



County of Purchaser and Source of Sales  
Washington State  
1st Quarter - 2016



County Name	2016												2015		2015 & 2016 Comparison					
	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		1st Quarter Total		1st Quarter Total		1st Quarter Total			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	% Change	\$	%Change
Clallam	5	\$419,750	3	\$152,165	5	\$125,995	1	\$2,599	81	\$276,219	27	\$281,681	122	\$1,258,409	144	\$1,032,450	-22	-15.3%	\$225,959	21.9%
Clark	17	\$243,742	49	\$1,586,428	6	\$78,476	6	\$47,608	180	\$831,685	190	\$1,440,899	448	\$4,228,838	428	\$4,986,889	20	4.7%	-\$758,051	-15.2%
Cowlitz	7	\$118,474	13	\$389,506	3	\$103,750	1	\$13,000	90	\$397,147	34	\$255,557	148	\$1,277,434	144	\$1,368,447	4	2.8%	-\$91,013	-6.7%
Grays Harbor	6	\$451,855	5	\$273,683	3	\$113,875		\$0	51	\$207,528	15	\$135,597	80	\$1,182,538	101	\$474,176	-21	-20.8%	\$708,362	149.4%
Island	17	\$1,031,831	2	\$66,050	9	\$317,355		\$0	111	\$727,592	17	\$383,078	156	\$2,525,906	184	\$2,412,870	-28	-15.2%	\$113,036	4.7%
Jefferson	3	\$104,020	4	\$37,913	3	\$65,500	1	\$50,000	62	\$588,491	19	\$552,417	92	\$1,398,341	89	\$3,134,669	3	3.4%	-\$1,736,328	-55.4%
King	192	\$12,881,458	37	\$1,060,159	142	\$9,584,613	36	\$4,830,782	641	\$5,890,128	149	\$5,857,478	1,197	\$40,104,617	1291	\$45,575,841	-94	-7.3%	-\$5,471,224	-12.0%
Kitsap	31	\$2,713,439	6	\$150,830	24	\$750,769	6	\$544,480	238	\$1,721,531	47	\$830,216	352	\$6,711,265	329	\$3,823,232	23	7.0%	\$2,888,033	75.5%
Lewis	7	\$201,195	4	\$162,094	7	\$29,400	1	\$11,000	56	\$254,828	9	\$42,300	84	\$700,817	103	\$611,463	-19	-18.4%	\$89,354	14.6%
Mason	2	\$30,000	9	\$416,781	8	\$60,149	2	\$29,807	91	\$415,980	24	\$99,065	136	\$1,051,782	136	\$952,240	0	0.0%	\$99,542	10.5%
Pacific	3	\$86,120	2	\$32,500	1	\$5,000		\$0	22	\$30,700	11	\$274,300	39	\$428,620	28	\$114,557	11	39.3%	\$314,063	274.2%
Pierce	91	\$2,543,024	14	\$244,138	58	\$1,801,756	13	\$1,991,949	462	\$2,528,280	70	\$2,033,438	708	\$11,142,585	724	\$8,959,449	-16	-2.2%	\$2,183,136	24.4%
San Juan	6	\$1,463,714	2	\$474,000	8	\$348,470	3	\$394,824	45	\$535,743	31	\$2,367,251	95	\$5,584,002	87	\$3,761,381	8	9.2%	\$1,822,621	48.5%
Skagit	31	\$2,109,963	7	\$135,293	43	\$3,531,117	10	\$1,050,709	142	\$1,552,316	44	\$1,510,202	277	\$9,889,600	308	\$10,976,877	-31	-10.1%	-\$1,087,277	-9.9%
Skamania	2	\$34,492		\$0		\$0		\$0	5	\$55,225	3	\$34,850	10	\$124,567	18	\$69,450	-8	-44.4%	\$55,117	79.4%
Snohomish	79	\$3,700,583	17	\$281,708	73	\$2,280,145	11	\$345,512	485	\$1,836,408	73	\$610,430	738	\$9,054,786	730	\$8,836,428	8	1.1%	\$218,357	2.5%
Thurston	28	\$1,008,109	11	\$474,266	21	\$1,082,078	8	\$187,773	178	\$2,016,767	33	\$648,611	279	\$5,417,604	259	\$2,477,860	20	7.7%	\$2,939,744	118.6%
Wahkiakum		\$0		\$0		\$0		\$0	9	\$13,414	11	\$49,325	20	\$62,739	20	\$194,896	0	0.0%	-\$132,157	-67.8%
Whatcom	15	\$566,153	11	\$404,242	19	\$1,026,018	5	\$164,788	163	\$1,107,649	46	\$1,503,404	259	\$4,772,554	243	\$3,199,338	16	6.6%	\$1,572,916	49.2%
<b>Western WA Total</b>	<b>542</b>	<b>\$29,707,922</b>	<b>196</b>	<b>\$6,341,756</b>	<b>433</b>	<b>\$21,304,466</b>	<b>104</b>	<b>\$9,664,831</b>	<b>3112</b>	<b>\$20,987,630</b>	<b>853</b>	<b>\$18,910,100</b>	<b>5240</b>	<b>\$106,916,704</b>	<b>5366</b>	<b>\$102,962,514</b>	<b>-126</b>	<b>-2.3%</b>	<b>\$3,954,190</b>	<b>3.8%</b>
Adams	1	\$15,145		\$0		\$0	1	\$1,500	15	\$41,590	5	\$22,570	22	\$80,805	18	\$115,962	14	22.2%	-\$35,157	-30.3%
Asotin	1	\$40,900	1	\$12,150		\$0		\$0	12	\$45,887	12	\$257,257	26	\$356,194	27	\$372,986	24	-3.7%	-\$16,792	-4.5%
Benton	30	\$1,200,706	12	\$296,009	8	\$129,004	4	\$105,490	143	\$797,066	26	\$142,550	223	\$2,670,825	238	\$2,113,138	173	-6.3%	\$557,687	26.4%
Chelan	15	\$563,207	2	\$227,598	9	\$77,542	1	\$8,995	55	\$161,825	8	\$94,860	90	\$1,134,027	96	\$1,227,256	69	-6.3%	-\$93,229	-7.6%
Columbia		\$0		\$0		\$0		\$0	3	\$10,800	1	\$10,500	4	\$21,300	2	\$125	3	100.0%	\$21,175	16940.0%
Douglas	8	\$263,120		\$0	3	\$66,194	1	\$1,317	35	\$216,599	5	\$41,603	52	\$588,832	49	\$483,223	34	6.1%	\$105,609	21.9%
Ferry		\$0		\$0		\$0		\$0	6	\$2,201		\$0	6	\$2,201	8	\$8,025	2	-25.0%	-\$5,824	-72.6%
Franklin	7	\$173,941	1	\$1,000	7	\$117,973		\$0	44	\$236,461	13	\$60,349	72	\$589,724	93	\$813,561	79	-22.6%	-\$223,837	-27.5%
Garfield		\$0		\$0		\$0		\$0	5	\$19,195	2	\$1,400	7	\$20,595	5	\$75,529	2	40.0%	-\$54,934	-72.7%
Grant	11	\$241,857	8	\$418,987	6	\$88,005		\$0	112	\$482,078	15	\$67,675	152	\$1,298,602	140	\$906,230	81	8.6%	\$392,372	43.3%
Kittitas	2	\$79,860	1	\$20,450	2	\$34,390		\$0	14	\$23,360	3	\$32,900	22	\$190,960	39	\$555,498	29	-43.6%	-\$364,538	-65.6%
Klickitat		\$0	1	\$4,500		\$0		\$0	8	\$32,838	16	\$212,409	25	\$249,747	27	\$190,521	8	-7.4%	\$59,226	31.1%
Lincoln	3	\$84,823	1	\$51,915	1	\$32,790		\$0	15	\$96,941	7	\$84,601	27	\$351,070	24	\$274,184	10	12.5%	\$76,886	28.0%
Okanogan	4	\$91,670	2	\$132,999	1	\$48,000	2	\$57,845	19	\$72,020	8	\$52,990	36	\$455,524	45	\$182,913	25	-20.0%	\$272,611	149.0%
Pend Oreille	3	\$37,211	5	\$157,645		\$0		\$0	17	\$96,177	16	\$78,225	41	\$369,258	26	\$260,017	13	57.7%	\$109,241	42.0%
Spokane	48	\$1,239,456	38	\$1,383,923	21	\$155,423	11	\$134,495	251	\$1,014,552	141	\$1,287,361	510	\$5,215,210	556	\$5,196,416	278	-8.3%	\$18,794	0.4%
Stevens	3	\$138,970	3	\$87,541	1	\$6,500		\$0	60	\$506,796	13	\$119,575	80	\$859,382	85	\$797,323	40	-5.9%	\$62,059	7.8%
Walla Walla	5	\$133,499		\$0	2	\$58,795	1	\$30,380	23	\$110,950	10	\$127,908	41	\$461,532	36	\$197,874	28	13.9%	\$263,658	133.2%
Whitman	2	\$70,194	3	\$10,386	3	\$53,435	1	\$9,500	23	\$46,985	6	\$12,900	38	\$203,400	40	\$111,169	30	-5.0%	\$92,231	83.0%
Yakima	12	\$292,797	3	\$117,510	11	\$655,509		\$0	114	\$343,390	20	\$110,580	160	\$1,519,785	192	\$1,518,424	102	-16.7%	\$1,361	0.1%
<b>Eastern WA Total</b>	<b>155</b>	<b>\$4,667,356.06</b>	<b>81</b>	<b>\$2,922,613</b>	<b>75</b>	<b>\$1,523,560</b>	<b>22</b>	<b>\$349,522</b>	<b>974</b>	<b>\$4,357,710</b>	<b>327</b>	<b>\$2,818,212</b>	<b>1,634</b>	<b>\$16,638,973</b>	<b>1746</b>	<b>\$15,400,373</b>	<b>1044</b>	<b>-6.4%</b>	<b>\$1,238,600</b>	<b>8.0%</b>
Unknown	1	\$22,835.00		\$0	1	\$10,500		\$0	2	\$9,500	2	\$14,095	6	\$56,930	2	\$30,435	6	200.0%	\$26,495	87.1%
<b>State Total</b>	<b>698</b>	<b>\$34,398,112.84</b>	<b>277</b>	<b>\$9,264,369</b>	<b>509</b>	<b>\$22,838,526</b>	<b>126</b>	<b>\$10,014,353</b>	<b>4088</b>	<b>\$25,354,840</b>	<b>1182</b>	<b>\$21,742,407</b>	<b>6,880</b>	<b>\$123,612,608</b>	<b>7,114</b>	<b>\$118,393,323</b>	<b>924</b>	<b>-3.3%</b>	<b>\$5,219,285</b>	<b>4.4%</b>

Source: Washington Department of Licensing and Washington Sea Grant Program