

Managed Yacht Charter

Why add your yacht to our charter fleet?






Many owners are unable to sail their boat as often as they would like. Instead of sitting idle your yacht could be enjoyed by others while generating income for you.

Some of the many reasons for a managed yacht charter with us:



The advantages:

There are many advantages of placing your yacht onto Charter Management through Hamble Point Yacht Charters:

-  Your boat will generate you an income when you are not using her
-  Your boat will benefit from regular usage which helps keep her running smoothly
-  Your boat will be maintained to a high standard helping to prolong her lifespan
-  You benefit from access to an experienced team providing advice and support. We can oversee large and small maintenance jobs and carry out work on your behalf
-  No company branding leaving the boats appearance unchanged.

Why choose Hamble Point Yacht Charters



Unrivalled Base Location

Hamble Point offers easy access by road and being the closest marina to the central Solent, it is a short hop to open waters



Buyer Support Programme

We offer sales support for those wishing to buy a yacht. We have good relations with local brokers and can help you make the right choice for purchase and charter



Over 25 Years' Experience

We have a long history in the yacht charter business promoting and managing charters for our owners so you'll be in good hands.



Trusted 5 Star Customer Service

We have 5-star ratings on Google, Facebook and TripAdvisor, we're holders of the TripAdvisor Certificate of Excellence and winners of the British Marine Customer Service Award

"I keep my boat in Hamble Point for little money. The maintenance team ensure the boat is looking spotless plus everyday there is someone keeping a watchful eye out. I love being able to turn up knowing she is clean, has a full tank of fuel & fresh water and is ready to go sailing"



How does it work?




Hamble Point Yacht Charters offer two different programmes for Managed Yacht Charter - our **Standard Managed Charter** is ideal for owners who regularly use their boat and simply wish to receive a share of any charter income generated, whilst our **Subscription Managed Charter** package is perfect for owners wishing to reduce the costs and financial risk of yacht ownership.

"We had the boat mortgage to pay so the charter income helps enormously to offset the costs."

"The charter income helps cover some of the costs and the boat is better maintained. The valeting and maintenance team do such a good job keeping her in good condition."

Managed Yacht Charter





We will care for your yacht and put it on charter. When you're not sailing, you will earn income to offset against the costs of ownership.

-  UNLIMITED owner usage
-  Available for well maintained yachts of all ages
-  Receive 60% share of charter income

The owner retains responsibility for berthing, insurance, coding the yacht, winter maintenance and refits. Hamble Point Yacht Charters will arrange or carry out any works for you at a competitive rate by arrangement.

Subscription Managed Yacht Charter

We will care for your yacht and put it on charter. A monthly subscription combined with your charter income pays for your yacht ownership giving you peace of mind and limiting your costs to your monthly fee.

-  ALL berthing, insurance, maintenance, repairs (routine and unexpected) and cleaning costs for the whole year are covered
-  6 weeks owner usage per year
-  Available for well maintained yachts under 4 years
-  NO unexpected bills

Managed Charter - A Costed Example

Below is a typical example of a Sun Odyssey 37 (on our fleet)

Income / Expenses	Standard Managed Charter	Subscription Managed Charter
Total Charter Income Generated	£22,294	£22,294
60% Owner Income	£13,364	N/A
Monthly Fee	N/A	£6,600 (£550 per month)
Annual Berthing & Insurance	£8,752	included
Routine Maintenance	£2,844*	included
Compliance & Safety	£1,700	included
Repairs / Replacements	£2,496*	included
Total Annual Running Costs	£15,792	included
Actual Annual Running Costs for Owner for 1 year	£1,996	£6,600

*The costs incurred for routine maintenance, repairs and replacements can vary considerably. On the Subscription Managed Charter, the fixed monthly fee removes the worry of a service or repair bill, as all costs are covered.

Frequently Asked Questions



Am I guaranteed an income?

As we allow owners unlimited usage on the Standard Programme, it is not possible to guarantee a specific income as it depends on how often and on which dates your yacht is available for charter. If maximising income is important to you, please speak to us and we can advise you on the key dates in the sailing calendar.

On the Subscription Programme, the charter income does not affect your monthly fixed fee.



How often can I use my boat?

Pass the dates you are sailing on her in advance, and we'll reserve those dates for you.

Your boat will be ready for you on arrival so you can sail away. Short notice sailing is not a problem providing you call us to check we have not taken a last-minute booking.



My boat is my pride and joy, what will happen if I let other people loose on her?

We thoroughly vet all prospective charterers to ensure that they are capable of handling your boat.

For every charter, we have a strict handover and return procedure, including a thorough check. If the charterer causes any loss or damage, and this is rare, it is immediately rectified and the cost deducted from the charterers security deposit.



Can I reclaim the VAT on the purchase price and outgoings of my yacht?

There are potential tax advantages to be gained for boat owners genuinely providing their yacht for charter usage.

This is a complex area and we can refer owners to specialist professional advisers who have successfully supported a number of our owners to achieve VAT registration.



What about the cleaning and maintenance of the boat?

Boats are thoroughly cleaned after each charter ensuring they are in top condition for the next guest or owner.

We take pride in our maintenance and cleaning programme and owners often comment that the boats are in such good condition which helps them retain their value.



When and how will I receive my charter income?

You'll receive a monthly statement showing income, commission and expenses incurred by us on your behalf including authorised maintenance and repairs.



My boat is not new, is she still suitable?

We welcome older boats to the fleet that have been pre-loved and well maintained. We don't limit ourselves to one manufacture giving our charter guests a variety of boats to sail.