



County of Purchaser and Source of Sales  
Washington State  
2nd. Quarter - 2016



| County Name             | 2016        |                        |            |                     |             |                     |                    |                     |              |                     | 2015        |                     | 2015 & 2016 Comparison |                      |                   |                      |                   |              |                     |              |
|-------------------------|-------------|------------------------|------------|---------------------|-------------|---------------------|--------------------|---------------------|--------------|---------------------|-------------|---------------------|------------------------|----------------------|-------------------|----------------------|-------------------|--------------|---------------------|--------------|
|                         | New Dealer  |                        | New Import |                     | Used Dealer |                     | Used Dealer Import |                     | Used Private |                     | Used Import |                     | 2nd Quarter Total      |                      | 2nd Quarter Total |                      | 2nd Quarter Total |              |                     |              |
|                         | Units       | \$                     | Units      | \$                  | Units       | \$                  | Units              | \$                  | Units        | \$                  | Units       | \$                  | Units                  | \$                   | Units             | \$                   | Units             | % Change     | \$                  | %Change      |
| Clallam                 | 14          | \$534,552              | 5          | \$122,298           | 5           | \$253,400           |                    | \$0                 | 200          | \$601,990           | 45          | \$337,014           | 269                    | \$1,849,254          | 264               | \$1,656,704          | 5                 | 1.9%         | \$192,550           | 11.6%        |
| Clark                   | 51          | \$875,211              | 81         | \$2,919,937         | 14          | \$328,024           | 3                  | \$38,246            | 445          | \$1,825,349         | 369         | \$2,877,757         | 963                    | \$8,864,524          | 1011              | \$7,911,160          | -48               | -4.7%        | \$953,363           | 12.1%        |
| Cowlitz                 | 10          | \$323,053              | 19         | \$530,808           | 2           | \$33,962            |                    | \$0                 | 236          | \$718,263           | 108         | \$476,204           | 375                    | \$2,082,290          | 342               | \$2,043,915          | 33                | 9.6%         | \$38,375            | 1.9%         |
| Grays Harbor            | 17          | \$495,968              | 2          | \$6,070             | 11          | \$19,400            | 2                  | \$17,679            | 138          | \$262,160           | 24          | \$99,401            | 194                    | \$900,678            | 208               | \$1,311,854          | -14               | -6.7%        | -\$411,176          | -31.3%       |
| Island                  | 38          | \$1,074,055            | 5          | \$157,922           | 21          | \$393,037           | 3                  | \$42,549            | 245          | \$976,223           | 60          | \$647,356           | 372                    | \$3,291,142          | 427               | \$5,433,240          | -55               | -12.9%       | -\$2,142,098        | -39.4%       |
| Jefferson               | 10          | \$520,253              | 6          | \$50,341            | 9           | \$432,690           |                    | \$0                 | 127          | \$773,715           | 28          | \$366,764           | 181                    | \$2,230,763          | 195               | \$2,034,268          | -14               | -7.2%        | \$196,495           | 9.7%         |
| King                    | 521         | \$33,718,109           | 96         | \$3,431,040         | 329         | \$16,328,838        | 62                 | \$11,328,634        | 1703         | \$15,074,423        | 357         | \$11,744,065        | 3,068                  | \$91,625,108         | 3184              | \$83,905,963         | -116              | -3.6%        | \$7,719,145         | 9.2%         |
| Kitsap                  | 72          | \$2,396,124            | 14         | \$958,551           | 52          | \$1,553,341         | 8                  | \$268,525           | 513          | \$2,495,490         | 94          | \$898,370           | 753                    | \$8,570,400          | 835               | \$9,454,442          | -82               | -9.8%        | -\$884,042          | -9.4%        |
| Lewis                   | 11          | \$302,983              | 6          | \$166,786           | 7           | \$70,145            | 1                  | \$10,000            | 176          | \$452,610           | 39          | \$197,759           | 240                    | \$1,200,283          | 265               | \$1,155,975          | -25               | -9.4%        | \$44,308            | 3.8%         |
| Mason                   | 34          | \$707,019              | 9          | \$205,975           | 17          | \$173,329           | 1                  | \$17,995            | 232          | \$904,190           | 34          | \$220,600           | 327                    | \$2,229,108          | 326               | \$3,562,592          | 1                 | 0.3%         | -\$1,333,484        | -37.4%       |
| Pacific                 | 2           | \$53,030               | 7          | \$213,149           |             | \$0                 |                    | \$0                 | 37           | \$117,735           | 21          | \$58,500            | 67                     | \$442,414            | 67                | \$316,220            | 0                 | 0.0%         | \$126,194           | 39.9%        |
| Pierce                  | 225         | \$6,480,555            | 33         | \$551,882           | 163         | \$4,689,839         | 24                 | \$801,095           | 1266         | \$5,399,687         | 188         | \$3,974,155         | 1,899                  | \$21,897,213         | 1900              | \$21,955,668         | -1                | -0.1%        | -\$58,455           | -0.3%        |
| San Juan                | 18          | \$2,568,704            | 6          | \$904,589           | 11          | \$1,225,000         | 8                  | \$997,614           | 92           | \$759,106           | 29          | \$3,938,262         | 164                    | \$10,393,275         | 173               | \$10,393,257         | -9                | -5.2%        | \$18                | 0.0%         |
| Skagit                  | 50          | \$5,410,467            | 17         | \$134,274           | 74          | \$4,857,770         | 23                 | \$1,741,883         | 352          | \$3,919,750         | 87          | \$2,989,919         | 603                    | \$19,054,063         | 650               | \$16,278,753         | -47               | -7.2%        | \$2,775,310         | 17.0%        |
| Skamania                | 1           | \$12,000               | 3          | \$88,406            |             | \$0                 |                    | \$0                 | 14           | \$37,191            | 13          | \$41,510            | 31                     | \$179,107            | 37                | \$217,157            | -6                | -16.2%       | -\$38,050           | -17.5%       |
| Snohomish               | 220         | \$7,869,412            | 18         | \$379,024           | 124         | \$2,857,348         | 21                 | \$586,423           | 1179         | \$3,875,437         | 158         | \$1,218,901         | 1,720                  | \$16,786,546         | 1807              | \$16,084,343         | -87               | -4.8%        | \$702,203           | 4.4%         |
| Thurston                | 81          | \$2,137,464            | 10         | \$293,552           | 43          | \$731,766           | 7                  | \$125,649           | 453          | \$1,781,910         | 74          | \$1,484,098         | 668                    | \$6,554,440          | 628               | \$6,325,442          | 40                | 6.4%         | \$228,998           | 3.6%         |
| Wahkiakum               |             | \$0                    | 3          | \$123,133           |             | \$0                 |                    | \$0                 | 24           | \$83,597            | 5           | \$42,950            | 32                     | \$249,680            | 30                | \$126,655            | 2                 | 6.7%         | \$123,025           | 97.1%        |
| Whatcom                 | 36          | \$722,482              | 29         | \$2,626,352         | 52          | \$1,402,175         | 10                 | \$382,475           | 413          | \$2,653,514         | 99          | \$2,925,635         | 639                    | \$10,712,432         | 622               | \$8,316,145          | 17                | 2.7%         | \$2,396,287         | 28.8%        |
| <b>Western WA Total</b> | <b>1411</b> | <b>\$66,201,441</b>    | <b>369</b> | <b>\$13,864,088</b> | <b>934</b>  | <b>\$35,350,064</b> | <b>174</b>         | <b>\$16,445,767</b> | <b>7845</b>  | <b>\$42,712,140</b> | <b>1832</b> | <b>\$34,539,219</b> | <b>12565</b>           | <b>\$209,112,719</b> | <b>12971</b>      | <b>\$198,483,754</b> | <b>-406</b>       | <b>-3.1%</b> | <b>\$10,628,965</b> | <b>5.4%</b>  |
| Adams                   | 4           | \$113,074              | 2          | \$1,398             | 6           | \$63,350            | 1                  | \$45,605            | 37           | \$50,293            | 7           | \$30,400            | 57                     | \$304,120            | 59                | \$397,927            | -2                | -3.4%        | -\$93,807           | -23.6%       |
| Asotin                  | 2           | \$541,329              | 11         | \$301,878           |             | \$0                 |                    | \$0                 | 44           | \$421,586           | 30          | \$182,439           | 87                     | \$1,447,232          | 87                | \$903,359            | 0                 | 0.0%         | \$543,873           | 60.2%        |
| Benton                  | 63          | \$2,447,848            | 21         | \$924,378           | 36          | \$594,036           | 8                  | \$116,998           | 364          | \$1,566,828         | 122         | \$1,020,667         | 614                    | \$6,670,755          | 573               | \$5,366,276          | 41                | 7.2%         | \$1,304,479         | 24.3%        |
| Chelan                  | 65          | \$1,822,020            | 9          | \$245,287           | 13          | \$222,687           | 4                  | \$56,750            | 225          | \$964,986           | 46          | \$476,661           | 362                    | \$3,788,391          | 380               | \$4,227,981          | -18               | -4.7%        | -\$439,591          | -10.4%       |
| Columbia                |             | \$0                    |            | \$0                 | 2           | \$16,100            |                    | \$0                 | 6            | \$5,650             | 1           | \$2,000             | 9                      | \$23,750             | 18                | \$88,195             | -9                | -50.0%       | -\$64,445           | -73.1%       |
| Douglas                 | 25          | \$458,516              | 2          | \$83,490            | 15          | \$186,793           | 1                  | \$12,000            | 85           | \$398,107           | 20          | \$147,089           | 148                    | \$1,285,995          | 177               | \$1,483,138          | -29               | -16.4%       | -\$197,143          | -13.3%       |
| Ferry                   | 2           | \$28,149               | 1          | \$23,374            |             | \$0                 |                    | \$0                 | 26           | \$79,100            | 4           | \$27,500            | 33                     | \$158,123            | 45                | \$50,835             | -12               | -26.7%       | \$107,288           | 211.1%       |
| Franklin                | 34          | \$656,606              | 8          | \$271,791           | 16          | \$297,177           | 8                  | \$160,294           | 131          | \$573,369           | 25          | \$151,500           | 222                    | \$2,110,737          | 232               | \$1,910,128          | -10               | -4.3%        | \$200,609           | 10.5%        |
| Garfield                |             | \$0                    | 1          | \$1,999             |             | \$0                 |                    | \$0                 | 6            | \$50,850            | 2           | \$1,800             | 9                      | \$54,649             | 6                 | \$43,840             | 3                 | 50.0%        | \$10,809            | 24.7%        |
| Grant                   | 29          | \$946,476              | 13         | \$382,615           | 25          | \$286,765           | 3                  | \$47,577            | 273          | \$797,290           | 58          | \$487,505           | 401                    | \$2,948,229          | 416               | \$3,144,657          | -15               | -3.6%        | -\$196,428          | -6.2%        |
| Kittitas                | 14          | \$332,444              | 8          | \$266,069           | 7           | \$142,183           | 3                  | \$21,350            | 96           | \$369,877           | 14          | \$158,820           | 142                    | \$1,290,743          | 142               | \$1,063,087          | 0                 | 0.0%         | \$227,656           | 21.4%        |
| Klickitat               | 1           | \$6,961                | 3          | \$14,555            |             | \$0                 |                    | \$0                 | 32           | \$47,927            | 33          | \$124,820           | 69                     | \$194,263            | 66                | \$363,907            | 3                 | 4.5%         | -\$169,644          | -46.6%       |
| Lincoln                 | 2           | \$81,400               | 6          | \$454,686           | 3           | \$75,890            | 3                  | \$139,800           | 50           | \$351,359           | 11          | \$45,550            | 75                     | \$1,148,685          | 103               | \$1,857,911          | -28               | -27.2%       | -\$709,226          | -38.2%       |
| Okanogan                | 15          | \$475,372              | 4          | \$74,860            | 4           | \$68,569            | 1                  | \$12,190            | 77           | \$212,540           | 15          | \$80,450            | 116                    | \$923,980            | 150               | \$891,846            | -34               | -22.7%       | \$32,134            | 3.6%         |
| Pend Oreille            | 4           | \$42,140               | 15         | \$485,877           | 1           | \$15,700            | 1                  | \$5,000             | 59           | \$176,975           | 35          | \$154,738           | 115                    | \$880,430            | 112               | \$772,314            | 3                 | 2.7%         | \$108,117           | 14.0%        |
| Spokane                 | 130         | \$2,506,253            | 62         | \$2,581,685         | 47          | \$622,050           | 28                 | \$445,830           | 898          | \$3,086,707         | 405         | \$2,508,468         | 1,570                  | \$11,750,993         | 1582              | \$12,178,690         | -12               | -0.8%        | -\$427,899          | -3.5%        |
| Stevens                 | 11          | \$324,816              | 13         | \$413,951           | 5           | \$24,725            |                    | \$0                 | 165          | \$750,879           | 60          | \$402,438           | 254                    | \$1,916,809          | 278               | \$1,767,910          | -24               | -8.6%        | \$148,698           | 8.4%         |
| Walla Walla             | 10          | \$351,500              | 1          | \$121,650           | 4           | \$26,778            |                    | \$0                 | 60           | \$211,842           | 27          | \$68,705            | 102                    | \$780,475            | 91                | \$640,791            | 11                | 12.1%        | \$139,684           | 21.8%        |
| Whitman                 | 5           | \$56,189               | 3          | \$57,237            | 2           | \$10,000            |                    | \$0                 | 49           | \$180,404           | 29          | \$80,452            | 89                     | \$395,257            | 79                | \$450,019            | 10                | 12.7%        | -\$54,762           | -12.2%       |
| Yakima                  | 28          | \$921,855              | 3          | \$136,599           | 19          | \$228,537           | 3                  | \$50,775            | 340          | \$749,583           | 51          | \$360,881           | 444                    | \$2,448,230          | 494               | \$3,270,058          | -50               | -10.1%       | -\$821,828          | -25.1%       |
| <b>Eastern WA Total</b> | <b>444</b>  | <b>\$12,112,947.55</b> | <b>186</b> | <b>\$6,843,379</b>  | <b>205</b>  | <b>\$2,881,340</b>  | <b>65</b>          | <b>\$1,125,144</b>  | <b>3023</b>  | <b>\$11,046,152</b> | <b>995</b>  | <b>\$6,512,883</b>  | <b>4,918</b>           | <b>\$40,521,845</b>  | <b>5090</b>       | <b>\$40,872,869</b>  | <b>-172</b>       | <b>-3.4%</b> | <b>-\$351,024</b>   | <b>-0.9%</b> |
| Unknown                 |             |                        | 1          | \$87,990            |             |                     |                    |                     | 27           | \$165,150           | 3           | \$18,800            | 31                     | \$271,940            | 14                | \$253,745            | 17                | 121.4%       | \$18,195            | 7.2%         |
| State Total             | 1855        | \$78,314,388.45        | 556        | \$20,795,457        | 1139        | \$38,231,404        | 239                | \$17,570,911        | 10895        | \$53,923,442        | 2830        | \$41,070,902        | 17,514                 | \$249,906,504        | 18,075            | \$239,610,368        | -561              | -3.1%        | \$10,296,137        | 4.3%         |

Source: Washington Department of Licensing and Washington Sea Grant Program