

The biggest problem buyers of old boats face is to over capitalise. That is you buy a cheap boat and then do some repairs, add a new tramp, a new main, upgrade the trailer. Before long that \$2,000 dollar boat has cost you another \$2,500.

This is where it gets interesting, is it still a \$2,000 boat or is a \$4,500 boat or somewhere in-between.

I try to warn new people into old boats when they discuss buying a cheaper boat to realise that any further expenditure doesn't necessarily increased the value, but always when it comes to selling they have forgotten the warning.

A \$2,000 boat is still a \$2,000 boat, even though you may have spent a lot of money getting it to your standard. In most cases the boat was sailing and racing when you purchased it, so if you want to go faster, then consider a newer model to start with. This way you will not loss as much when it comes to resale.

You need to accept that like a car, it has running costs that need to be paid to keep it going. Cars still need servicing, new tyres, license and insurance, fuel and many more items spent as you use it. Putting on new tyres doesn't necessarily add any resale value to the car; it may just make it a little easier to sell. So expect the same from your boat.

So taking your \$2,000 boat, sailing it for 3 years, adding a cheaper trailer and a new main will not make it into a \$5,000 boat. This is like buying a 1990 Volkswagen for \$2,000, adding mags and expecting it to now be worth \$4,500 because the mags and new tyres cost \$2,000 and you spend another \$500 on accessories. But you drove the car for 3 years.

It's still only a \$2,000 car which may get \$2,500 because of presentation and it will be easier to sell. Again it's the same with your boat.

Or buying a near new boat and sailing it for 3 years, adding a trailer and sail box doesn't make it worth more or the same value when its time to sell. It's probably now worth around 30% less or the cost of replacement sails at minimum. If it was a car it would be worth considerably less.

What are these boats really worth, well that depends on how serous you are about selling your boat and what the demand is. But owners need to stop expecting to get back every cent they spend when they are selling there boat's.

In the past week I have seen many boats over priced, where the owners are trying to recover all there expenditure in the advertised price.

In the same period I have seen 3 boats change hands very cheaply at, realistic market prices. These boats didn't stay on the market for long and both buyer and seller are happy.

But what will happen when the new buyers start doing up the old model boats they have just purchased, will they expect to recover all costs when they come to sell or will they pass them on to another new comer into the sport or some young kid with limited funds and agree that the money spent was worth every cent for the magic moments they had sailing while they owned the boat, and look forward to the next bigger, faster, racier model they will purchase.