



**Boat Sales Activity
Washington State
2nd Quarter - 2019**



| Source of Sales | 2019 | | | | | | | | 2018 | | 2018 & 2019 Comparison | | | |
|--------------------|--------------|---------------------|--------------|----------------------|--------------|----------------------|-------------------|----------------------|-------------------|----------------------|------------------------|--------------|--------------------|-------------|
| | April | | May | | June | | 2nd Quarter Total | | 2nd Quarter Total | | 2nd Quarter Change | | | |
| | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | \$ | Units | % | \$ | % |
| New Dealer | 492 | \$22,628,564 | 760 | \$43,102,707 | 792 | \$32,438,746 | 2,044 | \$98,170,017 | 2,003 | \$108,632,866 | 41 | 2.0% | -\$10,462,849 | -9.6% |
| New Import * | 145 | \$5,622,678 | 230 | \$11,103,170 | 221 | \$14,459,777 | 596 | \$31,185,625 | 610 | \$25,054,642 | -14 | -2.3% | \$6,130,983 | 24.5% |
| Used Dealer | 278 | \$14,783,604 | 382 | \$18,882,624 | 422 | \$21,099,190 | 1,082 | \$54,765,417 | 1,149 | \$48,008,925 | -67 | -5.8% | \$6,756,492 | 14.1% |
| Used Dealer Import | 69 | \$5,100,279 | 69 | \$6,031,127 | 83 | \$4,811,330 | 221 | \$15,942,736 | 205 | \$14,031,056 | 16 | 7.8% | \$1,911,680 | 13.6% |
| Used Private | 1,784 | \$10,937,087 | 2,805 | \$13,981,620 | 3,298 | \$17,880,632 | 7,887 | \$42,799,339 | 7,969 | \$44,634,547 | -82 | -1.0% | -\$1,835,208 | -4.1% |
| Used Import ** | 591 | \$8,304,640 | 926 | \$13,535,774 | 955 | \$15,785,588 | 2,472 | \$37,626,002 | 2,651 | \$35,640,485 | -179 | -6.8% | \$1,985,518 | 5.6% |
| In-Migrant *** | 147 | \$0 | 196 | \$0 | 235 | \$0 | 578 | \$0 | 619 | \$0 | -41 | -6.6% | \$0 | no calc |
| Total | 3,506 | \$67,376,850 | 5,368 | \$106,637,022 | 6,006 | \$106,475,263 | 14,880 | \$280,489,136 | 15,206 | \$276,002,520 | -326 | -2.1% | \$4,486,615 | 1.6% |

* 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