



**Boat Sales Activity  
Washington State  
3rd Quarter - 2012**



Source of Sales	2012								2011		2011 & 2012 Comparison			
	July		August		September		3rd Quarter Total		3rd Quarter Total		3rd Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	311	\$16,061,128	219	\$7,483,773	185	\$5,229,269	715	\$28,774,170	746	\$21,369,368	-31	-4.2%	\$7,404,802	34.7%
New Import *	147	\$3,489,601	93	\$2,007,834	86	\$1,823,967	326	\$7,321,402	354	\$8,096,714	-28	-7.9%	-\$775,312	-9.6%
Used Dealer	421	\$18,758,465	394	\$11,328,331	235	\$6,822,892	1,050	\$36,909,688	1,056	\$26,571,101	-6	-0.6%	\$10,338,587	38.9%
Used Dealer Import	90	\$2,862,602	60	\$4,167,281	57	\$2,566,642	207	\$9,596,525	251	\$7,677,053	-44	-17.5%	\$1,919,472	25.0%
Used Private	4,004	\$13,482,025	3,399	\$10,653,845	2,040	\$6,592,478	9,443	\$30,728,348	9,640	\$30,213,461	-197	-2.0%	\$514,886	1.7%
Used Import **	975	\$6,657,077	605	\$4,099,986	550	\$3,340,190	2,130	\$14,097,253	2,586	\$18,301,607	-456	-17.6%	-\$4,204,353	-23.0%
<b>Total</b>	<b>5,948</b>	<b>\$61,310,898</b>	<b>4,770</b>	<b>\$39,741,050</b>	<b>3,153</b>	<b>\$26,375,438</b>	<b>13,871</b>	<b>\$127,427,386</b>	<b>14,633</b>	<b>\$112,229,304</b>	<b>-762</b>	<b>-5.2%</b>	<b>\$15,198,083</b>	<b>13.5%</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*