



We've built our business one relationship at a time.

35+

years of matching the right boat to the right family. Cape Yachts has been in business since 1986 and has learned a thing or two about building and maintaining long-lasting relationships. We strive to earn our clients trust and loyalty by providing exceptional new and brokerage inventory along with advice, service and complete support.



ENDLESS TOOLS TO PROMOTE YOUR BOAT

- Professional enhanced MLS Listings on YachtWorld.com, YachtTrader.com, and CapeYachts.com and more.
- Publications such as New England Boating, Power & Motoryacht, Soundings and PassageMaker
- Featured ads on YachtWorld, and BoatTrader.com's main homepage
- Ample Internet advertising including Google, Facebook, Instagram, and YouTube.
- Access to real-time market data (what is selling & how long it took and how much it sold for)
- Extensive network of customers and brokers marketing our best listings by word of mouth
- Boat concierge care service for listings stored and shown at our yard or indoor storage facility.
- Walk-through video highlighting your boats unique features
- Seasonal open houses
- Email Marketing to database of 25,000 personally met prospects and customers



The Yacht Team Boaters Have Trusted for Over 35 Years



“We’re proud of our sterling reputation within the yachting community ...

That reputation was earned as a result of the relationships established with our clients. It’s a relationship built on trust, respect and a shared passion for the boating lifestyle. Whether you’re buying or selling, our experienced team of accomplished yacht sales professionals can help.”

- Dave & Jane Nolan, Owners



OUR YARD

How many dealers can you think of that own a full-service boat yard and marina?

There are many aspects that separate Cape Yachts from the rest, but this is certainly one of the bigger ones. When we bought the historic South Wharf Yacht Yard in 2006, it was to create a state-of-the-art facility able to handle just about any need our customers would have from routine maintenance to radical modification of today’s most sophisticated yachts. This has included multi-million dollar upgrades to infrastructures, equipment, and most important – our experienced team of technicians.

OUR SERVICE

South Wharf Yacht Yard offers extensive capabilities in yacht outfitting, re-construction, repair and customization.

We are capable of addressing most any marine repair or modification and are best known for providing prompt, friendly and customer centric services. We manage and care for boats and yachts from a simple tender rigged with an outboard to complex sailing and power vessels.



It's All About the Details

The devil, as they say, is in the details. It is surprising how often boaters forget this valuable old chestnut when they are trying to sell their boat. The little things can make a big difference to a prospective buyer when it comes time to make an offer or to move on.



CLEAN IT UP. And get rid of the clutter. Yes, it is a chore, but it can easily add thousands of dollars to your boat's value and accelerate the time to sale. This should include not only the interior, deck and hull – but the bilge, lockers, bright work, drives and rigging.

THE HEAD. This should go without saying. Make sure the head is the cleanest, most sparkling place aboard your boat, and you won't be sorry when it comes to the close.

MECHANICAL AND ELECTRICAL SYSTEMS. Make sure all systems are in proper working order before you put your boat on the market. There is no bigger deal-breaker than a system failure during a test drive. And non-working systems nearly always get fretted out in final price adjustments after survey.

EQUIPMENT INVENTORY. It makes sense to remove all equipment and items you will not be selling with the boat. If this isn't possible, be sure to make a list of what is being included in the sale, and what you're taking with you.

TEAK WORK AND BOTTOM PAINT. The two things that will put a twinkle in the eye of a prospective buyer is a beautiful teak deck and a fresh coat of bottom paint. Make the investment and they'll fall in love.

ACCESS. Make your boat easily accessible for buyers and brokers to board and inspect. Also, just as important, let your broker know when the boat will not be available for showing. Nothing disappoints a buyer more than planning to see a boat that's out cruising when they arrive to see her.



Welcome to Our Sister Company, South Wharf Yacht Yard & Marina

Cape Yachts service is available at our South Wharf Yacht Yard located in South Dartmouth. South Wharf is a full-service boat yard and marina offering extensive capabilities in yacht outfitting, construction, repair and customization.



LABOR

Electronic Installations
(Garmin, Raymarine, Simrad, B&G, Lowrance)
Mechanical & Outboard
(Yamaha, Mercury, Volvo, Cummins, Yanmar)
Systems Installations
Cleaning & Detailing
Paint, Fiberglass & Gel Coat
Sailboat Rigging
Carpentry & Varnish

YARD

50-Ton Travel Lift
Bottom Painting
Local Truck Hauling
Pressure Wash
Crane Service
Fork Lift Service

TRANSIENTS

Daily & Weekly Slips

MEMBER SEASONAL SLIPS

15' to 130'
30, 50 & 100 amp
3 phase & Single phase

DINGHY

Floats & In Water

WINTER STORAGE

STORAGE PACKAGES AVAILABLE
Includes haul, block and stands
Outside & Indoor
Store in secure climate-controlled facility
Inflatable/Dinghy
Gear Lockers