



**Boat Sales Activity
Washington State
1st Quarter - 2012**



Source of Sales	2012								2011		2011-2012 Comparison			
	January		February		March		1st Quarter Total		1st Quarter Total		1st Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	49	\$2,517,290	125	\$5,351,242	233	\$9,973,851	407	\$17,842,383	359	\$15,936,069	48	13.4%	1,906,314	12.0%
New Import *	30	\$501,900	55	\$935,930	113	\$2,467,541	198	\$3,905,371	180	\$4,317,853	18	10.0%	-412,482	-9.6%
Used Dealer	70	\$2,780,441	148	\$6,702,085	219	\$8,165,492	437	\$17,648,018	427	\$14,012,084	10	2.3%	3,635,934	25.9%
Used Dealer Import	30	\$2,583,484	68	\$3,118,672	64	\$2,505,513	162	\$8,207,669	146	\$7,569,235	16	11.0%	638,434	8.4%
Used Private	689	\$3,323,417	1,026	\$4,448,424	1,410	\$4,890,539	3,125	\$12,662,379	3,461	\$16,958,833	-336	-9.7%	-4,296,454	-25.3%
Used Import **	216	\$3,035,149	258	\$3,140,468	401	\$3,543,469	875	\$9,719,086	946	\$9,577,566	-71	-7.5%	141,520	1.5%
Total	1,084	\$14,741,681	1,680	\$23,696,821	2,440	\$31,546,404	5,204	\$69,984,907	5,519	\$68,371,640	-315	-5.7%	1,613,266	2.4%

* Current WA resident registers a new boat from an out of state dealer.

** Current WA resident registers used boat purchased from out of state.

Source: Washington Department of Licensing and Washington Sea Grant Program