

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

SHIPMENTS	March Shipments '03	March Shipments '04	% Change	Year-To-Date Shipments '03	Year-To-Date Shipments '04	% Change
Arizona	342	388	13.5%	1,148	1,075	-6.4%
California	689	946	37.3%	2,012	2,440	21.3%
Colorado	123	97	-21.1%	409	237	-42.1%
Idaho	58	48	-17.2%	142	129	-9.2%
Montana	58	63	8.6%	166	172	3.6%
Nevada	80	92	15.0%	248	270	8.9%
New Mexico	138	119	-13.8%	413	341	-17.4%
Oregon	171	233	36.3%	537	593	10.4%
Utah	37	74	100.0%	130	133	2.3%
Washington	229	258	12.7%	614	600	-2.3%
Regional Totals	1,925	2,318	20.4%	5,819	5,990	2.9%
National Totals	9,125	8,395	-8.0%	164,596	128,260	-22.1%

  

PRODUCTION	March Production '03	March Production '04	% Change	Year-To-Date Production '03	Year-To-Date Production '04	% Change
Arizona	511	691	35.2%	1,604	1,783	11.2%
California	594	660	11.1%	1,767	1,817	2.8%
Idaho	173	197	13.9%	490	460	-6.1%
Oregon	408	568	39.2%	1,208	1,383	14.5%
Washington	*	*	*	*	*	*
Regional Totals	1,686	2,116	25.5%	5,069	5,443	7.4%
National Totals	10,231	11,285	10.3%	30,419	28,906	-5.0%

  

SECTIONS	Single-Section Shipments	Multi-Section Shipments	% Multi-Section	Single-Section Production	Multi-Section Production	% Multi-Section
Arizona	17	371	95.6%	44	647	93.6%
California	76	870	92.0%	46	614	93.0%
Colorado	17	80	82.5%	*	*	*
Idaho	2	46	95.8%	51	146	74.1%
Montana	9	54	85.7%	*	*	*
Nevada	4	88	95.7%	*	*	*
New Mexico	17	102	85.7%	*	*	*
Oregon	18	215	92.3%	14	554	97.5%
Utah	27	47	63.5%	*	*	*
Washington	9	249	96.5%	*	*	*
Regional Totals	196	2,122	91.5%	155	1,961	92.7%
National Totals	25,644	102,616	80.0%	24,659	100,440	80.3%

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 March 2004			Through March 2003	
	Shipments	Market Share	Percent Change	Shipments	Market Share
New England	432	1.5	1.6%	425	1.4
Middle Atlantic	1,311	4.5	-12.5%	1,498	4.9
East North Central	2,669	9.3	-13.5%	3,087	10.1
West North Central	1,545	5.4	-7.8%	1,675	5.5
South Atlantic	7,746	26.9	-9.0%	8,512	27.9
East South Central	3,679	12.8	4.1%	3,533	11.6
West South Central	4,843	16.8	-2.3%	4,957	16.3
Mountain	2,446	8.5	-10.5%	2,734	9.0
Pacific	3,638	12.6	14.5%	3,178	10.4