For sale:

Solaris50

Fugarte

Built August 2019

by FASTSAILING.gr

A. Boat description

Fugarte is a Solaris50 first launched in August 2019. It is Hull number 43 of the line, it was never chartered and is in a very good condition.

The boat is visible in Olympic Marine, Lavrio - Greece, 30min drive from the Athens International Airport.

B. Options for the new owner

Asking price is 650,000€ (tax not paid).

There will be an extra 5% +vat commission payable by the buyer to Fastsailing acting as broker.

The new owners can test sail *Fugarte* by chartering for an unlimited number of days. The charter price will be fully deducted from the selling price to be paid.

The new owner is **not** obliged to pay VAT since *Fugarte* can remain under the existing "professional status".

If the new owner wishes so, we offer the possibility to keep *Fugarte* under our charter management for covering annual expenses and possibly more than that, without any restriction on the desired periods and duration of private use by the new owner.

C. Charter Yacht Management by FastSailing

Basic characteristics:

- Regular Maintenance costs are born by the owner (marina, insurance, antifouling, engine service)
- All costs related to chartering are born by Fastsailing (boat preparation, check-in/out, commercialization, expos, reservations etc)
- All damages/losses - (not normal wear and tear) done by charter clients are the responsibility of Fastsailing to repair/replace.
- No fixed costs for taking care of a managed boat (if available for charter). This will give us an incentive for promoting the boat for charter, and you will benefit from a boat that is always ready to sail
- Fastsailing takes care of the boat for the entire year (checking safety, taking boat in/out of the water, doing all maintenance works or arranging with subcontractors)
- We offer free storage space for boat or personal equipment
- For all services and equipment, the Owner will enjoy the professional prices that Fastsailing has with the preferred partners (ship chandlery -15%, marina -5%, very good prices for sails etc.)
- Boat is ready to sail and clean all the time. We rinse all boats once a week even if not chartered so that they all look nice one next to the other when clients come.
- Owner defines without any restriction by early January of each season the "reserved owner's" weeks that he wants to use the boat for his own personal use.
- Owner has the right to use the boat with short notice (~10 days before departure) any time that the boat is not booked for charter on top of the "reserved owner's" weeks
- For ~1 month of owner's use per year, we typically share the charter income at a range between 40/60 (Fastsailing/Owner). This ratio can vary based on owner's use or when restrictions in the number of charter weeks are set by the owner.
- Owner can set an upper limit for the charter weeks, for example just what is enough for covering running costs.
- We do not impose any restrictions on the time and period of use for the owners. Depending on what owners choose to do every year, we will adapt the % of our management fee.
- If there is no limit set for the maximum number of weeks chartered, we can apply a bonus for Fastsailing after a certain number of weeks in order to have an incentive to maximize charter performance.
- Payments to owner are scheduled 2 times a year (Sep, Dec)
- Management contract duration is flexible, starts with one year and we can extend it for as many years as you want. We can even do a brake if you want for example to go on a long trip at some point.

Costs:

- insurance: ~1.1% of insured value (for a boat of 100,000€ ~1,100euros/year)
- - marina: ~9000euros for 50ft boat per year including 1 month in dry dock and use of a cradle, free use of mooring assistance with marina's RIB all year round 24/7.
- hauling in & out with travel lift: 1,200euros
- engine service: 1,200euros/year based on regular maintenance plan by manufacturer and done by authorized service provider
- antifouling with airless gun: ~4,000euros
- hull polishing: 1,000euros
- Greek waters annual navigation tax: ~900euros/year
- various 2,000-3,000euros (small sail repairs, ropes, servicing, safety equipment checks etc)

All above amounts are without VAT.

Our bases:

- Olympic Marine, Lavrio
  - ~1km south of the main port of Lavrion towards cape Sounio, therefore, you are right next to the Cyclades, the Saronic and the Peloponnese
  - distance from the Athens airport is only 30km (~30min by taxi, cost 50€).

- Benitses Marina
  - ~8km South of Corfu international airport . An ideal base to explore the Ionian islands and Italy.
  - 6 km from the city center of Corfu.

Both marinas offer:

- top safety from the weather elements and there is security 24/7.
- 24/7 mooring help with inflatable dinghy reduces considerably the damage risk
- Large dry dock. Boats get out with a travel lift. (not a crane)
- In the marina there are the following services: Water & shore power, WC & showers, Wi-Fi, supermarket, restaurant, marine equipment store, ATM for cash withdrawal, car rental , gas station for boats.

Legal aspects:

In order to be able to charter legally in Greece, a boat must be

a. registered in an EU country + Norway, Iceland, Switzerland
b. have the right to be chartered in the country of registry (with some official document as proof for that)
c. must obtain a "charter license" in Greece which costs ~2500€ and is paid once. No renewal fee.

Charter performance:

- Indicatively, for a typical 40/60 charter income sharing ratio, the owner can cover running costs with 6-7 weeks and break even at ~15 weeks of charter.
- Assuming that the owner sails for ~4 weeks/year, we can realistically expect at least 8 weeks of charter per year. As people discover more and more the possibility to charter our top boats, the trend is positive every year with a constant increase of our total weeks chartered. Therefore, do not be surprised if we actually reach more than 15 weeks!
- Average charter price without VAT ~5000euros for an Solaris50.
- Charter season is April-Nov. Most busy period is mid-May till end of October

The costs of maintaining a boat, through the fleet prices we now enjoy, are fairly reasonable and competitive when compared to most other Mediterranean or northern European countries. Besides that, chartering will help amortize investment, so the overall cost of enjoying a boat of your choice will be substantially lower.

The damage risk on our boats is substantially lower than other on "typical" charter boats because the level of clients (both marine and educational) is much higher than that of average charter clients. Since we started in 2012, we have never ever had a boat that has lost a charter week due to some technical problem. This is thanks to our technical expertise and good care of the boats but also thanks to the low level of damage caused by our clients.

It goes without saying that the boat will receive perfect care and service. The contact details of owners who have (Pogo36, Pogo12.50, Pogo50, Solaris44, Solaris47, Solaris50, Solaris60, X-Yacht X4.6, Outremer4X) or had (Pogo10.50) boats managed by Fastsailing are available upon request, so that you can ask them directly about their overall experience and opinion.

All above prices are excluding VAT.

Brief presentation of our company.

Evolution
2012: launching of FastSailing, chartering performance sailboats starting with our 1st owned Pogo12.50 *Hermes*.

2013: 1st "managed" boat added to our fleet, Pogo10.50 *Galahad*

2014: Acquisition of the 2nd owned Pogo12.50 *Hermes²*. Addition of a catamaran SIG45 as managed boat

2016: Acquisition of the 3rd owned Pogo12.50 Hermes3. Addition of Pogo50 *Eros* and Pogo12.50 *Don Quichotte* as managed boats. Selling of our 1st owned Pogo12.50 Hermes in Nov 2016, has done already 3 transatlantic crossings with the new owner

2017: Acquisition of the owned X-Yacht X4.3 *Xenios*.

2018: Addition of the X-50 *Abraxas*, the Pogo36 *Infinity*, Pogo30 *Eixurit* and Sydney43GTS *Morpheus* as managed boats

2019 Acquisition of the 4th owned Pogo12.50 *Hermes⁴*. Addition of Solaris47 *Forever Free*, X-Yacht X4.6 *Pure Fun*, Outremer 4x catamaran *Lynx*, and Loxo32 motorboat *Ithaki* as managed boats.

2020: Acquisition of the owned Pogo36 *Athena* and Dehler30 One Design *Atlas*. Selling of our 2nd owned Pogo12.50 *Hermes²* in Nov 2020

2021: Acquisition of the owned Pogo44 *Apollo* and the Solaris40 *Aeneas*.

2022: Acquisition of the owned Pogo44 *Apollo2* . Selling of our owned Dehler30 One Design *Atlas* in May 2022. Selling of our owned X-Yacht X4.3 in Nov 2022

2023: Addition of the Solaris60, and the Solaris Power 44 (motor yacht).

2024 Addition of the Pogo40, Italia14.98, and the ORC57 Catamaran in the charter fleet

2025 Addition of the Solaris44, 2xSolaris50 and the 2nd Pogo36 in the charter fleet

We currently own 5 charter yachts and do charter management for 15 more.

We manage without chartering 7 yachts: Solaris50, Solaris47, 2x Pogo12.50s, Ice 52, Tina 32 of 1968, as well as the Class40 No134 (Mach2 – Sam Manuard Design)

Key people

Michalis Aftias
Partner
General Management and Operations - Lavrio Base
Started sailing since a child on dinghys, windsurf, olympic class 470s, offshore cruising and racing.
Family originating from the island of Samos, always had a family sailboat (Van de Stadt, Dufour, Dehler)
1999 Engineering Diploma Aristotle Univ. in Thessaloniki.
2001 dual MSc Civil Engineering and MSc Technology Policy, MIT.
2001-2004 Engineer at Bouygues Construction SA, in France.
2005 joined Ydronomi Consulting Engineers as partner.
2012 started Fastsailing.

Stefanos Lazaridis
Partner
1998 Civil Engineering Diploma National Technical University of Athens (NTUA)
2000 MSc Water Resourses Management NTUA
2000 Ydronomi Consulting Engineers partner.
2014 Fastsailing partner

Dimitris Poulimenos
Corfu base Operations Manager
UK citizen and English native speaker
2019- 2021 Fastsailing Corfu base operations
2022 Fastsailing Corfu base manager

Nikolas Georgiou
Lavrio base Operations Manager
2003 Mechanical Engineer, University of Newcastle
2011 SDA Bocconi ABB Med Passport School of Management
2004-2021 ABB - Local Business Unit Manager Motors Generators & Power Transmission products
2021-2023 Yacht Fleet Management & Skippering
2023 Fastsailing Lavrio base manager

D. Improvements for Solaris50 *Fugarte* during 2025

Fugarte integrated Fastsailing management since January 2025. Here is the list of the improvements we made so far:

- New spray hood (2025)
- New bimini (2025)
- New boom cover (2025)

E. Full Specifications

Solaris50

- Build No. 43, delivery August 2019
- Blue hull
- Engine: Yanmar 4JH80, 80 HP

Hull & Deck:

- Sandwich construction with airex foam core for hull and deck
- Hull structure with unidirectional transversal and longitudinal frames and reinforcements
- All the bulkheads are completely resinbonded to hull and deck
- Teak on side decks, coachroof, bathing platform
- No. 2 additional fixed hull windows, with interior linings, for the fore cabin
- No. 2 additional fixed hull windows, with interior linings, for the aft cabins

Mast/Rigging

- Hall Spars carbon mast
- Hall Spars Carbon V-boom with lazy jack
- Rod rigging
- Tricolour mast head light
- Main boom topping lift

Sails

- Mainsail 83 m²: Millenium Carbon Monolithic 2019
- Furling self tacking jib 60 m²: Millenium ARXE Carbon 2022
- Furling Self-tacking Inner Jib: 35 m² 2019
- Asymmetric Spinnaker 153 m²: Banks iRev 2019

Engine & Propulsion

- Total Power: 75 HP
- Engine Brand: Volvo Penta D2-75F
- Engine Type: Inboard
- Engine/Fuel Type: Diesel
- Propeller: 3 blade Ewol feathering propeller
- Rope cutter for the Ewol propeller
- Bow thruster

Tanks

Fresh Water Tank: 500 lt
Fuel Tank: 300lt

Electronics

- 2xB&G multifunction display model Zeus 3 - 9" touchscreen display with integrated GPS antenna
- B&G H5000 navigation pack including: 2 display H5000 GFD, autopilot display H5000 GPD, H5000 power computer, RAM T2 12V, 360° wind direction, VHF model V50 including second unit H50 in cockpit
- Additional H5000 GFD display, B&G
- GPS antenna model ZG100, B&G with integrated rate compass and 10 Hz Simnet output
- Radar Antenna model B&G 4G (installed at mast)
- Access Point WI-FI Simrad Go-Free
- AIS NAIS-500 class B
- Remote control for the autopilot B&G WR10
- Docking station and antenna for the Inmarsat IsatPhone 2
- No. 2 consoles on the steering pedestals for instruments

Electrical:

- VECO air conditioning and heating system for the saloon and the fore cabin
- Fisher Panda 3.8kW generator
- Additional 12V sockets in every cabin and chart table
- Additional 220 V sockets in in every cabin and bathroom
- Charger and inverter
- Cockpit floor lights white LED
- Galvanic isolator to prevent stray corrosion
- Cabin floor lights red
- 2 solar panels model Solbian SP130 on top of the cockpit bimini
- LED lighting system
- Indirect lighting in the master cabin, the saloon and the galley
- Indirect lighting in the cockpit: no. 8 lights (cockpit seats, underneath the steering consoles, on the sides of the steering pedestals)
- No. 1 lithium battery, MLI 12/5000 Mastervolt, 360 Ah

Safety

- EPIRB
- Emergency tiller
- MOB
- Flares
- Radar reflector
- 8x automatic life vests with teethers
- Electric and manual bilge pump
- 1st aid kit
- Fire extinguishers

- Life raft 8 ps Arimar
- Binoculars
- Hand held compass

Accommodation

- 1 x forward queen v berth cabin
- 1 x single saloon berth (starboard)
- 2 x aft port double berths
- 2 heads with hot water shower and electric toilet
- Saloon table with lifting system and additional cushion

Galley

- Inox stove
- Fridge 70lt
- Additional 2-drawers electric fridge in stainless steel, in the portside of the galley
- Full set of cooking utensils
- Galley's worktop in Corian
- Protection panel for the cooktop
- Coffee machine + dedicated 220V socket

Interior Equipment

- Oak floorboards
- Folding wooden shelf / worktop in the galley
- Salt water foot pump for the galley
- Electric marine heads
- Heating by the reverse cycle of the air conditioning for the saloon and the fore cabin
- Watermarker Osmosea 100L/Hr
- Ice maker
- Washing machine
- Generator Fisher Panda
- Bathroom topsides covered in carbon
- Forward facing chart table
- Vertical Handbar on side bathroom
- Lee clothes for the saloon (starboard) and for the portside aft cabin

Entertainment

- Music system including: Fusion MS-IP700i unit with AM/FM tuner, slot for i-Pod, i-Phone and Android devices, external USB socket. Saloon and cockpit loudspeakers. The Fusion unit can be controlled via the Raymarine/B&G touchscreen displays.
- TV with lift mechanism in the saloon

Anchoring Gear

- Anchor control with chain counter (mounted on the steering console)
- Electric mooring winch, Sanguineti 1000W 12V
- Anchor 35kg Ultra Marine
- Anchor chain 10mm 60m

Deck Gear/Sail handling

- Carbon bowsprit
- GRP seats behind the steering wheels with integrated storage boxes
- Hydraulic vang and hydraulic outhaul integrated in the boom
- 2-ways power pack including 2 hydraulic pistons for the backstay
- Removable teak foot rests
- Harken TD jib furler
- Harken full-batten mainsail gear for the switch track
- Gear for Gennaker and Code
- Staysail halyard 2:1
- Code 0 halyard 2:1
- No. 2 folding padeyes to work as a fixes point for the jib
- Chainplate and staysail tack
- No. 4 winches model Harken Performa 60, of which 2 electric
- No. 2 bags for the halyards in cockpit
- No. 4 stainless steel folding cleats
- No. 2 stainless steel folding cleats amidships
- No. 2 stainless steel grabrails on deck, at the entrance
- Stainless steel gate in the life lines (starboard)
- Upgrade to the mast track and additional car for the 3rd reef
- Carbon steering wheels

Crew protection

- Sprayhood with GRP/teak cover
- Bimini for the guest's cockpit

Other Equipment/Extras

- Cockpit cushions
- Cockpit table with teak folding wings, stainless steel fixing base and storage compartment. Fittings to make it removable
- Toolbox with all basic tools
- Covers for wheels, boom, cockpit table & consoles
- Folding gangway
- 8 Fenders incl. fender covers
- Mooring lines

- Saloon upholstery in leather
- Electric salt water pump in the anchor locker
- Gas detector system
- Roller to drop and lift out the tender
- Additional rack in the sail locker
- Tender Aermarine Alusmart 245 + 6 hp outboard engine

Contact details

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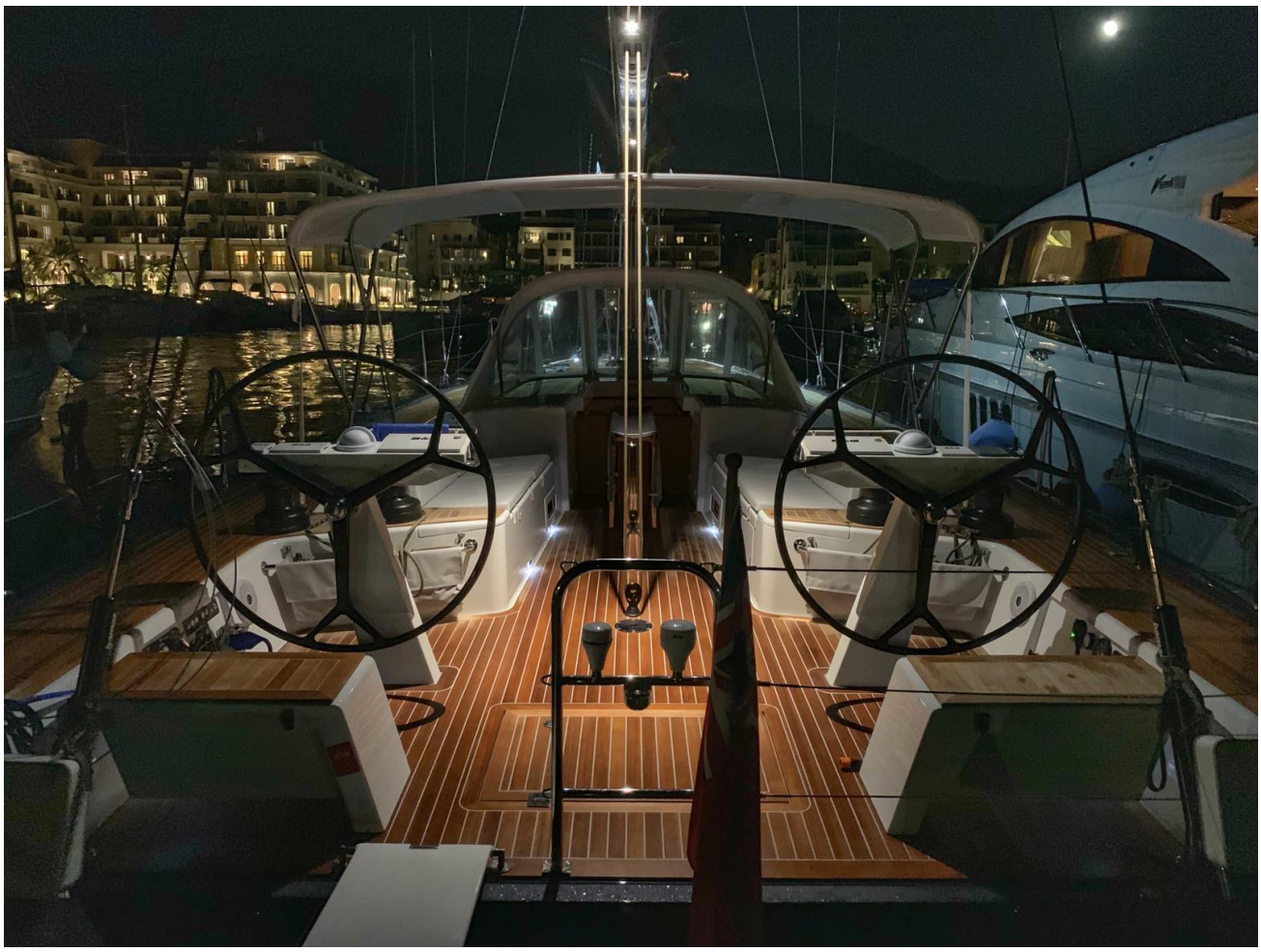
PHOTO GALLERY



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