



Boat Sales Activity Washington State Comparison



Source of Sales	2002/03 Fiscal Year		2003/04 Fiscal Year		2004/05 Fiscal Year		2005/06 Fiscal Year		2004/05 vs. 2005/06 Comparison			
	TOTAL		TOTAL		TOTAL		TOTAL		Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	6,347	\$174,398,155	7,515	\$216,891,264	8,094	\$256,798,340	7,984	\$279,472,044	-110	-1%	\$22,673,704	9%
New Import *	2,178	\$61,391,989	2,349	\$64,273,183	2,247	\$56,508,352	2,290	\$65,912,986	43	2%	\$9,404,634	17%
Used Dealer	4,557	\$83,080,968	4,923	\$148,702,206	4,996	\$129,592,591	4,908	\$142,773,473	-88	-2%	\$13,180,882	10%
Used Dealer Import	841	\$27,634,460	845	\$35,197,130	868	\$43,809,477	847	\$43,116,503	-21	-2%	-\$692,974	-2%
Used Private	32,609	\$147,203,119	32,601	\$145,136,800	31,138	\$150,076,389	31,961	\$144,886,150	823	3%	-\$5,190,239	-3%
Used Import **	6,358	\$57,791,073	6,815	\$62,216,235	6,557	\$56,194,959	6,887	\$71,643,263	330	5%	\$15,448,304	27%
Unknown	146	\$2,891,601	64	\$3,324,252	2	\$50,698	0	\$0	-2	-100%	-\$50,698	-100%
In-Migrant ***	1,418	\$22,964,996	1,407	\$18,706,443	1,378	\$28,014,371	1,393	\$29,696,976	15	1%	\$1,682,605	6%
Total	54,454	\$577,356,362	56,519	\$694,447,514	55,280	\$721,045,177	56,270	\$777,501,395	990	2%	\$56,456,218	8%

Source of Sales	1st & 2nd Qtr 2003		1st & 2nd Qtr 2004		1st & 2nd Qtr 2005		1st & 2nd Qtr 2006		1st & 2nd Qtr '05 vs. '06 Comparison			
	TOTAL		TOTAL		TOTAL		TOTAL		Change			
	Units	\$	Units	\$	Units	\$	Units	\$	Units	%	\$	%
New Dealer	3,400	\$97,397,986	4,139	\$123,887,316	4,507	\$145,621,991	4,304	\$157,541,071	-203	-5%	\$11,919,080	8%
New Import *	1,192	\$34,334,454	1,289	\$41,211,251	1,171	\$23,930,085	1,180	\$34,877,474	9	1%	\$10,947,389	46%
Used Dealer	2,150	\$40,791,058	2,462	\$56,471,231	2,498	\$64,826,722	2,462	\$74,597,766	-36	-1%	\$9,771,044	15%
Used Dealer Import	430	\$14,948,474	439	\$21,224,173	492	\$26,762,966	464	\$20,083,130	-28	-6%	-\$6,679,836	-25%
Used Private	15,972	\$78,492,472	16,353	\$72,592,206	15,839	\$78,000,778	16,435	\$75,202,278	596	4%	-\$2,798,500	-4%
Used Import **	3,132	\$27,803,170	3,530	\$33,759,072	3,288	\$30,408,945	3,523	\$29,907,109	235	7%	-\$501,836	-2%
Unknown	99	\$2,339,548	13	\$466,213	0	\$0	0	\$0	0	0%	\$0	0%
In-Migrant ***	787	\$12,959,273	826	\$10,997,094	836	\$17,204,186	799	\$18,354,121	-37	-4%	\$1,149,935	7%
Total	27,162	\$309,066,435	29,051	\$360,608,556	28,631	\$386,755,673	29,167	\$410,562,949	536	2%	\$23,807,276	6%

* Current WA resident registers a new boat from an out of state dealer.

** Current WA resident registers used boat purchased from out of state.

*** New WA resident registers boat from out of state.

Source: Washington Department of Licensing and Washington Sea Grant Program