

# THE CATAMARAN STARTER GUIDE

FROM THE WORLD LEADERS IN CATAMARAN SALES, CHARTER AND SERVICES



A quick introduction to buying and selling a catamaran.

Also Highlighted: Value added services presented by THE **CATAMARAN** COMPANY.



[WWW.CATAMARANS.COM](http://WWW.CATAMARANS.COM)

# PRE-OWNED ONLINE PROMOTIONS

Search New Yachts | Search Used Yachts | View New Lagoons | View New Privileges | View Sales Report | Yacht Services

## BUYERS' TIP



### Pre-Owned Catamarans

#### SMART TIPS WHEN SELECTING PRE-OWNED

##### #1 Pre-approval

Often a seller is more agreeable to a lower offer if your finances are arranged so you can close quickly with no unexpected financial curve balls.

##### #2 Cost Effective

The lowest rates in recent history, accelerate your buying opportunities with fixed rates averaging 5.5%

##### #3 Save Time And Money

It's smart to get your offer accepted first, contingent on your personal inspection. If you go and see a yacht and do not like it, your deposit is immediately refundable.

#### SMART REASONS FOR BUYING A PRE-OWNED CATAMARAN

- Bigger 'bang' for your buck
- Over 700 Worldwide cats
- Slower depreciation



Click on [www.catamarans.com](http://www.catamarans.com) to view the latest pre-owned promotions...



## Online Catamaran Sales Report



### SALES REPORT

Over 100 catamarans sold over the last 17 months which makes us the top catamaran dealer in the United States.

Visit our latest Catamaran Market Analysis report. Key highlights include latest listings, reduced listings, recent yacht sales, charter income activity and much more.

Find out more about the catamarans under our umbrella.

<http://www.catamarans.com/sales/marketAnalysis/SalesReport.asp>

### REDUCED LISTINGS

Make	Name	Year	Old Price	New Price	Brok
Horizon 64	Virgin Venture	1998	\$995,000	\$975,000	
Greg Young 57	Earnline	2000	\$1,200,000		

### INCOME CHARTER FLEET CATAMARANS FOR SALE

Make	Type	Year	Price	Listing Broker	Charter revenue*
L470	Bareboat	2003	\$652,209	John	\$220,336
Bah46	Bareboat	1999	\$379,000		
L410	Bareboat		\$359,000		

## SELLERS' TIP



### Pre-Owned Catamarans

#### SMART TIPS WHEN SELLING YOUR CATAMARAN

##### #1 Preparation Is Key

A few simple improvements to your catamaran can go a long way with a buyer. Our sales brokers assist with the sale of thousands of catamarans. We can pinpoint areas important to buyers.

##### #2 Comparative Market Analysis

While selling a catamaran or yacht can be an emotional decision, you do need advice on the right price before you can ensure a quick sale.

##### #3 Choose A Dedicated Broker

Our brokers' knowledge of North American and international yacht values plus their expertise in pricing and negotiation are all important assets in getting the right price for your yacht.

Interested in learning more about our sellers' tips? Download from [www.catamarans.com](http://www.catamarans.com)

### SIGN UP FOR OUR BUYERS' GUIDE

IT'S FREE

[WWW.CATAMARANS.COM](http://WWW.CATAMARANS.COM)

Loaded with buyers' tips. All registered customers get exclusive, easy access.

ALREADY A SUBSCRIBER?

Use your e-mail address to sign in

NEW YACHT BUYER

Register now on [www.catamarans.com](http://www.catamarans.com)



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· FOUNTAINE PAJOT  
· PRIVILEGE  
· ROBERTSON & CAINE

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GOOGLE keyword search: CATAMARANS

# NEW YACHT ONLINE PROMOTIONS

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## CHARTER YACHT PLACEMENT

LAGOON 440

## PRIVATE YACHT MANAGEMENT

### New Catamarans

#### SMART REASONS TO CONSIDER OUR YACHT PLACEMENT PROGRAM

- #1 World class charter operation
- #2 Largest catamaran only fleet, bareboat & crewed
- #3 Great support
- #4 Excellent customer service
- #5 Potential tax benefits
- #6 Unlimited owners usage
- #7 Choose any layout and model
- #8 Equip the yacht to your needs
- #9 Highest income percentage in the industry
- #10 Flexible management agreements

See actual charter revenue, charter projections, pricing and purchase agreements online

<http://www.catamarans.com/sales/finance/pfc/index.asp>



### New Catamarans

#### SMART REASONS TO CONSIDER PRIVATE YACHT MANAGEMENT: TORTOLA, BVI

- #1 Best catamaran team in the Caribbean
- #2 Highly qualified engineers
- #3 Extensive inventory and parts in stock
- #4 Expert advice on technical and warranty issues
- #5 Affordable dockage and marina services available
- #6 Option to join our bareboat or crewed charter fleet
- #7 Option to sell your yacht and upgrade to a larger one
- #8 Full service boatyard with haul-out facilities
- #9 Lagoon Dealer of the Year
- #10 Exclusive Privilege Dealer

Looking for more buyers' tips? Download the Buyers Guide @ [www.catamarans.com](http://www.catamarans.com)

### NEW YACHT ONLINE PROMOTIONS

<b>PRIVILEGE</b> 395-E 435 465 585	<b>LAGOON</b> 380 S2 410 S2 440 500 570	<b>NEW TECHNOLOGY</b> L410 - Electric P395 - Electric
<b>BOAT SHOW PROMOTIONS</b> Annapolis, MD Fort Lauderdale, FL Miami, FL	<b>TRY BEFORE YOU BUY</b> Tortola, BVI	<b>NEW POWER CATAMARANS</b> L749 L442 L48

[WWW.CATAMARANS.COM](http://WWW.CATAMARANS.COM)

## HOW DO LAGOON CATAMARANS WEIGH UP?

A quick guide to what makes the newest breed of Lagoon 'cats' stand out

### LAGOON 380 S2

LOA	37'11"
LWL	36'1"
Beam	21'5"
Draft	3'9"
Displacement	15,697 lbs.
Sail Area (total)	850 sq.ft
Approx. price	\$300,000



### LAGOON 410 S2-E

LOA	40'7"
LWL	38'3"
Beam	23'3"
Draft	3'11"
Displacement	15,983 lbs.
Sail area (total)	958sq.ft
Approx. price	\$400,000



### LAGOON 440

LOA	44'8"
LWL	41'10"
Beam	25'3"
Draft	4'3"
Displacement	23,148 lbs.
Sail area (total)	767sq. ft
Approx. price	\$525,000



### LAGOON 500

LOA	51'
LWL	49'
Beam	28'
Draft	4'3"
Displacement	32,000lbs
Sail area (total)	1000sq.ft.
Approx. price:	\$750,000



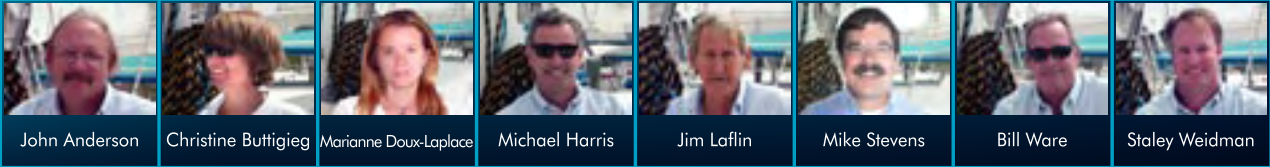
CHARTER OPTIONS | FINANCING | DOCUMENTATION | INSURANCE | DOCKAGE | DELIVERY | INSURANCE | MAINTENANCE | PERFORMANCE DATA

# WE CAN HELP YOU NAVIGATE THE YACHT BUYING MAZE

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## INTRODUCING OUR YACHT BROKERS

### THE BEST CATAMARAN TEAM IN NORTH AMERICA...



**...CONNECTS MORE BUYERS AND SELLERS THAN ANY OTHER DEALER IN THE UNITED STATES**



**Want to buy used but REALLY want NEW?**

**Then DON'T MISS out on boat shows...**

**Annapolis, MD - October**

A floating showcase will include Waypoint - a Lagoon 410 S2-E running on clean, electric power. Also see the Lagoon 410S2, 380, 440 and LP43.



**Waypoint, Lagoon 410 S2-Electric Driven Fort Lauderdale, FL - October**

View the popular Lagoon Power 43 and Lagoon 440. Brokerage catamarans and power boats on display.

**Miami, FL - February**

Interested in electric propulsion? Come see an electric driven Privilege 395 Catamaran on display. Also see L380, 410S2, 440 and Lagoon Power 43.

**Palm Beach, FL - March**

One of the nation's best. Hundreds of power and sail boats including the Lagoon Power 43 will be on display.

With over \$70,000,000 in SALES since inception in 1989 and over 70 yachts sold in 2003 alone, there is really no other company who can provide you with our qualified buying advice.

**DOWNLOAD FROM CATAMARANS.COM**



### VALUE ADDED SERVICES ONLINE



### NEW TECHNOLOGY

**Why keep throwing money away at the fuel pump?**

**Produce your own fuel while you sail...**

Electric drive from Solomon Technologies regenerates electricity as your prop spins in the wake.

The hybrid-electric system, with a backup diesel generator, can cut your fuel costs by two-thirds.



The battery-only system doesn't burn any fuel at all.

Saving fuel is just a side benefit of the Solomon Technologies system.

The electric motor drives turn a bigger prop and push more water than a diesel can with three to four times their horse-power rating.

The result is more power and better control than you could ever get with diesel. Even better, you motor in silence. There's no engine roar, no smelly exhaust, no annoying vibration. The loudest noise you'll hear is other boats passing by.

Featured in vessels from Lagoon, Privilege, Catalina, Saga and Nimble.

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