



**Boat Sales Activity
Washington State
1st Quarter - 2013**



Source of Sales	2013								2012		2012-2013 Comparison			
	January		February		March		1st Quarter Total		1st Quarter Total		1st Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	51	\$2,042,095	126	\$7,358,854	221	\$8,112,586	398	\$17,513,535	407	\$17,842,383	-9	-2.2%	-328,848	-1.8%
New Import *	33	\$673,182	65	\$1,836,924	107	\$2,630,972	205	\$5,141,077	198	\$3,905,371	7	3.5%	1,235,706	31.6%
Used Dealer	116	\$4,188,585	101	\$4,128,259	223	\$7,748,791	440	\$16,065,635	437	\$17,648,018	3	0.7%	-1,582,384	-9.0%
Used Dealer Import	29	\$2,322,679	34	\$2,514,235	49	\$2,979,184	112	\$7,816,098	162	\$8,207,669	-50	-30.9%	-391,571	-4.8%
Used Private	740	\$4,106,762	946	\$4,191,692	1,580	\$6,721,979	3,266	\$15,020,433	3,125	\$12,662,379	141	4.5%	2,358,053	18.6%
Used Import **	213	\$4,979,277	220	\$2,079,841	434	\$3,957,940	867	\$11,017,058	875	\$9,719,086	-8	-0.9%	1,297,972	13.4%
Total	1,182	\$18,312,580	1,492	\$22,109,804	2,614	\$32,151,451	5,288	\$72,573,836	5,204	\$69,984,907	84	1.6%	2,588,929	3.7%

* 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