

CALIFORNIA

New Manufactured Home Sales

Manufacturer's Report

For The Quarter Ended
June 2005

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This month's data reflects information about **New Manufactured Homes** (with no previous owner) that were **RECORDED** in the State of California during the current month/quarter. Actual home sales and deliveries usually take place about 30-60 days prior to the recording month. We make every effort to publish and ship this report within 30 days of the end of the month reported on. This timing is subject, in part, to the availability of information from the State of California.

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Sawtooth Research Group, Inc. • 3820 Erick Lane • Boise, Idaho 83704
Phone: 208-327-7672 • Fax: 208-327-5592 • Email: info@sawtoothresearch.com

Visit our site on the Web at: sawtoothresearch.com

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** Not available for states without a sales tax.

Definitions

Real Property Homes - Real Property homes are designated as such at the county level for tax purposes and at the request of the home owner. All Real Property homes will have been placed on permanent foundations. These homes are identified with the code "REAL" in the detail section of this report.

Personal Property Homes - Personal Property homes are also designated so at the county level at the request of the home owner. Most will not have been placed on a permanent foundation. These homes are identified with the code "PERS" in the detail section.

Date - The date used in this report is the **Recording Date**. This report is divided into months and years according to the date in which each home was 'Recorded' at the State of California. This date will usually be about 30-60 days after the transaction has 'closed' between the Retailer and the Home Owner.

Notes

The following notes are referenced within reports in which they are applicable.

Note #1 - See definitions of Real & Personal Property under Definitions.

Note #2 - Not applicable.

Note #3 - Reports are grouped by the Region and County the Selling Retailer is located in.

Note #4 - The amounts shown are Retail Prices, however the State does not necessarily keep track of the price of all homes. Detail records, Averages and Total Sales amounts are based on only those homes where amounts have been provided.

Note #5 - Dimensions and Square Footage - The figure given for width represents the longest section of the home. On some homes with varying section lengths, the square footage will be slightly overstated.

Note #6 - Average Square Footage Sold - Represents the sum of the square footage of all homes in each section group, per Retailer, divided by the number of homes sold in that section group.

Note #7 - Region and/or County of Home Owner - These reports group sales by where the **owner** of the home lives. This means that there will be some homes delivered in the state where the actual owner lives out of state or does not live at the address the home was delivered to. The state does not keep records of actual delivery addresses.

Note #8 - Lienholder Report - Average Retail Sales Amount represents the total of the sales amounts divided by the number of homes **financed for which financial information was available from the state**. Number of Home's Financed is the total number financed by each lender including homes with and without financial information.

Annual Summary of All Homes Recorded

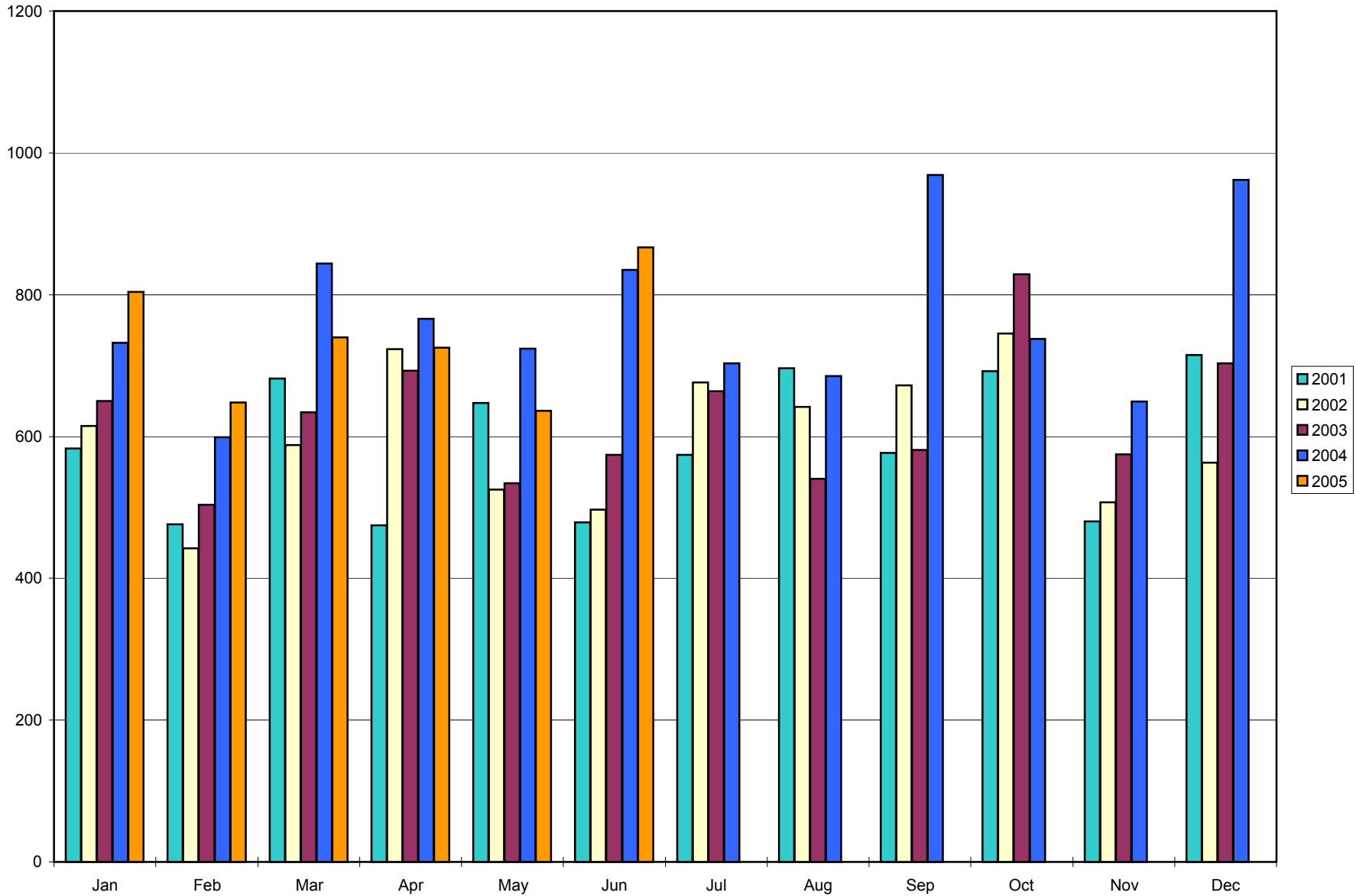


Chart Compiled From Data Contained in Report C-1
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Annual Summary of Homes By Property Types - 2005

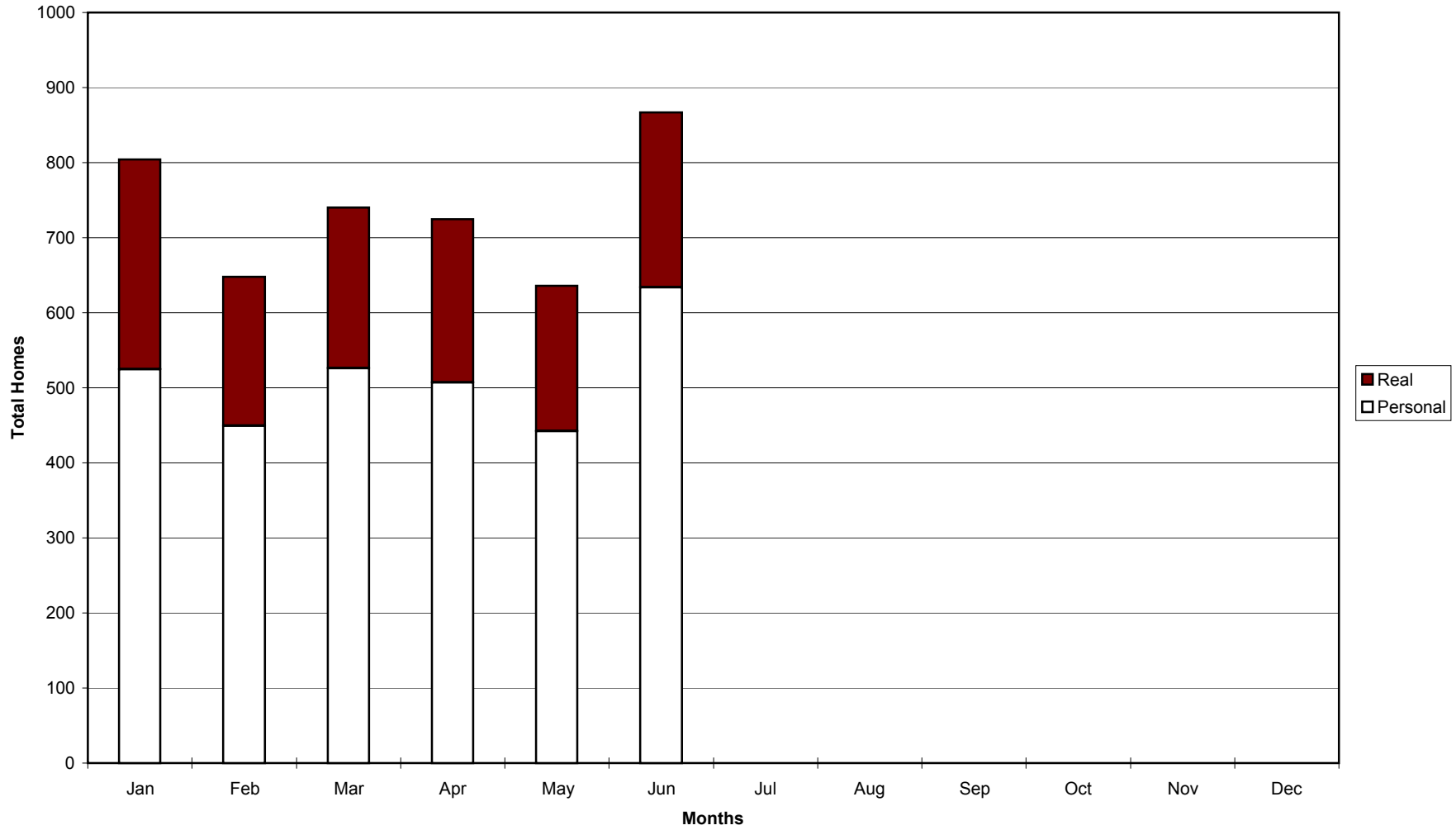


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Manufacturer's Market Share YTD

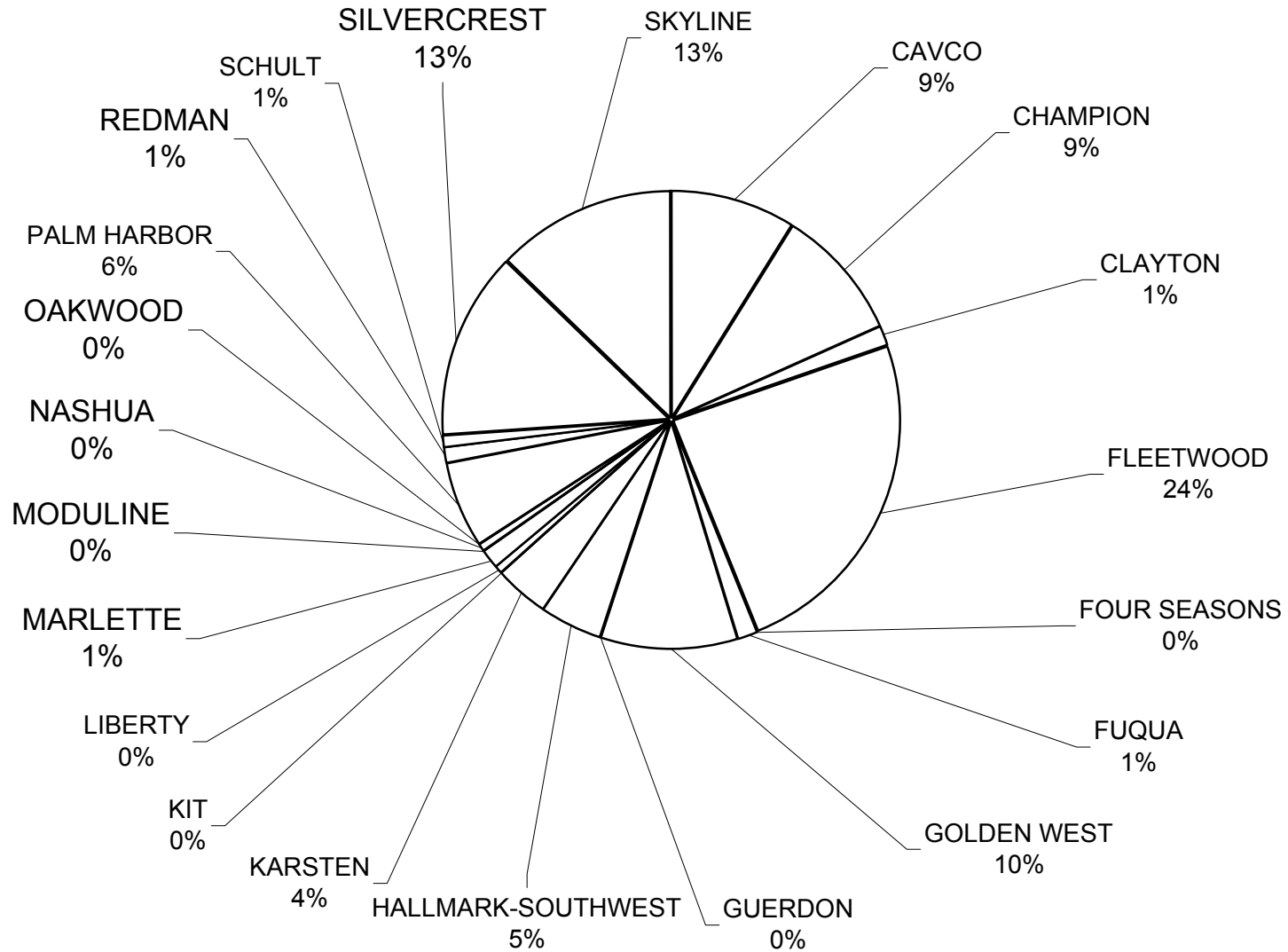
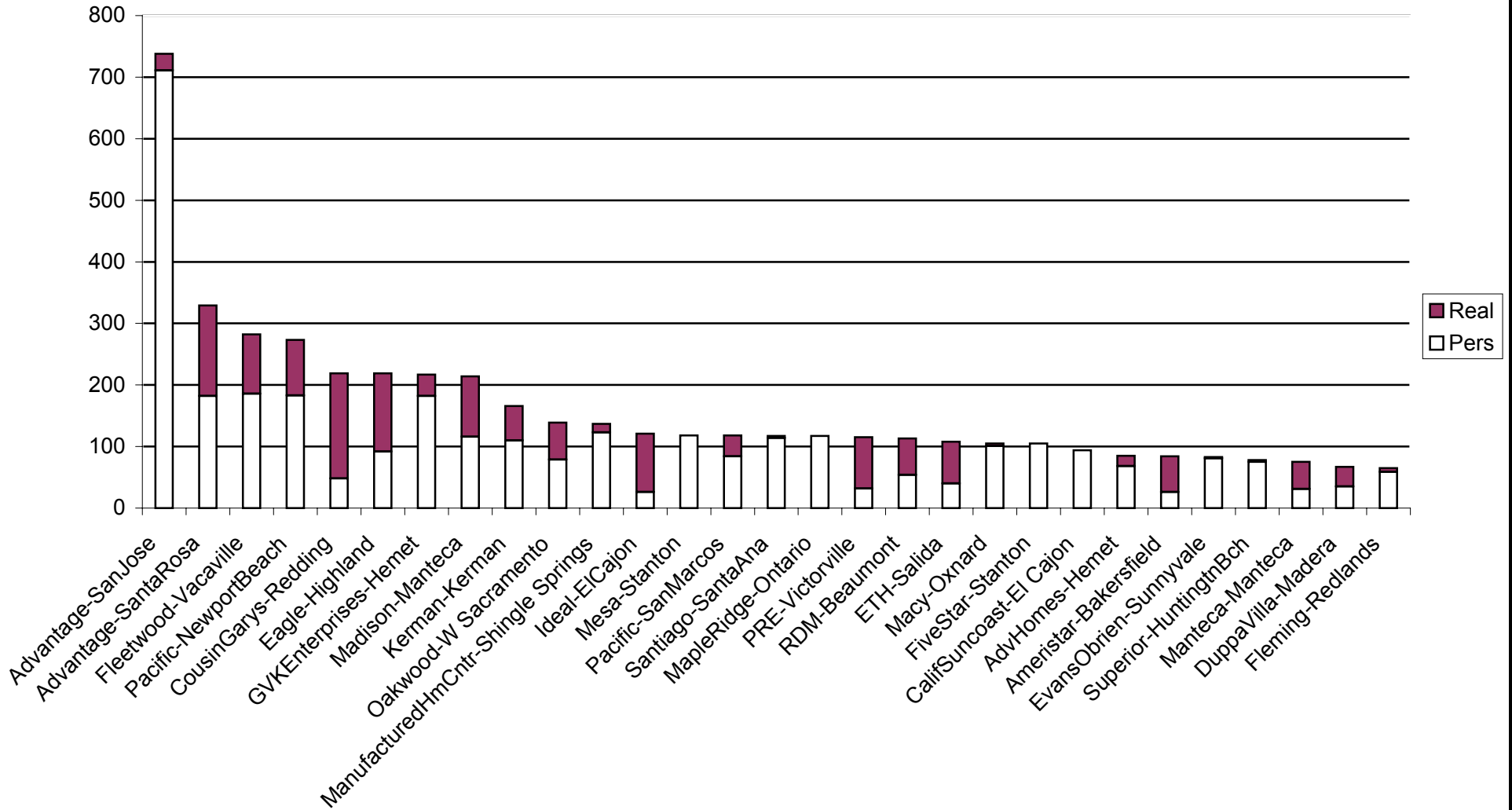
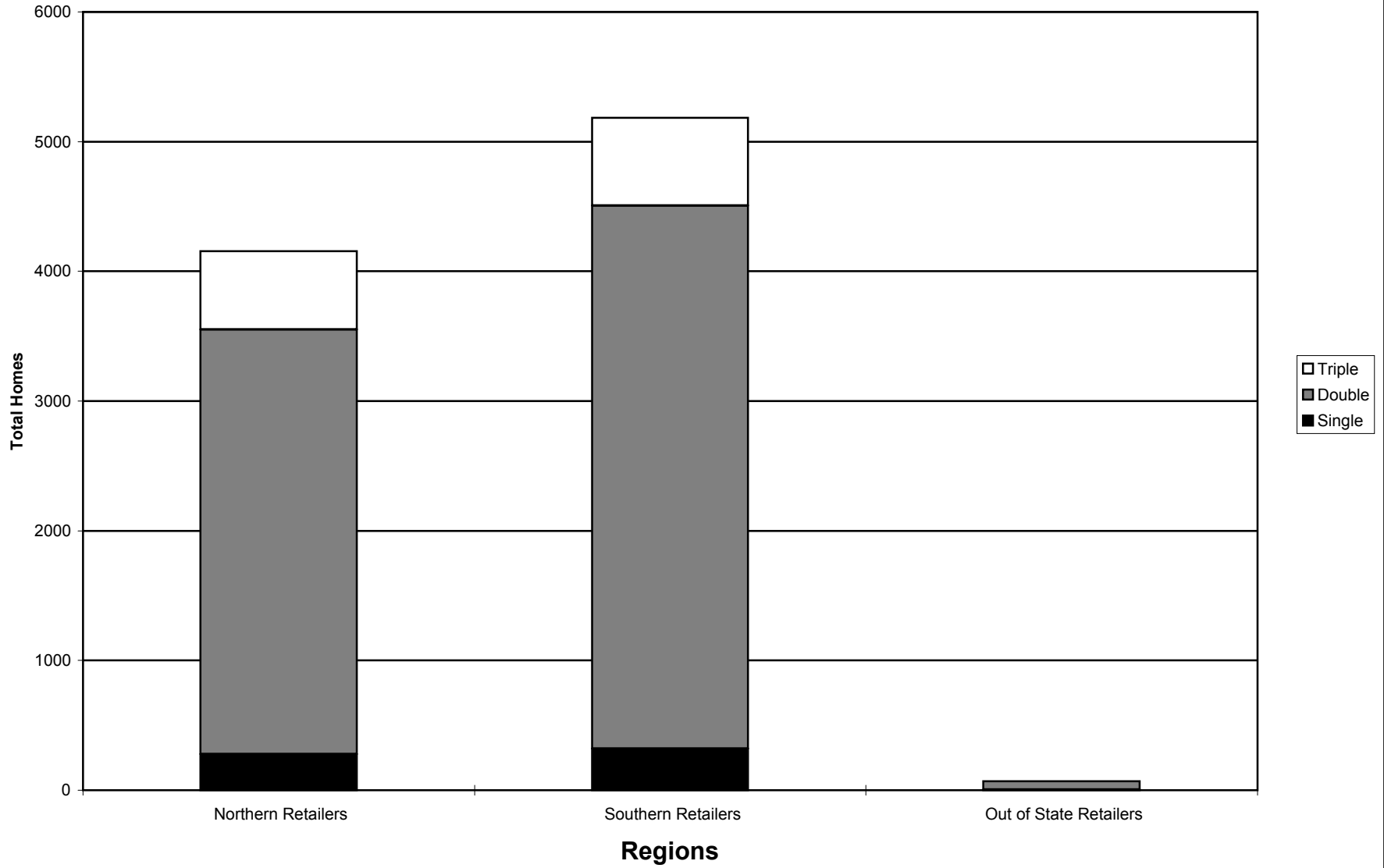


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Top Retailers YTD



All Homes By Sections & Retailer Regions - YTD



Lienholder's Market Share YTD

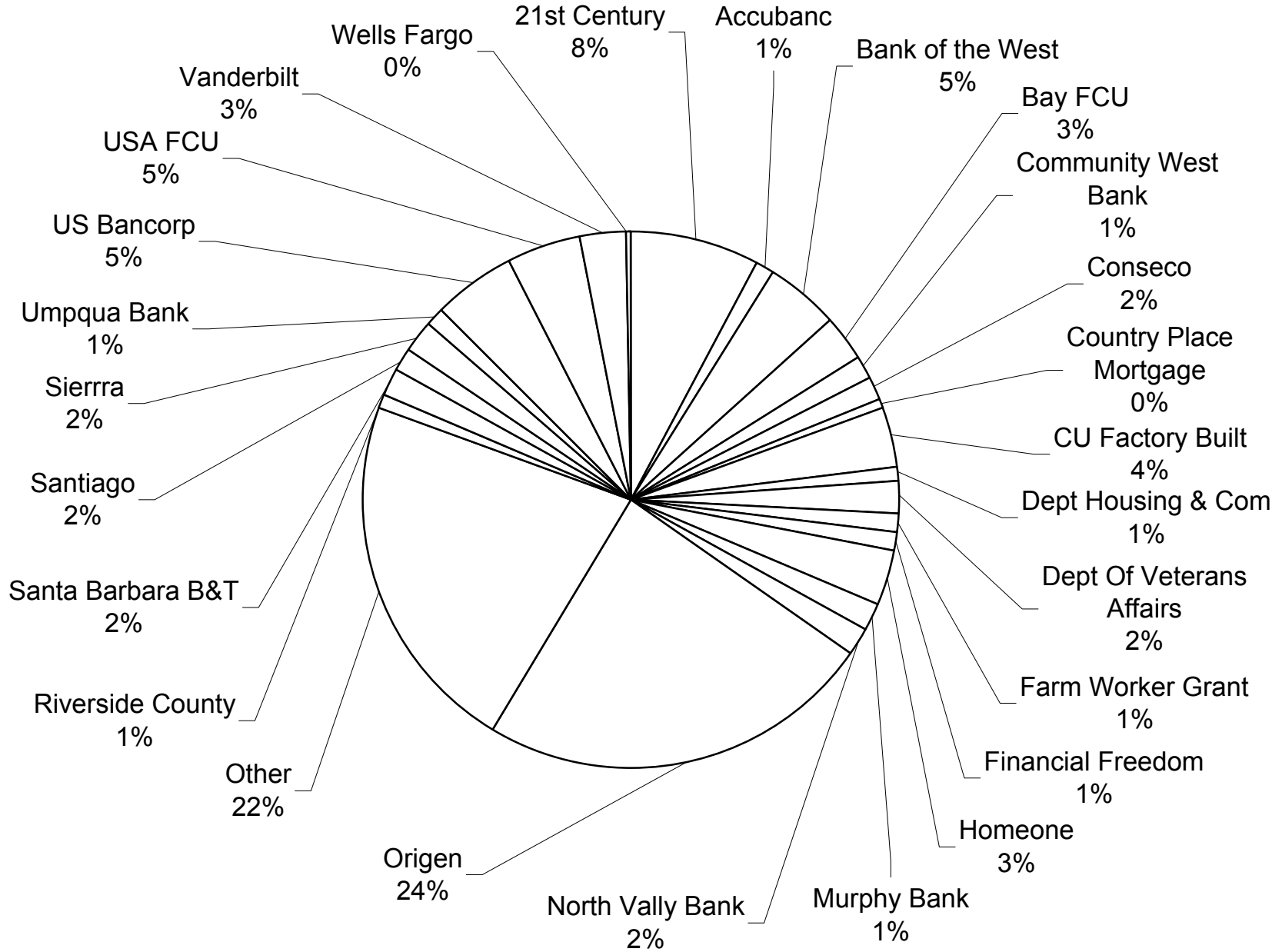


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