



**County of Purchaser and Source of Sales  
Washington State  
4th Quarter - 2016**



County Name	2016												2015		2015 & 2016 Comparison					
	New Dealer		New Import		Used Dealer		Used Dealer Import		Used Private		Used Import		4th Quarter Total		4th Quarter Total		4th Quarter Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	\$	Units	% Change	\$	%Change
Clallam	3	\$186,345	3	\$113,991	5	\$447,000		\$0	73	\$272,152	11	\$387,000	95	\$1,406,488	83	\$706,146	12	14.5%	\$700,343	99.2%
Clark	14	\$480,824	26	\$610,862	6	\$301,250	2	\$27,450	121	\$614,883	96	\$858,698	265	\$2,893,967	230	\$2,311,372	35	15.2%	\$582,595	25.2%
Cowlitz	3	\$69,454	8	\$186,470	3	\$39,775	1	\$11,700	64	\$434,682	24	\$125,648	103	\$867,729	94	\$845,459	9	9.6%	\$22,270	2.6%
Grays Harbor	2	\$33,854	1	\$36,123	5	\$33,725	1	\$595	44	\$78,495	6	\$6,950	59	\$189,742	77	\$463,111	-18	-23.4%	-\$273,369	-59.0%
Island	9	\$642,351	1	\$68,301	6	\$262,495		\$0	80	\$477,749	15	\$65,840	111	\$1,516,736	130	\$1,239,814	-19	-14.6%	\$276,922	22.3%
Jefferson	3	\$298,926	2	\$28,737	5	\$181,000	1	\$84,000	46	\$210,135	11	\$207,006	68	\$1,009,804	62	\$1,137,391	6	9.7%	-\$127,587	-11.2%
King	67	\$7,844,668	26	\$812,667	119	\$9,774,078	32	\$7,796,658	461	\$5,615,196	97	\$4,276,569	802	\$36,119,836	795	\$30,171,783	7	0.9%	\$5,948,053	19.7%
Kitsap	8	\$528,195	2	\$65,806	22	\$1,894,545	3	\$66,433	155	\$1,274,445	46	\$1,113,420	236	\$4,942,844	236	\$4,826,935	0	0.0%	\$115,909	2.4%
Lewis	6	\$141,087	4	\$84,048	6	\$13,125	1	\$5,700	46	\$126,324	11	\$15,950	74	\$386,234	53	\$311,678	21	39.6%	\$74,556	23.9%
Mason	7	\$181,275	4	\$24,433	9	\$113,000		\$0	61	\$213,967	13	\$35,911	94	\$568,586	77	\$955,233	17	22.1%	-\$386,647	-40.5%
Pacific		\$0		\$0		\$0		\$0	8	\$18,300	4	\$19,150	12	\$37,450	24	\$574,851	-12	-50.0%	-\$537,401	-93.5%
Pierce	37	\$2,153,829	17	\$528,051	56	\$3,531,802	6	\$382,490	322	\$1,411,490	50	\$477,380	488	\$8,485,042	443	\$10,755,883	45	10.2%	-\$2,270,841	-21.1%
San Juan	5	\$28,820	3	\$311,980	4	\$215,490	1	\$210,000	28	\$178,348	15	\$2,340,772	56	\$3,685,410	66	\$2,837,207	-10	-15.2%	\$848,203	29.9%
Skagit	18	\$2,615,479	6	\$496,768	50	\$5,405,036	8	\$683,750	132	\$1,212,343	35	\$1,724,975	249	\$12,138,351	210	\$11,367,071	39	18.6%	\$771,280	6.8%
Skamania		\$0	1	\$34,000		\$0		\$0	6	\$32,300	2	\$35,050	9	\$101,350	2	\$146,670	7	350.0%	-\$45,320	-30.9%
Snohomish	47	\$1,397,573	11	\$514,320	54	\$1,617,639	9	\$502,869	293	\$1,755,718	47	\$1,905,970	461	\$7,694,088	440	\$5,427,158	21	4.8%	\$2,266,930	41.8%
Thurston	11	\$185,471	5	\$68,047	18	\$514,000	1	\$90,000	116	\$733,942	27	\$221,742	178	\$1,813,201	180	\$1,812,824	-2	-1.1%	\$377	0.0%
Wahkiakum	1	\$30,594		\$0		\$0		\$0	11	\$27,375	4	\$48,800	16	\$106,769	7	\$14,500	9	128.6%	\$92,269	636.3%
Whatcom	12	\$2,226,822	4	\$314,871	19	\$1,226,593	2	\$838,900	109	\$1,213,705	34	\$1,198,377	180	\$7,019,268	197	\$3,857,474	-17	-8.6%	\$3,161,794	82.0%
<b>Western WA Total</b>	<b>253</b>	<b>\$19,445,567</b>	<b>124</b>	<b>\$4,299,475</b>	<b>387</b>	<b>\$25,570,553</b>	<b>68</b>	<b>\$10,700,545</b>	<b>2176</b>	<b>\$15,901,548</b>	<b>548</b>	<b>\$15,065,208</b>	<b>3556</b>	<b>\$90,982,896</b>	<b>3406</b>	<b>\$79,762,560</b>	<b>150</b>	<b>4.4%</b>	<b>\$11,220,336</b>	<b>14.1%</b>
Adams	1	\$9,410	1	\$142,043		\$0		\$0	2	\$1,600	2	\$13,500	6	\$166,553	7	\$9,500	-1	-14.3%	\$157,053	1653.2%
Asotin	1	\$27,800	4	\$127,186		\$0		\$0	13	\$65,105	7	\$45,785	25	\$265,876	22	\$349,195	3	13.6%	-\$83,319	-23.9%
Benton	10	\$303,429	4	\$224,126	7	\$171,276	3	\$62,870	95	\$386,636	26	\$565,582	145	\$1,713,920	136	\$1,470,709	9	6.6%	\$243,211	16.5%
Chelan	3	\$320,788	2	\$45,632	7	\$64,544		\$0	43	\$233,211	9	\$77,549	64	\$741,724	72	\$725,206	-8	-11.1%	\$16,518	2.3%
Columbia		\$0		\$0		\$0		\$0	4	\$24,650		\$0	4	\$24,650	1	\$250	3	300.0%	\$24,400	9760.0%
Douglas	1	\$1,699		\$0	1	\$1,750	1	\$1,200	17	\$158,795	5	\$110,217	25	\$273,661	28	\$125,410	-3	-10.7%	\$148,251	118.2%
Ferry		\$0		\$0		\$0		\$0	2	\$1,100	10	\$177,575	12	\$178,675	7	\$28,850	5	71.4%	\$149,825	519.3%
Franklin	8	\$158,390	3	\$84,125	4	\$25,150	3	\$13,845	36	\$95,226	9	\$38,945	63	\$415,681	34	\$280,743	29	85.3%	\$134,938	48.1%
Garfield	1	\$50,600		\$0		\$0		\$0	6	\$59,700	4	\$33,451	11	\$143,751	0	\$0	11	no calc	\$143,751	#DIV/0!
Grant	7	\$149,254	2	\$13,016	5	\$48,695	1	\$833	40	\$164,896	6	\$16,484	61	\$393,178	86	\$621,818	-25	-29.1%	-\$228,640	no calc
Kittitas	1	\$175,000	3	\$267,995		\$0		\$0	20	\$51,000	4	\$23,500	28	\$517,495	24	\$203,499	4	16.7%	\$313,996	154.3%
Klickitat		\$0	1	\$14,495		\$0		\$0	6	\$1,104	6	\$12,402	13	\$28,001	20	\$77,399	-7	-35.0%	-\$49,398	-63.8%
Lincoln		\$0		\$0		\$0		\$0	6	\$36,209	2	\$1,050	8	\$27,259	11	\$81,300	-3	-27.3%	-\$44,041	-54.2%
Okanogan	1	\$34,000		\$0	3	\$23,686	1	\$4,000	18	\$17,300	3	\$16,900	26	\$95,886	30	\$144,103	-4	-13.3%	-\$48,217	-33.5%
Pend Oreille		\$0	3	\$77,386		\$0		\$0	9	\$20,554	5	\$59,001	17	\$156,941	7	\$47,255	10	142.9%	\$109,686	232.1%
Spokane	12	\$261,237	13	\$597,046	9	\$159,263	1	\$10,500	142	\$834,213	58	\$567,803	235	\$2,430,062	248	\$2,163,624	-13	-5.2%	\$266,438	12.3%
Stevens		\$0	3	\$99,287	2	\$16,995		\$0	33	\$817,835	13	\$164,200	51	\$1,098,317	37	\$321,652	14	37.8%	\$776,665	241.5%
Walla Walla	2	\$53,200	1	\$43,993		\$0		\$0	12	\$53,700	6	\$100,700	21	\$251,593	25	\$300,580	-4	-16.0%	-\$48,987	-16.3%
Whitman		\$0	3	\$67,125	1	\$10,500	1	\$40,000	5	\$25,100	4	\$26,550	14	\$169,275	14	\$98,799	0	0.0%	\$70,476	71.3%
Yakima	9	\$267,323	4	\$141,072	4	\$20,115		\$0	65	\$246,807	9	\$37,710	91	\$713,027	88	\$1,014,133	3	3.4%	-\$301,107	-29.7%
<b>Eastern WA Total</b>	<b>57</b>	<b>\$1,812,129.52</b>	<b>47</b>	<b>\$1,944,528</b>	<b>43</b>	<b>\$541,974</b>	<b>11</b>	<b>\$133,248</b>	<b>574</b>	<b>\$3,294,741</b>	<b>188</b>	<b>\$2,088,904</b>	<b>920</b>	<b>\$9,815,525</b>	<b>897</b>	<b>\$8,064,024</b>	<b>23</b>	<b>2.6%</b>	<b>\$1,751,500</b>	<b>21.7%</b>
Unknown			1			\$22,950			5	\$28,129	5	\$44,900	11	\$95,979	6	\$152,551	5	83.3%	-\$56,572	-37.1%
<b>State Total</b>	<b>310</b>	<b>\$21,257,696.47</b>	<b>172</b>	<b>\$6,244,003</b>	<b>430</b>	<b>\$26,135,477</b>	<b>79</b>	<b>\$10,833,793</b>	<b>2755</b>	<b>\$19,224,418</b>	<b>741</b>	<b>\$17,199,012</b>	<b>4,487</b>	<b>\$100,894,400</b>	<b>4309</b>	<b>\$87,979,135</b>	<b>178</b>	<b>4.1%</b>	<b>\$12,915,265</b>	<b>14.7%</b>

Source: Washington Department of Licensing and Washington Sea Grant Program