



**Boat Sales Activity
Washington State
3rd Quarter - 2016**



Source of Sales	2016								2015		2015 & 2016 Comparison			
	July		August		September		3rd Quarter Total		3rd Quarter Total		3rd Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	651	\$24,226,402	496	\$21,506,609	246	\$9,912,292	1,393	\$55,645,303	1,578	\$58,670,848	-185	-11.7%	-\$3,025,545	-5.2%
New Import *	216	\$8,526,934	168	\$5,203,207	109	\$3,989,316	493	\$17,719,457	587	\$18,796,773	-94	-16.0%	-\$1,077,315	-5.7%
Used Dealer	428	\$19,528,838	395	\$16,354,838	297	\$12,138,255	1,120	\$48,021,932	1,145	\$47,978,959	-25	-2.2%	\$42,973	0.1%
Used Dealer Import	79	\$3,519,892	57	\$4,793,460	50	\$7,435,087	186	\$15,748,439	187	\$14,486,330	-1	-0.5%	\$1,262,109	8.7%
Used Private	4,320	\$26,068,261	3,803	\$19,454,721	2,198	\$12,931,965	10,321	\$58,454,948	10,713	\$49,360,661	-392	-3.7%	\$9,094,287	18.4%
Used Import **	1,041	\$16,507,917	896	\$8,342,772	479	\$9,658,795	2,416	\$34,509,484	2,615	\$25,444,712	-199	-7.6%	\$9,064,773	35.6%
Total	6,735	\$98,378,244	5,815	\$75,655,607	3,379	\$56,065,711	15,929	\$230,099,563	16,825	\$214,738,282	-896	-5.3%	\$15,361,281	7.2%

* 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