



**Boat Sales Activity  
Washington State  
3rd Quarter - 2011**



Source of Sales	2011								2010		2010 & 2011 Comparison			
	July		August		September		3rd Quarter Total		3rd Quarter Total		3rd Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	318	\$9,261,431	258	\$7,302,074	170	\$4,805,863	746	\$21,369,368	788	\$25,077,045	-42	-5.3%	-3,707,677	-14.8%
New Import *	159	\$3,151,652	128	\$3,149,676	67	\$1,795,386	354	\$8,096,714	332	\$7,044,248	22	6.6%	1,052,465	14.9%
Used Dealer	364	\$7,980,795	391	\$11,106,449	301	\$7,483,857	1,056	\$26,571,101	929	\$27,431,703	127	13.7%	-860,602	-3.1%
Used Dealer Import	104	\$3,344,281	88	\$2,796,378	59	\$1,536,394	251	\$7,677,053	338	\$9,116,179	-87	-25.7%	-1,439,126	-15.8%
Used Private	3,907	\$12,483,703	3,452	\$9,522,060	2,281	\$8,207,698	9,640	\$30,213,461	9,759	\$28,165,033	-119	-1.2%	2,048,428	7.3%
Used Import **	1,024	\$7,948,794	965	\$7,065,869	597	\$3,286,944	2,586	\$18,301,607	2,577	\$23,140,791	9	0.3%	-4,839,184	-20.9%
<b>Total</b>	<b>5,876</b>	<b>\$44,170,657</b>	<b>5,282</b>	<b>\$40,942,506</b>	<b>3,475</b>	<b>\$27,116,141</b>	<b>14,633</b>	<b>\$112,229,304</b>	<b>14,723</b>	<b>\$119,974,999</b>	<b>-90</b>	<b>-0.6%</b>	<b>-7,745,696</b>	<b>-6.5%</b>

\* 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*