



**Boat Sales Activity
Washington State
4th Quarter - 2016**



Source of Sales	2016								2015		2015 & 2016 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	151	\$10,298,035	90	\$8,391,849	69	\$2,567,813	310	\$21,257,696	283	\$17,027,550	27	9.5%	4,230,147	24.8%
New Import *	73	\$2,553,277	55	\$1,980,630	43	\$1,710,096	171	\$6,244,003	135	\$4,380,482	36	26.7%	1,863,521	42.5%
Used Dealer	171	\$7,803,451	180	\$14,158,111	80	\$4,173,915	431	\$26,135,477	384	\$20,953,308	47	12.2%	5,182,169	24.7%
Used Dealer Import	32	\$3,890,107	31	\$6,356,820	16	\$586,866	79	\$10,833,793	88	\$12,251,546	-9	-10.2%	-1,417,753	-11.6%
Used Private	1,338	\$9,780,037	971	\$6,623,716	446	\$2,820,665	2,755	\$19,224,418	2,675	\$19,910,525	80	3.0%	-686,107	-3.4%
Used Import **	317	\$6,503,622	244	\$4,614,657	180	\$6,080,732	741	\$17,199,012	744	\$13,455,725	-3	-0.4%	3,743,287	27.8%
Total	2,082	\$40,828,530	1,571	\$42,125,783	834	\$17,940,087	4,487	\$100,894,400	4,309	\$87,979,135	178	4.1%	12,915,265	14.7%

* 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