



**Boat Sales Activity
Washington State
1st Quarter - 2016**



Source of Sales	2016								2015		2015-2016 Comparison			
	January		February		March		1st Quarter Total		1st Quarter Total		1st Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	91	\$7,159,345	166	\$7,260,650	441	\$19,978,118	698	\$34,398,113	548	\$29,157,106	150	27.4%	5,241,007	18.0%
New Import *	48	\$1,816,019	85	\$2,829,810	144	\$4,618,540	277	\$9,264,369	309	\$12,601,672	-32	-10.4%	-3,337,303	-26.5%
Used Dealer	114	\$5,053,380	147	\$7,103,927	248	\$10,681,219	509	\$22,838,526	579	\$26,484,538	-70	-12.1%	-3,646,013	-13.8%
Used Dealer Import	31	\$3,927,983	36	\$2,037,257	59	\$4,049,113	126	\$10,014,353	121	\$10,546,210	5	4.1%	-531,857	-5.0%
Used Private	857	\$6,303,503	1,260	\$7,576,149	1,971	\$11,475,187	4,088	\$25,354,840	4,355	\$22,911,120	-267	-6.1%	2,443,720	10.7%
Used Import **	245	\$4,469,706	384	\$8,701,213	553	\$8,571,488	1,182	\$21,742,407	1,202	\$16,692,677	-20	-1.7%	5,049,731	30.3%
Total	1,386	\$28,729,936	2,078	\$35,509,006	3,416	\$59,373,666	6,880	\$123,612,608	7,114	\$118,393,323	-234	-3.3%	5,219,285	4.4%

* 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