



Resident County of Purchaser and Source of Sales

1st Quarter 2018



County Name	2018													2017		2017 & 2018 Comparison						
	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		In-Migrant	1st Quarter Total		1st Quarter Total		1st Quarter Change				
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$		Units	\$	Units	\$	Units	% Change	\$	%Change	
Ciallam	5	\$160,870	3	\$39,007	2	\$107,000	1	\$523,667	56	\$265,896	10	\$35,210	5	\$0	82	\$1,131,650	89	\$7,485,755	-7	-7.9%	-\$6,354,105	-84.9%
Clark	26	\$2,397,489	61	\$2,160,727	4	\$57,101	3	\$12,250	131	\$1,143,580	162	\$1,175,050	11	\$0	398	\$6,946,197	287	\$718,581	111	38.7%	\$6,227,616	866.7%
Cowlitz	7	\$276,431	10	\$313,926	1	\$14,364	0	\$0	48	\$279,835	38	\$271,385	3	\$0	107	\$1,155,941	100	\$6,156,005	7	7.0%	-\$5,000,064	-81.2%
Grays Harbor	7	\$104,684	1	\$28,912	5	\$31,830	0	\$0	42	\$129,105	11	\$26,195	4	\$0	70	\$320,726	66	\$1,271,351	4	6.1%	-\$950,625	-74.8%
Island	13	\$410,525	5	\$274,929	9	\$204,950	1	\$300	65	\$213,927	16	\$177,119	0	\$0	109	\$1,281,750	117	\$249,261	-8	-6.8%	\$1,032,489	414.2%
Jefferson	6	\$617,873	3	\$120,604	4	\$243,800	2	\$444,000	38	\$189,600	5	\$15,100	4	\$0	62	\$1,630,977	66	\$2,325,213	-4	-6.1%	-\$694,236	-29.9%
King	204	\$21,109,946	25	\$1,171,208	164	\$13,625,323	45	\$7,847,374	450	\$7,751,066	132	\$4,716,605	48	\$0	1,068	\$56,221,521	916	\$1,618,225	152	16.6%	\$54,603,296	3374.3%
Kitsap	14	\$1,067,551	3	\$25,502	23	\$1,551,056	4	\$504,738	133	\$1,332,527	31	\$506,546	11	\$0	219	\$4,987,921	246	\$39,442,024	-27	-11.0%	-\$34,454,104	-87.4%
Lewis	6	\$42,752	1	\$65,000	11	\$75,650	2	\$5,450	41	\$129,250	14	\$32,301	7	\$0	82	\$350,403	75	\$5,638,873	7	9.3%	-\$5,288,470	-93.8%
Mason	19	\$788,488	7	\$64,824	10	\$96,190	0	\$0	53	\$121,945	22	\$75,575	6	\$0	117	\$1,147,022	95	\$766,823	22	23.2%	\$380,199	49.6%
Pacific	0	\$0	0	\$0	0	\$0	0	\$0	16	\$39,100	5	\$49,500	0	\$0	21	\$86,600	29	\$1,375,530	-8	-27.6%	-\$1,286,930	-93.6%
Pierce	85	\$4,132,473	20	\$1,835,698	78	\$3,455,513	12	\$864,835	343	\$4,235,059	82	\$2,406,806	25	\$0	645	\$16,930,385	565	\$401,929	80	14.2%	\$16,528,456	4112.3%
San Juan	9	\$841,172	1	\$11,903	12	\$590,695	5	\$2,378,786	39	\$312,115	13	\$807,025	1	\$0	80	\$4,941,695	50	\$9,187,215	30	60.0%	-\$4,245,519	-46.2%
Skagit	15	\$1,150,372	6	\$211,828	13	\$1,010,650	3	\$20,075	100	\$1,950,328	38	\$767,243	6	\$0	181	\$5,110,496	192	\$2,225,144	-11	-5.7%	\$2,885,352	129.7%
Skamania	1	\$13,500	0	\$0	0	\$0	0	\$0	5	\$11,000	5	\$9,010	2	\$0	13	\$33,510	6	\$4,632,526	7	116.7%	-\$4,599,016	-99.3%
Snomish	103	\$5,876,463	21	\$431,723	65	\$2,390,600	22	\$2,239,815	293	\$2,043,457	74	\$838,366	23	\$0	601	\$13,820,423	573	\$51,450	28	4.9%	\$13,768,973	26761.9%
Thurston	34	\$1,282,529	13	\$559,842	20	\$991,333	6	\$701,650	115	\$570,122	46	\$498,716	7	\$0	241	\$4,604,191	216	\$8,442,764	25	11.6%	-\$3,838,573	-45.5%
Wahkiakum	1	\$38,660	2	\$56,876	0	\$0	0	\$0	4	\$9,200	2	\$2,050	1	\$0	10	\$106,786	17	\$5,706,404	-7	-41.2%	-\$5,599,618	-98.1%
Whatcom	30	\$2,085,792	5	\$193,261	28	\$2,528,295	7	\$149,138	121	\$1,311,128	38	\$1,060,058	7	\$0	236	\$7,327,672	187	\$67,868	49	26.2%	\$7,259,804	10696.9%
<b>Western WA Total</b>	<b>585</b>	<b>\$42,397,571</b>	<b>187</b>	<b>\$7,565,770</b>	<b>449</b>	<b>\$26,974,350</b>	<b>113</b>	<b>\$15,692,077</b>	<b>2,093</b>	<b>\$22,038,239</b>	<b>744</b>	<b>\$13,469,859</b>	<b>171</b>	<b>\$0</b>	<b>4,342</b>	<b>\$128,137,866</b>	<b>3892</b>	<b>\$97,762,941</b>	<b>450</b>	<b>11.6%</b>	<b>\$30,374,925</b>	<b>31.1%</b>
Adams	1	\$30,000	0	\$0	0	\$0	0	\$0	10	\$26,051	1	\$300	1	\$0	13	\$56,351	14	\$5,259,194	-1	-7.1%	-\$5,202,843	-98.9%
Asotin	1	\$50,000	3	\$174,715	2	\$89,209	0	\$0	6	\$53,885	8	\$105,200	0	\$0	20	\$473,009	24	\$103,790	-4	-16.7%	\$369,219	355.7%
Benton	26	\$654,371	1	\$2,395	11	\$311,380	3	\$49,330	98	\$672,575	39	\$377,355	6	\$0	184	\$2,067,406	144	\$300,625	40	27.8%	\$1,766,781	587.7%
Chelan	4	\$420,270	3	\$371,755	8	\$196,824	6	\$468,920	43	\$175,195	13	\$145,375	5	\$0	82	\$1,778,339	63	\$2,190,723	19	30.2%	-\$412,384	-18.8%
Columbia	0	\$0	0	\$0	0	\$0	0	\$0	3	\$1,700	0	\$0	1	\$0	4	\$1,700	2	\$1,571,188	2	100.0%	-\$1,569,488	-99.9%
Douglas	3	\$105,026	2	\$106,376	5	\$74,630	0	\$0	28	\$128,850	6	\$68,450	4	\$0	48	\$483,332	42	\$35,100	6	14.3%	\$448,232	1277.0%
Ferry	0	\$0	0	\$0	0	\$0	0	\$0	6	\$37,350	3	\$15,500	1	\$0	10	\$52,850	8	\$561,186	2	25.0%	-\$508,336	-90.6%
Franklin	7	\$326,756	2	\$28,345	7	\$107,000	3	\$72,000	35	\$274,410	9	\$127,700	1	\$0	64	\$936,211	49	\$71,088	15	30.6%	\$865,123	1217.0%
Garfield	0	\$0	0	\$0	0	\$0	0	\$0	1	\$250	2	\$22,399	0	\$0	3	\$22,649	0	\$419,586	3	#DIV/0!	-\$396,937	-94.6%
Grant	16	\$516,833	6	\$261,779	9	\$171,727	2	\$73,800	74	\$192,905	8	\$32,350	4	\$0	119	\$1,249,394	71	\$901,858	48	67.6%	\$347,535	38.5%
Kittitas	2	\$78,245	1	\$20,000	3	\$197,000	0	\$0	13	\$67,604	6	\$93,245	3	\$0	28	\$456,094	26	\$209,046	2	7.7%	\$247,048	118.2%
Klickitat	0	\$0	2	\$65,109	0	\$0	0	\$0	5	\$47,200	8	\$38,350	1	\$0	16	\$150,659	11	\$71,430	5	45.5%	\$79,229	110.9%
Lincoln	1	\$24,495	0	\$0	2	\$23,000	2	\$43,400	15	\$116,022	6	\$25,600	1	\$0	27	\$232,517	24	\$509,835	3	12.5%	-\$277,318	-54.4%
Okanogan	2	\$45,385	2	\$34,434	4	\$223,400	0	\$0	19	\$45,650	6	\$79,900	2	\$0	35	\$428,769	27	\$414,161	8	29.6%	\$14,608	3.5%
Pend Oreille	0	\$0	0	\$0	1	\$3,000	0	\$0	5	\$22,000	2	\$5,300	1	\$0	9	\$30,300	17	\$131,401	-8	-47.1%	-\$101,101	-76.9%
Spokane	49	\$1,186,728	29	\$898,850	16	\$262,614	8	\$398,435	191	\$971,263	96	\$725,949	16	\$0	405	\$4,443,840	357	\$4,980,908	48	13.4%	-\$537,068	-10.8%
Stevens	9	\$300,098	6	\$201,464	2	\$18,000	3	\$101,999	34	\$102,748	24	\$419,439	5	\$0	83	\$1,143,749	65	\$608,170	18	27.0%	\$535,578	88.1%
Walla Walla	5	\$217,934	1	\$29,995	4	\$87,490	0	\$0	12	\$78,223	14	\$37,416	1	\$0	37	\$451,058	27	\$293,713	10	37.0%	\$157,345	53.6%
Whitman	1	\$18,149	2	\$111,394	0	\$0	0	\$0	8	\$31,645	6	\$45,349	3	\$0	20	\$206,537	28	\$226,638	-8	-28.6%	-\$20,101	-8.9%
Yakima	10	\$1,346,284	1	\$24,479	8	\$1,078,981	2	\$69,195	85	\$389,591	23	\$156,170	7	\$0	136	\$3,064,700	103	\$2,136,408	33	32.0%	\$928,292	43.5%
<b>Eastern WA Total</b>	<b>137</b>	<b>\$5,320,574</b>	<b>61</b>	<b>\$2,331,091</b>	<b>82</b>	<b>\$2,844,255</b>	<b>29</b>	<b>\$1,277,079</b>	<b>691</b>	<b>\$3,435,117</b>	<b>280</b>	<b>\$2,521,347</b>	<b>63</b>	<b>\$0</b>	<b>1,343</b>	<b>\$17,729,464</b>	<b>1102</b>	<b>\$20,996,048</b>	<b>241</b>	<b>21.9%</b>	<b>-\$3,266,584</b>	<b>-15.6%</b>
<b>State Total</b>	<b>722</b>	<b>\$47,718,144</b>	<b>248</b>	<b>\$9,896,861</b>	<b>531</b>	<b>\$29,818,605</b>	<b>142</b>	<b>\$16,969,156</b>	<b>2,784</b>	<b>\$25,473,356</b>	<b>1,024</b>	<b>\$15,991,206</b>	<b>234</b>	<b>\$0</b>	<b>5,685</b>	<b>\$145,867,329</b>	<b>4994</b>	<b>\$118,758,989</b>	<b>691</b>	<b>13.8%</b>	<b>\$27,108,341</b>	<b>22.8%</b>
<b>Out-of-State</b>	<b>5</b>	<b>\$652,703</b>	<b>0</b>	<b>\$0</b>	<b>18</b>	<b>\$1,313,860</b>	<b>2</b>	<b>\$453,000</b>	<b>26</b>	<b>\$1,281,203</b>	<b>10</b>	<b>\$651,370</b>	<b>1</b>	<b>\$0</b>	<b>62</b>	<b>\$4,352,136</b>	<b>57</b>	<b>\$7,485,755</b>	<b>5</b>	<b>8.8%</b>	<b>-\$3,133,619</b>	<b>-41.9%</b>
<b>Grand Total</b>	<b>727</b>	<b>\$48,370,847</b>	<b>248</b>	<b>\$9,896,861</b>	<b>549</b>	<b>\$31,132,465</b>	<b>144</b>	<b>\$17,422,156</b>	<b>2,810</b>	<b>\$26,754,559</b>	<b>1,034</b>	<b>\$16,642,576</b>	<b>235</b>	<b>\$0</b>	<b>5,747</b>	<b>\$150,219,465</b>	<b>5051</b>	<b>\$126,244,744</b>	<b>696</b>	<b>13.8%</b>	<b>\$23,974,721</b>	<b>19.0%</b>

Source: Washington Department of Licensing and Washington Sea Grant Program