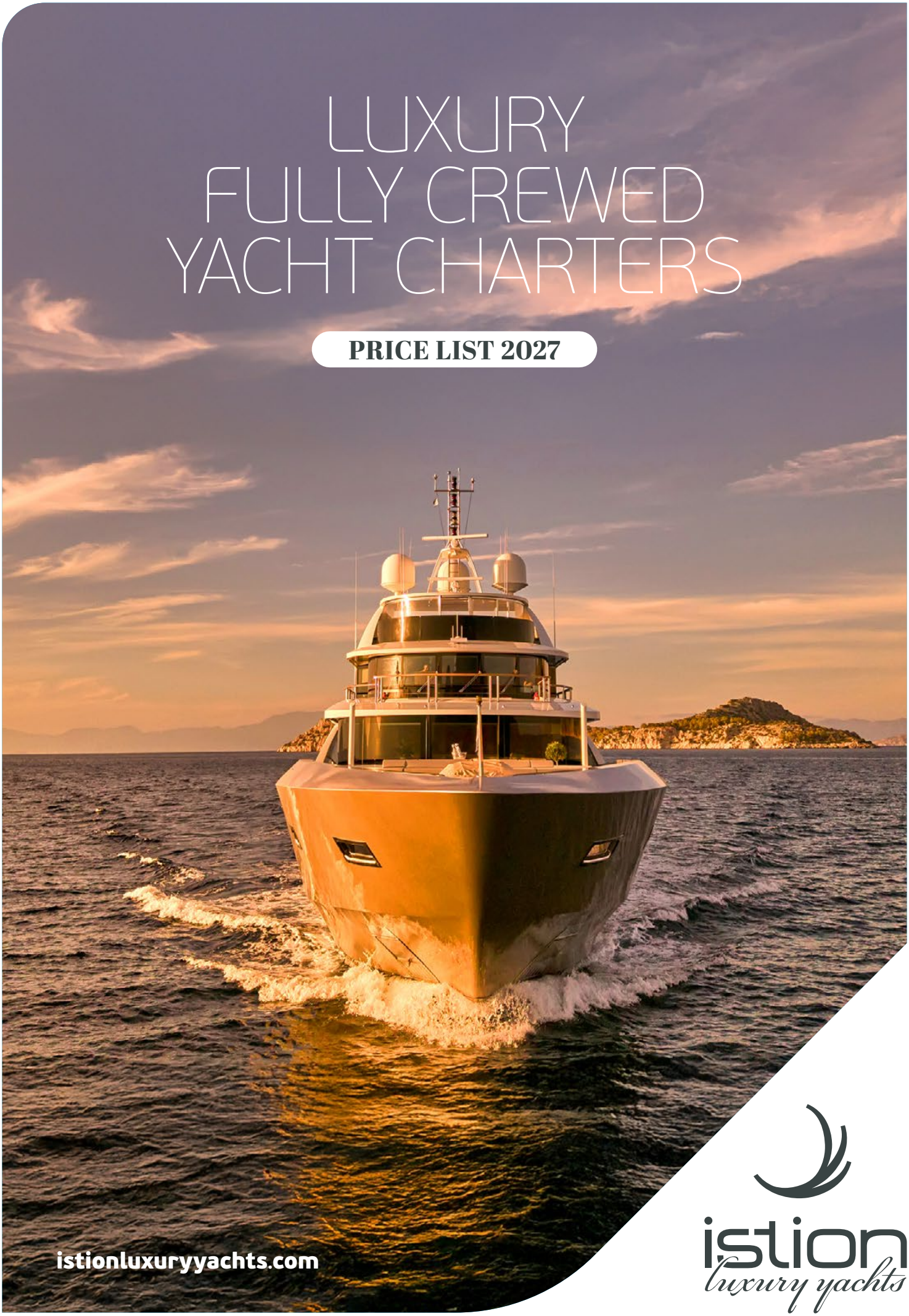
# LUXURY FULLY CREWED YACHT CHARTERS

**PRICE LIST 2027**



istionluxuryyachts.com

istion luxury yachts





## Motor Yachts

| | | BUILT YEAR / REFIT | GUESTS CREW | CABINS | JULY / AUGUST | JUNE / SEPTEMBER | LOW SEASON |
|---|---|---|---|---|---|---|---|
| **LA PELLEGRINA 1** | Couach 164 | 2012/2024 | 12/11 | 6 | 235.000 | 210.000 | 180.000 |
| **KOKOMO NIGHTS** | Picchioti 156 | 1982/2026 | 12/10 | 6 | 140.000 | 120.000 | 120.000 |
| **PAREAKI II** | Maiora 126 | 2006/2023 | 12/8 | 6 | 115.000 | 98.000 | 98.000 |
| **PROJECT STEEL** | Bugari 112 | 1993/2020 | 12/6 | 5 | 67.000 | 55.000 | 55.000 |
| **SOUNION II** | Benetti 103' 9" | 1969/2023 | 10/6 | 4 | 58.000 | 52.000 | 52.000 |
| **SUMMER FUN** | Admiral 101 | 2001/2026 | 12/7 | 6 | 65.000 | 57.000 | 45.000 |
| **ONE** | Pershing Sport 90 | 2006/2026 | 10/4 | 4 | 49.000 | 45.000 | 45.000 |
| **IRENE'S** | Maiora 86 | 2003/2023 | 10/4 | 4 | 44.000 | 36.000 | 36.000 |
| **ESTIA ORION** | Ferretti 880 | 2004/2021 | 10/5 | 4 | 39.900 | 35.900 | 35.900 |
| **ESTIA POSEIDON** | FALCON 86 | 2006/2021 | 10/5 | 4 | 35.000 | 33.000 | 33.000 |
| **VISTA** | Princess Y85 | 2020 | 8/4 | 4 | 59.000 | 55.000 | 55.000 |
| **RED ROSE** | Aicon 85 Flybridge | 2010/2024 | 10/5 | 4 | 44.000 | 38.000 | 35.000 |
| **LIDIA** | Ferretti 830 | 2006/2023 | 8/4 | 4 | 36.960 | 33.600 | 33.600 |
| **LADY NATASA (NATASSA)** | Ferretti 830 | 2007/2021 | 8/4 | 4 | 37.000 | 34.000 | 34.000 |
| **WHY NOT** | Dominator 78 | 2012/2024 | 6/4 | 3 | 35.000 | 30.000 | 30.000 |
| **FREEDOM** | Alalunga 78 | 2007/2021 | 10/4 | 4 | 35.000 | 28.000 | 28.000 |
| **M FIVE** | Sunseeker 75 | 2007/2024 | 8/3 | 4 | 33.000 | 31.000 | 31.000 |
| **MARY** | Ferretti 68 | 2000/2016 | 8/3 | 4 | 19.900 | 17.500 | 17.500 |
| **SEA YA** | Azimut 66 | 2017/2024 | 6/3 | 3 | 28.000 | 24.000 | 24.000 |
| **LADY L** | Altamar 64 | 2006/2022 | 8/3 | 4 | 20.000 | 17.500 | 17.500 |

## Power Catamarans

| | | BUILT YEAR / REFIT | GUESTS CREW | CABINS | JULY / AUGUST | JUNE / SEPTEMBER | LOW SEASON |
|---|---|---|---|---|---|---|---|
| **D2** | Fountaine Pajot 67 | 2024 | 8/4 | 4 | 48.000 | 40.500 | 33.000 |
| **EXPLORION** | Aquila 54 | 2023 | 8/3 | 4 | 28.000 | 24.000 | 21.000 |

**Charter rates are in Euro (€) and refer to weekly charter period.**
You can find all of our CA yachts listed in YACHTFOLIO & CYA





## Sailing Catamarans

| | | BUILT YEAR / REFIT | GUESTS CREW | CABINS | JULY / AUGUST | JUNE / SEPTEMBER | LOW SEASON |
|---|---|---|---|---|---|---|---|
| **SAMELI** | Balance/Two Oceans Marine 75 | 2016/2023 | 10/4 | 5 | 65.000 | 55.000 | 49.000 |
| **VOLARE** | Alegria 67 | 2023/2027 | 10/3 | 5 | 44.000 | 41.500 | 34.000 |
| **DAIQUIRI** | Lagoon 65 | 2022 | 10/4 | 5 | 42.500 | 36.000 | 32.000 |
| **NOVA** | Lagoon 620 | 2011/2020 | 8/3 | 4 | 29.500 | 24.900 | 20.500 |
| **SERENITY** | Sunreef 60 | 2025 | 8/3 | 4 | 48.000 | 42.500 | 34.900 |
| **SEABARIT LX** | Moon 60 | 2024 | 10/3 | 5 | 41.000 | 37.000 | 31.000 |
| **LADY M** | Lagoon 60 | 2025 | 8/4 | 4 | 41.500 | 37.000 | 32.000 |
| **ALMA** | FP Samana 59 | 2022 | 10/3 | 5 | 36.000 | 31.000 | 24.900 |
| **MOYA** | Lagoon 560S2 | 2014/2022 | 10/3 | 5 | 23.940 | 21.630 | 16.730 |
| **MELITI** | Lagoon 560S2 | 2014/2020 | 8/3 | 4 | 23.940 | 21.630 | 16.730 |
| **AZUL** | Lagoon 55 | 2023 | 8/3 | 4 | 26.900 | 24.000 | 20.000 |
| **LIBRA** | Bali 5.4 | 2024 | 10/3 | 5 | 27.700 | 24.700 | 19.700 |
| **SUMMER STAR** | Lagoon 52 | 2019 | 10/2 | 5 | 22.000 | 20.000 | 17.000 |
| **LARGO WINCH** | Lagoon 52 | 2017/2025 | 8/3 | 4 | 22.000 | 20.000 | 17.000 |
| **EFFIE STAR** | Lagoon 51 | 2025 | 10/2 | 5 | 22.000 | 20.500 | 17.500 |
| **BABALU** | Lagoon 51 | 2024 | 8/3 | 4 | 22.000 | 20.500 | 17.500 |
| **MY STAR** | Lagoon 46 | 2022 | 8/2 | 4 | 15.500 | 14.000 | 12.500 |

## Sailing Yachts

| | | BUILT YEAR / REFIT | GUESTS CREW | CABINS | JULY / AUGUST | JUNE / SEPTEMBER | LOW SEASON |
|---|---|---|---|---|---|---|---|
| **HUAYRA** | Comar Yachts - Comet 100 | 2011/2025 | 8/4 | 4 | 49.000 | 44.000 | 44.000 |
| **MELITI** | Garcia 86 (One off) | 2004/2021 | 6/4 | 3 | 26.500 | 23.500 | 23.500 |
| **NADAMAS** | Y8 | 2022 | 8/3 | 4 | 41.000 | 38.000 | 35.000 |
| **GIGRECA** | Admiral 76 | 2014/2021 | 8/3 | 4 | 29.900 | 26.000 | 24.000 |

**Charter rates are in Euro (€) and refer to weekly charter period.**
You can find all of our CA yachts listed in YACHTFOLIO & CYA

# TERMS & CONDITIONS



**CHARTER RATES INCLUDE**:

charter of a yacht and her equipment (on board entertainment equipment, auxiliary crafts and water toys included) and crew wages. Information on each crewed charter yacht's facilities and equipment can be found at www.istionluxuryyachts.com. All Yachts are listed in CYA, Yachtfolio and Charter Index.

**CHARTER RATES DO NOT INCLUDE**:

- All crewed yachts are quoted "Plus Expenses" and the specific terms often referred to as "MYBA terms" stipulate that the charter fee includes charter of the yacht and equipment, crew wages and food, ship's laundry, basic operating consumables, and insurance of the yacht for marine risk, third party claims, and the crew for employer's liability insurance. Yachts quoted as "plus expenses" means that the Charterer will be charged at cost, for all other expenses. These expenses include but are not limited to food and beverages for the charter guests, fuel for the yacht and auxiliary craft(s) and water toys, berthing fees, harbor and pilot fees, customs charges, divers' fees where required, communication charges, VAT, taxes, communications, guest laundry, shore-side electricity and water, onshore transfers and tours and anything else not specifically included in the charter fee.
- APA (Advance Provisioning Allowance): In crewed charters, the Charterer pays upfront an estimated amount for these expenses, this is then forwarded to the Captain who will be responsible for making all payments as necessary, accounting of Charterer's expenses, advising the latter periodically as to the disbursement of the APA and providing at the end of the charter a breakdown with as many receipts as possible. The amount provided up front for such expenses is called Advance Provisioning Allowance (APA), it is collected with the last payment before the charter and its purpose is to enhance the level of services rendered, by allowing the Charterer to remain un-distracted by day to day expenses. Deductions from APA represent expenses accrued and paid for from APA. Being an estimated allowance, APA is usually calculated at between 20 and 35% of the charter fee depending on the yacht specifics and the charter location. The final, actual expenses accrued may be more or less depending on Charterer's individual requirements. Should the Charterer spend more than their estimated expense allowance, additional payment will be required during their charter and under all circumstances the Charterer must settle all accounts in cash before disembarking at the end of the charter. Conversely, any unspent APA will be refunded to the Charterer at the end of the charter.
- VAT: As stipulated by Greek Law, Value Added Tax is collected by the Owner at the expense of the Charterer. The Charterer shall at all times be liable to pay for the VAT amount applicable by Law at the time the charter is executed. Charter VAT nominal rate is 24%. For charters of duration that exceeds 48 hours, on condition that it is proven to have sailed at high seas for over 60% of the charter period and over 60% of the distance travelled during the charter, then the nominal rate is discounted by 50% or more. Should the Charterer fail to fulfill the conditions for VAT discount application or should any changes in applicable tax legislation take place after the issuance of the charter agreement, that result in change of final charter VAT and hence of total amount(s) due, then the difference will be credited or debited accordingly to the Charterer. VAT legislation and the resulting VAT rates and conditions applicable are subject to change without prior notice, at no responsibility of the Broker, Stakeholder or Owner.
- Crew Gratuities: All of our yachts support MYBA tipping policy so Crew gratuities (tips) are at Charterer's discretion. A gratuity between 5% and 15% of the contracted gross Charter Fee for the entire crew is generally suggested to the Charterer but it should be clear that the Charterer is under no obligation to leave a gratuity and at no time should a gratuity be solicited, either verbally or in written form when the Charterer is settling the final account.

**CHARTER PERIOD**:

- Some yachts are offered on a Saturday to Saturday schedule during certain periods, please inquire before you offer.
- Some yachts are not offered for any duration that is less than one week. Daily rates for charter periods of less than one week are not calculated on all yachts on a pro rata basis, please inquire before you offer.
- Not all yachts are available at all times for Day trips and special events. Availability and rates for daily charters and special events are to be discussed on a case to case basis.

**EMBARKATION/DISEMBARKATION**:

Embarkation/disembarkation time is not standard for all yachts and periods but may vary from time to time and from yacht to yacht. Please confirm embarkation / disembarkation time offered in response to your inquiry and do not hesitate to discuss with our team any special requirement.

**OTHER TRAVEL ARRANGEMENTS**:

Airport pickups, inland transfers, helicopter transfers, air charter services, tours, ticketing, hotel accommodation, rent a car, currency exchange are all arrangements not included in the charter price. We will be happy to schedule transportation of



# TERMS & CONDITIONS

your guests to and from the yachts or assist with any other arrangement as above, any such service shall be provided at cost and can, if so required, be deducted from charterer's APA.

**SPECIAL CONDITIONS APPLICABLE**:

- Smoking is not permitted inside the vessels.
- All itineraries are suggested and subject to approval by Captain who will be evaluating prevailing weather and sea conditions at the time of charter. Private charter vessels are not cruise ships and can alter point of call at any time during the charter for passengers' safety and comfort.
- Whilst every effort will be made to secure berthing in the chosen ports during the cruise neither the Owner or the stakeholder or the Captain can be held responsible for the final allocation of any berth.
- Use of personal watercraft is permitted only subject to the operator having license approved by local (Greek) Port Authorities and conforming to local operating regulations and Law.
- Children are to be under the direct supervision of an adult member of the charter party at all times.
- Any outstanding amounts due by the Charterer will be settled with the Captain onboard, in cash, prior to disembarkation.
- All amounts payable must be cleared in Stakeholder's account in full. For any amounts received short either due to bank expenses, credit card fees or other reason, the resulting difference will be deducted from the APA.
- Any tax applicable by Law on Charterer's expense (including but not limited to V.A.T.) at the time the charter is executed will be paid by Charterer. Should any changes in applicable tax legislation take place after the issuance and signing of the Charter Party, resulting in changes in total amount(s) due then the difference will be credited or debited accordingly to the Charterer without any responsibility on the Broker, the Stakeholder or the Owner regardless of the V.A.T. or other tax being stated or omitted on the Charter Party either as rate or amount, on sole condition that any such change in Tax legislation is proven to have taken place after the issuance of the Charter Party and is applicable during the charter period.

## INSURANCE

**ALL YACHTS ARE INSURED AGAINST**:

- Risks arising from liability to third parties and damage to hull, machinery and equipment.
- Third party liability.
- Sea pollution liability.

It is highly recommended that the Charterer considers obtaining a Personal Travel Insurance, Cancellation/Curtailment Insurance and Charterer's Liability Insurance.

## PAYMENTS

Crewed charters are generally paid by wire transfer to Stakeholder's account in two installments:

- First payment (50%) is payable upon contract signing and necessary to confirm the booking.
- Second payment (50%+VAT+APA) is payable 45-30 days prior to embarkation.

**Option (hold) placement**: An option (hold) of limited duration can be placed on a crewed yacht only once contract has been requested and under all circumstances no option is valid unless first confirmed in writing by Istion Yachting.

**Booking**: No booking is confirmed until all parties have signed the charter contract and first payment has been cleared to the designated bank account of Istion Yachting as and within the date stipulated in the charter contract.

**Cancellation Policy**: As stipulated in Charter Party contract terms.

## RESPONSIBILITY

- Yacht's specification and equipment may vary from the ones presented on internet and any photos and equipment-list published are not legally or contractually binding. All information is given in good faith and is believed correct but cannot be guaranteed. Istion Yachting does not warrant or assume any legal liability or responsibility for the accuracy, completeness, or usefulness of any information and/or images displayed. Information published on the internet or exchanged via e-mail transmission cannot be guaranteed to be secure or error-free as information could be intercepted, corrupted, lost, destroyed, arrive late or incomplete, or contain viruses and Istion Yachting therefore does not accept liability for any such variances, discrepancies or errors.
- The Charterer is responsible to give notice of any complaint in the first instance to the Captain onboard and if this complaint cannot be resolved on board the Vessel then the Charterer shall give notice of the complaint to the Broker and / or Owner within twenty-four hours of the event or occurrence. Any complaint or claim not submitted in writing to Istion Yachting by either Charterer or Broker within 24 hours from the date of occurrence will be considered void by all contracting parties.
- All prices, terms and information are subject to change without notice.
- By offering for charter any yacht available through Istion Yachting any person or legal entity doing so acknowledges to have read, understood and agreed to these terms and conditions which unless other-

# TERMS & CONDITIONS



wise specifically and expressly agreed to in writing by Istion Yachting shall apply to any and all charters booked through Istion Yachting regardless if such acknowledgment has been provided and / or signed in writing by the person or legal entity making the booking.

## REFERENCES

**MYBA (The International Yacht Brokers' Association)**: Istion Yachting is a corporate MYBA member

**GYA (Greek Yachting Association)**: Istion Yachting is a founding member of GYA, established in 2013

**CYBA (Charter Yacht Brokers Association)**: Istion Yachting is member of CYBA the International Charter Yacht Brokers Association

**GNTO (Greek National Tourism Organization)**: Istion Yachting is licensed by GNTO (license number 1143E63000060500 MHTE) since 1992 and supervised by the Ministry of Culture and Tourism

**ISS (International Super Yacht Society)**: Istion Yachting is member of the International Super Yacht Society

**ECPY (European Community for Professional Yachting)**: Istion Yachting is member of the European Community for Professional Yachting

**HPYOA (Hellenic Professional Yacht Owners Association)**: Istion Yachting is member of HPYOA, since 1996

**SITESAP (Greek Professional Yacht Owners Association)**: Istion Yachting is member of SITESAP, since 2000

**YACHT-POOL**: Istion Yachting is member of YACHTPOOL International Financial Security System

**PANTAENIUS**: Istion Yachting is secured by PANTAENIUS, the Charter Payment Protection System

**UNIQA**: Istion Yachting is secured by UNIQA and offers the insurance services of the company

beautiful people, beautiful yachts

**www.istionluxuryyachts.com**

istion luxury yachts

**HEADQUARTERS**: 1, Poseidonos Ave., **174 55** Alimos, Athens-Greece **Tel** +30 210 9811 515, **E-mail** greece@istionluxuryyachts.com