

Industry In Perspective – October 2007

Mountain/Pacific Top Ten

SHIPMENTS	October Shipments '06	October Shipments '07	% Change	Year-To-Date Shipments '06	Year-To-Date Shipments '07	% Change
Arizona	393	244	-37.9%	4,854	2,853	-41.2%
California	598	388	-35.1%	7,385	4,231	-42.7%
Colorado	37	88	137.8%	378	416	10.1%
Idaho	83	65	-21.7%	743	616	-17.1%
Montana	42	59	40.5%	538	521	-3.2%
Nevada	93	41	-55.9%	873	448	-48.7%
New Mexico	145	153	5.5%	1,346	1,406	4.5%
Oregon	180	136	-24.4%	1,958	1,529	-21.9%
Utah	95	67	-29.5%	719	628	-12.7%
Washington	228	193	-15.4%	2,289	1,760	-23.1%
<i>Regional Totals</i>	1,894	1,434	-24.3%	21,083	14,408	-31.7%
<i>National Totals</i>	9,294	9,356	0.7%	103,058	82,201	-20.2%

PRODUCTION	October Production '06	October Production '07	% Change	Year-To-Date Production '06	Year-To-Date Production '07	% Change
Arizona	521	344	-34.0%	6,478	3,779	-41.7%
California	490	332	-32.2%	5,745	3,453	-39.9%
Idaho	193	131	-32.1%	1,772	1,343	-24.2%
Oregon	455	377	-17.1%	4,866	3,621	-25.6%
Washington	*	*	*	*	*	*
<i>Regional Totals</i>	1,659	1,184	-28.6%	18,861	12,196	-35.3%
<i>National Totals</i>	9,403	9,398	-0.1%	103,089	82,257	-20.2%

SECTIONS	Single-Section Shipments	Multi-Section Shipments	% Multi-Section	Single-Section Production	Multi-Section Production	% Multi-Section
Arizona	324	2,529	88.6%	403	3,376	89.3%
California	313	3,918	92.6%	260	3,193	92.5%
Colorado	185	231	55.5%	*	*	*
Idaho	62	554	89.9%	143	1,200	89.4%
Montana	186	335	64.3%	*	*	*
Nevada	34	414	92.4%	*	*	*
New Mexico	474	932	66.3%	*	*	*
Oregon	57	1,472	96.3%	168	3,453	95.4%
Utah	77	551	87.7%	*	*	*
Washington	71	1,689	96.0%	*	*	*
<i>Regional Totals</i>	1,783	12,625	87.6%	974	11,222	92.0%
<i>National Totals</i>	25,914	56,287	68.5%	25,939	56,318	68.5%

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 October 2007			Through October 2006	
	Shipments	Market Share	Percent Change	Shipments	Market Share
New England	1,646	2.0	-19.0%	2,032	2
Middle Atlantic	4,291	5.2	-14.2%	5,002	4.9
East North Central	5,327	6.5	-26.8%	7,280	7.1
West North Central	3,729	4.5	-16.1%	4,447	4.3
South Atlantic	18,573	22.6	-25.6%	24,961	24.2
East South Central	13,225	16.1	-13.1%	15,215	14.8
West South Central	19,234	23.4	-7.2%	20,717	20.1
Mountain	7,358	9.0	-26.4%	9,991	9.7
Pacific	7,590	9.2	-35.0%	11,679	11.3