insurance</a>
Anchor Marine Underwriters	Bob Schwab Tom Hill	(800) 726-2728 (206) 273-6996	<a href="http://www.anchormarineinsurnace.com">www.anchormarineinsurnace.com</a>
Boat Insurance Agency	Neal Booth	(206) 285-1350	<a href="http://www.boatinsurance.net">www.boatinsurance.net</a>
Bristol Insurance Group	Courtney Wingard Susanna Dugo	(206) 634-1770	<a href="http://www.bristolmarineinsurance.com">www.bristolmarineinsurance.com</a>
Fournier Insurance	Kelby Brown	(206) 889-5240	<a href="http://www.fournierinsurance.com">www.fournierinsurance.com</a>
Global Marine Insurance Agency	Holly Tillotson	(800) 748-0224	<a href="http://www.globalmarineinsurance.com">www.globalmarineinsurance.com</a>
Hub International	Ryan Eastes	(425) 324-1727	<a href="http://www.hubinternational.com">www.hubinternational.com</a>
Novamar Insurance Group	Peter Ricks	(253) 377-0649	<a href="http://www.novamarinsurance.com">www.novamarinsurance.com</a>

## Import & Customs Brokers

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Yacht customs and import brokers specialize in navigating the complex regulations and paperwork involved in bringing a yacht into a new country. They assist buyers with customs clearance, tax assessments, and compliance with local laws, ensuring a smooth import process. These brokers have expertise in the nuances of international shipping and can help streamline communication with customs authorities.

Business	Name	Phone Number	Website
Compass Logistics & Marine ( <b>FL</b> )	Michelle Terorotua	(954) 526-6672	<a href="http://www.compasslogisticsmarine.com">www.compasslogisticsmarine.com</a>
Howard S. Reeder Inc. ( <b>FL</b> )	Trey Reeder	(305) 371-8431	<a href="http://www.howardsreederinc.com">www.howardsreederinc.com</a>
JP Reynolds Company ( <b>FL</b> )	Jay Reynolds	(945) 522-3763	<a href="http://www.jpreynolds.com">www.jpreynolds.com</a>
McClary, Swift, & Co. ( <b>WA</b> )	Mark Johnson	(360) 332-4552	<a href="http://www.mcswift.com">www.mcswift.com</a>
MTI Worldwide Logistics ( <b>WA</b> )	Joe Klein	(206) 431-4366	<a href="http://www.mti-worldwide.com">www.mti-worldwide.com</a>
Robert E. Landweer & Co. Inc. ( <b>WA</b> )	Casey Hughes Michael Benjaminson	(206) 632-5335	<a href="http://www.relandweer.com">www.relandweer.com</a>
Rutherford Global Logistics ( <b>CAN</b> )	Edmond Wong	(604) 273-8611	<a href="http://www.rutherfordglobal.com">www.rutherfordglobal.com</a>

## Attorneys

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Maritime attorneys specializing in boat and yacht transactions focus on the legal aspects of buying, selling, and financing vessels. They assist clients with drafting and reviewing contracts and ensuring compliance with maritime laws. These attorneys provide guidance on issues such as liens, warranties, and insurance, helping to protect buyers and sellers during the transaction process. With their expertise in both marine law and transactional matters, they ensure that clients' interests are safeguarded and that the process runs smoothly from start to finish.



Washington



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