



**Boat Sales Activity
Washington State
1st Quarter - 2018**



Source of Sales	2018								2017		2017 & 2018 Comparison			
	January		February		March		1st Quarter Total		1st Quarter Total		2nd Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	123	\$13,279,479	235	\$15,564,138	369	\$19,527,230	727	\$48,370,847	683	\$40,366,879	44	6.4%	8,003,969	19.8%
New Import *	43	\$1,549,846	72	\$1,996,211	133	\$6,350,803	248	\$9,896,861	229	\$7,906,421	19	8.3%	1,990,440	25.2%
Used Dealer	152	\$9,856,489	167	\$9,929,643	230	\$11,346,333	549	\$31,132,465	442	\$24,134,350	107	24.2%	6,998,115	29.0%
Used Dealer Import	41	\$7,331,974	48	\$4,751,609	55	\$5,338,574	144	\$17,422,156	126	\$13,841,941	18	14.3%	3,580,215	25.9%
Used Private	627	\$10,037,747	805	\$5,293,784	1,378	\$11,423,027	2,810	\$26,754,559	2,435	\$16,119,042	375	15.4%	10,635,517	66.0%
Used Import **	274	\$4,304,662	290	\$4,699,870	470	\$7,638,044	1,034	\$16,642,576	935	\$16,390,355	99	10.6%	252,221	1.5%
In-Migrant ***	53	\$0	70	\$0	112	\$0	235	\$0	201	\$0	34	16.9%	0	no calc
Total	1,313	\$46,360,198	1,687	\$42,235,256	2,747	\$61,624,011	5,747	\$150,219,465	5,051	\$118,758,989	696	13.8%	31,460,476	26.5%

- * 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