

Industry In Perspective – September 2007

Mountain/Pacific Top Ten

SHIPMENTS	September Shipments '06	September Shipments '07	% Change	Year-To-Date Shipments '06	Year-To-Date Shipments '07	% Change
Arizona	364	242	-33.5%	4,461	2,609	-41.5%
California	647	348	-46.2%	6,787	3,843	-43.4%
Colorado	45	67	48.9%	341	328	-3.8%
Idaho	61	63	3.3%	660	551	-16.5%
Montana	53	50	-5.7%	496	462	-6.9%
Nevada	56	45	-19.6%	780	407	-47.8%
New Mexico	131	144	9.9%	1,201	1,253	4.3%
Oregon	186	144	-22.6%	1,778	1,393	-21.7%
Utah	64	58	-9.4%	624	561	-10.1%
Washington	231	160	-30.7%	2,061	1,567	-24.0%
<i>Regional Totals</i>	1,838	1,321	-28.1%	19,189	12,974	-32.4%
<i>National Totals</i>	9,213	7,906	-14.2%	93,764	72,845	-22.3%

PRODUCTION	September Production '06	September Production '07	% Change	Year-To-Date Production '06	Year-To-Date Production '07	% Change
Arizona	490	308	-37.1%	5,957	3,435	-42.3%
California	512	285	-44.3%	5,255	3,121	-40.6%
Idaho	127	138	8.7%	1,579	1,212	-23.2%
Oregon	468	343	-26.7%	4,411	3,244	-26.5%
Washington	*	*	*	*	*	*
<i>Regional Totals</i>	1,597	1,074	-32.7%	17,202	11,012	-36.0%
<i>National Totals</i>	9,137	7,920	-13.3%	93,686	72,859	-22.2%

SECTIONS	Single-Section Shipments	Multi-Section Shipments	% Multi-Section	Single-Section Production	Multi-Section Production	% Multi-Section
Arizona	303	2,306	88.4%	369	3,066	89.3%
California	290	3,553	92.5%	243	2,878	92.2%
Colorado	148	180	54.9%	*	*	*
Idaho	51	500	90.7%	129	1,083	89.4%
Montana	164	298	64.5%	*	*	*
Nevada	33	374	91.9%	*	*	*
New Mexico	421	832	66.4%	*	*	*
Oregon	52	1,341	96.3%	150	3,094	95.4%
Utah	69	492	87.7%	*	*	*
Washington	66	1,501	95.8%	*	*	*
<i>Regional Totals</i>	1,597	11,377	87.7%	891	10,121	91.9%
<i>National Totals</i>	22,745	50,100	68.8%	22,748	50,111	68.8%

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 September 2007			Through September 2006	
	Shipments	Market Share	Percent Change	Shipments	Market Share
New England	1,396	1.9	-22.8%	1,809	1.9
Middle Atlantic	3,778	5.2	-15.0%	4,444	4.7
East North Central	4,721	6.5	-28.1%	6,567	7
West North Central	3,305	4.5	-17.4%	4,003	4.3
South Atlantic	16,490	22.6	-27.8%	22,839	24.4
East South Central	11,616	15.9	-16.2%	13,854	14.8
West South Central	16,937	23.3	-10.5%	18,922	20.2
Mountain	6,600	9.1	-27.2%	9,061	9.7
Pacific	6,866	9.4	-35.6%	10,668	11.4