

## County of Purchaser and Source of Sales Washington State 3rd Quarter - 2016



Clark		2016													2015	2015 & 2016 Comparison					
Clark		New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		3rd Quarter Total		3rd Quarter Total					
Clark 51 \$1,238,076 66 \$1,728,934 10 \$159,893 4 \$77,640 403 \$1,546,992 317 \$1,985,045 351 \$7,413,036 914 \$9,119,477 6-38 6-9% \$1,001,444 1-27 \$1,000 1 \$1,00	County Name	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	% Change	\$	%Change
Cowility   9   \$266,512   22   \$534,059   5   \$384,045   1   \$24,050   228   \$541,988   99   \$435,075   364   \$2.096,169   332   \$1,747,766   32   9.6%   \$354,429   20.3   \$1,361,430   3.0   \$397,118   5   \$381,399   35   \$1,301,522   5   \$361,899   \$1,301,522   5   \$361,899   \$1,301,522   \$18,899   \$1,301,522   \$1,747,477   \$1,747,447   \$1,747,477   \$	Clallam	16	\$592,320	2	\$1,562	11	\$162,226	1	\$1,753	221	\$898,183	31	\$483,335	282	\$2,139,379	284	\$1,746,153	-2	-0.7%	\$393,227	22.5%
Grays Harbor   13   \$305,197   7   \$122,730   9   \$88,833   2   \$18,889   137   \$229,197   17   \$868,850   185   \$903,868   266   \$1,301,190   71   \$27,776   \$397,604   \$304   \$304   \$305,197   \$1,475,197   \$1,475,197   \$469,869   \$1,271,477   \$2   \$535,379   \$1,271,472   \$2   \$353,379   \$1,271,472   \$2   \$353,679   \$2   \$383,601   \$30   \$393,349   \$78   \$3,322,664   \$199   \$4,073,035   \$2   \$2   \$3,773,033   \$3,874   \$3,874   \$4   \$3,874,000   \$3,874,00	Clark	51	\$1,238,076	66	\$1,728,834	10	\$159,639	4	\$776,450	403	\$1,546,992	317	\$1,963,045	851	\$7,413,036	914	\$9,119,477	-63	-6.9%	-\$1,706,441	-18.7%
Island   30   S997,116   5   S381,196   35   S1,301,522   5   S361,550   314   S1,302,637   57   S367,631   446   \$4,711,907   469   \$4,941,416   \$23   4.99   \$5,225,0381   6.15   \$1,001,000   \$1,000	Cowlitz	9	\$266,512	22	\$634,059	5	\$94,045	1	\$24,500	228	\$641,998	99	\$435,075	364	\$2,096,189	332	\$1,741,766	32	9.6%	\$354,423	20.3%
Jefferson   5	Grays Harbor	13	\$305,197	7	\$122,730	9	\$98,933	2	\$18,889	137	\$289,187	17	\$68,650	185	\$903,586	256	\$1,301,190	-71	-27.7%	-\$397,604	-30.6%
Kings   34   519,215,777   76   \$2,494,680   293   519,399,639   50   \$7,306,880   1607   \$2,936,880   298   \$84,75,991   \$2,685   \$67,885,915   \$284   \$684,412   \$282   \$2,936   \$684,418   \$281,4	Island	30	\$997,118	5	\$381,199	35	\$1,301,522	5	\$361,550	314	\$1,302,837	57	\$367,681	446	\$4,711,907	469	\$4,941,418	-23	-4.9%	-\$229,511	-4.6%
Kings   34   519,215,777   76   \$2,494,680   293   519,399,639   50   \$7,306,880   1607   \$2,936,880   298   \$84,75,991   \$2,685   \$67,885,915   \$284   \$684,412   \$282   \$2,936   \$684,418   \$281,4	Jefferson	5	\$239,498	9	\$1,717,427	12	\$636,379		\$0	122	\$836,001	30	\$393,349	178	\$3,822,654	199	\$4,073,035		-10.6%	-\$250,381	-6.1%
Kitsap   47   \$1,696,174   91   \$700,626   67   \$2,366,983   5   \$336,150   566   \$3,690,014   82   \$1,020,641   765   \$8,819,388   847   \$13,421,463   62   7.73"   \$3,802,075   2.68   3.68	King	334	\$19,215,771	76	\$2,494,580	293	\$19,399,639	50	\$7,306,850	1507	\$12,993,085	298	\$6,475,991	2,558	\$67,885,915	2840	\$64,148,412		-9.9%	\$3,737,503	5.8%
Mason		47	\$1,695,174	19	\$700,525	67	\$2,356,983	5	\$356,150	565	\$3,690,014	82	\$1,020,541	785	\$9,819,388	847	\$13,421,463	-62	-7.3%	-\$3,602,075	-26.8%
Pacific   182   \$5,146,305   \$1,174,305	Lewis	6	\$138,515	5	\$120,848	12	\$62,751	2	\$2,800	167	\$419,874	25	\$32,640	217	\$777,428	227	\$1,217,943	-10	-4.4%	-\$440,515	-36.2%
Pacific   182   \$5,146,305   \$1,174,305	Mason	17	\$391,344	6	\$123,140	9	\$179,790	3	\$31,773	222	\$784,906	30	\$1.813.420	287	\$3.324.373	314	\$2,356,510	-27	-8.6%	\$967,863	41.1%
San Juan			\$0	4		1						27				74			4.1%		4.9%
San Juan   17   \$4,393,179   7   \$1,133,564   17   \$802,275   3   \$7,280,200   37   \$1,580,300   32   \$8,615,000   25   \$800,500   25   \$800,500   27   \$4,417,280   \$1,225   \$2,275,600   5   \$800,500		182	\$5,146,305	39		142		19	\$472,628	1146		168		1,696		1820		-124	-6.8%		-13.1%
Skagit   55   \$3,209,604   28   \$800,530   82   \$8,761,200   24   \$4,503,712   373   \$3,296,434   89   \$3,947,102   651   \$24,518,652   624   \$17,804,320   27   \$4,374   \$25,595   \$4,712,735   \$1,713   \$1,241,430   \$1,713   \$1,241,430   \$1,121,430   \$1,141,430	San Juan	17		7		17				97				169		156					121.0%
Skamania   2   \$287,660   5   \$39,590   \$ \$0   \$ \$1   \$581,409   \$12   \$199,803   \$34   \$522,822   \$27   \$125,694   \$7   \$25,995   \$47   \$11,282   \$3,978,587   \$16   \$31,673,306   \$7,31   \$15,332,079   \$18   \$417,770,136   \$163   \$2,797   \$18   \$417,770,136   \$163   \$2,797   \$18   \$417,770,136   \$163   \$2,797   \$18   \$417,770,136   \$163   \$2,797   \$18   \$17,770,136   \$163   \$2,797   \$18   \$17,770,136   \$163   \$17,770,136		55		28		82		24		373											37.7%
Shohomish   175												1									395.5%
Thurston   51	Snohomish	175	\$6,142,063	25	\$603,132	119	\$3.523.702	17	\$411.288	1229		166	\$1,673,306	1.731		1894		-163	-8.6%		-7.8%
Wahkiakum   2   \$25,262   \$   \$0   \$4   \$17,88,895   \$5   \$0   \$18   \$28,300   \$14   \$305,130   \$34   \$338,692   \$43   \$\$144,309   \$9   \$20,996   \$21,383   \$148,696   \$9   \$188,895   \$19   \$20,996   \$18   \$223,532   \$14,300   \$19   \$20,996   \$18   \$22,3532   \$14,300   \$19   \$20,996   \$18   \$22,3532   \$14,300   \$19   \$14,976,487   \$763   \$40,679,461   \$1638   \$29,275,472   \$11741   \$190,908,790   \$1254   \$182,866,570   \$81,082,200   \$44,842,760						53															-24.7%
Whatcom   30   \$2,232,017   18   \$565,247   49   \$1,788,859   6   \$375,899   410   \$2,070,184   99   \$1,377,301   612   \$8,500,508   596   \$8,096,016   16   \$2.7%   \$404,492   5.0   \$40,6476   \$40	Wahkiakum	2								18											148.6%
Western WA Total   1042   \$47,642,760   354   \$13,001,395   926   \$45,333,215   145   \$14,976,487   7636   \$40,679,461   638   \$29,275,472   11741   \$190,908,790   12554   \$182,856,570   813   6.5%   \$8,062,220   4.4	Whatcom	30		18	\$656.247	49	\$1.788.859	6	\$375.899	410		99	. ,	612	\$8,500,508	596		16			5.0%
Adams 5 \$98,930 1 \$\$67,990 1 \$30,000 \$0 21 \$\$37,300 7 \$\$98,278 35 \$332,648 49 \$332,408 1.4 \$-28,6% \$\$98,800 1.53 Asotin 5 \$98,976 5 18 \$738,961 20 \$267,184 6 \$214,555 350 \$1,532,039 86 \$519,580 530 \$4,571,974 \$500 \$5,076,334 -30 -5.4% \$256,586 -24.7 Benton 50 \$1,299,675 18 \$738,961 20 \$267,184 6 \$214,555 350 \$1,532,039 86 \$519,580 530 \$4,571,974 \$500 \$5,076,334 -30 -5.4% \$506,359 -9.9 Chelan 34 \$887,203 4 \$167,771 22 \$538,222 2 \$39,478 199 \$8,664,461 24 \$368,777 285 \$10,655,882 273 \$2,558,297 12 4.4% \$8,097,685 316,500 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$	Western WA Total	1042	\$47,642,760	354		926		145		7636	. , ,	1638		11741		12554	. , ,	-813	-6.5%	\$8,052,220	4.4%
Asotin		_		1	, .,,	1	. , ,		. , ,			_	. , ,				. , ,			. , ,	-15.3%
Benton   50   \$1,299,675   18   \$738,961   20   \$267,184   6   \$214,535   350   \$1,532,039   86   \$519,580   530   \$4,571,974   560   \$5,076,334   -30   -5.4%   \$50,4359   -9.9   \$10,615,882   273   \$2,558,297   12   \$4,44%   \$8,097,585   \$1,097,595   \$1,097,595		, j		2		- 1						39									-24.7%
Chelan   34   \$887,203   4   \$167,771   22   \$538,222   2   \$39,478   199   \$8,664,451   24   \$358,757   285   \$10,655,882   273   \$2,558,297   12   4,4%   \$8,097,585   316,556   316,5		50		18		20		6				1	,	- 1						,	-9.9%
Columbia 1 \$36,000 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0				4				2													316.5%
Douglas   16				-				_				4						1			-25.4%
Ferry 1   \$29,595   \$ \$0   3   \$53,863   \$ \$0   20   \$52,700   1   \$13,305   25   \$149,463   28   \$169,622   -3   -10.7%   \$20,159   -11.9   Franklin 25   \$764,288   4   \$58,743   15   \$145,633   8   \$134,599   116   \$351,439   27   \$125,670   195   \$1,580,372   187   \$1,542,119   8   4.3%   \$338,253   2.66   Garfield   \$ \$0   1   \$300   \$ \$0		16		2		14	\$223.532	1	\$38,000			11						-4			27.6%
Franklin 25 \$764,288 4 \$58,743 15 \$145,633 8 \$134,599 116 \$351,439 27 \$125,670 195 \$1,580,372 187 \$1,542,119 8 4.3% \$38,253 2.5 Garfield \$0 1 \$300 \$0 1 \$300 \$0 5 \$68,899 \$0 7 \$7,199 12 \$54,400 -5 -41.7% \$47,201 -86.8 \$0 1 \$374,048 20 \$245,293 2 \$7,735 235 \$818,419 38 \$355,745 338 \$2,504,178 301 \$2,294,855 37 12.3% \$29,203 9.1 \$10,000 \$12 \$278,379 5 \$131,967 5 \$81,795 1 \$22,000 93 \$574,512 12 \$83,699 128 \$1,172,352 118 \$891,623 10 8.5% \$280,729 31.5 \$10,000 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0 \$		-		_	,	3		1													-11.9%
Garfield 9 1 \$30		- 1		4		15		8				27									2.5%
Grant 31 \$673,307 12 \$374,048 20 \$245,293 2 \$7,735 235 \$818,419 38 \$385,376 338 \$2,504,178 301 \$2,294,855 37 12.3% \$209,323 9.1 Kittitas 12 \$278,379 5 \$131,967 5 \$81,795 1 \$22,000 93 \$574,512 12 \$83,699 128 \$1,172,352 118 \$891,623 10 8.5% \$280,729 31.5 Kitckitat 2 \$11,641 3 \$40,314 \$50 \$10,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000 \$1 \$1,000			. ,	1			. ,	٦	. ,				. ,								-86.8%
Kititias   12   \$278,379   5   \$131,967   5   \$81,795   1   \$22,000   93   \$574,512   12   \$83,699   128   \$1,172,352   118   \$891,623   10   8.5%   \$280,729   31.5		31		12		20		2	+ -			38									9.1%
Klickitat 2 \$11,641 3 \$40,314 \$ \$0 \$ \$0 28 \$51,353 16 \$56,771 49 \$160,079 63 \$407,523 -14 -22.2% -\$247,444 -60.7 Lincoln 4 \$149,667 4 \$140,626 4 \$57,495 1 \$1,300 51 \$222,610 10 \$69,300 74 \$640,988 53 \$310,770 21 39.6% \$330,222 26.9				5		5		1													31.5%
Lincoln 4 \$149,667 4 \$149,667 4 \$140,626 4 \$57,495 1 \$1,300 51 \$222,610 10 \$69,300 74 \$640,998 53 \$310,770 21 39.6% \$330,228 106.3 Okanogan 21 \$231,579 \$ \$0 4 \$40,071 \$0 77 \$249,783 7 \$16,800 109 \$538,233 107 \$707,455 2 1.9% \$169,222 2.3.9 Pend Oreille 1 \$38,008 9 \$277,224 \$ \$0 \$0 60 \$188,899 28 \$126,850 98 \$630,981 88 \$481,592 10 11.4% \$149,222 2.3.9 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0 \$1.0				3			,	'	. ,									-			-60.7%
Okanogan         21         \$231,579         \$0         4         \$40,071         \$0         77         \$249,783         7         \$16,800         109         \$538,233         107         \$707,455         2         1.9%         \$169,222         -23.9           Pend Oreille         1         \$38,008         9         \$277,224         \$0         \$0         60         \$188,899         28         \$156,850         98         \$630,981         88         \$481,592         10         11.4%         \$149,378         31.0           Spokane         76         \$1,387,155         58         \$2,021,738         48         \$539,185         12         \$164,107         707         \$2,544,375         331         \$1,934,139         1,232         \$8,590,699         129         \$9,080,477         -67         -5.2%         \$448,378         -5.4           Stevens         9         \$219,861         10         \$239,708         5         \$90,500         5         \$76,993         143         \$379,249         54         \$314,409         226         \$1,320,721         239         \$1,480,633         -13         -5.4%         \$159,913         -10.8           Walla Walla         6         \$188,523         \$0 <t< td=""><td></td><td></td><td></td><td>4</td><td></td><td>4</td><td></td><td>1</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>106.3%</td></t<>				4		4		1													106.3%
Pend Oreille				_		4		١ ١				7	,								-23.9%
Spokane         76         \$1,387,155         58         \$2,021,738         48         \$539,185         12         \$164,107         707         \$2,544,375         331         \$1,934,139         1,232         \$8,590,699         129         \$9,080,477         -67         -5.2%         -\$489,778         -5.4           Stevens         9         \$219,861         10         \$239,708         5         \$90,500         5         \$76,993         143         \$379,249         54         \$314,409         226         \$1,320,721         239         \$1,480,633         -13         -5.4%         -\$159,913         -10.8           Walla Walla         6         \$188,523         \$0         4         \$20,950         \$0         65         \$2057,719         13         \$115,420         88         \$530,612         84         \$647,839         4         4.8%         -\$116,777         -18.0           Whitman         2         \$1,188,210         2         \$56,982         2         \$70,000         \$0         32         \$141,310         15         \$186,340         53         \$472,630         71         \$600,406         -18         -25.4%         -\$12,777         -21.3           Yakima         55         \$1,188,210				9		"						28									31.0%
Stevens 9 \$219,861 10 \$239,708 5 \$90,500 5 \$76,993 143 \$379,249 54 \$314,409 226 \$1,320,721 239 \$1,480,633 -13 -5.4% -\$159,913 -10.8 \$188,823		1	,	58		48		12				- 1									-5.4%
Walla Walla         6         \$188,523         2         \$0         4         \$20,950         \$0         65         \$205,719         13         \$115,420         88         \$530,612         84         \$647,389         4         4.8%         -\$116,777         -18.0           Whitman         2         \$17,998         2         \$56,982         2         \$70,000         \$0         32         \$141,310         15         \$186,340         53         \$472,630         71         \$600,406         -18         -25.4%         -\$127,776         -21.3           Yakima         55         \$1,188,210         2         \$93,635         27         \$284,993         2         \$39,205         305         \$845,237         48         \$161,660         439         \$2,612,940         454         \$2,688,390         -15         -3.3%         -\$7,7540         -2.8           Eastern WA Total         351         \$8,002,543.48         137         \$4,601,443         194         \$2,688,716         40         \$737,952         2660         \$17,669,521         771         \$5,212,239         4,153         \$38,912,414         4256         \$31,759,707         -103         -2.4%         \$7,152,707         22.5           Unknown         <		-	. ,,			.5															-10.8%
Whitman 2 \$17,998 2 \$56,982 2 \$70,000 \$0 32 \$141,310 15 \$186,340 53 \$472,630 71 \$600,406 -18 -25.4% -\$127,776 -21.3    Yakima 55 \$1,188,210 2 \$93,635 27 \$284,993 2 \$39,205 305 \$845,237 48 \$161,660 439 \$2,612,940 454 \$2,688,390 -15 -3.3% -\$75,450 -2.8    Eastern WA Total 351 \$8,002,543.48 137 \$4,601,443 194 \$2,688,716 40 \$737,952 2660 \$17,669,521 771 \$5,212,239 4,153 \$38,912,414 4256 \$31,759,707 -103 -2.4% \$7,152,707 22.5    Unknown 2 \$116,619 1 \$34,000 25 \$105,966 7 \$21,774 35 \$278,359 15 \$122,005 20 133.3% \$156,354 128.2					,	4		1													-18.0%
Yakima         55         \$1,188,210         2         \$93,635         27         \$284,993         2         \$39,205         305         \$845,237         48         \$161,660         439         \$2,612,940         454         \$2,688,390         -15         -3.3%         -\$75,450         -2.8           Eastern WA Total         351         \$8,002,543.48         137         \$4,601,443         194         \$2,688,716         40         \$737,952         260         \$17,669,521         771         \$5,212,239         4,153         \$38,912,414         4256         \$31,759,707         -103         -2.4%         \$7,152,707         22.5           Unknown         2         \$116,619         1         \$34,000         25         \$105,966         7         \$21,774         35         \$278,359         15         \$122,005         20         133.3%         \$156,354         128.2		- 1		2		2												- 1			-21.3%
Eastern WA Total 351 \$8,002,543.48 137 \$4,601,443 194 \$2,688,716 40 \$737,952 2660 \$17,669,521 771 \$5,212,239 4,153 \$38,912,414 4256 \$31,759,707 -103 -2.4% \$7,152,707 22.5 Unknown 2 \$116,619 1 \$34,000 25 \$105,966 7 \$21,774 35 \$278,359 15 \$122,005 20 133.3% \$156,354 128.2				2		27		2					. ,								-2.8%
Unknown 2 \$116,619 1 \$34,000 25 \$105,966 7 \$21,774 35 \$278,359 15 \$122,005 20 133.3% \$156,354 128.2				137																	22.5%
			, ,				,							,			. , ,				128.2%
1.20    1.	State Total	1393	\$55,645,303.23	493	. ,	1120	\$48,021,932	186	\$15,748,439	10321	. ,	2416	. ,	15,929		16,825		-896			7.2%

Source: Washington Department of Licensing and Washington Sea Grant Program