



**County of Purchaser and Source of Sales  
Washington State  
4th Quarter - 2011**



New Dealer

County Name	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		Unknown		Total		2010 4th Quarter	
		%		%		%		%		%		%		%	Total	%	Total	% Change
Adams		0.0%	1	0.9%	1	0.2%		0.0%	6	0.2%	4	0.6%	0	0.0%	12	0.3%	5	140.0%
Asotin	1	0.6%		0.0%	2	0.5%		0.0%	8	0.3%	8	1.1%	0	0.0%	19	0.5%	28	-32.1%
Benton	7	4.2%	4	3.7%	14	3.3%	2	2.3%	95	3.5%	32	4.5%	0	0.0%	154	3.7%	179	-14.0%
Chelan	3	1.8%	3	2.8%	5	1.2%		0.0%	48	1.8%	14	2.0%	0	0.0%	73	1.7%	54	35.2%
Clallam	5	3.0%	1	0.9%	3	0.7%	1	1.1%	70	2.6%	11	1.6%	0	0.0%	91	2.2%	106	-14.2%
Clark	4	2.4%	12	11.1%	8	1.9%	2	2.3%	96	3.6%	93	13.2%	0	0.0%	215	5.1%	230	-6.5%
Columbia		0.0%		0.0%		0.0%		0.0%	3	0.1%	1	0.1%	0	0.0%	4	0.1%	7	-42.9%
Cowlitz		0.0%	1	0.9%	3	0.7%	1	1.1%	51	1.9%	21	3.0%	0	0.0%	77	1.8%	110	-30.0%
Douglas		0.0%	1	0.9%	4	0.9%		0.0%	20	0.7%	1	0.1%	0	0.0%	26	0.6%	38	-31.6%
Ferry		0.0%		0.0%		0.0%		0.0%	5	0.2%	1	0.1%	0	0.0%	6	0.1%	4	50.0%
Franklin	3	1.8%		0.0%	6	1.4%	3	3.4%	44	1.6%	5	0.7%	0	0.0%	61	1.5%	50	22.0%
Garfield		0.0%		0.0%		0.0%		0.0%	2	0.1%	2	0.3%	0	0.0%	4	0.1%	0	no calc
Grant	4	2.4%		0.0%	3	0.7%		0.0%	50	1.9%	7	1.0%	0	0.0%	64	1.5%	75	-14.7%
Grays Harbor	2	1.2%	2	1.9%	6	1.4%	1	1.1%	36	1.3%	11	1.6%	0	0.0%	58	1.4%	94	-38.3%
Island	4	2.4%	5	4.6%	7	1.6%	1	1.1%	85	3.1%	14	2.0%	0	0.0%	116	2.8%	106	9.4%
Jefferson	2	1.2%	2	1.9%	2	0.5%		0.0%	35	1.3%	6	0.8%	0	0.0%	47	1.1%	55	-14.5%
King	49	29.7%	18	16.7%	117	27.2%	25	28.4%	425	15.7%	93	13.2%	0	0.0%	727	17.3%	705	3.1%
Kitsap	6	3.6%	1	0.9%	31	7.2%	2	2.3%	156	5.8%	30	4.2%	0	0.0%	226	5.4%	192	17.7%
Kittitas		0.0%		0.0%		0.0%	1	1.1%	20	0.7%	9	1.3%	0	0.0%	30	0.7%	26	15.4%
Klickitat		0.0%		0.0%	1	0.2%		0.0%	2	0.1%	7	1.0%	0	0.0%	10	0.2%	12	-16.7%
Lewis	3	1.8%		0.0%	2	0.5%		0.0%	34	1.3%	15	2.1%	0	0.0%	54	1.3%	70	-22.9%
Lincoln		0.0%	1	0.9%	1	0.2%		0.0%	12	0.4%	2	0.3%	0	0.0%	16	0.4%	19	-15.8%
Mason	4	2.4%	3	2.8%	3	0.7%	3	3.4%	51	1.9%	11	1.6%	0	0.0%	75	1.8%	83	-9.6%
Okanogan	1	0.6%		0.0%	3	0.7%		0.0%	22	0.8%	4	0.6%	0	0.0%	30	0.7%	46	-34.8%
Pacific		0.0%	1	0.9%	1	0.2%		0.0%	16	0.6%	10	1.4%	0	0.0%	28	0.7%	25	12.0%
Pend Oreille		0.0%	1	0.9%		0.0%		0.0%	4	0.1%	2	0.3%	0	0.0%	7	0.2%	25	-72.0%
Pierce	18	10.9%	7	6.5%	61	14.2%	14	15.9%	280	10.4%	55	7.8%	0	0.0%	435	10.4%	494	-11.9%
San Juan	1	0.6%	2	1.9%	6	1.4%	1	1.1%	23	0.9%	18	2.5%	0	0.0%	51	1.2%	59	-13.6%
Skagit	8	4.8%	6	5.6%	31	7.2%	8	9.1%	105	3.9%	28	4.0%	0	0.0%	186	4.4%	200	-7.0%
Skamania		0.0%		0.0%		0.0%		0.0%	1	0.0%	2	0.3%	0	0.0%	3	0.1%	10	-70.0%
Snohomish	18	10.9%	11	10.2%	44	10.2%	4	4.5%	371	13.7%	39	5.5%	0	0.0%	487	11.6%	465	4.7%
Spokane	6	3.6%	12	11.1%	12	2.8%	8	9.1%	152	5.6%	53	7.5%	0	0.0%	243	5.8%	243	0.0%
Stevens	2	1.2%	1	0.9%	1	0.2%		0.0%	23	0.9%	9	1.3%	0	0.0%	36	0.9%	46	-21.7%
Thurston	8	4.8%	7	6.5%	12	2.8%	1	1.1%	130	4.8%	30	4.2%	0	0.0%	188	4.5%	206	-8.7%
Wahkiakum		0.0%		0.0%	1	0.2%		0.0%	4	0.1%	3	0.4%	0	0.0%	8	0.2%	11	-27.3%
Walla Walla		0.0%		0.0%	3	0.7%	1	1.1%	18	0.7%	4	0.6%	0	0.0%	26	0.6%	41	-36.6%
Whatcom	3	1.8%	4	3.7%	21	4.9%	6	6.8%	124	4.6%	28	4.0%	0	0.0%	186	4.4%	161	15.5%
Whitman	1	0.6%		0.0%		0.0%		0.0%	9	0.3%	5	0.7%	0	0.0%	15	0.4%	25	-40.0%
Yakima	2	1.2%	1	0.9%	14	3.3%	3	3.4%	65	2.4%	19	2.7%	0	0.0%	104	2.5%	117	-11.1%
Unknown					1					0.0%		0.0%	0	0.0%	1	0.0%	6	-83.3%
<b>Total</b>	<b>165</b>	<b>100%</b>	<b>108</b>	<b>100%</b>	<b>430</b>	<b>100%</b>	<b>88</b>	<b>100%</b>	<b>2,701</b>	<b>100%</b>	<b>707</b>	<b>100%</b>	<b>0</b>	<b>0.0%</b>	<b>4,199</b>	<b>100%</b>	<b>4,428</b>	<b>-5.2%</b>

Source: Washington Department of Licensing and Washington Sea Grant Program