

NORTHWEST



Regional Market Share

2011 Certified Homes

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Idaho	42	33	49	37	42	55	38	62	79	61	77	66	641
Montana	8	10	10	12	24	6	4	6	9	12	0	51	152
Oregon	42	50	39	44	77	55	88	71	62	62	119	111	820
Washington	113	76	124	162	115	205	178	107	56	52	182	84	1454
	205	169	222	255	258	321	308	246	206	187	378	312	3067

2011 HUD Market Share

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD
Idaho	31.1%	21.2%	26.2%	15.4%	14.7%	18.0%	13.7%	22.1%	31.6%	24.7%	34.1%	32.4%	22.9%
Montana	21.1%	17.9%	11.8%	14.0%	20.7%	4.3%	4.3%	5.9%	11.0%	11.4%	0.0%	81.0%	14.7%
Oregon	11.5%	17.4%	10.4%	11.8%	19.9%	13.3%	20.8%	14.6%	15.7%	18.6%	39.0%	33.7%	18.3%
Washington	12.7%	10.3%	12.1%	15.1%	11.8%	18.7%	17.4%	9.8%	5.4%	6.0%	22.8%	11.8%	12.8%
	14.4%	13.7%	13.3%	14.4%	14.6%	16.4%	17.0%	12.5%	11.7%	12.0%	27.1%	23.8%	15.6%