<table>
<thead>
<tr>
<th>Source of Sales</th>
<th>Units</th>
<th>January</th>
<th>$</th>
<th>January</th>
<th>Units</th>
<th>$</th>
<th>April</th>
<th>$</th>
<th>May</th>
<th>$</th>
<th>1st Quarter Total</th>
<th>$</th>
<th>1st Quarter Change</th>
<th>2009-2010 Comparison</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Dealer</td>
<td>72</td>
<td>$5,087,917</td>
<td>145</td>
<td>$4,940,169</td>
<td>246</td>
<td>$13,330,481</td>
<td>463</td>
<td>$23,358,567</td>
<td>390</td>
<td>$17,897,981</td>
<td>73</td>
<td>18.7%</td>
<td>5,460,587</td>
<td>30.5%</td>
</tr>
<tr>
<td>New Import *</td>
<td>45</td>
<td>$2,231,386</td>
<td>55</td>
<td>$902,260</td>
<td>100</td>
<td>$4,170,219</td>
<td>200</td>
<td>$7,303,865</td>
<td>235</td>
<td>$7,933,345</td>
<td>-35</td>
<td>-14.9%</td>
<td>-629,479</td>
<td>-7.9%</td>
</tr>
<tr>
<td>Used Dealer</td>
<td>108</td>
<td>$3,354,736</td>
<td>123</td>
<td>$3,401,045</td>
<td>257</td>
<td>$7,755,693</td>
<td>488</td>
<td>$14,511,474</td>
<td>367</td>
<td>$8,243,237</td>
<td>121</td>
<td>33.0%</td>
<td>6,268,236</td>
<td>76.0%</td>
</tr>
<tr>
<td>Used Dealer Import</td>
<td>33</td>
<td>$2,484,439</td>
<td>63</td>
<td>$1,502,258</td>
<td>142</td>
<td>$7,256,110</td>
<td>238</td>
<td>$11,242,807</td>
<td>149</td>
<td>$9,003,047</td>
<td>89</td>
<td>59.7%</td>
<td>2,239,760</td>
<td>24.9%</td>
</tr>
<tr>
<td>Used Private</td>
<td>805</td>
<td>$5,437,299</td>
<td>1,116</td>
<td>$5,056,649</td>
<td>1,892</td>
<td>$6,394,131</td>
<td>3,813</td>
<td>$16,888,078</td>
<td>2,967</td>
<td>$14,535,693</td>
<td>846</td>
<td>28.5%</td>
<td>2,352,385</td>
<td>16.2%</td>
</tr>
<tr>
<td>Used Import **</td>
<td>246</td>
<td>$2,083,095</td>
<td>343</td>
<td>$4,542,713</td>
<td>566</td>
<td>$6,692,347</td>
<td>1,155</td>
<td>$13,318,155</td>
<td>896</td>
<td>$11,088,089</td>
<td>257</td>
<td>28.8%</td>
<td>2,230,066</td>
<td>20.1%</td>
</tr>
<tr>
<td>Total</td>
<td>1,309</td>
<td>$20,678,873</td>
<td>1,845</td>
<td>$20,345,094</td>
<td>3,203</td>
<td>$45,598,980</td>
<td>6,357</td>
<td>$86,622,947</td>
<td>5,006</td>
<td>$68,701,392</td>
<td>1,351</td>
<td>27.0%</td>
<td>17,921,555</td>
<td>26.1%</td>
</tr>
</tbody>
</table>

* 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