



CANTIERE
DELLE
MARCHE

beyond yachting experience

PRE-OWNED SALES DEPARTMENT

Aligned with CdM's philosophy, the new Pre-Owned Sales Department offers the best possible service to both old and new clients.

CdM offers its clients a comprehensive, 360° infrastructure which accompanies them through all stages and aspects of buying, building, owning a yacht.

Vasco Buonpensiere, co-founder and Sales and Marketing Director explains the decision of setting up this Department as follows: *“As we have many repeated clients (who amount to almost 25% of the owners of already delivered vessels), we have decided to offer them an extra service tailored to meet their needs: the CdM's Pre-Owned Sales Department which works as an intermediate to find a new Owner who takes over a yacht of CdM Fleet with the same passion and enthusiasm of its first Owner”.*

As soon as, even if not officially, CdM created the dedicated Pre-Owned Sales Department four Owners succeeded in selling their yachts quickly and satisfactorily. This was the case of a Nauta 86, a Darwin 86, a Darwin 96 and a Darwin 102 which have been sold to enthusiasts new Owners in a very short time.

The interesting data coming out from these four sales are that they have been sold in a very short time (two yachts in two months, one in 8 and one in 10) and the very limited depreciation of them which is not even comparable to the average market depreciation.

Why would you choose CdM's Pre-Owned Sales Department?

Every yacht is different and no one knows it better than the builder itself therefore CdM represents a guarantee in the resale process both for the buyer and for the seller. A highly qualified CdM's team tests machineries, equipment, and all features that need a specific maintenance or fine-tuning. After a thorough survey the yacht is ready to be presented to the market and have a new lease of life with a new Owner.

CdM team will assist the new Owner during the yacht assesment putting at his disposal both a dedicated project manager to discuss technical issues, upgrades and modifications, and the interior design department of the shipyard in order to discuss how to refresh, change, modify the yacht's interiors. The sales team will then support the buyer during the hand over process in all bureaucratic and administrative procedures, too.

CdM Pre-Owned sales department will take charge only and exclusively of vessels built by the shipyard. **Carlo Aquilanti**, Sales Manager, in charge of the Pre-owned Department, says: *“We are not brokers and we don't want to be considered as such. We work in close cooperation with the worldwide brokerage community and we are very happy to support them in case one of their clients is looking for a boat with the specifications of the like of Cantiere delle Marche”.*



The shipyard website has been updated with a new section in which the new listings will appear as soon as available. The listed vessel will have a dedicated page with a comprehensive set of information including technical specification, general arrangements, pictures and video. A dedicated newsletter will be e-mailed to those who are interested in receiving updated information on Cantiere delle Marche brokerage opportunities.

The full knowledge of each yacht is the key for the fast execution of the deals. *“Following my first enquiry I was positively impressed by the quality and quantity of the information available and the support during all the stages of the survey and contract execution was commendable”* says the Representative of the Owner who recently purchased a Pre-Owned CdM yacht.

Buying a new yacht or a pre-owned one at CdM represents an unique experience as we follow the whole process with technical skills and commitment that go Beyond Yachting Experience.