



# Affording the Dream

A practical guide to owning a sailing yacht on Port Phillip.

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General information only — not personal financial advice.



# What we'll cover today

Four questions, answered with real numbers you can plan around.

## PART ONE

### How much does it cost to buy?

From a \$15k classic to a new 40-footer.

## PART TWO

### How to fund the purchase?

Cash, a marine or mortgage loan, or a share.

## PART THREE

### How much does it cost to maintain?

The predictable ~13% a year.

## PART FOUR

### Chartering for income?

Can she help pay her way?

# Two numbers. Both of them plannable.

## NUMBER ONE

**What she costs to buy**

**\$15,000 – \$800,000**

A one-off. And you are completely in control of it — there is a good boat at almost every budget.

## NUMBER TWO

**What she costs to keep**

**About 13% a year**

Berth, insurance, antifouling, servicing, and a fund for sails and rigging. Recurring, and entirely predictable.

# Three doors into ownership

## DOOR ONE

### Start small

**\$15k – \$60k**

A 26–34 ft classic, ready to sail.

Big enough for family and friends. Small enough to handle while you learn.

You could be on the water this season.

## DOOR TWO

### The club sweet spot

**\$120k – \$220k**

A 2000s 38–44 ft production cruiser.

Standing headroom, a real galley, an aft cabin.

Past the steep part of the curve.

## DOOR THREE

### Buy new

**\$385k and up**

Warranty, dealer support, your exact specification.

Worth paying for if your time is short and you'd rather sail than fix.

# What your budget buys on Port Phillip

| Your budget     | What it typically buys                    | A real Victorian listing today              |
|-----------------|-------------------------------------------|---------------------------------------------|
| Under \$20k     | A 24–27 ft classic pocket cruiser         | 1984 Folkboat M26 — \$12,000 (Hastings)     |
| \$20k – \$60k   | A solid 30–34 ft fibreglass cruiser       | 1982 S&S 34 — \$40,000                      |
| \$60k – \$120k  | A well-equipped 35–40 ft cruiser/racer    | 1994 Northshore NSX38 — \$85,000 (St Kilda) |
| \$120k – \$220k | A 2000s European 38–44 ft production boat | 2005 Bavaria Match 42 — \$165,000           |
| \$220k +        | Larger cruising and performance boats     | 2004 Dufour 44 Performance — \$215,000      |

215

sailing monohulls  
listed in Victoria today

These are asking prices. Australia publishes no settled sale data, so expect to negotiate — and don't value your own boat off a listing.

Source: boatsonline.com.au Victorian sail monohull listings, 28 July 2026.

# Buying new: warranty and your own specification

| Model                    | Length | Price     | Where           |
|--------------------------|--------|-----------|-----------------|
| Beneteau First 30        | 10.3 m | \$385,000 | Sandringham     |
| Jeanneau Sun Odyssey 350 | 10.9 m | \$405,887 | Chelsea Heights |
| Jeanneau Sun Odyssey 380 | 11.2 m | \$512,926 | Sandringham     |
| Jeanneau Sun Odyssey 415 | 12.4 m | \$591,839 | Chelsea Heights |
| Beneteau Oceanis 40.1    | 12.0 m | \$832,000 | Perth           |

**Ask one question**

“What’s the on-the-water, in-my-name number?” Four of the five above are base prices. Budget base + 12–20%.

**Good news**

There is no Luxury Car Tax on boats — it applies to road vehicles only. And Victoria charges no stamp duty on a boat purchase.

Source: live boatsonline.com.au dealer listings, 28 July 2026.

# The best value on the water: three to five years old

\$599,000

a 2022 Oceanis 40.1, four years old

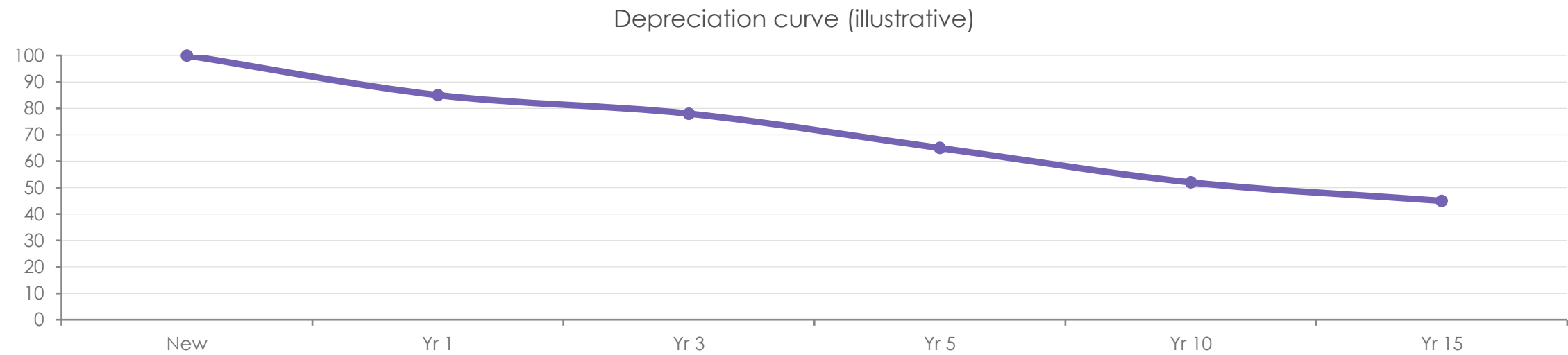
vs

\$832,000

the same boat, new today

72%

of the new price retained



Source: boatsonline.com.au, 28 July 2026. Retained percentage is my own arithmetic against the current new price.

## Budget a little extra to buy well

### Pre-purchase survey

**\$1,000 – \$1,400**

On a 40-footer, at \$25–\$35 a foot. The cheapest insurance you will ever buy.

### PPSR search

**\$2.00**

Online, instant. Tells you whether finance is registered against the hull.

### Registration

**\$104.50 / yr**

Plus \$22.10 transfer and a \$43.20 marine licence. No stamp duty in Victoria.

### Delivery by sea

**\$5,000 – \$8,000**

Sydney to Melbourne, at \$5.50 a nautical mile plus crew.

## Allow 1–3% of the price for buying properly.

On a \$300,000 boat that's \$3,000 to \$9,000 — and it is the best-spent money in the whole transaction. A good survey either saves you from the wrong boat or gives you a maintenance plan for the right one.

Sources: BoatBuy and Deaspec (Victorian surveyor) rates; ppsr.gov.au; VicRoads boat and marine licence fees; Melbourne delivery skippers.

# Three ways to fund her

## OPTION ONE

### Your own money

The simplest route. No lender, no covenant, and the strongest negotiating position on any broker's desk.

Worth remembering: the money leaves your portfolio, so there is still an opportunity cost.

## OPTION TWO

### Borrow

Secured marine loans run about 7.5%–13%, over one to seven years, with a 10–20% deposit.

Or use your mortgage rate over a boat-loan term — see the next slide.

## OPTION THREE

### Share her

10% of a new 37-footer: \$59,500 plus about \$850 a month, everything included.

34 days sailing a year and no maintenance weekends.

Whichever route you choose, fund her from surplus rather than from retirement capital. A yacht should be paid for by the money you've already made – not by your future income.

Sources: Asset Finance Australia marine rates (June 2026); smartboating.com.au share pricing, July 2026. RBA cash rate 4.35% (held 17 June 2026).

# Borrowing \$300,000: the choice that matters

## Marine loan

7 years @ 9.5%

Monthly repayment

**\$4,903**

Total interest

**\$111,868**

Security

**The yacht**

Clean and self-contained — the lender takes the boat, not the house.

## Mortgage top-up

25 years @ 6.9%

Monthly repayment

**\$2,101**

Total interest

**\$330,371**

Security

**Your home**

The lowest monthly, but you'd pay more interest than the boat cost.

## Mortgage rate, 7-year term

7 years @ 6.9%

Monthly repayment

**\$4,513**

Total interest

**\$79,105**

Security

**Your home**

The best of both — lowest total cost, and a lower monthly than the marine loan.

# Sharing her: a \$600,000 boat for \$60,000

| Operator                        | Share                     | Buy-in   | Monthly, all inclusive | Days a year  |
|---------------------------------|---------------------------|----------|------------------------|--------------|
| Smart Boating — Pittwater       | 10% of a new Oceanis 37.1 | \$59,500 | \$852                  | 34 + standby |
| Sydney by Sail — Sydney Harbour | 10% of a Hanse 410        | \$79,500 | \$650                  | 33 + standby |
| Windward Marine — WA            | 10% of a Hunter 33        | \$9,500  | \$595 – \$695          | 33 + standby |

## Everything is included

Berth, insurance, registration, servicing, antifouling and cleaning after every use. No maintenance weekends.

## Plan for the end date

Syndicates run fixed 3–5 year terms, then the boat is sold and proceeds split by shareholding.

## On the Bay, build your own

No established operator on Port Phillip. Have the agreement drafted first — \$3,000–\$10,000 well spent.

Sources: smartboating.com.au, sydneybysail.com, windwardmarine.com.au, July 2026. Locally: 38 South at Sandringham offers a half share in a Jeanneau Sun Odyssey 415 at \$299,990, and there is a 1/5 Adams 10.6 share at RMYS.

# What she costs to keep: a 12-metre cruiser

| What you pay for                     | A year  | Where the number comes from                        |
|--------------------------------------|---------|----------------------------------------------------|
| Marina pen, 12 metres                | \$9,507 | Royal Brighton YC published 2026-27 schedule       |
| Club membership                      | \$1,620 | RBYC senior — required to hold an annual berth     |
| Insurance                            | \$3,600 | Illustrative at ~1.2% of hull value — get a quote  |
| Haul-out, antifouling and yard time  | \$4,500 | RMYS slipping schedule plus contractor and paint   |
| Servicing, rig check and safety gear | \$2,250 | Annual engine service, rig inspection, lifejackets |
| Sails, repairs, fuel and sundries    | \$4,600 | Includes registration and licence at \$115         |

Total

**\$26,100**

a year

8.7% of a \$300,000 boat

The reassuring part

Every line above is quotable before you buy. One afternoon of phone calls turns this slide into your actual budget.

Insurance, sails, rigging and engine work are all quote-only in Australia – nobody publishes rates. Get three quotes for your specific boat and this becomes a real budget rather than an estimate.

Sources: rbyc.org.au 2026-27 fee schedule; RMYS Member Slipping and Storage schedule; vicroads.vic.gov.au; clubmarine.com.au policy wording.

# Your biggest lever: where she lives

## Annual berth fee for a 12-metre boat

**\$6,109**

Royal Geelong

**\$9,507**

Royal Brighton

**\$12,000**

Docklands

**\$17,365**

Blairgowrie

**\$140.90 a year**

A Parks Victoria swing mooring permit. You own and maintain the tackle, and it needs an annual inspection — but this is how you keep a boat on Port Phillip for almost nothing.

### Choose the address first

A 2.8× spread for the same boat. This one decision sets most of your annual budget.

### Ask our General Manager

RMYS doesn't publish long-term pen fees. It's worth the phone call — it's your own number.

### Membership can stack

At Brighton and Blairgowrie, senior membership is required to hold an annual berth.

Sources: published 2026-27 schedules — [rbyc.org.au](http://rbyc.org.au), [bys.asn.au](http://bys.asn.au), [rgyc.com.au](http://rgyc.com.au); Parks Victoria Fees and Charges Schedule 2025-26 to 2026-27; Docklands rental listings.

# The one habit that makes it all easy

| The big-ticket item         | How often        | Set aside each year |
|-----------------------------|------------------|---------------------|
| Standing rigging            | Every 7–10 years | \$1,500             |
| Mainsail and headsail       | Every 8–12 years | \$2,500             |
| Engine and saildrive work   | Every 5–25 years | \$2,600             |
| Electronics and batteries   | Every 5–10 years | \$3,000             |
| Topsides paint and liferaft | Every 3–15 years | \$2,650             |

Set aside

**\$12,250**

a year, and the big jobs are funded before they fall due

How to do it

Its own account, or an offset sub-account. Fund it monthly by standing order. Give the boat her own money so she never competes with the household budget.

**\$26,100 running + \$12,250 set aside = about \$38,000 a year**

Roughly 13% of a \$300,000 boat. That's the real number — and because every line of it is knowable in advance, it's a number you can simply build into your plan.

Intervals are well sourced (Australian riggers, Yanmar and Volvo Penta schedules, insurer requirements). The dollar figures are indicative — get quotes for your boat.

## Three boats, three budgets

### COMFORTABLE

#### The modest start

**\$12,000 / yr**

A \$25,000 boat, 26–30 ft, on a swing mooring.

About \$1,000 a month to own a sailing yacht on Port Phillip.

### MOST POPULAR

#### The club sweet spot

**\$31,000 / yr**

A \$175,000 boat, 38–40 ft, in a marina pen.

Past the depreciation cliff, modern enough to enjoy, manageable to run.

### PREMIUM

#### The new 40-footer

**\$118,000 / yr**

A \$700,000 boat in a marina pen.

\$32,000 of running costs, plus depreciation in the early years.

**Pick the budget you're comfortable with. Then find the boat.**

Ownership scales smoothly — there is no cliff edge. Choosing the running cost first is a much more enjoyable way to shop, and it's how you avoid buying more boat than you want to look after.

# Chartering: a real contribution to her costs

MODEL ONE

## Managed charter, Whitsundays

|                       |            |
|-----------------------|------------|
| Gross charter revenue | \$150,000  |
| Operating costs       | (\$97,500) |
| Back to you (~35%)    | \$52,500   |

8.8% on a \$600,000 boat

The operator runs her; she lives up north. This figure is before interest and depreciation.

MODEL TWO

## Skippered day charter, Port Phillip

|                              |            |
|------------------------------|------------|
| 40 charters a year           | \$53,000   |
| Skipper, insurance, cleaning | (\$38,000) |
| Net to you                   | \$13,000   |

Covers about a third of a 12 m boat's annual cost

She stays on the Bay. Melbourne rates: \$1,100 a half day, \$1,700 a full day.

## Charter is a contribution to her running costs – not an investment.

Frame it that way and you'll be pleased with the result. The operator's figures are before interest and depreciation, and 40 charter days here is a genuine part-time job — so price your own time in too.

# Look after her and she looks after you

## HABIT ONE

### Sail her regularly

Idle boats deteriorate fastest - engines, batteries, sails and seacocks all suffer from sitting.

The enjoyable choice is also the economical one.

## HABIT TWO

### Keep the receipts

Service records, rig reports, surveys, antifoul dates.

A documented boat sells first and best - the buyer never has to guess.

## HABIT THREE

### Re-rig on schedule

Every 7-10 years. Insurers generally require it, and staying insurable is what keeps her sellable.

Your sinking fund already covers it.

## HABIT FOUR

### Cruise more than you race

Hard racing wears sails, rigging and electronics fastest, and the market pays more for a comfortable cruiser.

Race anyway - just know the trade.

## The one lever you completely control: a documented history.

It costs nothing but a folder. Keep every invoice, every rig report, every survey — and at resale the buyer pays for certainty instead of discounting for doubt.

# Want to know more?



## DOWNLOAD

### Further information

Buying your first boat - practical guide

Today's presentation

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## NEXT TOPIC

### How do I retire and just go sailing?

Keep an eye out



**“If everyone waited till they knew everything there was to know, no one would end up buying a boat.”**

