

GUIDE

How to Buy a Boat from Abroad



BALTIC
BOAT BROKER



1. IDENTIFYING YOUR NEEDS AND BUDGET

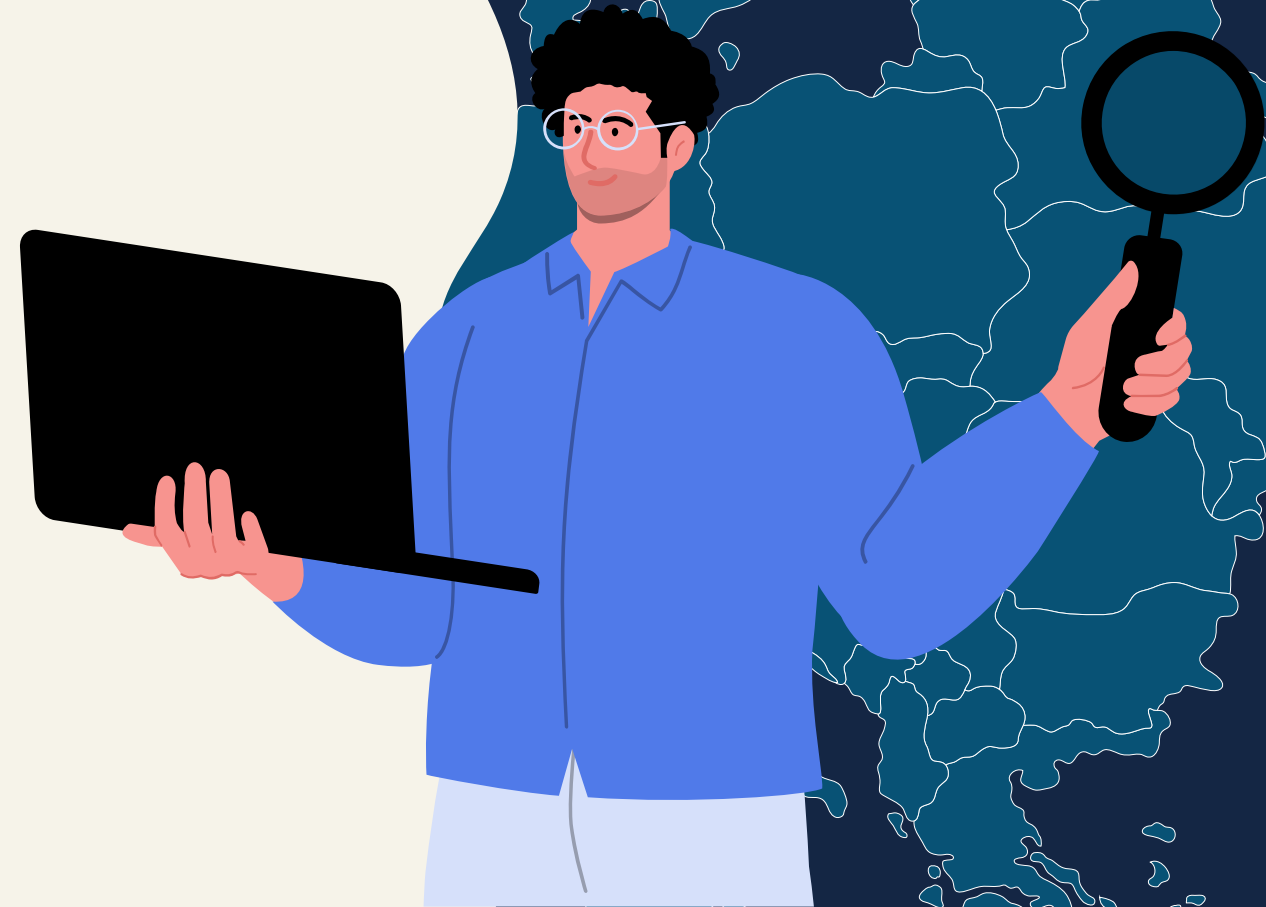


Think about how you plan to use the boat – for recreation, family trips, water sports, or sea voyages. The right type of boat will depend on your needs, experience, and personal preferences. It's also a good idea to set a preliminary budget (with a 10–20% buffer) and consider potential countries to buy from, such as Norway, Sweden, or Germany.



2. CHOOSING THE RIGHT MARKET AND SOURCES OF LISTINGS

Popular markets include Norway, Sweden, Finland, Germany, and the Netherlands – they offer high-quality vessels, well-documented histories, and trustworthy sellers. Look for listings on platforms like Boat24.com, YachtWorld, or through reputable brokers. Avoid “too good to be true” deals, especially those lacking proper documentation or offered at suspiciously low prices.



3. VERIFYING LISTINGS AND TECHNICAL INSPECTION



Once you've identified a potential offer, a thorough technical inspection of the boat is essential. It's best to hire a professional surveyor or use a broker's services to assess the condition of the hull, engine, electronics, equipment, and documentation (such as CE certification, service records, and invoices).



4. NEGOTIATION AND SIGNING THE CONTRACT



Negotiations should cover not only the price, but also the scope of equipment included, handover date, and payment method. The sales agreement should clearly state the hull identification number, buyer and seller details, description of the boat, its technical condition, and any attachments. It's advisable to sign a bilingual contract (e.g., Polish/English).



5. ORGANIZING TRANSPORT



Transporting a boat from abroad is a process that requires knowledge and experience. Depending on the size of the boat, it can be transported on a trailer (land transport) or delivered by sea. The transport should be insured, and the documentation must be complete (bill of lading, invoice, contract).



6. REGISTRATION, TAXES, AND FORMALITIES



Once the boat is brought into the country, it must be registered. In Poland, registration is done at the local starostwo (county office) or the Polish Maritime and Inland Waterways Administration (PZMiNW). If purchased from a foreign company, VAT may be applicable. You will need proof of purchase, transport documentation, and a CE certificate.



7. BROKER SUPPORT — IS IT WORTH IT?



An experienced broker is not just an intermediary – they are an advisor, negotiator, inspector, and logistics expert all in one. They help avoid mistakes, save time, and often money as well. If you lack experience or want peace of mind, consider using a professional broker's services.





**Contact Baltic Boat Broker
if you want to
safely and
comprehensively
purchase a boat from
abroad.**

kontakt@balticboatbroker.com

+47 968 72 274

www.balticboatbroker.com