



Resident County of Purchaser and Source of Sales

3rd Quarter 2018



County Name	2018												2017		2017 & 2018 Comparison							
	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		In-Migrant	3rd Quarter Total		3rd Quarter Total		3rd Quarter Change				
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	% Change	\$	%Change		
Clallam	29	\$931,652	7	\$314,194	14	\$349,700	2	\$114,000	134	\$589,149	24	\$91,861	8	\$0	218	\$2,390,556	235	\$2,627,013	-17	-7.2%	-\$236,457	-9.0%
Clark	63	\$3,224,495	101	\$3,153,097	7	\$155,735	10	\$61,133	387	\$1,485,749	322	\$1,970,307	35	\$0	925	\$10,050,516	888	\$6,328,186	37	4.2%	\$3,722,330	58.8%
Cowlitz	16	\$401,105	20	\$522,283	11	\$213,965	1	\$18,000	130	\$467,513	61	\$263,357	9	\$0	248	\$1,886,223	293	\$1,952,594	-45	-15.4%	-\$66,371	-3.4%
Grays Harbor	13	\$310,167	3	\$87,733	3	\$14,050	1	\$799	110	\$361,672	23	\$86,862	7	\$0	160	\$861,282	193	\$895,241	-33	-17.1%	-\$33,959	-3.8%
Island	48	\$1,452,893	11	\$231,555	29	\$755,799	3	\$9,200	197	\$899,401	57	\$424,452	10	\$0	355	\$3,773,300	346	\$5,149,296	9	2.6%	-\$1,375,997	-26.7%
Jefferson	6	\$85,612	3	\$70,702	13	\$1,207,300	1	\$41,382	85	\$471,835	31	\$665,945	11	\$0	150	\$2,542,776	145	\$2,074,643	5	3.4%	\$468,133	22.6%
King	392	\$26,452,961	87	\$5,020,049	256	\$17,722,238	34	\$2,691,729	1267	\$8,107,407	290	\$6,746,729	120	\$0	2,446	\$66,741,114	2,511	\$63,683,927	-65	-2.6%	\$3,057,186	4.8%
Kitsap	80	\$6,570,967	21	\$418,874	63	\$1,652,785	12	\$1,007,729	409	\$2,630,777	101	\$2,204,336	35	\$0	721	\$14,485,469	743	\$9,463,831	-22	-3.0%	\$5,021,638	53.1%
Lewis	15	\$361,006	5	\$80,797	11	\$106,090	5	\$1,163,200	110	\$390,920	30	\$87,985	15	\$0	191	\$2,189,998	164	\$701,749	27	16.5%	\$1,488,249	212.1%
Mason	36	\$731,922	10	\$166,530	28	\$1,260,884	3	\$85,235	170	\$7,517,369	45	\$838,930	12	\$0	304	\$10,600,869	293	\$2,531,445	11	3.8%	\$8,069,424	318.8%
Pacific	3	\$43,463	2	\$62,720	4	\$37,789	0	\$0	41	\$176,475	14	\$30,851	0	\$0	64	\$351,298	81	\$713,539	-17	-21.0%	-\$362,241	-50.8%
Pierce	260	\$6,576,179	49	\$1,569,957	138	\$4,807,028	21	\$2,516,628	928	\$3,538,094	198	\$3,338,223	55	\$0	1,649	\$22,346,109	1,704	\$24,326,089	-55	-3.2%	-\$1,979,981	-8.1%
San Juan	15	\$1,762,881	7	\$497,515	17	\$1,724,149	4	\$453,000	84	\$1,147,080	24	\$315,252	5	\$0	156	\$5,899,877	143	\$4,386,419	13	9.1%	\$1,513,458	34.5%
Skagit	55	\$2,699,864	20	\$826,863	49	\$3,435,725	8	\$517,419	276	\$1,386,279	65	\$247,326	20	\$0	493	\$9,113,476	433	\$7,231,398	60	13.9%	\$1,882,079	26.0%
Skamania	0	\$0	0	\$0	0	\$0	0	\$0	11	\$24,725	10	\$50,470	2	\$0	23	\$75,195	27	\$237,980	-4	-14.8%	-\$162,785	-68.4%
Snohomish	199	\$6,106,373	42	\$609,634	117	\$4,344,455	21	\$467,880	915	\$3,912,989	159	\$1,489,532	63	\$0	1,516	\$16,930,862	1,598	\$27,068,837	-82	-5.1%	-\$10,137,979	-37.5%
Thurston	93	\$1,793,729	18	\$357,367	40	\$1,259,220	6	\$394,109	403	\$2,112,290	99	\$1,158,375	31	\$0	690	\$7,075,090	614	\$15,798,669	76	12.4%	-\$8,723,579	-55.2%
Wahkiakum	3	\$46,554	4	\$221,754	0	\$0	0	\$0	15	\$22,750	10	\$44,280	1	\$0	33	\$335,338	22	\$71,329	11	50.0%	\$264,009	370.1%
Whatcom	35	\$3,832,595	8	\$94,023	40	\$2,002,851	5	\$615,850	302	\$1,735,777	78	\$993,752	37	\$0	505	\$9,274,847	487	\$8,577,938	18	3.7%	\$696,909	8.1%
Western WA Total	1,361	\$63,384,417	418	\$14,305,646	840	\$41,049,763	137	\$10,157,293	5,974	\$36,978,250	1,641	\$21,048,825	476	\$0	10,847	\$186,924,194	10,920	\$183,820,123	-73	-0.7%	\$3,104,072	1.7%
Adams	4	\$39,858	0	\$0	0	\$0	1	\$10,500	23	\$55,100	2	\$200	1	\$0	31	\$105,658	48	\$299,154	-17	-35.4%	-\$193,496	-64.7%
Asotin	4	\$88,494	2	\$81,513	1	\$7,599	0	\$0	22	\$95,100	21	\$166,781	5	\$0	55	\$439,487	74	\$493,407	-19	-25.7%	-\$53,920	-10.9%
Benton	49	\$1,360,067	8	\$241,500	22	\$493,976	7	\$88,764	239	\$1,306,358	66	\$529,660	22	\$0	413	\$4,020,325	440	\$5,028,164	-27	-6.1%	-\$1,007,839	-20.0%
Chelan	27	\$910,122	8	\$368,192	26	\$434,709	4	\$164,324	132	\$486,731	37	\$492,700	11	\$0	245	\$2,856,778	224	\$1,937,994	21	9.4%	\$918,784	47.4%
Columbia	1	\$19,000	1	\$14,999	0	\$0	0	\$0	5	\$35,850	6	\$30,130	0	\$0	13	\$99,979	8	\$124,706	5	62.5%	-\$24,727	-19.8%
Douglas	24	\$587,973	2	\$12,015	7	\$90,923	1	\$31,500	67	\$217,879	14	\$260,636	6	\$0	121	\$1,200,926	126	\$2,319,108	-5	-4.0%	-\$1,118,182	-48.2%
Ferry	1	\$28,501	2	\$29,918	0	\$0	0	\$0	17	\$90,876	2	\$600	1	\$0	23	\$149,896	17	\$102,349	6	35.3%	\$47,547	46.5%
Franklin	23	\$785,240	3	\$72,234	11	\$216,350	2	\$54,500	112	\$455,630	33	\$188,103	6	\$0	190	\$1,772,057	183	\$1,787,405	7	3.8%	-\$15,347	-0.9%
Garfield	0	\$0	1	\$425	0	\$0	0	\$0	3	\$3,400	4	\$28,140	0	\$0	8	\$31,965	12	\$113,846	-4	-33.3%	-\$81,881	-71.9%
Grant	31	\$694,782	7	\$594,427	21	\$251,483	4	\$40,250	169	\$661,764	40	\$492,405	7	\$0	279	\$2,735,112	275	\$2,717,657	4	1.5%	\$17,455	0.6%
Kittitas	15	\$508,471	2	\$59,734	7	\$174,868	0	\$0	53	\$204,969	18	\$215,570	9	\$0	104	\$1,163,612	85	\$704,258	19	22.4%	\$459,354	65.2%
Klickitat	2	\$63,405	4	\$74,116	0	\$0	0	\$0	9	\$35,800	18	\$185,081	3	\$0	36	\$358,402	38	\$166,332	-2	-5.3%	\$192,070	115.5%
Lincoln	3	\$112,030	2	\$47,429	0	\$0	3	\$22,446	43	\$168,721	13	\$77,405	3	\$0	67	\$428,031	72	\$564,825	-5	-6.9%	-\$136,795	-24.2%
Okanogan	7	\$299,125	2	\$13,165	5	\$55,449	0	\$0	46	\$128,235	13	\$100,303	6	\$0	79	\$596,277	116	\$578,229	-37	-31.9%	\$18,048	3.1%
Pend Oreille	1	\$38,800	7	\$181,424	2	\$38,900	1	\$9,000	35	\$100,360	21	\$80,258	7	\$0	74	\$448,742	69	\$395,694	5	7.2%	\$53,048	13.4%
Spokane	75	\$1,689,383	52	\$2,027,220	49	\$576,720	15	\$241,135	586	\$2,217,795	312	\$2,250,378	56	\$0	1,145	\$9,002,631	1,142	\$8,951,729	3	0.3%	\$50,902	0.6%
Stevens	11	\$278,259	6	\$186,037	10	\$80,445	3	\$46,895	138	\$492,320	57	\$331,442	21	\$0	246	\$1,415,398	263	\$1,120,175	-17	-6.5%	\$295,223	26.4%
Walla Walla	10	\$256,044	5	\$61,495	6	\$68,038	3	\$68,245	65	\$254,475	18	\$73,313	2	\$0	109	\$781,610	94	\$757,911	15	16.0%	\$23,699	3.1%
Whitman	1	\$6,083	2	\$53,599	2	\$13,800	0	\$0	30	\$114,050	20	\$144,654	3	\$0	58	\$332,186	62	\$614,309	-4	-6.5%	-\$282,123	-45.9%
Yakima	67	\$1,540,609	9	\$300,342	27	\$303,289	2	\$3,600	236	\$753,166	54	\$292,696	12	\$0	407	\$3,193,703	385	\$2,327,768	22	5.7%	\$865,935	37.2%
Eastern WA Total	356	\$9,306,247	125	\$4,419,784	196	\$2,806,550	46	\$781,159	2,030	\$7,878,580	769	\$5,940,455	181	\$0	3,703	\$31,132,774	3,733	\$31,105,020	-30	-0.8%	\$27,754	0.1%
State Total	1,717	\$72,690,664	543	\$18,725,430	1,036	\$43,856,313	183	\$10,938,451	8,004	\$44,856,830	2,410	\$26,989,280	657	\$0	14,550	\$218,056,968	14,653	\$214,925,143	-103	-0.7%	\$3,131,826	1.5%
Out-of-State	14	\$2,665,757	6	\$513,363	20	\$1,174,868	5	\$193,598	69	\$809,679	23	\$4,942,879	14	\$0	151	\$10,300,144	175	\$16,088,372	-24	-13.7%	-\$5,788,228	-36.0%
Grand Total	1,731	\$75,356,421	549	\$19,238,793	1,056	\$45,031,181	188	\$11,132,049	8,073	\$45,666,509	2,433	\$31,932,160	671	\$0	14,701	\$228,357,113	14,828	\$231,013,515	-127	-0.9%	-\$2,656,403	-1.1%

Source: Washington Department of Licensing and Washington Sea Grant Program