

Industry In Perspective - March 2009

Mountain/Pacific Top Ten

| SHIPMENTS | March Shipments '08 | March Shipments '09 | % Change | Year-To-Date Shipments '08 | Year-To-Date Shipments '09 | % Change |
|------------------------|----------------------------|----------------------------|-----------------|-----------------------------------|-----------------------------------|-----------------|
| Arizona | 198 | 90 | -54.5% | 592 | 231 | -61.0% |
| California | 244 | 107 | -56.1% | 794 | 327 | -58.8% |
| Colorado | 36 | 37 | 2.8% | 173 | 71 | -59.0% |
| Idaho | 38 | 17 | -55.3% | 132 | 37 | -72.0% |
| Montana | 38 | 22 | -42.1% | 105 | 52 | -50.5% |
| Nevada | 32 | 17 | -46.9% | 97 | 36 | -62.9% |
| New Mexico | 113 | 62 | -45.1% | 330 | 229 | -30.6% |
| Oregon | 88 | 56 | -36.4% | 301 | 146 | -51.5% |
| Utah | 55 | 16 | -70.9% | 161 | 45 | -72.0% |
| Washington | 130 | 60 | -53.8% | 409 | 173 | -57.7% |
| <i>Regional Totals</i> | 972 | 484 | -50.2% | 3,094 | 1,347 | -56.5% |
| <i>National Totals</i> | 7,042 | 3,955 | -43.8% | 20,763 | 11,311 | -45.5% |

| PRODUCTION | March Production '08 | March Production '09 | % Change | Year-To-Date Production '08 | Year-To-Date Production '09 | % Change |
|------------------------|-----------------------------|-----------------------------|-----------------|------------------------------------|------------------------------------|-----------------|
| Arizona | 290 | 119 | -59.0% | 856 | 357 | -58.3% |
| California | 212 | 86 | -59.4% | 661 | 251 | -62.0% |
| Idaho | 76 | 45 | -40.8% | 254 | 89 | -65.0% |
| Oregon | 246 | 135 | -45.1% | 807 | 378 | -53.2% |
| <i>Regional Totals</i> | 824 | 385 | -53.3% | 2,578 | 1,075 | -58.3% |
| <i>National Totals</i> | 7,014 | 3,950 | -43.7% | 20,834 | 11,325 | -45.6% |

| SECTIONS | Single-Section Shipments | Multi-Section Shipments | % Multi-Section | Single-Section Production | Multi-Section Production | % Multi-Section |
|------------------------|---------------------------------|--------------------------------|------------------------|----------------------------------|---------------------------------|------------------------|
| Arizona | 41 | 190 | 82.3% | 58 | 299 | 83.8% |
| California | 33 | 294 | 89.9% | 20 | 231 | 92.0% |
| Colorado | 41 | 30 | 42.3% | * | * | * |
| Idaho | 3 | 34 | 91.9% | 6 | 83 | 93.3% |
| Montana | 27 | 25 | 48.1% | * | * | * |
| Nevada | 0 | 36 | 100.0% | * | * | * |
| New Mexico | 69 | 160 | 69.9% | * | * | * |
| Oregon | 8 | 138 | 94.5% | 36 | 342 | 90.5% |
| Utah | 7 | 38 | 84.4% | * | * | * |
| Washington | 10 | 163 | 94.2% | * | * | * |
| <i>Regional Totals</i> | 239 | 1,108 | 82.3% | 120 | 955 | 88.8% |
| <i>National Totals</i> | 4,532 | 6,779 | 59.9% | 4,525 | 6,800 | 60.0% |

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 2009 | | | Through March 2008 | |
|-------------------------------------|---------------------------|---------------------|-----------------------|---------------------------|---------------------|
| | Shipments | Market Share | Percent Change | Shipments | Market Share |
| New England | 107 | 0.9 | -32.3% | 158 | 0.8 |
| Middle Atlantic | 335 | 3.0 | -52.6% | 707 | 3.4 |
| East North Central | 490 | 4.3 | -44.7% | 886 | 4.3 |
| West North Central | 392 | 3.5 | -46.2% | 728 | 3.5 |
| South Atlantic | 2,523 | 22.3 | -49.1% | 4,952 | 23.9 |
| East South Central | 2,146 | 19.0 | -43.6% | 3,803 | 18.3 |
| West South Central | 3,662 | 32.4 | -39.4% | 6,042 | 29.1 |
| Mountain | 750 | 6.6 | -55.3% | 1,678 | 8.1 |
| Pacific | 653 | 5.8 | -56.7% | 1,508 | 7.3 |