



**County of Purchaser and Source of Sales
Washington State
3rd Quarter - 2016**



County Name	2016												2015		2015 & 2016 Comparison					
	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		3rd Quarter Total		3rd Quarter Total		3rd Quarter Total			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	% Change	\$	%Change
Clallam	16	\$592,320	2	\$1,562	11	\$162,226	1	\$1,753	221	\$898,183	31	\$483,335	282	\$2,139,379	284	\$1,746,153	-2	-0.7%	\$393,227	22.5%
Clark	51	\$1,238,076	66	\$1,728,834	10	\$159,639	4	\$776,450	403	\$1,546,992	317	\$1,963,045	851	\$7,413,036	914	\$9,119,477	-63	-6.9%	-\$1,706,441	-18.7%
Cowlitz	9	\$266,512	22	\$634,059	5	\$94,045	1	\$24,500	228	\$641,998	99	\$435,075	364	\$2,096,189	332	\$1,741,766	32	9.6%	\$354,423	20.3%
Grays Harbor	13	\$305,197	7	\$122,730	9	\$98,933	2	\$18,889	137	\$289,187	17	\$68,650	185	\$903,586	256	\$1,301,190	-71	-27.7%	-\$397,604	-30.6%
Island	30	\$997,118	5	\$381,199	35	\$1,301,522	5	\$361,550	314	\$1,302,837	57	\$367,681	446	\$4,711,907	469	\$4,941,418	-23	-4.9%	-\$229,511	-4.6%
Jefferson	5	\$239,498	9	\$1,717,427	12	\$636,379		\$0	122	\$836,001	30	\$393,349	178	\$3,822,654	199	\$4,073,035	-21	-10.6%	-\$250,381	-6.1%
King	334	\$19,215,771	76	\$2,494,580	293	\$19,399,639	50	\$7,306,850	1507	\$12,993,085	298	\$6,475,991	2,558	\$67,885,915	2840	\$64,148,412	-282	-9.9%	\$3,737,503	5.8%
Kitsap	47	\$1,695,174	19	\$700,525	67	\$2,356,983	5	\$356,150	565	\$3,690,014	82	\$1,020,541	785	\$9,819,388	847	\$13,421,463	-62	-7.3%	-\$3,602,075	-26.8%
Lewis	6	\$138,515	5	\$120,848	12	\$62,751	2	\$2,800	167	\$419,874	25	\$32,640	217	\$777,428	227	\$1,217,943	-10	-4.4%	-\$440,515	-36.2%
Mason	17	\$391,344	6	\$123,140	9	\$179,790	3	\$31,773	222	\$784,906	30	\$1,813,420	287	\$3,324,373	314	\$2,356,510	-27	-8.6%	\$967,863	41.1%
Pacific		\$0	4	\$163,692	1	\$29,900		\$0	45	\$148,481	27	\$127,012	77	\$469,085	74	\$447,328	3	4.1%	\$21,757	4.9%
Pierce	182	\$5,146,305	39	\$1,174,394	142	\$4,901,232	19	\$472,628	1146	\$5,182,758	168	\$1,969,930	1,696	\$18,847,246	1820	\$21,681,254	-124	-6.8%	-\$2,834,007	-13.1%
San Juan	17	\$4,393,179	7	\$1,133,564	17	\$802,275	3	\$76,250	97	\$669,133	28	\$6,187,181	169	\$13,261,583	156	\$6,001,363	13	8.3%	\$7,260,220	121.0%
Skagit	55	\$3,209,604	28	\$800,530	82	\$8,761,200	24	\$4,503,712	373	\$3,296,434	89	\$3,947,102	651	\$24,518,582	624	\$17,804,320	27	4.3%	\$6,714,263	37.7%
Skamania	2	\$287,660	5	\$93,950		\$0		\$0	15	\$81,409	12	\$159,803	34	\$622,822	27	\$125,694	7	25.9%	\$497,128	395.5%
Snohomish	175	\$6,142,063	25	\$603,132	119	\$3,523,702	17	\$411,288	1229	\$3,978,587	166	\$1,673,306	1,731	\$16,332,079	1894	\$17,707,136	-163	-8.6%	-\$1,375,058	-7.8%
Thurston	51	\$1,127,143	11	\$350,981	53	\$1,074,141	3	\$255,995	417	\$1,821,098	49	\$474,980	584	\$5,104,338	638	\$6,781,785	-54	-8.5%	-\$1,677,447	-24.7%
Wahkiakum	2	\$25,262		\$0		\$0		\$0	18	\$28,300	14	\$305,130	34	\$358,692	43	\$144,309	-9	-20.9%	\$214,383	148.6%
Whatcom	30	\$2,232,017	18	\$656,247	49	\$1,788,859	6	\$375,899	410	\$2,070,184	99	\$1,377,301	612	\$8,500,508	596	\$8,096,016	16	2.7%	\$404,492	5.0%
Western WA Total	1042	\$47,642,760	354	\$13,001,395	926	\$45,333,215	145	\$14,976,487	7636	\$40,679,461	1638	\$29,275,472	11741	\$190,908,790	12554	\$182,856,570	-813	-6.5%	\$8,052,220	4.4%
Adams	5	\$98,930	1	\$67,990	1	\$30,000		\$0	21	\$37,350	7	\$98,278	35	\$332,548	49	\$392,408	-14	-28.6%	-\$59,860	-15.3%
Asotin		\$0	2	\$52,617		\$0		\$0	35	\$196,463	39	\$533,690	76	\$782,770	101	\$1,039,356	-25	-24.8%	-\$256,586	-24.7%
Benton	50	\$1,299,675	18	\$738,961	20	\$267,184	6	\$214,535	350	\$1,532,039	86	\$519,580	530	\$4,571,974	560	\$5,076,334	-30	-5.4%	-\$504,359	-9.9%
Chelan	34	\$887,203	4	\$167,771	22	\$538,222	2	\$39,478	199	\$8,664,451	24	\$358,757	285	\$10,655,882	273	\$2,558,297	12	4.4%	\$8,097,585	316.5%
Columbia	1	\$36,000		\$0		\$0		\$0	16	\$23,792	4	\$6,400	21	\$66,192	20	\$88,730	1	5.0%	-\$22,538	-25.4%
Douglas	16	\$502,523	2	\$138,819	14	\$223,532	1	\$38,000	101	\$582,922	11	\$105,795	145	\$1,591,591	149	\$1,247,329	-4	-2.7%	\$344,262	27.6%
Ferry	1	\$29,595		\$0		\$0		\$0	20	\$52,700	1	\$13,305	25	\$149,463	28	\$169,622	-3	-10.7%	-\$20,159	-11.9%
Franklin	25	\$764,288	4	\$58,743	15	\$145,633	8	\$134,599	116	\$351,439	27	\$125,670	195	\$1,580,372	187	\$1,542,119	8	4.3%	\$38,253	2.5%
Garfield		\$0	1	\$300		\$0		\$0	6	\$6,899	7	\$7,199	12	\$54,400	-5	-\$47,201		-86.8%		
Grant	31	\$673,307	12	\$374,048	20	\$245,293	2	\$7,735	235	\$818,419	38	\$385,376	338	\$2,504,178	301	\$2,294,855	37	12.3%	\$209,323	9.1%
Kittitas	12	\$278,379	5	\$131,967	5	\$81,795	1	\$22,000	93	\$574,512	12	\$83,699	128	\$1,172,352	118	\$891,623	10	8.5%	\$280,729	31.5%
Klickitat	2	\$11,641	3	\$40,314		\$0		\$0	28	\$51,353	16	\$56,771	49	\$160,079	63	\$407,523	-14	-22.2%	-\$247,444	-60.7%
Lincoln	4	\$149,667	4	\$140,626	4	\$57,495	1	\$1,300	51	\$222,610	10	\$69,300	74	\$640,998	53	\$310,770	21	39.6%	\$330,228	106.3%
Okanogan	21	\$231,579		\$0		\$0		\$0	77	\$249,783	7	\$16,800	109	\$538,233	107	\$707,455	2	1.9%	-\$169,222	-23.9%
Pend Oreille	1	\$38,008	9	\$277,224		\$0		\$0	60	\$188,899	28	\$126,850	98	\$630,981	88	\$481,592	10	11.4%	\$149,389	31.0%
Spokane	76	\$1,387,155	58	\$2,021,738	48	\$539,185	12	\$164,107	707	\$2,544,375	331	\$1,934,139	1,232	\$8,590,699	1299	\$9,080,477	-67	-5.2%	-\$489,778	-5.4%
Stevens	9	\$219,861	10	\$239,708	5	\$90,500	5	\$76,993	143	\$379,249	54	\$314,409	226	\$1,320,721	239	\$1,480,633	-13	-5.4%	-\$159,913	-10.8%
Walla Walla	6	\$188,523		\$0		\$0		\$0	65	\$205,719	13	\$115,420	88	\$530,612	84	\$647,389	4	4.8%	-\$116,777	-18.0%
Whitman	2	\$17,998	2	\$56,982	2	\$70,000		\$0	32	\$141,310	15	\$186,340	53	\$472,630	71	\$600,406	-18	-25.4%	-\$127,776	-21.3%
Yakima	55	\$1,188,210	2	\$93,635	27	\$284,993	2	\$39,205	305	\$845,237	48	\$161,660	439	\$2,612,940	454	\$2,688,390	-15	-3.3%	-\$75,450	-2.8%
Eastern WA Total	351	\$8,002,543.48	137	\$4,601,443	194	\$2,688,716	40	\$737,952	2660	\$17,669,521	771	\$5,212,239	4,153	\$38,912,414	4256	\$31,759,707	-103	-2.4%	\$7,152,707	22.5%
Unknown			2	\$116,619			1	\$34,000	25	\$105,966	7	\$21,774	35	\$278,359	15	\$122,005	20	133.3%	\$156,354	128.2%
State Total	1393	\$55,645,303.23	493	\$17,719,457	1120	\$48,021,932	186	\$15,748,439	10321	\$58,454,948	2416	\$34,509,484	15,929	\$230,099,563	16,825	\$214,738,282	-896	-5.3%	\$15,361,281	7.2%

Source: Washington Department of Licensing and Washington Sea Grant Program