



**Boat Sales Activity
Washington State
4th Quarter - 2018**



Source of Sales	2018								2017		2017 & 2018 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	169	\$15,418,597	93	\$7,787,128	86	\$11,261,953	348	\$34,467,679	386	\$27,626,430	-38	-9.8%	\$6,841,249	24.8%
New Import *	69	\$3,496,413	46	\$1,576,968	51	\$4,247,396	166	\$9,320,776	168	\$8,989,251	-2	-1.2%	\$331,525	3.7%
Used Dealer	224	\$16,405,355	140	\$8,658,080	129	\$9,722,278	493	\$34,785,713	534	\$32,463,718	-41	-7.7%	\$2,321,995	7.2%
Used Dealer Import	53	\$5,693,762	26	\$5,893,511	11	\$1,155,255	90	\$12,742,529	139	\$13,131,869	-49	-35.3%	-\$389,341	-3.0%
Used Private	1,093	\$7,772,663	658	\$5,631,053	491	\$5,683,025	2,242	\$19,086,741	2,221	\$18,823,261	21	0.9%	\$263,479	1.4%
Used Import **	328	\$8,795,720	231	\$3,586,637	190	\$6,271,182	749	\$18,653,538	804	\$15,484,123	-55	-6.8%	\$3,169,415	20.5%
In-Migrant ***	69	\$0	47	\$0	36	\$0	152	\$0	186	\$0	-34	-18.3%	\$0	no calc
Total	2,005	\$57,582,510	1,241	\$33,133,378	994	\$38,341,088	4,240	\$129,056,976	4,438	\$116,518,653	-198	-4.5%	\$12,538,323	10.8%

- * 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