



Yacht Sales & Management, Defined by Technical Excellence

2026



INTRODUCTION

*Ownership planned, protected,
and preserved*

Yacht ownership should feel effortless, confident, and intentional.

Soluna Yacht Group supports owners at every stage of the journey - from the first decision to ongoing operation - with a calm, considered approach grounded in technical understanding and long-term perspective.

From informed yacht acquisition in Florida to hands-on management and technical oversight throughout the Caribbean, Soluna brings continuity to ownership. Our presence in the United States Virgin Islands places us at the heart of the region's most active cruising and charter grounds, supporting yachts operating across the USVI, BVI, and beyond.

We work with owners who value preparation, clarity, and structure - not as constraints, but as the foundation for freedom, enjoyment, and lasting value.

OUR MODEL

Where preparation replaces reaction

At Soluna Yacht Group, yacht management and ownership planning begin long before a vessel is offered for charter or prepared for guest use.

Our approach is built on understanding how a yacht is designed, maintained, documented, crewed, and supported over time — not simply how it appears or performs in isolated moments.

Technical capability, regulatory awareness, and operational discipline form the foundation of every service we provide.

This perspective allows owners to experience a quieter form of ownership: one where systems work reliably in the background, decisions are made early and with context, and the yacht is supported as a complete operating asset.





YACHT SALES

Entry into ownership, approached with clarity

Soluna Yacht Group provides yacht sales brokerage and advisory services from Florida, supporting clients purchasing or selling yachts on the US East Coast, Caribbean and International markets.

Our sales approach is informed by technical and operational reality. We advise owners not only on design, layout, and aesthetics, but on lifecycle considerations, operating profiles, maintenance implications, and long-term suitability.

This is particularly relevant for technically advanced multihulls and performance-driven yachts, where ownership success depends on understanding systems, build philosophy, and real-world operating demands.

Sales at Soluna are not transactional. They are an extension of ownership planning - ensuring clients enter ownership with clarity, realistic expectations, and informed confidence.



THE USVI & BVI CHARTER MARKET

A year-round sailing environment

The United States and British Virgin Islands form one of the most established and consistently active yacht charter markets in the world.

Recognized as the sailing capital of the Caribbean, the USVI and BVI offer protected waters, short passages, reliable trade winds, and a well-developed marine infrastructure. These conditions support a wide range of charter profiles and contribute to sustained demand across the year.

Soluna Yacht Group's operational base in the USVI enables close, hands-on oversight in this market. Proximity to regulators, service providers, and charter infrastructure supports informed planning, realistic scheduling, and responsive management - grounded in the practical realities of the region.

YACHT MANAGEMENT

*Structured management, built on
technical excellence*

At Soluna Yacht Group, yacht management is driven by technical understanding. We believe that successful management frameworks are built from the inside out — beginning with how a yacht is designed, built, commissioned, and maintained over time.

Technical clarity informs every management decision: maintenance planning, budgeting, regulatory compliance, crew requirements, and operational readiness. When systems are understood and documented correctly, risk is reduced, decisions are faster, and ownership becomes predictable rather than reactive.

This technical foundation allows management to function as a coordinated system, ensuring consistency, accountability, and long-term asset protection.





FULL MANAGEMENT

-MOON YACHT-

Designed to be understood.

Managed to be preserved.

Soluna Yacht Group provides full yacht management exclusively for Moon Yachts and a limited number of approved vessels. Our close alignment with the Moon platform gives us deep familiarity with vessel systems, build standards, and technical intent.

This insight allows management to extend beyond administration. We manage maintenance and compliance proactively, align budgets with actual lifecycle requirements, and support crews with clear technical frameworks rather than assumptions.

By managing a focused fleet, we preserve continuity across documentation, service history, and technical decision-making — resulting in greater reliability, reduced downtime, and sustained asset value throughout ownership.



À LA CARTE MANAGEMENT

Targeted technical support, without dilution of standards

Soluna Yacht Group also supports non-Moon yachts on a selective, à la carte basis.

These services are designed for owners seeking professional oversight, technical coordination, or administrative support without full fleet management. Non-fleet yachts are not considered part of the Soluna Fleet and are supported strictly on an individual service basis.

All non-fleet services are delivered on an agent and intermediary basis only, with clear separation between advisory, coordination, and execution. These services are delivered with the same technical discipline and discretion that defines the Soluna Fleet.



TECHNICAL SERVICES

*The structural core of our approach – ensuring discipline
and consistency*

Technical capability sits at the core of Soluna Yacht Group.

Our management and advisory model is built on deep technical understanding — not as an add-on, but as the foundation that informs every operational, financial, and maintenance decision. This allows us to manage yachts proactively rather than reactively, protecting both performance and long-term asset value.

Soluna provides structured technical oversight, combining in-house expertise with carefully selected specialist partners. We define technical scope, assess priorities, coordinate execution, and supervise quality across all systems, always with full visibility of the yacht's design intent, operating profile, and lifecycle considerations.

By maintaining clear separation between technical oversight and hands-on labor, owners retain transparency and control while benefiting from informed, independent technical leadership.

This technical foundation is what enables disciplined cost control, continuity of care, and ownership experiences that perform consistently over time.



ABOUT US

Experience shaped by life on the water

Soluna Yacht Group is a family-run company formed through decades of experience living and working on the water.

Our background is not theoretical. It comes from years spent around yachts, marinas, and shipyards — across technical, operational, and commercial roles. Yachts have never been an abstract concept for us; they have been part of daily life.

This long-term proximity to the water shapes how we work. We understand the realities of ownership, the importance of preventative care, and the difference between short-term fixes and long-term stewardship. It also informs our approach to relationships — measured, direct, and built on trust over time.

SARAH ROWLAND



Sarah's career has been built around yachts, the water, and the realities of ownership. With experience spanning superyacht crewing, technical operations, management, and commercial roles across international markets, she brings a practical, systems-driven perspective to Soluna Yacht Group. Her approach is shaped by long-term industry involvement and a belief that effective ownership begins with technical understanding and thoughtful planning.

TONY FUERTES



Tony's career has been built around hands-on technical work, maintenance oversight, and problem-solving across a wide range of yachts and operating environments. With extensive experience across systems, repairs, and operational support, he provides the technical depth that underpins Soluna's management model. His focus is on preventative care, clear diagnostics, and solutions designed for long-term reliability.

PETER PIESCHEL



Peter's background spans yacht sales, technical operations, and owner advisory roles across the Caribbean and international markets. With long-standing experience working closely with builders, shipyards, and owners, he brings a commercially informed yet technically grounded perspective to Soluna Yacht Group. His work focuses on informed decision-making, lifecycle planning, and long-term asset value.

SOLUNA YACHT GROUP

*Ownership, founded in integrity
and technical excellence*

Yacht ownership is at its best when management feels unobtrusive, decisions are well-informed, and systems work quietly in the background.

Soluna Yacht Group exists to provide that foundation — combining technical expertise, disciplined management, and a deep respect for the yachts we are trusted to support.

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