



Dewitt Marine's

# SMART BOAT BUYER GUIDE



LEARN WHY SAVVY BOATERS  
PURCHASE THEIR NEW BOAT  
IN THE FALL

[WWW.DEWITTMARINE.COM](http://WWW.DEWITTMARINE.COM)

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# SMART BOAT BUYER GUIDE

Fall marks the beginning of the new boat buying year. New 2020 model boats are starting to fill up our showroom with new, vibrant colors and textures, functional amenities, and new tech features. If you're considering buying a boat in the near future please read below to see what smart boat buyers are doing to get the most out of their purchases.

## Fall is the best time of year to purchase a new boat

Fall is when manufacturers offer their largest discounts of the year to dealers to stimulate sales when demand is low. Reason why, to keep their hundreds of skilled craftsmen employed year-round. Fall is the best time to purchase your new model and customize before you take delivery in the spring. In addition, waiting until Boat Show season to order your boat may delay your delivery date in Spring.



## Trade-In Value Advantage

Smart buyers that purchase in the fall avoid an additional year of depreciation and receive a higher trade-in value than those who wait until spring when their boat is another calendar year older.

In addition, Michigan's tax legislation "Sales Tax on the Difference" allows the trade value to be deducted from the new boat value which can save hundreds to thousands in sales tax on your new boat.

How it works: If a customer traded in a vessel valued at \$40,000 for a new boat that was \$80,000, they would only pay tax on the difference, \$40,000. This customer saved \$2,400!



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## Save MORE on IN-Stock Models

We're making space for our new 2020 models in our showroom and the aged inventory needs to move out. Late models offer HUGE savings that aren't affected by 2020's manufacturers 15%-18% cost increase thanks to trade war tariffs.



## Additional Benefits & Savings - Storage & Winterization

We'll pick up your qualified trade-in and take care of the winter storage and winterization, on us!



## Hold Off on Payments

Dewitt Marine offers competitive financing options with payments that won't begin until after the new year.

## Take Advantage of the Savings While They Last

Click Below to see our aged inventory.

2019

2018

