



**Boat Sales Activity
Washington State
4th Quarter - 2010**



Source of Sales	2010								2009		2008 & 2009 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	77	\$3,638,624	47	\$8,564,147	40	\$7,346,160	164	\$19,548,930	213	\$15,691,044	-49	-23.0%	3,857,886	24.6%
New Import *	43	\$1,266,509	25	\$479,623	33	\$740,857	101	\$2,486,989	161	\$14,419,563	-60	-37.3%	-11,932,574	-82.8%
Used Dealer	162	\$4,366,146	134	\$4,102,746	116	\$5,508,377	412	\$13,977,268	429	\$16,473,091	-17	-4.0%	-2,495,823	-15.2%
Used Dealer Import	51	\$6,341,918	36	\$1,695,918	35	\$3,324,791	122	\$11,362,627	108	\$7,486,776	14	13.0%	3,875,851	51.8%
Used Private	1,359	\$5,823,481	848	\$3,973,507	670	\$4,609,797	2,877	\$14,406,785	3,011	\$17,676,799	-134	-4.5%	-3,270,013	-18.5%
Used Import **	369	\$3,295,241	204	\$2,721,546	179	\$4,357,951	752	\$10,374,737	842	\$12,674,161	-90	-10.7%	-2,299,424	-18.1%
Total	2,061	\$24,731,918	1,294	\$21,537,486	1,073	\$25,887,933	4,428	\$72,157,337	4,764	\$84,421,435	-336	-7.1%	-12,264,098	-14.5%

* 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