UNITED YACHT SALES



The Broker Advantage

Meet the team moving yacht sales forward

A coast-to-coast network of people

NOVEMBER 2026 · 1UK

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Approved articles for this United Yacht Sales issue.

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THE BUSINESS

A business built around the broker

A yacht sale begins with a personal relationship. A broker learns how an owner uses a boat, what a buyer hopes to do next and where the two might meet. United Yacht Sales has built its business around supporting that relationship, placing a central organisation behind a geographically dispersed network of individual brokers.

A business built around the broker

Peter Schmidt founded the company in 2002 after a long career in the marine industry. Rather than make the central office the whole story, the model gave brokers a shared structure for the work surrounding a transaction. Administration, marketing, technology and closing support could be organised together while the broker concentrated on clients and boats.

That distinction is important in a market where local knowledge remains valuable. The demands of a cruising yacht in Florida are not identical to those of a sportfishing boat further up the coast or a vessel based in another country. A broker's experience of particular boats, yards and cruising grounds can matter as much as the reach of the company's name.

The headquarters in Stuart, Florida, provides a physical centre for that network. The address on SW Atlanta Avenue places United within a region deeply connected with boating, while the broker directory reaches much further. Its location-based search allows a reader to start with a place or a person rather than an undifferentiated list of inventory.

Clint Boutwell is the company's owner and chief executive. In a company history message dated April 2026, he sets out a business focused on giving brokers the resources of a larger organisation without requiring them to surrender their own professional identity. That is a useful way to understand United's scale: a common platform supporting many individual working relationships.

A business built around the broker

The platform includes marketing across multiple listing services. That broadens the ways in which a yacht can be discovered, but exposure is only one part of a sale. The listing still needs to describe the right vessel, images need to show it clearly, and enquiries have to reach someone who understands the details. Distribution and expertise have to work together.

The range of boats creates another challenge. United's public search separates inventory by brand, type, location, price and length, with additional routes for small yachts and custom sportfishing boats. Those categories reflect the very different questions buyers bring. Some are comparing long-range accommodation; others care more about fishing arrangements, handling or the practicalities of a particular marina berth.

There is also a new-yacht side to the business. The website provides routes to builders and brands including Amer, Aquitalia, Century, French Yachts, Hatteras, Sunpower and Vela Boatworks. A new-build enquiry follows a different rhythm from buying an existing vessel: specifications, delivery planning and decisions about equipment can become part of the conversation much earlier.

A business built around the broker

Across both markets, the transaction itself depends on less visible work. Documents must be assembled, information checked and the steps towards closing coordinated. United's dedicated support staff give those tasks named owners. The broker remains the client's familiar contact, but does not have to perform every administrative function alone.

The model also explains why the company invests in tools for brokers. A usable system can reduce duplicated effort, keep information moving and give a smaller local operation access to a broader audience. That support becomes especially valuable when the broker is travelling, showing boats or dealing with clients in several locations.

What makes United interesting is this combination of independence and shared infrastructure. The business is large enough to support a network, yet the client usually experiences it through one professional relationship. Its central challenge is to preserve the usefulness of both: the reach of the organisation and the accountability of the individual.

More than two decades after its founding, the underlying idea remains recognisable. A good yacht business needs people who understand boats, but those people also need a dependable structure around them. United's story lies in the meeting of those two needs—and in the many different careers and local markets that now sit within its network.

Enquire with United Yacht Sales about this article

About A business built around the broker

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PEOPLE

The people who keep a sale moving

The broker may be the person at the viewing, but a yacht transaction reaches many other desks before it is complete. United Yacht Sales' support team covers leadership, listings, marketing, documentation and closing. Meeting those people gives a more useful picture of the business than a headline about its size alone.

The people who keep a sale moving



Teresa Duncan, yacht listings manager · United Yacht Sales

Clint Boutwell leads the company as owner and chief executive. Kevin Zimmermann is President and Yacht Broker, a combination of roles that connects the leadership of the organisation with the work of selling boats. Between them sits the central question for a brokerage network: how to give individual brokers effective support while keeping the overall business coordinated.

The support team is based around practical disciplines. Teresa Duncan is Yacht Listings Manager, a role at the point where a boat becomes a public proposition. A listing has to turn information supplied about a vessel into something a prospective buyer can search, compare and understand. The accuracy and organisation of that material affect everything that follows.

A buyer browsing by length, brand or location sees a structured set of choices. Behind that apparent simplicity are specifications, photographs, descriptions and changes that need to be handled consistently. A yacht may be represented by an individual broker, but its public information is also part of the company's wider inventory and marketing system.

Elliot Brownstein works in marketing, while Mary Lakyn Boutwell's role combines marketing and sales. Their disciplines sit between the detail of the boat and the audience likely to be interested in it. Marketing a sportfishing vessel calls for a different emphasis from presenting a family cruising yacht, even when both appear within the same search platform.

The people who keep a sale moving

Photographs and copy begin that process, but distribution extends it. United's network uses multiple listing services as part of its reach. The useful question is not simply how many places can display a boat; it is whether the information arrives clearly and whether a prospective buyer can move from interest to a productive conversation with the broker.

Closing has a team of its own. Jeffrey Nelms is In-House Closing Coordinator. Ember Groves and Sandy Battrick are Yacht Closing Agents. Coralie Bennefield is identified separately as an Independent Closing and Vessel Documentation Provider. The distinction between an internal role and an independent provider is part of understanding who does what within the wider service.

These are the people whose work becomes particularly important when an agreement begins to turn into a completed transaction. Documents, deadlines and communication have to be brought together. A client's excitement about a boat does not remove the need for careful follow-through, and a broker benefits from colleagues who focus on those steps every day.

Wendy Petree is Executive Assistant, another role concerned with continuity. In a business with many brokers and a wide geographic footprint, organisation is a service in its own right. A question needs to find the right person; a decision needs to be followed up; the next stage must not depend on someone remembering a conversation in isolation.

The people who keep a sale moving

The broker network adds a much larger cast. The public directory includes people working in different states and markets, with individual biographies that explain their backgrounds. Some clients will begin with a particular boating region, while others will seek someone experienced in a type of vessel. The directory makes those individual identities visible within the United name.

Our accompanying broker register brings together the profiles available in that public directory on 15 November 2026. It is a way to explore the people, then follow through to the company's current biographies. Names alone cannot convey a whole career, but they make a dispersed business tangible and give readers a starting point beyond the central office.

The collective picture is of a service built in layers. A broker develops the relationship, listings and marketing help communicate the boat, and closing specialists organise the steps towards completion. When those disciplines work together, the client can concentrate on the decision that brought them there in the first place: what to buy, what to sell and what life on the water should look like next.

Enquire with United Yacht Sales about this article

About The people who keep a sale moving

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BUYING & SELLING

From first shortlist to the next chapter afloat

A buyer can open a yacht website in seconds and spend weeks deciding what the results mean. Length, price and builder are useful starting points, but they do not explain how a boat will fit a particular life. United Yacht Sales' combination of searchable inventory and individual brokers addresses that gap between finding a vessel and understanding whether it is the right one.

From first shortlist to the next chapter

The first decision is often about use. A family planning coastal weekends may have different priorities from an owner preparing for longer passages. Accommodation matters, but so do access, storage, machinery and the way the cockpit or deck will be used. A successful shortlist begins with those practical ambitions rather than the most striking photograph.

United's search tools allow boats to be explored by type, brand, location, length and price. Each filter answers a different question. Location affects the logistics of an inspection and a future move. Type helps separate very different forms of boating. Price frames the purchase, while the continuing demands of ownership remain part of the wider conversation.

Sportfishing illustrates why specialist knowledge matters. A buyer interested in that world may focus on cockpit arrangements, equipment and the way a boat supports a day offshore. Someone considering a cruising motor yacht may place more weight on the distribution of cabins, the saloon and the relationship between interior and exterior living spaces. A broker has to recognise the difference before presenting options.

From first shortlist to the next chapter

The company's directory makes it possible to start with that human element. A prospective client can look for a broker near a location or explore an individual's biography. The practical benefit is the opportunity to ask more precise questions: what to inspect first, how to compare apparently similar boats and which compromises are likely to matter after the purchase.

For a seller, the process runs in the other direction. An existing yacht has to be described in a way that helps the right buyer understand her. Clear specifications and photographs are essential, but so is an informed explanation of what distinguishes the boat. The broker's knowledge and the central listings team's organisation meet in that public presentation.

Marketing then carries the listing beyond the immediate relationship. United's multi-platform approach can place the boat in front of readers searching through different channels. A coherent listing helps the same vessel remain recognisable across those routes, while enquiries return to the people responsible for explaining her properly.

An agreement is a milestone rather than the end of the work. The closing and documentation teams become part of the sequence, coordinating information and helping the transaction progress through its practical stages. The existence of dedicated people for those functions is one of the clearest expressions of the company's broker-support model.

From first shortlist to the next chapter

The website also provides routes to services such as finance, closing support and extended warranties. These are distinct questions, each requiring its own terms and suitability to be considered. Bringing the routes together makes the breadth of the ownership process visible: choosing the boat is central, but it sits within a larger set of decisions.

New yachts introduce a further layer of choice. United presents several builders and brands, giving clients a route into projects that may involve selecting layouts and equipment rather than evaluating one existing specification. The appeal is different from the pre-owned market, as is the timing of the decisions. A broker's job is to help the client understand which path fits the intended programme.

Boat shows provide another useful meeting point. United's website follows events including Fort Lauderdale, Stuart, Miami and Palm Beach, places where clients can compare boats and meet people in person. Seeing several vessels close together can clarify priorities that are difficult to resolve from a screen: headroom, access, proportions and the atmosphere of a room.

From first shortlist to the next chapter

Ultimately, the value of a brokerage service lies in turning a large field of possibilities into a considered next step. United's scale provides reach, but the choice remains personal. The most interesting outcome is not the largest boat or the longest list of features; it is a vessel that makes sense for the owner and opens the next chapter of their time afloat.

Enquire with United Yacht Sales about this article

About From first shortlist to the next chapter afloat

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The broker register

November 2026 · Select a name to explore their biography.

Joel Ambrose
Florida

Jeff Beird
Florida

Mickey Belden
Florida

David Bennett
South Carolina, Rhode Island + 3 more

Douglas Birely
Florida

Scott Bitzer
Florida

Grif Blackstone
Florida

Niko Blandeburgo
Florida

John Blumenthal
Florida

Tony Bonadeo
Florida

Jeff Botelho
Massachusetts, Maine

Ryan Bouse
Florida

Clint Boutwell
Florida, Mississippi

Jeff Boyer
Florida

The broker register

November 2026 · Select a name to explore their biography.

Bo Breeze
Florida

Brandon Buckmaster
Florida

Clayton Burleson
Florida

Alexander Cartigan
California, Florida

Bruce Champagne
Rhode Island

Joseph T. Charles, Sr.
Florida

Chris Ciasulli
Florida

Charles Cole
Florida

Roger Cole, CPYB
Florida

Matt Condon
Alabama, Florida + 2 more

Michael Coniglio
Delaware, Maryland + 1 more

Chip Cramer
Florida

Chris Cunningham
Florida

Allen Dannewitz
Florida

The broker register

November 2026 · Select a name to explore their biography.

JP De Wet Steyn
Florida

Shane Demmer
Florida

Dennis Demole
Florida

Nick DePaola
Florida

Todd Domeyer
Florida

John Douglas
North Carolina, South Carolina

Ryan Doyle
Florida

David Dresselhaus
Florida

Bill Ellis
Florida

Joe Evans
Florida, North Carolina + 1 more

Keith Farfone
North Carolina, South Carolina

Bob Fino
Virginia

Doug Fockelmann
Florida

Walker Ford
Florida

The broker register

November 2026 · Select a name to explore their biography.

Stephen French
Florida

Mike Gaddis
Florida, Tennessee

Steve Gallagher
Florida

Andrew Gerde
Oregon, Washington

Jamie Goleski
Florida

Bryan Goulart
Florida

Charlie Graham
North Carolina, South Carolina

Aaron Gray
Florida

Dan Green
Texas

William Gross
Florida

John Haggerty
Florida

Greg Haught
Florida

Jim Hill
Florida

Fred Hoffken
Florida

The broker register

November 2026 · Select a name to explore their biography.

Rick Hoffman
Oregon, Washington

Steve Houle
Florida

Ron Housman, CPYB
Florida, Massachusetts

Hal Howard
Florida

Dylan Hubiak
Florida

Seth Jacobson
Florida

Luke Jones
Florida, New Jersey

Jeff Kern
Michigan

Mohammed Khan
Florida

Dan Kimball
Michigan

Terri Kindley
Florida

Patrick Kirkbride
North Carolina, South Carolina

Pavel Kovylyaev
Florida

Travis Lambert
Florida

The broker register

November 2026 · Select a name to explore their biography.

John Lloyd
Florida

Paul MacCormack
Canada, Florida

Michael Magee
North Carolina, South Carolina

Captain Thomas Matthews
Florida

Willy McCormick, CPYB
Florida

Patrick McGarry
Florida

Morgan McKnought
Florida

Keith Meinke
Florida

Mary-Beth Merendino
Florida

Steve Moore
Florida

Juan Morillo
Florida, Italy

James Myers
Florida, Georgia + 1 more

Jim Nesbitt
Florida

Brad Newman
Florida, Georgia

The broker register

November 2026 · Select a name to explore their biography.

Chuck Newman
Florida

Joseph Newman
Florida

Sean O'Shea
Florida

Ed Osgood, CPYB
Florida

Trent Palmer
Florida

Dale Parker

Michael Peacock
Florida

Chris W Peters
Florida

Susana Piazzera
Florida

Scooter Pierce
Florida

Ben Pollon
Florida

Robert Powell
Florida

John Pribik
Florida

Thomas Price
Florida

The broker register

November 2026 · Select a name to explore their biography.

Mark Quaranto
Florida

Dylan Rathmann
Florida

Michele Renick
Arizona, Florida

Frank Ricchi
Florida

Justin Rogers
Florida, Missouri

Tony Ross
Florida

Chuck Royhl
Florida

Chris Santarsiero
Florida

Walter Sea
Florida

Paul Simos
North Carolina

Jason Smith
Florida

Craig Starns
Florida

Shane Strauss
Florida

Michael Swirski
Oregon, Washington

The broker register

November 2026 · Select a name to explore their biography.

Julien Taylor
Florida

Tom Thomas
Connecticut, Maine + 4 more

John Thomson
Florida

Jim Tippmann
Florida

Marisa Velasco
Arizona, California + 1 more

Keith Walsh
Washington

Bill Watson
Florida

George Wharton
Florida

James Wilkson
Florida

Andrew William
Florida, Missouri

Kevin Zimmermann
Florida

Contact United Yacht Sales

Use the company's official website for business enquiries about this article.

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