

SALISH NAUTICAL SERVICES, INC.

Marine Surveyors



APPRAISAL REPORT

DATE OF AGREEMENT:
10 Sep 2025

PARTIES TO AGREEMENT:

CLIENT:



APPRAISER: SALISH NAUTICAL SERVICES INC.
Steve Hayes



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SCOPE OF WORK

Visit vessel to determine general condition and verify vessel I.D. Research recent sales of comparable vessels. Write appraisal with opinion of value for 1986 Bayliner 3270.
HIN# BLBA07EKF586

PROPERTY IDENTIFICATION

1986 Bayliner 3270.
HIN# BLBA07EKF586
WA 8813 SL



TYPE OF VALUE:

Market value

STANDARD OF APPRAISAL:

Salish Nautical Services has been doing marine surveys and appraisals on vessel since 2011. Steve Hayes, AMS #1213, is an Accredited Marine Surveyor with the Society of Marine Surveyors in good standing. Mr. Hayes attended 7 hour ASA (American Society of Appraisers) study on 27 October 2017.

VALUATION APPROACHES:

We are using fair market approach (FMA) for this appraisal. FMA uses comps and condition of vessel to come up with our opinion of Fair Market Value (FMV).

BASIC VESSEL INFORMATION

VESSEL NAME: "VIDA BELLA"
MANUFACTURED BY: Bayliner Corp.
YEAR: 1986
HULL DESIGN: Motoryacht
LOA: 32'1"
Beam: 11' 6"
Draft: 3'
DISPLACEMENT: 12500 lbs
HIN: BLBA07EKF586

GENERAL DESCRIPTION:



Vessel hull was sighted in water only. Hull and interior are in good condition. Powered by twin Hino W04 diesels. Engines could not be started due to low voltage of batteries. Engine hours reported to be 2743 and 2680. Options and additions include Flybridge canvas, upper deck extension over cockpit, solar panels, Radar. During cursory inspection of engine room, fluid leak noted at port engine from prop shaft seal lubrication reservoir, raw water hoses to engines need replaced, inverter installed in engine compartment (inverter/charger is not securely mounted and would not charge batteries. Inverter should be relocated to an appropriate space and replaced or troubleshoot operation.) Batteries are not in boxes or covered. Plywood panels, which secure fuel tanks are not secure. Transom has moisture near starboard rudder bracket.

VALUATION and CONDITION:

The reported valuation below is the amount in U.S. dollars a willing, well informed buyer would pay a willing, well informed seller for the vessel in an open market, neither being compelled to buy or sell, given a reasonable time on the market. In determining the market value of a vessel, our office researches the websites of various yacht broker, listings, Soldboats.com, NADA, ABOS, BUC, and current market conditions, including the general condition of subject vessel.

Opinion of estimated current market value: \$26,000.00

The value indicated – “as is, where is “. Condition; Fair (see notes below).

Notes: Condition-

- 1. Excellent (Bristol).** Maintained in mint or Bristol fashion-usually better than factory new/and loaded with extras- a rarity.
- 2. Above Average Condition.** Has had above average care and equipped with extra electrical and electronic gear.
- 3. Average.** Materially ready for intended service or requiring some additional work and normally equipped for its size.
- 4. Fair.** Requires significantly more than usual maintenance or repairs for intended use or sale.
- 5. Poor.** Substantial yard work required and devoid of extras.
- 6. Restorable.** Enough of hull and engine exist to restore the vessel to usable condition.

Soldboat.com list Bayliner 3270 model/years selling as follows:

<u>Year</u>	<u>\$Listed</u>	<u>\$Sold</u>	<u>Date</u>	<u>Location</u>
1986	\$28,791.00	\$26,698.00	Sep 2025	Ladysmith, BC.
1987	\$40,841.00	\$36,142.00	Feb 2025	Richmond, BC.
1987	\$41,000.00	\$37,000.00	Dec 2024	Olympia, WA.
1989	\$36,000.00	\$32,000.00	Sep 2024	Seattle, WA.
1985	\$19,000.00	\$12,000.00	Aug 2023	Anacortes, WA.
1986	\$39,900.00	\$39,000.00	Sep 2022.	Seattle, WA.

BUC 129th edition list 1986 Bayliner 3270 value at \$20,100.00 - \$22,300.00 in fair condition, in pacific northwest region.

Yachtworld current listings for Bayliner 3270 are between \$39,000.00 and \$15,500.00.

CERTIFICATION OF REPORT:

In accordance with the request for the Appraisal of "Vida Bella", for the purpose of evaluating its present condition and estimating its fair market value and replacement cost, I hereby submit my conclusion based upon the preceding report. The subject vessel was inspected by the undersigned on 10 Sep 2025 and was found to be well constructed and maintained. This vessel is in fair condition for her age and model.

The statements of fact contained in this report are true and correct. The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and is my personal, unbiased professional analyses, opinions, and conclusions. I have no present or prospective interest in the vessel that is subject of this report, and I have no personal bias with respect to the parties involved. My compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value estimate, the attainment of a stipulate result, or the occurrence of a subsequent event. I have made a personal inspection of the vessel that is the subject of this report.

This report should be considered as an entire document. No single section meant to be used, except as part of the whole.

This report submitted without prejudice and for the benefit of whom it may concern, this report does not constitute a warranty, either expressed, or implied, nor does it warrant the future condition of this vessel. It is a statement of the condition of the vessel at the time of survey only.

I certify that, to the best of my knowledge and belief:

ATTENDING SURVEYOR: STEVE HAYES SAMS, AMS® Member of SAMS in good standing.

SIGNATURE: _____



