



**Boat Sales Activity
Washington State
4th Quarter - 2017**



Source of Sales	2017								2016		2016 & 2017 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	148	\$13,475,166	133	\$7,465,332	105	\$6,685,932	386	\$27,626,430	310	\$21,257,696	76	24.5%	\$6,368,733	30.0%
New Import *	51	\$2,224,477	48	\$2,091,813	69	\$4,672,962	168	\$8,989,251	171	\$6,244,003	-3	-1.8%	\$2,745,248	44.0%
Used Dealer	231	\$10,253,107	177	\$11,749,323	126	\$10,461,288	534	\$32,463,718	431	\$26,135,477	103	23.9%	\$6,328,241	24.2%
Used Dealer Import	35	\$4,316,840	38	\$4,737,518	66	\$4,077,511	139	\$13,131,869	79	\$10,833,793	60	75.9%	\$2,298,077	21.2%
Used Private	1,027	\$7,561,369	647	\$6,512,881	547	\$4,749,012	2,221	\$18,823,261	2,755	\$19,224,418	-534	-19.4%	-\$401,157	-2.1%
Used Import **	366	\$5,216,879	230	\$6,394,786	208	\$3,872,458	804	\$15,484,123	741	\$17,199,012	63	8.5%	-\$1,714,889	-10.0%
In-Migrant ***	90	\$0	57	\$0	39	\$0	186	\$0	no data	no data	no calc	no calc	no calc	no calc
Total	1,948	\$43,047,837	1,330	\$38,951,653	1,160	\$34,519,162	4,438	\$116,518,653	4,487	\$100,894,400	-49	-1.1%	\$15,624,253	15.5%

- * Current WA resident registers a new boat from an out of state dealer.
- ** Current WA resident registers used boat purchased from out of state.
- *** New WA resident registers boat brought into the State

Source: Washington Department of Licensing and Washington Sea Grant Program