



**Boat Sales Activity
Washington State
1st Quarter - 2011**



Source of Sales	2011								2010		2010-2011 Comparison			
	January		February		March		1st Quarter Total		1st Quarter Total		1st Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	35	\$2,086,660	137	\$4,791,227	187	\$9,058,182	359	\$15,936,069	463	\$23,358,567	-104	-22.5%	-7,422,498	-31.8%
New Import *	25	\$950,024	64	\$1,486,367	91	\$1,881,462	180	\$4,317,853	200	\$7,303,865	-20	-10.0%	-2,986,012	-40.9%
Used Dealer	91	\$3,822,660	135	\$4,447,547	201	\$5,741,876	427	\$14,012,084	488	\$14,511,474	-61	-12.5%	-499,390	-3.4%
Used Dealer Import	25	\$1,231,260	48	\$2,688,226	73	\$3,649,749	146	\$7,569,235	238	\$11,242,807	-92	-38.7%	-3,673,572	-32.7%
Used Private	768	\$4,005,358	1,200	\$6,018,339	1,493	\$6,935,136	3,461	\$16,958,833	3,813	\$16,888,078	-352	-9.2%	70,754	0.4%
Used Import **	212	\$2,259,660	305	\$3,792,923	429	\$3,524,983	946	\$9,577,566	1,155	\$13,318,155	-209	-18.1%	-3,740,589	-28.1%
Total	1,156	\$14,355,622	1,889	\$23,224,630	2,474	\$30,791,389	5,519	\$68,371,640	6,357	\$86,622,947	-838	-13.2%	-18,251,306	-21.1%

* 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