



**Boat Sales Activity  
Washington State  
3rd Quarter - 2018**



Source of Sales	2018								2017		2017 & 2018 Comparison			
	July		August		September		3rd Quarter Total		3rd Quarter Total		3rd Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	808	\$38,411,080	670	\$21,441,278	253	\$15,504,064	1,731	\$75,356,421	1,648	\$73,026,874	83	5.0%	\$2,329,547	3.2%
New Import *	250	\$9,239,018	199	\$5,349,408	100	\$4,650,367	549	\$19,238,793	477	\$15,445,292	72	15.1%	\$3,793,501	24.6%
Used Dealer	419	\$14,461,010	369	\$14,666,526	268	\$15,903,645	1,056	\$45,031,181	1,048	\$47,335,576	8	0.8%	-\$2,304,395	-4.9%
Used Dealer Import	76	\$4,371,110	74	\$4,849,156	38	\$1,911,783	188	\$11,132,049	210	\$14,941,808	-22	-10.5%	-\$3,809,759	-25.5%
Used Private	3,859	\$22,426,288	2,607	\$13,191,390	1,607	\$10,048,831	8,073	\$45,666,509	8,096	\$41,161,718	-23	-0.3%	\$4,504,791	10.9%
Used Import **	1,142	\$18,187,561	803	\$7,538,894	488	\$6,205,705	2,433	\$31,932,160	2,553	\$39,102,248	-120	-4.7%	-\$7,170,088	-18.3%
In-Migrant ***	314	\$0	225	\$0	132	\$0	671	\$0	796	\$0	-125	-15.7%	\$0	no calc
<b>Total</b>	<b>6,868</b>	<b>\$107,096,067</b>	<b>4,947</b>	<b>\$67,036,651</b>	<b>2,886</b>	<b>\$54,224,396</b>	<b>14,701</b>	<b>\$228,357,113</b>	<b>14,828</b>	<b>\$231,013,515</b>	<b>-127</b>	<b>-0.9%</b>	<b>-\$2,656,403</b>	<b>-1.1%</b>

\* 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*