



**Boat Sales Activity  
Washington State  
4th Quarter - 2013**



Source of Sales	2013								2012		2012 & 2013 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	104	\$7,556,638	76	\$6,137,922	56	\$2,360,524	236	\$16,055,084	254	\$16,171,742	-18	-7.1%	-116,658	-0.7%
New Import *	51	\$1,729,563	35	\$838,790	49	\$1,182,068	135	\$3,750,421	103	\$3,603,358	32	31.1%	147,064	4.1%
Used Dealer	185	\$9,762,770	163	\$7,570,512	119	\$5,529,369	467	\$22,862,651	494	\$28,698,276	-27	-5.5%	-5,835,625	-20.3%
Used Dealer Import	27	\$4,722,594	27	\$2,359,597	30	\$3,856,824	84	\$10,939,015	109	\$13,783,996	-25	-22.9%	-2,844,981	-20.6%
Used Private	1,178	\$7,907,809	790	\$4,411,265	599	\$3,162,549	2,567	\$15,481,623	2,983	\$19,172,747	-416	-13.9%	-3,691,125	-19.3%
Used Import **	310	\$9,665,141	228	\$3,686,238	214	\$3,865,825	752	\$17,217,205	743	\$10,480,360	9	1.2%	6,736,845	64.3%
<b>Total</b>	<b>1,855</b>	<b>\$41,344,515</b>	<b>1,319</b>	<b>\$25,004,324</b>	<b>1,067</b>	<b>\$19,957,159</b>	<b>4,241</b>	<b>\$86,305,998</b>	<b>4,686</b>	<b>\$91,910,479</b>	<b>-445</b>	<b>-9.5%</b>	<b>-5,604,481</b>	<b>-6.1%</b>

\* 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*