TRUST YOUR YACHT - ERIC WHIPPLE’S PROPRIETARY DEAL CHECK DOS

PUBLIC SAMPLE | 2018 Boston Whaler 330 Outrage | Fort Myers, FL | Buyer identity withheld

Report ID: sample-2018-boston-whaler-330-outrage | Reviewed by Eric Whipple | HIN redacted

1. DEAL METER: NEUTRAL (ASKING $229,000 VS SURVEY FMV $215,000)

- How We Got Here: Ask sits $14,000 above the SAMS surveyor’s $215,000 fair-market figure.
- Sold comps on the survey: two Florida 2018 330 Outrage closings at $190,000 (Apr/May 2026) and one at $220,000 (Jun 2025). Hull percussion tests were clean. Sea trial made rated RPM.

2. COMPARABLE SALES (CITED ON THE SOURCE SURVEY - BUYER IDENTITY WITHHELD)

- COMP-01 (Sold, FL, 2026-05): 2018 330 Outrage twin 350 hp -> $190,000 Soldboats
- COMP-02 (Sold, FL, 2026-04): 2018 330 Outrage twin 350 hp -> $190,000 Soldboats
- COMP-03 (Sold, FL, 2025-06): 2018 330 Outrage twin 350 hp -> $220,000 Soldboats

  Source survey also cites BUC/J.D. Power book ranges. No comps were invented.

3. SURVEY TRIAGE: WHAT MATTERS VS. WHAT TO IGNORE

- Safety: Expired day/night visual distress signals (replace before next underway, $80-$180).
- Structural/systems: Corroded aft bilge clamps; steering hose at port macerator; VHF cable.
- Mechanical: Engine synchronizer inoperable; cowling latches binding. Not a repower.
- Defer: Hull badges, lower-unit paint, skeg paint, helm bolster, washer, stereo sub, strainer.

4. PRICE CONCESSION (EXPERIENCE RANGES, NOT GUARANTEES)

- Typical client savings $5,000-$8,000; yellow-flag requests commonly $11,000-$14,000.
- This file: request $11,000-$14,000 from seller proceeds to land on the $215,000 FMV.
- Tactic: leave the broker commission intact so the broker works for the buyer’s number.

5. ACCEPTANCE WARNING AND FLORIDA CLOSING COSTS

- Do NOT sign Acceptance of Vessel until A/B items are repaired or priced in. That signature hardens about $22,900 at a 10% deposit. The live buyer’s order is not published here.
- Buyer-side estimate: FL sales tax about $13,740 + title/escrow/decal. Confirm the statement.

6. DO THIS NEXT

1. Replace expired distress signals and corroded bilge clamps before the next underway.
2. Ask $11,000-$14,000 from seller proceeds; keep C-notes off the concession letter.
3. Get written dealer quotes on the synchronizer, VHF cable, and steering hose.
4. Add a financing contingency on a simple-interest note if a lender is in the deal.

EXPERT SIGN-OFF: Reviewed by Eric Whipple | Signature: /s/ Eric Whipple | 2026-11-04T14:30:00Z

Public sample. Buyer name, HIN, emails, and phones withheld. Not a physical survey or a live file.