



Resident County of Purchaser and Source of Sales

4th Quarter 2018



County Name	2018												2017		2017 & 2018 Comparison							
	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		In-Migrant	4th Quarter Total	4th Quarter Total		4th Quarter Change					
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	% Change	\$	%Change		
Clallam	5	\$332,846	7	\$307,643	5	\$290,600	0	\$0	48	\$259,716	13	\$91,007	0	\$0	78	\$1,281,812	77	\$1,328,042	1	1.3%	-\$46,230	-3.5%
Clark	9	\$544,228	21	\$868,629	7	\$186,045	3	\$679,600	85	\$1,103,418	103	\$1,166,398	7	\$0	235	\$4,548,317	269	\$3,140,588	-34	-12.6%	\$1,407,729	44.8%
Cowlitz	3	\$47,343	7	\$324,214	2	\$66,825	0	\$0	44	\$348,497	19	\$188,095	2	\$0	77	\$974,974	70	\$2,102,937	7	10.0%	-\$1,127,963	-53.6%
Grays Harbor	6	\$142,327	1	\$12,695	3	\$95,500	1	\$1,650	43	\$84,450	10	\$42,723	2	\$0	66	\$379,345	75	\$879,362	-9	-12.0%	-\$500,017	-56.9%
Island	7	\$304,592	3	\$56,275	14	\$1,315,452	2	\$6,000	64	\$322,793	14	\$233,250	6	\$0	110	\$2,238,362	101	\$1,660,462	9	8.9%	\$577,900	34.8%
Jefferson	1	\$50,565	1	\$1,200	9	\$1,042,000	0	\$0	42	\$535,550	4	\$122,399	3	\$0	60	\$1,751,714	60	\$2,175,163	0	0.0%	-\$423,449	-19.5%
King	87	\$14,686,496	31	\$3,912,253	139	\$14,202,938	33	\$5,842,347	391	\$4,388,785	118	\$5,570,024	36	\$0	835	\$48,602,842	893	\$37,927,917	-58	-6.5%	\$10,674,925	28.1%
Kitsap	17	\$1,884,174	5	\$147,260	37	\$1,352,172	2	\$89,253	122	\$733,177	27	\$212,118	3	\$0	213	\$4,418,153	209	\$4,261,977	4	1.9%	\$156,176	3.7%
Lewis	3	\$155,423	2	\$123,066	5	\$145,870	0	\$0	25	\$115,820	9	\$207,450	4	\$0	48	\$747,629	73	\$571,816	-25	-34.2%	\$175,813	30.7%
Mason	6	\$109,871	1	\$32,115	7	\$110,165	2	\$55,100	44	\$508,213	15	\$109,626	1	\$0	76	\$925,090	95	\$1,302,024	-19	-20.0%	-\$376,934	-28.9%
Pacific	2	\$139,833	0	\$0	1	\$38,500	1	\$9,685	8	\$38,450	7	\$17,551	1	\$0	20	\$244,019	18	\$313,611	2	11.1%	-\$69,592	-22.2%
Pierce	35	\$1,945,053	14	\$796,564	40	\$1,373,233	6	\$897,150	273	\$2,680,425	64	\$1,352,953	7	\$0	439	\$9,045,378	449	\$11,855,344	-10	-2.2%	-\$2,809,966	-23.7%
San Juan	7	\$709,525	1	\$8,850	8	\$3,495,400	0	\$0	27	\$351,739	7	\$359,050	2	\$0	52	\$4,924,564	69	\$4,515,980	-17	-24.6%	\$408,584	9.0%
Skagit	12	\$1,075,648	2	\$27,986	21	\$1,985,410	4	\$71,500	76	\$773,770	26	\$2,608,831	2	\$0	143	\$6,543,145	174	\$5,937,204	-31	-17.8%	\$605,941	10.2%
Skamania	0	\$0	0	\$0	0	\$0	0	\$0	1	\$1,000	2	\$16,995	0	\$0	3	\$17,995	3	\$14,200	0	0.0%	\$3,795	26.7%
Snohomish	53	\$4,301,383	16	\$448,912	71	\$3,096,122	5	\$312,842	260	\$1,462,354	45	\$285,865	20	\$0	470	\$9,907,478	484	\$12,242,907	-14	-2.9%	-\$2,335,429	-19.1%
Thurston	17	\$1,164,876	6	\$161,087	20	\$1,043,362	3	\$49,996	96	\$552,840	28	\$251,685	5	\$0	175	\$3,223,846	165	\$2,734,924	10	6.1%	\$488,923	17.9%
Wahkiakum	0	\$0	0	\$0	0	\$0	0	\$0	5	\$23,800	8	\$18,925	1	\$0	14	\$42,725	5	\$33,850	9	180.0%	\$8,875	26.2%
Whatcom	16	\$2,497,932	3	\$189,661	19	\$1,094,579	5	\$321,371	104	\$1,576,411	32	\$767,548	4	\$0	183	\$6,447,502	157	\$4,304,255	26	16.6%	\$2,143,248	49.8%
Western WA Total	286	\$30,092,114	121	\$7,418,409	408	\$30,934,173	67	\$8,336,493	1,758	\$15,861,209	551	\$13,622,492	106	\$0	3,297	\$106,264,890	3,446	\$97,302,564	-149	-4.3%	\$8,962,326	9.2%
Adams	2	\$30,365	0	\$0	1	\$5,000	0	\$0	9	\$15,130	0	\$0	3	\$0	15	\$50,495	6	\$55,577	9	150.0%	-\$5,082	-9.1%
Asotin	0	\$0	2	\$114,900	0	\$0	0	\$0	5	\$31,745	13	\$52,505	2	\$0	22	\$199,150	28	\$545,415	-6	-21.4%	-\$346,265	-63.5%
Benton	3	\$62,229	5	\$86,662	8	\$169,590	3	\$82,000	69	\$461,749	27	\$470,180	3	\$0	118	\$1,332,410	112	\$1,427,137	6	5.4%	-\$94,727	-6.6%
Chelan	14	\$525,271	4	\$59,901	9	\$125,296	1	\$800	39	\$185,600	7	\$46,950	3	\$0	77	\$943,818	41	\$359,062	36	87.8%	\$584,756	162.9%
Columbia	0	\$0	0	\$0	0	\$0	0	\$0	3	\$9,500	0	\$0	0	\$0	3	\$9,500	6	\$13,858	-3	-50.0%	-\$4,358	-31.4%
Douglas	4	\$207,833	1	\$5,445	6	\$158,189	0	\$0	14	\$69,600	3	\$1,300	1	\$0	29	\$442,367	42	\$739,599	-13	-31.0%	-\$297,232	-40.2%
Ferry	0	\$0	1	\$28,195	0	\$0	0	\$0	4	\$2,625	0	\$0	1	\$0	6	\$30,820	2	\$1,700	4	200.0%	\$29,120	1712.9%
Franklin	3	\$56,100	4	\$123,635	4	\$38,250	2	\$11,800	21	\$100,101	11	\$60,053	2	\$0	47	\$389,939	56	\$647,409	-9	-16.1%	-\$257,470	-39.8%
Garfield	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	1	\$2,000	0	\$0	1	\$2,000	4	\$3,350	-3	-75.0%	-\$1,350	-40.3%
Grant	5	\$139,429	4	\$296,058	6	\$66,836	0	\$0	35	\$135,691	6	\$20,674	4	\$0	60	\$658,688	81	\$769,846	-21	-25.9%	-\$111,159	-14.4%
Kittitas	2	\$121,018	2	\$116,055	0	\$0	2	\$87,450	21	\$182,000	5	\$147,000	0	\$0	32	\$653,523	21	\$261,289	11	52.4%	\$392,234	150.1%
Klickitat	1	\$33,595	1	\$32,995	0	\$0	0	\$0	5	\$23,300	6	\$23,415	0	\$0	13	\$113,305	14	\$215,724	-1	-7.1%	-\$102,419	-47.5%
Lincoln	1	\$14,425	0	\$0	1	\$16,640	0	\$0	11	\$64,150	0	\$0	0	\$0	13	\$95,215	10	\$80,582	3	30.0%	\$14,633	18.2%
Okanogan	1	\$26,494	0	\$0	6	\$91,550	1	\$100	17	\$62,051	1	\$500	2	\$0	28	\$180,695	30	\$118,896	-2	-6.7%	\$61,799	52.0%
Pend Oreille	0	\$0	3	\$185,495	0	\$0	0	\$0	8	\$48,700	3	\$975	0	\$0	14	\$235,170	9	\$42,205	5	55.6%	\$192,965	457.2%
Spokane	10	\$231,653	10	\$448,752	12	\$228,465	6	\$371,085	97	\$518,074	58	\$477,402	11	\$0	204	\$2,275,431	253	\$3,085,697	-49	-19.4%	-\$810,266	-26.3%
Stevens	1	\$25,280	4	\$269,236	1	\$16,500	1	\$1,000	30	\$233,500	14	\$80,670	3	\$0	54	\$626,186	50	\$703,030	4	8.0%	-\$76,844	-10.9%
Walla Walla	1	\$26,235	0	\$0	2	\$27,000	0	\$0	16	\$66,750	6	\$16,400	0	\$0	25	\$136,385	25	\$423,437	0	0.0%	-\$287,052	-67.8%
Whitman	0	\$0	1	\$7,695	0	\$0	0	\$0	6	\$27,651	4	\$25,400	0	\$0	11	\$60,746	20	\$131,545	-9	-45.0%	-\$70,799	-53.8%
Yakima	10	\$500,055	2	\$126,854	8	\$930,124	3	\$50,800	43	\$252,826	11	\$52,900	6	\$0	83	\$1,913,559	80	\$955,323	3	3.8%	\$958,237	100.3%
Eastern WA Total	58	\$1,999,982	44	\$1,901,878	64	\$1,873,440	19	\$605,035	453	\$2,490,743	176	\$1,478,324	41	\$0	855	\$10,349,402	890	\$10,580,680	-35	-3.9%	-\$231,279	-2.2%
State Total	344	\$32,092,096	165	\$9,320,287	472	\$32,807,613	86	\$8,941,529	2,211	\$18,351,952	727	\$15,100,816	147	\$0	4,152	\$116,614,292	4,336	\$107,883,245	-184	-4.2%	\$8,731,047	8.1%
Out-of-State	4	\$2,375,583	1	\$490	21	\$1,978,100	4	\$3,801,000	31	\$734,789	22	\$3,552,722	5	\$0	88	\$12,442,684	102	\$8,635,408	-14	-13.7%	\$3,807,276	44.1%
Grand Total	348	\$34,467,679	166	\$9,320,776	493	\$34,785,713	90	\$12,742,529	2,242	\$19,086,741	749	\$18,653,538	152	\$0	4,240	\$129,056,976	4,438	\$116,518,653	-198	-4.5%	\$12,538,323	10.8%

Source: Washington Department of Licensing and Washington Sea Grant Program