

## INDUSTRY IN PERSPECTIVE – January 2004 MOUNTAIN/PACIFIC TOP TEN

SHIPMENTS	January Shipments '03	January Shipments '04	% Change	Year-To-Date Shipments '03	Year-To-Date Shipments '04	% Change
Arizona	443	347	-21.7%	443	347	-21.7%
California	671	742	10.6%	671	742	10.6%
Colorado	155	70	-54.8%	155	70	-54.8%
Idaho	49	42	-14.3%	49	42	-14.3%
Montana	59	50	-15.3%	59	50	-15.3%
Nevada	92	83	-9.8%	92	83	-9.8%
New Mexico	142	119	-16.2%	142	119	-16.2%
Oregon	183	172	-6.0%	183	172	-6.0%
Utah	52	34	-34.6%	52	34	-34.6%
Washington	198	170	-14.1%	198	170	-14.1%
Regional Totals	2,044	1,829	-10.5%	2,044	1,829	-10.5%
National Totals	10,182	8,581	-15.7%	10,182	8,581	-15.7%

  

PRODUCTION	January Production '03	January Production '04	% Change	Year-To-Date Production '03	Year-To-Date Production '04	% Change
Arizona	564	552	-2.1%	564	552	-2.1%
California	603	584	-3.2%	603	584	-3.2%
Idaho	177	136	-23.2%	177	136	-23.2%
Oregon	421	398	-5.5%	421	398	-5.5%
Washington	*	*	*	*	*	*
Regional Totals	1,765	1,670	-5.4%	1,765	1,670	-5.4%
National Totals	10,402	8,739	-16.0%	10,402	8,739	-16.0%

  

SECTIONS	Single-Section Shipments	Multi-Section Shipments	% Multi-Section	Single-Section Production	Multi-Section Production	% Multi-Section
Arizona	29	318	91.6%	62	490	88.8%
California	53	689	92.9%	42	542	92.8%
Colorado	7	63	90.0%	*	*	*
Idaho	2	40	95.2%	11	125	91.9%
Montana	3	47	94.0%	*	*	*
Nevada	4	79	95.2%	*	*	*
New Mexico	21	98	82.4%	*	*	*
Oregon	2	170	98.8%	5	393	98.7%
Utah	3	31	91.2%	*	*	*
Washington	4	166	97.6%	*	*	*
Regional Totals	128	1,701	93.0%	120	1,550	92.8%
National Totals	2,193	6,388	74.4%	2,180	6,133	73.8%

Data Source: Manufactured Housing Institute (MHI), National Conference of States on Building Codes & Standards (NCSBCS)

\* States with less than three active manufacturers

NATIONAL SHIPMENTS BY REGION	Through January 2004			Through January 2003	
	Shipments	Market Share	Percent Change	Shipments	Market Share
New England	139	1.6	-21.9%	178	1.7
Middle Atlantic	425	4.9	-25.2%	568	5.4
East North Central	696	8.0	-28.1%	968	9.3
West North Central	420	4.8	-24.6%	557	5.3
South Atlantic	2,440	28.0	-16.8%	2,934	28.1
East South Central	1,028	11.8	-18.5%	1,261	12.1
West South Central	1,583	18.2	-3.8%	1,645	15.8
Mountain	765	8.8	-24.8%	1,017	9.7
Pacific	1,085	12.5	2.9%	1,054	10.1