



**Boat Sales Activity
Washington State
4th Quarter - 2011**



Source of Sales	2011								2010		2010 & 2011 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	77	\$3,892,914	49	\$3,804,742	39	\$4,093,447	165	\$11,791,103	164	\$19,548,930	1	0.6%	-7,757,827	-39.7%
New Import *	49	\$3,123,216	30	\$2,990,927	29	\$1,119,637	108	\$7,233,780	101	\$2,486,989	7	6.9%	4,746,790	190.9%
Used Dealer	161	\$4,676,063	132	\$3,596,745	137	\$7,040,567	430	\$15,313,375	412	\$13,977,268	18	4.4%	1,336,107	9.6%
Used Dealer Import	47	\$3,179,634	20	\$2,201,237	21	\$2,103,539	88	\$7,484,411	122	\$11,362,627	-34	-27.9%	-3,878,216	-34.1%
Used Private	1,277	\$6,144,283	691	\$3,661,179	733	\$3,680,026	2,701	\$13,485,487	2,877	\$14,406,785	-176	-6.1%	-921,298	-6.4%
Used Import **	338	\$4,729,205	165	\$1,684,645	204	\$5,421,247	707	\$11,835,097	752	\$10,374,737	-45	-6.0%	1,460,360	14.1%
Total	1,949	\$25,745,314	1,087	\$17,939,476	1,163	\$23,458,463	4,199	\$67,143,253	4,428	\$72,157,337	-229	-5.2%	-5,014,084	-6.9%

* 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