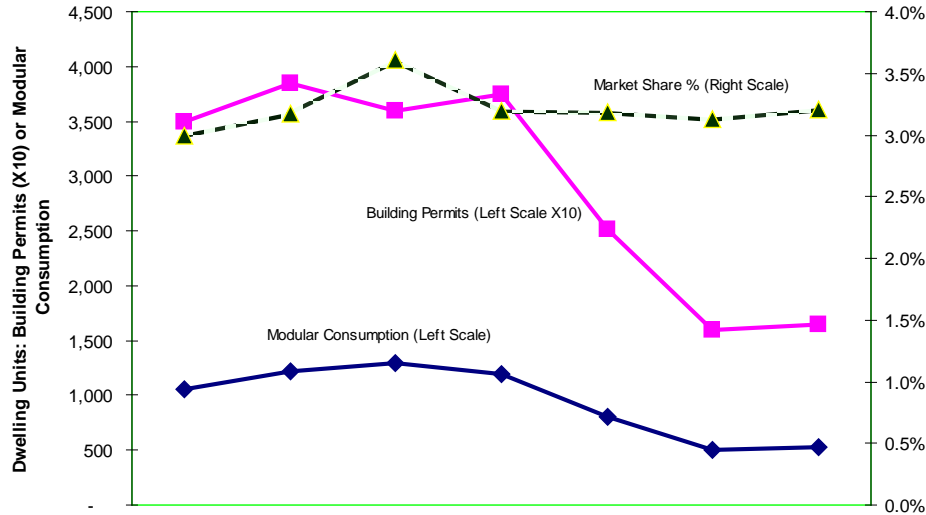


Modular Housing - YOUR STATE

Modular Home Consumption – Trend Lines 2008 - 2014

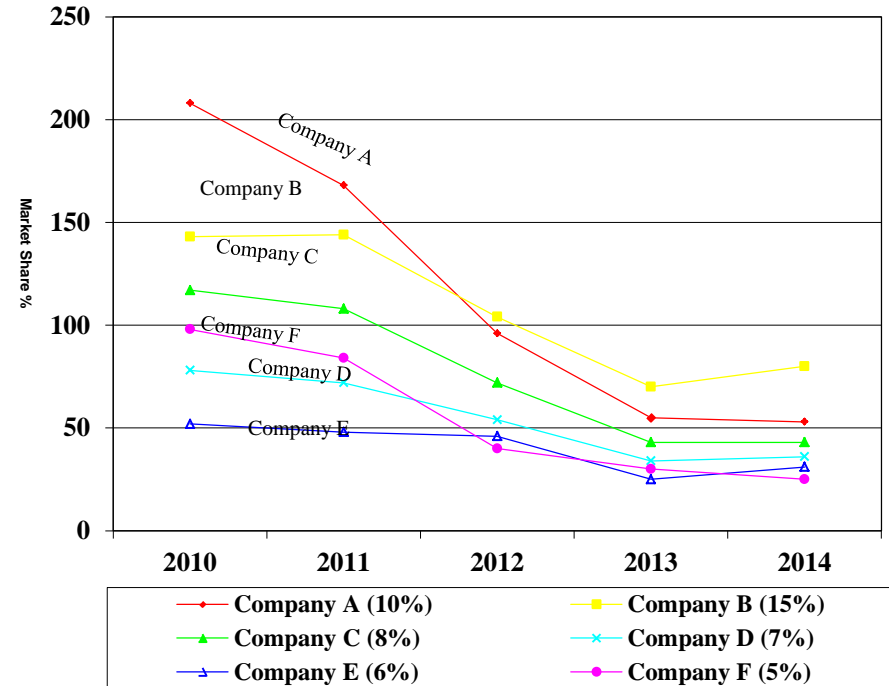


	<u>2008</u>	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>
Building Permits	35,000	38,500	36,000	37,500	25,100	16,000	16,500
Mod. Consumption	1,050	1,220	1,300	1,200	800	500	530
Market Share	3.0%	3.2%	3.6%	3.2%	3.2%	3.1%	3.2%

OBSERVATIONS:

- Moderate volume modular consumption with consistent market share in a much smaller overall housing market.
- Modular activity appears to be poised for increases. An increasing proportion of modular activity has come from out-of-state manufacturers such as Companies B & C (Companies are actually named in purchased information).
- Company A, an established in-state manufacturer in a declining and very competitive modular home market, has experienced a market share decrease from 16% four years ago to 10% currently.
- See rear or attached for listing of current and previous year state modular home consumption by manufacturer.

Modular Home Consumption – Major Manufacturers 2010 – 2014



Top six manufacturers account for 270 modular homes, a 51% market share.