



**Boat Sales Activity
Washington State
June 30, 2018**



Source of Sales	2018								2017		2017- 2018 Comparison					
	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Annual Total		Annual Total		Annual Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	%	\$	%	
New Dealer	727	\$48,370,847	2,003	\$108,632,866	1,731	\$75,356,421	348	\$34,467,679	4,809	\$266,827,813	4,505	\$218,200,672	304	6.7%	\$48,627,141	22.3%
New Import *	248	\$9,896,861	610	\$25,054,642	549	\$19,238,793	166	\$9,320,776	1,573	\$63,511,073	1,389	\$61,905,689	184	13.2%	\$1,605,384	2.6%
Used Dealer	549	\$31,199,965	1,149	\$48,008,925	1,056	\$45,031,181	493	\$34,785,713	3,247	\$159,025,784	3,070	\$154,702,472	177	5.8%	\$4,323,313	2.8%
Used Dealer Import	144	\$17,422,156	205	\$14,031,056	188	\$11,132,049	90	\$12,742,529	627	\$55,327,790	698	\$58,128,868	-71	-10.2%	-\$2,801,077	-4.8%
Used Private	2,810	\$26,754,559	7,969	\$44,634,547	8,073	\$45,666,509	2,242	\$19,086,741	21,094	\$136,142,355	20,552	\$126,710,646	542	2.6%	\$9,431,710	7.4%
Used Import **	1,034	\$16,642,576	2,651	\$35,640,485	2,433	\$31,932,160	749	\$18,653,538	6,867	\$102,868,758	7,117	\$101,861,730	-250	-3.5%	\$1,007,029	1.0%
In-Migrant ***	235	\$0	619	\$0	671	\$0	152	\$0	1,677	\$0	1,911	\$0	-234	-12.2%	\$0	no calc
Total	5,747	\$150,286,965	15,206	\$276,002,520	14,701	\$228,357,113	4,240	\$129,056,976	39,894	\$783,703,574	39,242	\$721,510,075	652	1.7%	\$62,193,499	8.6%

- * 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