

EIGHT SEASONS LATER: AN OWNER RELATIONSHIP THAT CONTINUES TO GROW



One of the greatest compliments a yacht builder can receive isn't about craftsmanship or performance, it's hearing from owners years after delivery who say they would make the same decision all over again. That was exactly the sentiment recently shared by David and Ana, proud owners of *ANA LUISA*, a 2018 Outer Reef 700 Classic Motoryacht.

When they began searching for their next yacht, they had already spent more than fifteen years aboard their previous vessel. While they appreciated her capabilities, they realized they wanted something more than another well-built yacht. They wanted a true-blue water cruiser backed by a builder who would remain invested in their ownership experience long after delivery. After researching the market, speaking with fellow owners, and working closely with Outer Reef Sales Representative Joel Davidson, they chose Outer Reef, and nearly a decade later, they say they would make the same decision again.



Now entering their eighth cruising season aboard *ANA LUISA*, David says the support from the Outer Reef team remains just as strong as it was on day one.

Whether troubleshooting onboard systems, sourcing OEM parts, or simply answering questions, the Outer Reef service team continues to provide the guidance and technical expertise that allows owners to cruise with confidence. A recent example involved diagnosing an intermittent issue with the yacht's 100-amp Iso-Booster. Working alongside Outer Reef's Randy and the equipment manufacturer, the problem was quickly identified and resolved, eliminating the frustration and unnecessary expense that can often accompany complex onboard troubleshooting. But David's appreciation extends well beyond service.

Throughout their ownership, *ANA LUISA* has proven herself in demanding real-world conditions—from extended periods at anchor in 50-knot winds to challenging head seas and powerful squalls with gusts approaching 60 knots. Time and again, their 2018 Outer Reef 700 Classic Motoryacht has delivered the comfort, stability, and confidence that define every Outer Reef.

"We could not be happier with our decision to be part of the Outer Reef family."



For all of us at Outer Reef Yachts, stories like this are especially meaningful. They remind us that while exceptional yachts are built in the shipyard, lasting relationships are built over years of shared experiences, trusted support, and unforgettable adventures.

Thank you, David and Ana, for your friendship, your confidence, and for allowing us to be part of your journey aboard *ANA LUISA*. We look forward to many more seasons of cruising together.

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