

Why Buy A New Boat ?

Simply put, newer is better! **When buying a boat, you're buying priceless memories, adventure, fun with family and friends , and peace of mind, body and soul. At least that's the goal.** A Yacht is an extremely complicated piece of equipment, with many systems on board to make life comfortable for you and your guests. If any one of those systems goes down, you will be out of your comfort zone very quickly. The best way to keep that from happening is to buy as new as you can afford.

A boat's best years, are the first 5 years.

Many people make the mistake of looking at the outside of a boat or looking at how many hours are on the boat. The main thing that counts is how old the boat is-the clock starts ticking when the boat is "splashed". Example: If a boat is a 2008, it's had salt water sitting in the engines for 4 years, waste in the holding for 4 years, fuel in the tanks for 4 years, humidity in the boat for 4 years, etc. whether the boat has 40 hours on it or 400 . 70% of your boats value is **under** the decks.

Every component on your boat has a fail date:

Engines- with belts, hoses, starters, electronics, injectors.

Generator- with hoses, starters, electrical components.

Wet cell batteries-usually 5-10 on board, lasts about 2-3 years.

Vacu flush toilets-one O ring goes, and you're coming home.

Water Pump-when it stops, no shower, no flushing toilet, no clean dishes.

Battery Charger-charged batteries are crucial for your boat to function.

Refrigerator-no food and drink, no fun.

These systems are all crucial to operate properly when at sea or else you're coming home.

There are many other systems that aren't as crucial, but will diminish your enjoyment, such as TVs, radios, electronics, heat and cooling systems, stoves, microwaves, and lighting systems.

Most used boats on the market have had a lot of fail dates come due and the owner is tired of fixing the boat or has realized that a lot of fail dates are about to become due. 95% of most people selling a used boat will be buying a much newer boat. Boats are made to be enjoyed, not to be worked on all the time-the best way to ensure that you will maximize your fun time is to buy as new as possible. Remember when buying, let's say a 40' boat, regardless if it's a 2012, or a 2005, your slip fee, insurance, and cleaning maintenance will be the same. Your fuel bills and mechanical maintenance will be higher on the used boat.

Finally, there is a myth perpetrated by brokers who only sell used boats, that you will end up financially short if you buy new, "let the other guy take the initial financial hit" is a typical statement. This is the only argument they have, but it is still false. Yes, you will pay more initially, but you're buying a boat that is warranted from bow to stern. You'll be buying the latest technology in the engines, electronics and all systems on the boat. You'll be having more pride of ownership.

You'll be buying a boat free of pet pests (flea's), and pet stains. You'll be buying a boat that's not worn out! I've seen a lot of people spend hundreds of thousands of dollars who ends up buying headaches and frustration-not a good plan! Spend a little more, get a lot more. The older a boat is, the faster it depreciates. When you sell a new boat in 5 years, of the extra cost that you paid up front, most will be recuperated. First and foremost - The true cost is: "How many awesome memories do I have! Secondly, how much money do I have left in my pocket"?

Very few people are blessed enough to buy a Yacht once in their life-If you are that fortunate, **congratulations**, and do it right the first time , your memories will thank you!