



**Boat Sales Activity  
Washington State  
4th Quarter - 2012**



Source of Sales	2012								2011		2011 & 2012 Comparison			
	October		November		December		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	139	\$9,965,074	66	\$2,519,716	49	\$3,686,952	254	\$16,171,742	165	\$11,791,103	89	53.9%	4,380,639	37.2%
New Import *	54	\$2,013,399	30	\$1,335,639	19	\$254,320	103	\$3,603,358	108	\$7,233,780	-5	-4.6%	-3,630,422	-50.2%
Used Dealer	263	\$13,123,980	124	\$5,446,993	107	\$10,127,303	494	\$28,698,276	430	\$15,313,375	64	14.9%	13,384,901	87.4%
Used Dealer Import	48	\$4,431,533	23	\$1,415,369	38	\$7,937,094	109	\$13,783,996	88	\$7,484,411	21	23.9%	6,299,585	84.2%
Used Private	1,381	\$7,516,655	874	\$4,459,791	728	\$7,196,301	2,983	\$19,172,747	2,701	\$13,485,487	282	10.4%	5,687,260	42.2%
Used Import **	333	\$4,558,456	225	\$2,673,666	185	\$3,248,238	743	\$10,480,360	707	\$11,835,097	36	5.1%	-1,354,737	-11.4%
<b>Total</b>	<b>2,218</b>	<b>\$41,609,097</b>	<b>1,342</b>	<b>\$17,851,174</b>	<b>1,126</b>	<b>\$32,450,208</b>	<b>4,686</b>	<b>\$91,910,479</b>	<b>4,199</b>	<b>\$67,143,253</b>	<b>487</b>	<b>11.6%</b>	<b>24,767,226</b>	<b>36.9%</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*