

# Superyacht Broker Due Diligence Checklist

A practical guide for buyers evaluating yacht brokers, off-market opportunities, and superyacht brokerage services.

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Choosing the right yacht broker is one of the most important decisions in the superyacht buying process. Whether you are exploring public or off-market yacht listings, proper due diligence can help reduce transactional risk, improve transparency, and ensure you are working with a qualified professional.

## 1. Broker Credentials & Professional Memberships

- Is the broker or brokerage a member of recognized associations such as MYBA, IYBA, LYBRA, APSA, or ECPY?
- How long has the broker been active in the superyacht market?
- Can they provide examples of recent transactions in a similar yacht category or price range?
- Do they specialize in brokerage, charter, management, or new builds?
- Are they recognized by shipyards, surveyors, captains, and legal professionals?

## 2. Off-Market Listing Verification

- Can the broker prove they are authorized to represent the yacht?
- Is there a central agency agreement or written authorization?
- Is the listing current, accurate, and actively available?
- Has the yacht appeared under multiple brokers with conflicting information?
- Can they provide recent technical specifications and maintenance history?

## 3. Transparency & Communication

- Are commissions and fees clearly explained?
- Will the broker explain the full buying process step-by-step?
- Are ownership structures and beneficial ownership checks handled transparently?
- Is confidentiality handled professionally?

- Does the broker respond clearly and consistently to technical or legal questions?

## 4. Technical & Legal Due Diligence

- Can the broker coordinate surveys and technical inspections?
- Do they work with maritime lawyers and tax specialists?
- Can they advise on VAT, flag registration, and import/export requirements?
- Are there outstanding liens, disputes, or compliance concerns associated with the yacht?
- Do they have experience handling cross-border transactions?

## 5. Questions Buyers Should Ask Directly

- How do you verify off-market listings?
- Who will manage the transaction process from offer to closing?
- What risks should I be aware of with this yacht or ownership structure?
- Which surveyors, legal advisors, and technical specialists do you recommend?
- How do you protect buyer confidentiality and financial information?

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**Final Thought:** In a market where discretion and private transactions are common, broker transparency, industry credibility, and technical expertise are essential. Taking the time to properly vet your broker can significantly reduce risk while improving access to legitimate opportunities.

### Yachtzoo

For confidential guidance regarding yacht brokerage, off-market opportunities, or buyer due diligence:

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