



**Boat Sales Activity
Washington State
4th Quarter - 2019**



Source of Sales	2019								2018		2018 & 2019 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	176	\$16,095,956	100	\$9,208,883	79	\$12,008,584	355	\$37,313,423	348	\$34,467,679	7	2.0%	\$2,845,744	8.3%
New Import *	60	\$2,793,518	53	\$5,836,524	37	\$2,152,424	150	\$10,782,466	166	\$9,320,776	-16	-9.6%	\$1,461,689	15.7%
Used Dealer	237	\$16,379,909	164	\$12,734,587	141	\$9,187,539	542	\$38,302,035	493	\$34,785,713	49	9.9%	\$3,516,322	10.1%
Used Dealer Import	40	\$3,006,582	28	\$1,391,876	25	\$2,695,876	93	\$7,094,333	90	\$12,742,529	3	3.3%	-\$5,648,195	-44.3%
Used Private	1,006	\$7,379,450	627	\$5,423,268	527	\$5,902,700	2,160	\$18,705,417	2,242	\$19,086,741	-82	-3.7%	-\$381,323	-2.0%
Used Import **	325	\$7,813,735	219	\$5,443,718	195	\$3,453,911	739	\$16,711,364	749	\$18,653,538	-10	-1.3%	-\$1,942,174	-10.4%
In-Migrant ***	64	\$0	43	\$0	36	\$0	143	\$0	152	\$0	-9	-5.9%	\$0	no calc
Total	1,908	\$53,469,149	1,234	\$40,038,856	1,040	\$35,401,034	4,182	\$128,909,038	4,240	\$129,056,976	-58	-1.4%	-\$147,938	-0.1%

* 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