

Industry In Perspective - March 2008

Mountain/Pacific Top Ten

SHIPMENTS	March Shipments '07	March Shipments '08	% Change	Year-To-Date Shipments '07	Year-To-Date Shipments '08	% Change
Arizona	317	198	-37.5%	934	592	-36.6%
California	460	244	-47.0%	1,322	794	-39.9%
Colorado	22	36	63.6%	68	173	154.4%
Idaho	53	38	-28.3%	140	132	-5.7%
Montana	55	38	-30.9%	120	105	-12.5%
Nevada	55	32	-41.8%	151	97	-35.8%
New Mexico	135	113	-16.3%	341	330	-3.2%
Oregon	168	88	-47.6%	429	301	-29.8%
Utah	63	55	-12.7%	168	161	-4.2%
Washington	178	130	-27.0%	484	409	-15.5%
<i>Regional Totals</i>	1,506	972	-35.5%	4,157	3,094	-25.6%
<i>National Totals</i>	8,000	7,042	-12.0%	21,425	20,763	-3.1%

PRODUCTION	March Production '07	March Production '08	% Change	Year-To-Date Production '07	Year-To-Date Production '08	% Change
Arizona	405	290	-28.4%	1,220	856	-29.8%
California	385	212	-44.9%	1,047	661	-36.9%
Idaho	139	76	-45.3%	363	254	-30.0%
Oregon	382	246	-35.6%	1,027	807	-21.4%
Washington	*	*	*	*	*	*
<i>Regional Totals</i>	1,311	824	-37.1%	3,657	2,578	-29.5%
<i>National Totals</i>	7,912	7,014	-11.3%	21,505	20,834	-3.1%

SECTIONS	Single-Section Shipments	Multi-Section Shipments	% Multi-Section	Single-Section Production	Multi-Section Production	% Multi-Section
Arizona	116	476	80.4%	192	664	77.6%
California	64	730	91.9%	45	616	93.2%
Colorado	90	83	48.0%	*	*	*
Idaho	20	112	84.8%	26	228	89.8%
Montana	29	76	72.4%	*	*	*
Nevada	12	85	87.6%	*	*	*
New Mexico	135	195	59.1%	*	*	*
Oregon	14	287	95.3%	42	765	94.8%
Utah	42	119	73.9%	*	*	*
Washington	20	389	95.1%	*	*	*
<i>Regional Totals</i>	542	2,552	82.5%	305	2,273	88.2%
<i>National Totals</i>	7,728	13,035	62.8%	7,743	13,091	62.8%

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 March 2008			Through March 2007	
	Shipments	Market Share	Percent Change	Shipments	Market Share
New England	158	0.8	-45.3%	289	1.3
Middle Atlantic	707	3.4	-18.0%	862	4.0
East North Central	886	4.3	-20.4%	1,113	5.2
West North Central	728	3.5	-3.8%	757	3.5
South Atlantic	4,952	23.9	-4.8%	5,202	24.3
East South Central	3,803	18.3	11.2%	3,421	16.0
West South Central	6,042	29.1	22.2%	4,945	23.1
Mountain	1,678	8.1	-18.6%	2,061	9.6
Pacific	1,508	7.3	-33.4%	2,263	10.6