

Recreational Park Trailer Wholesale Shipments

Factory Shipments made to the Purchasing Dealership's State

Based Upon Data Reported to Statistical Surveys (1995) and RPTA (1996-2006)

State / Region	1996	% of U.S.	1997	% of U.S.	1998	% of U.S.	1999	% of U.S.	2000	% of U.S.	2001	% of U.S.	2002	% of U.S.	2003	% of U.S.	2004	% of U.S.	2005	% of U.S.	2006	% of U.S.
West South Central	343	5.45%	445	6.24%	491	6.66%	421	5.40%	439	5.49%	383	4.12%	395	4.12%	226	3.35%	405	4.62%	748	8.07%	710	7.88%
Arkansas	5	0.08%	2	0.03%	11	0.15%	13	0.17%	12	0.15%	1	0.01%	7	0.09%	0	0.00%	1	0.01%	2	0.02%	1	0.01%
Louisiana	8	0.13%	21	0.29%	77	1.04%	12	0.15%	5	0.06%	11	0.15%	4	0.05%	2	0.03%	57	0.65%	278	3.00%	166	1.84%
Oklahoma	4	0.06%	7	0.10%	19	0.26%	18	0.23%	20	0.25%	14	0.20%	10	0.14%	17	0.23%	41	0.47%	25	0.27%	30	0.33%
Texas	336	5.16%	415	5.82%	384	5.21%	378	4.85%	402	5.02%	357	4.99%	284	3.84%	207	3.06%	306	3.49%	443	4.78%	513	5.69%
Mountain	1,502	23.79%	1,851	25.95%	1,593	21.59%	1,388	17.79%	1,259	15.73%	1,006	14.05%	846	11.43%	784	11.61%	1,055	12.03%	1,353	14.80%	989	10.97%
Arizona	1,313	20.80%	1,702	23.86%	1,458	19.76%	1,164	14.92%	1,063	13.26%	868	12.40%	675	9.12%	672	9.95%	895	10.21%	1,187	12.81%	823	9.13%
Colorado	48	0.76%	39	0.55%	23	0.31%	68	0.87%	70	0.87%	43	0.57%	64	0.86%	19	0.28%	38	0.43%	24	0.26%	57	0.63%
Idaho	42	0.67%	18	0.25%	9	0.12%	21	0.27%	13	0.16%	12	0.17%	12	0.16%	16	0.24%	46	0.52%	34	0.37%	22	0.24%
Montana	2	0.03%	2	0.03%	1	0.01%	2	0.03%	0	0.00%	3	0.04%	13	0.18%	3	0.04%	14	0.16%	13	0.14%	2	0.02%
Nevada	40	0.63%	42	0.59%	32	0.43%	44	0.56%	28	0.35%	18	0.25%	23	0.31%	26	0.38%	22	0.25%	31	0.33%	32	0.35%
New Mexico	14	0.22%	18	0.25%	15	0.20%	40	0.51%	44	0.55%	4	0.05%	25	0.34%	28	0.41%	12	0.14%	27	0.29%	5	0.06%
Utah	42	0.67%	27	0.38%	48	0.65%	43	0.55%	29	0.36%	20	0.28%	22	0.30%	15	0.22%	21	0.24%	18	0.19%	16	0.18%
Wyoming	1	0.02%	3	0.04%	7	0.09%	6	0.08%	12	0.15%	13	0.18%	12	0.16%	5	0.07%	7	0.08%	19	0.21%	32	0.35%
Pacific	714	11.31%	740	10.38%	619	8.35%	890	11.41%	933	11.65%	7,800	11.17%	814	11.00%	895	13.25%	967	11.03%	1,190	12.84%	1,040	11.54%
Alaska	0	0.00%	1	0.01%	3	0.04%	3	0.04%	7	0.09%	20	0.28%	2	0.03%	6	0.08%	7	0.08%	5	0.06%	10	0.11%
California	314	4.97%	337	4.73%	353	4.79%	581	7.45%	629	7.86%	610	8.52%	604	8.16%	664	9.83%	667	7.61%	855	9.23%	582	6.46%
Hawaii	1	0.02%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	6	0.07%	0	0.00%	0	0.00%
Oregon	137	2.17%	174	2.44%	114	1.55%	117	1.50%	88	1.10%	62	0.87%	89	1.08%	69	1.02%	86	0.98%	91	0.98%	91	1.01%
Washington	262	4.15%	228	3.20%	149	2.02%	189	2.42%	209	2.61%	108	1.51%	128	1.73%	156	2.31%	201	2.29%	238	2.57%	357	3.95%
TOTAL - U.S.	6,313	100.00%	7,132	100.00%	7,377	100.00%	7,809	100.00%	8,002	100.00%	7,160	100.00%	7,400	100.00%	6,754	100.00%	8,767	100.00%	9,265	100.00%	9,015	100.00%
Export	1996	% Export	1997	% Export	1998	% Export	1999	% Export	2000	% Export	2001	% Export	2002	% Export	2003	% Export	2004	% Export	2005	% Export	2006	% Export
Canada	229	41.86%	222	43.19%	204	54.26%	239	66.20%	199	58.36%	157	55.97%	178	75.42%	277	86.56%	371	88.54%	621	92.41%	1,077	95.48%
Japan	—	—	—	—	168	44.68%	122	33.80%	135	39.59%	78	32.77%	55	23.31%	40	12.50%	38	9.07%	44	6.55%	36	3.19%
Mexico	—	—	—	—	—	—	—	—	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%
Other Export	318	58.14%	292	56.81%	4	1.05%	0	0.00%	7	2.05%	3	1.26%	3	1.27%	3	0.94%	10	2.39%	7	1.04%	15	1.33%
TOTAL - EXPORT	547	100.00%	514	100.00%	376	100.00%	361	100.00%	341	100.00%	238	100.00%	236	100.00%	320	100.00%	419	100.00%	672	100.00%	1,128	100.00%
TOTAL - ALL	6,860	7,646	7,651	8,161	7,753	8,161	8,161	8,161	8,343	7,398	7,398	7,636	7,636	7,074	9,186	9,186	9,937	9,937	10,143	10,143	10,143	10,143
widths	1996	%	1997	%	1998	%	1999	%	2000	%	2001	%	2002	%	2003	%	2004	%	2005	%	2006	%
≤ or = to 8 1/2 ft *	964	14.05%	858	11.22%	2,735	35.28%	3,265	40.01%	3,218	38.57%	3,036	41.04%	3,002	39.31%	2,749	38.86%	3,706	40.34%	3,180	32.00%	3,856	38.02%
> 8 1/2 ft *	5,896	85.95%	6,288	88.78%	5,018	64.72%	4,896	59.99%	5,125	61.43%	4,362	58.96%	4,634	58.69%	4,325	61.14%	5,080	59.65%	6,757	68.00%	6,266	61.97%

* 1995-1997 Category "Less Than 8 1/2 ft"

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Recreational Park Trailer Demographic Data
Collected at Time of Purchase
(By Year, 2001 - 2007 YTD 7/30/07)

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		2001	2002	2003	2004	2005	2006	2007 YTD 7-30-07
Head of Household (HH)								
Male	# of	442	399	384	313	346	346	192
Female	# of	66	41	61	56	60	59	30
Formal Education (years)	Average Yrs.	14	13.9	13.9	14	14	14.1	13.8
Average Age	Average Yrs.	58.1	58.4	58.1	59.9	58.6	59.7	59.2
Age Groups (HH)								
< 35	% of all HH	1%	2%	1%	1%	2%	1%	3%
< 40	% of all HH	6%	4%	4%	2%	4%	6%	2%
< 45	% of all HH	6%	9%	7%	6%	6%	5%	7%
< 50	% of all HH	12%	6%	13%	10%	9%	6%	9%
< 55	% of all HH	13%	12%	13%	11%	12%	13%	11%
< 60	% of all HH	14%	17%	17%	17%	20%	18%	15%
< 65	% of all HH	20%	22%	15%	21%	17%	18%	21%
< 70	% of all HH	14%	16%	15%	16%	16%	15%	15%
< 75	% of all HH	10%	8%	9%	12%	7%	10%	7%
< 80	% of all HH	3%	2%	3%	3%	2%	5%	3%
> 80	% of all HH	1%	2%	3%	1%	3%	3%	5%
Employment Status (HH)								
Full Time	% of all HH	42%	43%	45%	38%	40%	39%	40%
Part Time	% of all HH	2%	4%	7%	4%	5%	7%	6%
Retired	% of all HH	55%	51%	47%	57%	53%	53%	52%
Unemployed	% of all HH	1%	2%	1%	1%	2%	1%	2%
HH Occupation (HH)								
Labor	% of all HH	10%	10%	11%	11%	12%	11%	12%
Retail	% of all HH	4%	3%	6%	2%	3%	3%	3%
Skilled	% of all HH	14%	16%	17%	14%	13%	14%	14%
Craftsman	% of all HH	10%	8%	7%	8%	8%	8%	7%
Military	% of all HH	3%	3%	3%	2%	3%	3%	3%
Homemaker	% of all HH	1%	1%	2%	2%	2%	2%	1%
Manager	% of all HH	21%	23%	21%	20%	23%	19%	22%
Professional	% of all HH	32%	31%	27%	36%	29%	30%	30%
Proprietor	% of all HH	6%	5%	6%	5%	7%	9%	6%
Spouse of Head of Household (SHH)								
Male	# of	18	13	20	20	26	19	10
Female	# of	446	382	357	300	331	333	181
Formal Education (years)	Average Yrs.	13.5	13.5	13.6	13.9	13.4	13.7	13.5
Average Age	Average Yrs.	55.7	56.3	55.3	57.2	56.7	57.4	56.8
Age Groups (SHH)								
< 35	% of all SHH	2%	2%	2%	2%	2%	2%	3%
< 40	% of all SHH	5%	6%	7%	4%	6%	4%	3%
< 45	% of all SHH	9%	9%	10%	6%	6%	8%	11%
< 50	% of all SHH	14%	11%	12%	12%	10%	9%	8%
< 55	% of all SHH	17%	13%	18%	16%	16%	14%	15%
< 60	% of all SHH	15%	18%	17%	19%	21%	22%	21%
< 65	% of all SHH	17%	20%	16%	17%	19%	17%	16%
< 70	% of all SHH	13%	14%	11%	15%	12%	13%	11%
< 75	% of all SHH	6%	5%	4%	7%	6%	7%	8%
< 80	% of all SHH	1%	1%	2%	2%	2%	3%	1%
> 80	% of all SHH	1%	1%	1%	0%	1%	1%	3%
SHH Employment Status								
Full Time	% of all SHH	32%	28%	38%	30%	32%	29%	32%
Part Time	% of all SHH	11%	14%	12%	13%	10%	13%	12%
Retired	% of all SHH	46%	46%	40%	51%	46%	49%	48%
Unemployed	% of all SHH	11%	13%	10%	6%	12%	9%	8%
SHH Occupation								
Labor	% of all SHH	7%	6%	8%	5%	5%	3%	4%
Retail	% of all SHH	7%	5%	5%	7%	6%	6%	10%
Skilled	% of all SHH	13%	14%	13%	9%	16%	13%	10%
Craftsman	% of all SHH	2%	1%	1%	2%	1%	1%	2%
Military	% of all SHH	0%	0%	0%	1%	0%	0%	0%
Homemaker	% of all SHH	17%	19%	17%	18%	16%	16%	16%
Manager	% of all SHH	16%	18%	18%	15%	19%	20%	15%
Professional	% of all SHH	31%	34%	36%	39%	32%	32%	41%
Proprietor	% of all SHH	2%	2%	2%	4%	5%	5%	3%

Recreational Park Trailer Demographic Data
Collected at Time of Purchase
(By Year, 2001 - 2007 YTD 7/30/07)

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		2001	2002	2003	2004	2005	2006	2007 YTD 7-30-07
Family Data								
# of Children Total	Average #	2.64	2.66	2.69	2.73	2.63	2.70	2.56
# of Children at Home	% of #	14%	16%	15%	13%	13%	13%	15%
# of Children Away at School	% of #	1%	2%	4%	3%	3%	2%	1%
# of Children on their Own	% of #	83%	82%	80%	83%	84%	84%	86%
# of Grandchildren	Average #	3.16	2.79	3.04	3.44	3.51	3.37	3.82
# of Children Living <150 Miles from RPT	% of #	38%	49%	52%	49%	40%	43%	42%
# of Grandchildren Living <150 Miles from RPT	% of #	38%	49%	51%	54%	46%	39%	40%
Data on RPT Owner(s)								
Married	%	87%	90%	86%	87%	89%	84%	82%
# of years married	Average Yrs	30.28	31.47	29.33	31.41	30.62	30.95	29.95
Single	%	13%	10%	14%	13%	11%	16%	18%
Annual Family Income	\$	\$60,833	\$60,576	\$61,766	\$64,493	\$63,602	\$63,372	\$64,797
Previous Years Income Group								
\$15,000	%	4%	5%	4%	3%	4%	3%	3%
\$30,000	%	14%	14%	14%	14%	13%	16%	10%
\$45,000	%	21%	21%	17%	14%	17%	13%	14%
\$60,000	%	19%	17%	21%	19%	19%	19%	22%
\$75,000	%	13%	16%	16%	20%	15%	15%	17%
\$90,000	%	10%	8%	10%	10%	11%	11%	11%
\$100,000 or >	%	19%	19%	18%	20%	21%	23%	24%
Primary Residence - Own or Rent								
Own their Primary Residence	%	94%	96%	94%	98%	97%	95%	95%
Rent Their Primary Residence	%	6%	4%	6%	2%	3%	5%	5%
Recreational Equipment & Other Items Owned (last 5 yrs)								
Motor Home	%*	22%	25%	23%	22%	21%	23%	23%
Travel Trailer	%*	29%	33%	35%	34%	36%	31%	37%
Tent Camper	%*	7%	5%	7%	2%	9%	8%	7%
Fifth Wheel Travel Trailer	%*	13%	14%	12%	11%	16%	18%	21%
Truck Camper	%*	3%	4%	3%	2%	4%	2%	4%
Another Recreational Park Trailer	%*	9%	11%	9%	10%	14%	13%	12%
Sail Boat	%*	2%	4%	2%	3%	5%	3%	4%
Power Boat	%*	15%	17%	17%	16%	21%	23%	21%
Jet Ski	%*	5%	3%	7%	4%	9%	6%	6%
Aircraft	%*	1%	1%	1%	1%	1%	1%	2%
All Terrain Vehicle	%*	7%	5%	7%	4%	9%	9%	10%
Snowmobile	%*	5%	4%	5%	3%	5%	4%	10%
Golf Cart	%*	12%	14%	14%	18%	21%	20%	20%
Timeshare	%*	7%	6%	8%	9%	10%	13%	11%
Resort Property	%*	7%	4%	4%	5%	7%	7%	7%
Vehicles Currently Owned								
Automobile	%*	75%	71%	71%	74%	71%	73%	72%
Van	%*	22%	20%	16%	17%	14%	16%	20%
Sport Utility Vehicles	%*	20%	22%	27%	27%	27%	27%	29%
Motorcycle	%*	8%	8%	8%	7%	12%	10%	9%
Truck	%*	38%	37%	44%	35%	41%	36%	41%
RV	%*	23%	31%	24%	22%	22%	21%	27%
Data on RPT Just Purchased								
<u>RPT Siding</u>								
Vinyl	%	61%	60%	61%	67%	67%	63%	56%
Aluminum	%	31%	32%	32%	27%	23%	19%	20%
Masonite/T-111	%	8%	7%	4%	3%	3%	8%	15%
Split Logs	%	1%	10%	3%	4%	7%	10%	9%
<u>Roof</u>								
Flat	%	26%	32%	32%	30%	25%	19%	28%
Peaked	%	74%	68%	68%	70%	75%	81%	72%
with Dormers	%	22%	22%	17%	22%	24%	21%	27%

Recreational Park Trailer Demographic Data
Collected at Time of Purchase
(By Year 2001 - 2007 YTD 7/30/07)

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		2001	2002	2003	2004	2005	2006	2007 YTD 7-30-07
RPT Features								
Loft	%	13%	13%	17%	27%	25%	28%	27%
W/lt Sleep	Average # of	5	5.3	5.3	5.5	5.3	5.2	5.1
Storm Windows and Doors	%	43%	45%	42%	39%	43%	41%	39%
Special Insulation & Construction Package for All Clima	%	73%	74%	74%	72%	71%	70%	66%
Add on Site Features								
Skirting	%*	80%	78%	74%	70%	79%	80%	74%
Axels Removed	%*	29%	11%	14%	12%	16%	17%	19%
Hitch Removed	%*	71%	68%	68%	70%	71%	68%	65%
Anchored	%*	51%	43%	45%	43%	50%	53%	52%
Patio	%*	34%	31%	30%	32%	32%	31%	24%
Deck	%*	60%	66%	67%	73%	61%	55%	62%
Telephone	%*	58%	47%	44%	45%	41%	41%	31%
Cable TV	%*	49%	46%	47%	44%	48%	50%	45%
Satellite TV	%*	26%	24%	27%	27%	30%	29%	33%
A/C	%*	78%	79%	79%	80%	79%	79%	78%
Storage Shed	%*	74%	73%	69%	75%	67%	66%	67%
Carport	%*	13%	13%	9%	9%	13%	17%	13%
Covered Porch	%*	29%	26%	30%	27%	28%	25%	25%
Screen Room	%*	19%	17%	19%	24%	22%	17%	12%
Add on Room Without Utilities	%*	8%	8%	10%	8%	6%	8%	8%
Add on Room With Utilities	%*	16%	12%	15%	17%	18%	17%	13%
RPT Is Set Up Near								
Mountains	%*	24%	20%	23%	22%	22%	25%	25%
Ocean	%*	19%	16%	24%	20%	24%	24%	15%
Desert	%*	20%	14%	11%	10%	9%	16%	16%
Lake	%*	43%	51%	45%	47%	41%	42%	39%
Ski Trails	%*	9%	9%	8%	11%	8%	7%	8%
Hunting and Fishing Areas	%*	45%	54%	48%	52%	50%	48%	47%
Govt. Recreational Park/Land	%*	20%	20%	17%	15%	17%	18%	15%
Commercial Recreation/Theme Park	%*	35%	32%	29%	31%	34%	31%	30%
Employment	%*	9%	8%	5%	10%	11%	10%	7%
Family Members	%*	24%	25%	24%	31%	27%	27%	34%
Hobbies	%*	40%	37%	34%	35%	35%	37%	35%
Description of Location where RPT Is Set-Up								
RV Park / Resort	%*	68%	71%	66%	67%	63%	59%	57%
RPT Development/Resort	%*	8%	10%	11%	14%	15%	13%	11%
Manufactured Housing Park/Resort	%*	4%	3%	4%	3%	4%	4%	4%
Rec/Vacation Zoned Development Property	%*	14%	12%	12%	14%	13%	15%	15%
Private Property > 5 Acres	%*	2%	2%	3%	4%	5%	3%	5%
Private Property < 5 Acres	%*	19%	20%	16%	16%	17%	18%	19%
RPT Set-Up Miles from Primary Residence								
< Than 50 Miles	%	23%	25%	25%	25%	20%	21%	18%
< Than 100 Miles	%	26%	30%	29%	27%	26%	29%	29%
< Than 150 Miles	%	10%	11%	15%	15%	15%	14%	12%
< Than 200 Miles	%	5%	5%	3%	4%	7%	4%	5%
< Than 500 Miles	%	5%	5%	5%	6%	6%	6%	6%
< Than 750 Miles	%	3%	1%	1%	2%	2%	2%	2%
< Than 1,000 Miles	%	4%	4%	3%	3%	4%	3%	1%
> Than 1,000 Miles	%	24%	18%	19%	19%	33%	21%	26%
Average # of Miles from Primary Residence	#	431	347	357	384	402	369	512
RPT To be Used As :								
Seasonal Vacation Dwelling	%	81%	85%	87%	84%	82%	82%	81%
Only Residence	%	13%	10%	10%	13%	13%	14%	12%
Seasonal Vacation Rental Unit	%	1%	1%	0%	0%	1%	1%	0%
Temporary Dwelling/Residence	%	1%	0%	0%	0%	0%	1%	1%
Additional Bedroom Children	%	1%	1%	1%	1%	1%	0%	3%
Additional Bedroom Aging Relative	%	3%	0%	0%	0%	1%	0%	1%
Additional Bedroom Guests	%	1%	3%	2%	2%	2%	1%	0%
Future Rental Availability of RPT								
Will Rent	%	1%	1%	1%	1%	2%	1%	0%
Might Rent	%	4%	4%	5%	3%	5%	6%	5%
Will not Rent	%	95%	94%	94%	94%	93%	92%	95%

Recreational Park Trailer Demographic Data.
Collected at Time of Purchase
(By Year, 2001 - 2007 YTD 7/30/07)

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		2001	2002	2003	2004	2005	2006	2007 YTD 7-30-07
Purchase Information on RPT								
Paid in Full With Cash or Savings	%	57%	55%	53%	66%	60%	64%	56%
Financed through Owner's Bank	%	28%	29%	33%	20%	30%	22%	19%
Financed through Dealer's Bank	%	15%	16%	14%	14%	10%	14%	25%
Amount of Down Payment in %	%	24%	27%	26%	29%	25%	29%	20%
Purchase Price	Average \$	\$31,757	\$32,082	\$32,512	\$35,792	\$38,513	\$42,165	\$41,206
RPT Economic Impact on Site								
Daily Expenditure	Average \$	\$34	\$31	\$35	\$30	\$29	\$30	\$32
# of Occupants	Average # of	2.49	2.66	3.02	3.17	2.44	3.71	2.45
Days of Occupancy planned for the first year	Average # of	146	139	134	142	149	157	143
How New RPT Owners Became Aware of Lifestyle								
Saw in Park or Resort	%*	44%	46%	45%	44%	48%	40%	46%
Friend or Associate Told Us	%*	24%	23%	20%	24%	20%	28%	26%
Saw RPT at RV Dealership	%*	30%	32%	29%	32%	27%	25%	26%
Saw RPT at RV Public Show	%*	15%	16%	17%	15%	15%	12%	13%
Saw RPT on TV Show or in a n Article	%*	2%	2%	1%	3%	3%	3%	3%
Saw an Advertisement for RPT	%*	3%	3%	2%	4%	4%	3%	4%
Surfing the Internet	%*	0%	0%	4%	2%	1%	0%	0%
Purchased RPT From								
RV Dealer Not Affiliated With a Development or a Cam	%	60%	65%	58%	61%	54%	56%	62%
MH Dealer Not Affiliated With a Development or a Cam	%	9%	6%	10%	8%	9%	10%	16%
RV Dealer Affiliated With a Development or a Campgro	%	23%	23%	23%	23%	23%	20%	11%
MH Dealer Affiliated With a Development or a Campgro	%	6%	4%	5%	3%	6%	5%	6%
Vacation Resort Property Developer offering RPT / Lot	%	3%	2%	4%	5%	5%	8%	5%
A Previous Owner (Used Unit)	%	0%	0%	0%	1%	1%	1%	0%
# of Dealerships Visited Prior to Purchase	#	3.58	3.09	3.19	3.14	2.77	3.65	3.08
Level of Satisfaction (1-Least to 10-most)								
Information Obtained Prior to Purchase	Weighted #	8	8	8	8	8	8	8
Delivery and Set-Up	Weighted #	8	9	9	9	8	8	9
Warranty Service After Set-Up	Weighted #	7	8	8	8	8	8	8
Park Trailer Lifestyle	Weighted #	9	9	9	9	9	9	9
Will recommend RPT Lifestyle to Friends and Neighbor	%	99%	99%	99%	100%	98%	99%	97%
Have Recommended RPT Lifestyle to Friends and Neig	%	84%	85%	86%	84%	84%	84%	83%
Total Number of Replies received and processed	#	529	441	447	369	408	408	227
Family Interests and Hobbies								
Antique Automobiles	%*	8%	7%	7%	8%	7%	8%	9%
Antiques	%*	12%	10%	9%	9%	10%	7%	29%
Auctions	%*	3%	4%	3%	2%	3%	3%	24%
Auto Racing	%*	11%	9%	13%	11%	14%	10%	18%
Auto Repair	%*	4%	2%	3%	2%	2%	4%	19%
Bicycling	%*	12%	13%	7%	12%	13%	11%	12%
Bird Watching	%*	10%	11%	8%	12%	9%	9%	7%
Boating/Water Skiing	%*	18%	18%	17%	17%	17%	15%	9%
Bridge / Cards	%*	3%	4%	1%	4%	1%	2%	5%
Camping/RVing	%*	40%	42%	34%	35%	35%	32%	10%
Cats	%*	10%	8%	8%	8%	9%	10%	5%
Collecting	%*	7%	7%	6%	5%	5%	4%	5%
Computers	%*	18%	20%	15%	18%	15%	13%	15%
Crafts	%*	22%	25%	22%	23%	21%	17%	4%
Cruise Ships	%*	8%	10%	11%	11%	10%	11%	10%
Dancing	%*	11%	7%	8%	9%	6%	7%	2%
Decorating	%*	8%	10%	11%	10%	7%	8%	10%
Dogs	%*	14%	18%	17%	18%	20%	18%	23%
Family	%*	26%	29%	26%	31%	36%	27%	29%
Fishing	%*	29%	32%	28%	28%	30%	31%	24%
Gardening	%*	18%	22%	22%	21%	19%	21%	18%
Golf	%*	23%	24%	20%	24%	22%	19%	19%
Guns	%*	7%	6%	10%	5%	12%	7%	12%
Hiking	%*	10%	7%	5%	7%	7%	8%	7%
History	%*	7%	6%	7%	5%	6%	5%	9%
Horses	%*	4%	2%	2%	2%	3%	3%	5%
Hunting	%*	11%	7%	2%	9%	13%	11%	10%
Investing	%*	5%	7%	7%	5%	7%	7%	5%
Museums	%*	5%	3%	2%	3%	3%	3%	5%
Music	%*	14%	14%	17%	20%	14%	12%	15%
Painting	%*	5%	3%	4%	5%	5%	4%	1%
Family Interests and Hobbies (cont'd)								
Photography	%*	9%	7%	7%	11%	8%	9%	10%
Pottery	%*	2%	2%	1%	1%	1%	2%	2%

Recreational Park Trailer Demographic Data
Collected at Time of Purchase
(By Year, 2001 - 2007 YTD 7/30/07)

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		<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	2007 YTD 7-30-07
Cooking	%*	7%	5%	7%	8%	6%	6%	10%
Reading	%*	33%	29%	31%	33%	29%	26%	26%
Real Estate	%*	3%	3%	2%	3%	4%	4%	4%
Remodeling	%*	6%	5%	6%	5%	4%	5%	4%
RV Travel	%*	13%	16%	13%	16%	12%	17%	14%
Service Clubs	%*	2%	2%	2%	2%	1%	2%	3%
Sewing	%*	11%	11%	8%	10%	11%	12%	12%
Shopping	%*	20%	21%	22%	18%	16%	19%	23%
Skating	%*	1%	2%	0%	1%	1%	1%	0%
Snow Skiing	%*	2%	2%	3%	2%	1%	2%	2%
Sports	%*	12%	15%	11%	14%	13%	13%	12%
Swimming/Scuba	%*	7%	6%	5%	7%	7%	7%	7%
Theater/Movies	%*	12%	15%	10%	17%	14%	16%	14%
Travel -Air	%*	10%	9%	9%	12%	8%	9%	8%
Travel - Auto/RV	%*	19%	16%	13%	16%	12%	17%	14%
Woodworking	%*	11%	12%	10%	10%	9%	10%	8%
Writing	%*	2%	2%	2%	3%	2%	2%	2%
Yard Sales	%*	13%	13%	13%	14%	10%	13%	13%

* Means: Respondents indicated more than a single choice in this category, therefore the % for all choices will equal more than 100%
NA Means: Questions were not asked in early versions of the survey

Recreational Park Trailer Wholesale Shipments

Factory Shipments made to the Purchasing Dealership's State

Based Upon Data Reported to Statistical Surveys (1995) and RPTIA (1996-2008)

State / Region	1995	% of U.S.	1997	% of U.S.	1998	% of U.S.	1999	% of U.S.	2000	% of U.S.	2001	% of U.S.	2002	% of U.S.	2003	% of U.S.	2004	% of U.S.	2005	% of U.S.	2006	% of U.S.
New England	469	7.43%	491	6.74%	577	7.82%	706	9.05%	745	9.31%	821	11.47%	800	10.81%	871	12.90%	929	10.60%	871	9.40%	887	9.84%
Connecticut	106	1.68%	157	2.20%	129	1.75%	138	1.77%	118	1.47%	177	2.47%	196	2.65%	209	3.03%	176	2.01%	133	1.44%	126	1.40%
Maine	67	1.06%	62	0.87%	87	1.18%	136	1.74%	190	2.37%	221	3.03%	225	3.04%	285	4.22%	329	3.75%	355	3.83%	261	2.90%
Massachusetts	137	2.17%	146	2.05%	183	2.48%	206	2.64%	149	1.85%	136	1.90%	125	1.69%	145	2.16%	131	1.49%	136	1.47%	136	1.51%
New Hampshire	125	1.98%	102	1.43%	147	1.99%	200	2.60%	237	2.96%	247	3.45%	225	3.04%	213	3.15%	239	2.73%	206	2.22%	297	3.29%
Rhode Island	6	0.10%	1	0.01%	12	0.16%	11	0.14%	28	0.35%	14	0.20%	13	0.18%	3	0.04%	20	0.23%	16	0.17%	31	0.34%
Vermont	28	0.44%	13	0.18%	19	0.26%	15	0.19%	23	0.29%	26	0.36%	16	0.22%	15	0.22%	34	0.39%	25	0.27%	36	0.40%
Mid Atlantic	744	11.79%	699	9.80%	733	9.94%	783	10.04%	793	9.91%	829	11.58%	1,016	13.73%	877	12.98%	1,032	11.77%	1,107	14.95%	1,310	14.53%
New Jersey	251	3.98%	304	4.28%	246	3.33%	293	3.76%	281	3.51%	393	5.49%	407	5.50%	410	6.07%	482	5.50%	508	5.48%	508	5.64%
New York	154	2.44%	199	2.79%	270	3.66%	237	3.04%	274	3.42%	228	3.18%	300	4.05%	276	3.35%	262	2.87%	260	2.81%	264	2.93%
Pennsylvania	339	5.37%	196	2.75%	217	2.94%	253	3.24%	238	2.97%	208	2.91%	309	4.16%	241	3.57%	238	3.40%	339	3.66%	538	5.97%
East North Central	936	14.83%	1,090	15.28%	1,358	18.41%	1,439	18.45%	1,548	19.35%	1,513	21.13%	1,526	20.82%	1,442	21.35%	1,793	20.45%	1,524	16.45%	1,765	19.58%
Illinois	293	4.64%	296	4.15%	343	4.65%	325	4.17%	300	3.75%	355	4.96%	315	4.26%	270	4.00%	291	3.32%	232	2.50%	269	2.98%
Indiana	142	2.25%	116	1.63%	139	1.88%	137	1.76%	164	2.05%	190	2.65%	188	2.54%	176	2.61%	194	2.21%	160	1.73%	203	2.25%
Michigan	128	2.03%	162	2.27%	208	2.82%	194	2.49%	226	2.87%	231	3.23%	325	4.39%	238	3.62%	357	4.07%	292	3.15%	304	3.37%
Ohio	122	1.93%	176	2.47%	266	3.61%	336	4.31%	353	4.41%	321	4.48%	296	4.00%	265	3.94%	322	3.67%	330	3.56%	384	4.37%
Wisconsin	251	3.98%	340	4.77%	402	5.45%	447	5.75%	505	6.31%	416	5.81%	402	5.43%	492	7.28%	629	7.17%	510	5.50%	595	6.60%
West North Central	259	4.09%	294	4.12%	381	5.16%	430	5.51%	463	7.54%	473	6.61%	591	7.93%	539	7.98%	774	8.83%	539	6.90%	705	7.82%
Iowa	6	0.10%	7	0.10%	10	0.14%	8	0.10%	24	0.30%	10	0.14%	20	0.27%	4	0.06%	31	0.35%	21	0.23%	27	0.30%
Kansas	4	0.06%	7	0.10%	5	0.07%	3	0.04%	2	0.02%	3	0.04%	7	0.09%	0	0.00%	15	0.17%	8	0.09%	4	0.04%
Minnesota	219	3.47%	225	3.15%	320	4.34%	378	4.85%	477	5.90%	408	5.70%	520	7.03%	489	7.24%	626	7.14%	550	5.94%	572	6.34%
Missouri	13	0.21%	39	0.55%	28	0.38%	34	0.44%	64	0.80%	34	0.47%	30	0.41%	23	0.34%	57	0.65%	38	0.41%	59	0.65%
Nebraska	1	0.02%	3	0.04%	3	0.04%	2	0.03%	12	0.15%	2	0.03%	2	0.03%	6	0.09%	5	0.05%	1	0.01%	14	0.16%
North Dakota	11	0.17%	11	0.15%	10	0.14%	5	0.06%	19	0.24%	12	0.17%	3	0.04%	8	0.12%	25	0.29%	20	0.22%	22	0.24%
South Dakota	4	0.06%	2	0.03%	5	0.07%	0	0.00%	5	0.06%	4	0.05%	9	0.12%	9	0.13%	15	0.17%	1	0.01%	7	0.08%
South Atlantic	1,244	19.71%	1,417	19.87%	1,506	20.41%	1,595	20.45%	1,556	19.45%	1,242	17.35%	1,407	19.01%	1,063	15.74%	1,710	19.50%	1,673	18.05%	1,370	15.20%
Delaware	48	0.76%	63	0.88%	68	0.92%	66	0.85%	69	0.86%	61	0.85%	85	1.15%	145	2.16%	98	1.12%	93	1.00%	82	0.91%
Florida	521	9.84%	780	10.94%	726	9.84%	731	9.37%	728	9.10%	526	7.35%	546	7.36%	410	6.07%	822	9.38%	884	9.54%	610	6.77%
Georgia	59	0.93%	54	0.76%	50	0.68%	89	1.14%	84	1.05%	97	1.35%	124	1.68%	59	0.87%	73	0.83%	67	0.72%	85	0.94%
Maryland	35	0.55%	35	0.49%	30	0.41%	50	0.64%	53	0.68%	41	0.57%	82	1.11%	49	0.73%	97	1.11%	49	0.53%	72	0.80%
North Carolina	220	3.48%	235	3.30%	304	4.12%	345	4.42%	327	4.09%	279	3.90%	347	4.69%	227	3.36%	324	3.70%	342	3.69%	282	3.13%
South Carolina	87	1.36%	113	1.58%	127	1.72%	135	1.73%	99	1.24%	89	1.24%	89	1.20%	68	1.01%	77	0.88%	79	0.85%	51	0.51%
Virginia	165	2.51%	128	1.79%	176	2.39%	154	1.97%	166	2.07%	117	1.63%	128	1.73%	95	1.41%	178	2.03%	123	1.31%	158	1.75%
West Virginia	9	0.14%	9	0.13%	25	0.34%	25	0.32%	30	0.37%	32	0.45%	6	0.08%	9	0.13%	41	0.47%	36	0.39%	30	0.33%
East South Central	103	1.63%	115	1.61%	119	1.61%	148	1.99%	126	1.57%	93	1.30%	95	1.28%	57	0.84%	102	1.16%	160	1.73%	239	2.65%
Alabama	27	0.43%	10	0.14%	19	0.26%	12	0.15%	18	0.22%	20	0.28%	13	0.18%	8	0.12%	34	0.39%	29	0.31%	55	0.61%
Kentucky	17	0.27%	23	0.32%	21	0.28%	29	0.37%	30	0.37%	8	0.11%	31	0.42%	5	0.07%	19	0.22%	26	0.28%	72	0.80%
Mississippi	6	0.10%	15	0.21%	16	0.22%	17	0.22%	11	0.14%	16	0.22%	8	0.11%	4	0.06%	11	0.13%	46	0.50%	40	0.43%
Tennessee	53	0.84%	67	0.94%	63	0.85%	90	1.15%	67	0.84%	49	0.68%	43	0.58%	40	0.59%	38	0.43%	59	0.64%	72	0.80%

Recreational Park Trailer Wholesale Shipments

Factory Shipments made to the Purchasing Dealership's State

Based Upon Data Reported to Statistical Surveys (1995) and RPTIA (1996-2006)

State/Region	1996	% of U.S.	1997	% of U.S.	1998	% of U.S.	1999	% of U.S.	2000	% of U.S.	2001	% of U.S.	2002	% of U.S.	2003	% of U.S.	2004	% of U.S.	2005	% of U.S.	2006	% of U.S.
New England	469	7.43%	481	6.74%	577	7.82%	706	9.05%	745	9.31%	821	11.47%	800	10.81%	871	12.90%	929	10.60%	871	9.40%	887	9.84%
Connecticut	105	1.68%	157	2.20%	129	1.75%	138	1.77%	118	1.47%	177	2.47%	195	2.65%	209	3.09%	176	2.01%	133	1.44%	126	1.40%
Maine	67	1.06%	62	0.87%	87	1.18%	136	1.74%	190	2.37%	221	3.08%	225	3.04%	285	4.22%	329	3.75%	355	3.83%	261	2.90%
Massachusetts	137	2.17%	145	2.05%	183	2.48%	206	2.64%	149	1.85%	136	1.90%	125	1.68%	145	2.16%	131	1.49%	136	1.47%	136	1.51%
New Hampshire	125	1.98%	102	1.43%	147	1.99%	200	2.58%	237	2.98%	247	3.45%	225	3.04%	213	3.15%	239	2.73%	206	2.22%	297	3.29%
Rhode Island	6	0.10%	1	0.01%	12	0.16%	11	0.14%	28	0.35%	14	0.20%	13	0.18%	3	0.04%	20	0.23%	16	0.17%	31	0.34%
Vermont	28	0.44%	13	0.18%	19	0.26%	15	0.19%	23	0.29%	26	0.36%	16	0.22%	15	0.22%	34	0.38%	25	0.27%	36	0.40%
Mid Atlantic	744	11.79%	699	9.80%	733	9.94%	783	10.04%	793	9.91%	829	11.58%	1,016	13.73%	877	12.98%	1,032	11.77%	1,107	11.95%	1,310	14.53%
New Jersey	251	3.98%	304	4.26%	246	3.35%	293	3.76%	281	3.51%	393	5.49%	407	5.50%	410	6.07%	482	5.50%	508	5.48%	508	5.64%
New York	154	2.44%	199	2.79%	270	3.66%	237	3.04%	274	3.42%	228	3.18%	300	4.05%	225	3.35%	252	2.87%	260	2.81%	264	2.93%
Pennsylvania	339	5.37%	196	2.75%	217	2.94%	253	3.24%	238	2.97%	208	2.91%	309	4.18%	241	3.57%	298	3.40%	339	3.66%	538	5.97%
East North Central	936	14.83%	1,090	15.28%	1,338	18.41%	1,439	18.45%	1,548	19.35%	1,513	21.13%	1,526	20.62%	1,442	21.35%	1,793	20.45%	1,524	16.45%	1,765	19.58%
Illinois	293	4.61%	296	4.15%	343	4.65%	325	4.17%	300	3.75%	355	4.96%	315	4.28%	270	4.00%	291	3.32%	232	2.50%	259	2.98%
Indiana	142	2.25%	116	1.63%	139	1.88%	137	1.76%	164	2.05%	190	2.65%	188	2.54%	176	2.61%	194	2.21%	160	1.73%	203	2.25%
Michigan	129	2.03%	162	2.27%	208	2.82%	194	2.49%	226	2.82%	231	3.23%	325	4.39%	238	3.52%	357	4.07%	292	3.15%	304	3.37%
Ohio	122	1.93%	176	2.47%	266	3.61%	336	4.31%	353	4.41%	321	4.46%	286	4.00%	266	3.94%	322	3.67%	330	3.56%	384	4.37%
Wisconsin	251	3.88%	340	4.77%	402	5.45%	447	5.73%	505	6.31%	416	5.81%	402	5.43%	492	7.28%	629	7.17%	510	5.50%	585	6.60%
West North Central	258	4.00%	294	4.12%	301	5.16%	430	5.51%	603	7.54%	473	6.61%	591	7.99%	539	7.98%	714	8.83%	639	6.90%	705	7.82%
Iowa	6	0.10%	7	0.10%	10	0.14%	8	0.10%	24	0.30%	10	0.14%	20	0.27%	4	0.06%	3	0.35%	21	0.23%	27	0.30%
Kansas	4	0.06%	7	0.10%	5	0.07%	3	0.04%	2	0.02%	3	0.04%	7	0.09%	0	0.00%	15	0.17%	8	0.09%	4	0.04%
Minnesota	219	3.47%	225	3.15%	320	4.34%	378	4.85%	477	5.95%	408	5.70%	520	7.03%	489	7.24%	626	7.14%	550	5.94%	572	6.34%
Missouri	13	0.21%	39	0.55%	28	0.38%	34	0.44%	64	0.80%	34	0.47%	30	0.41%	23	0.34%	57	0.65%	38	0.41%	59	0.65%
Nebraska	1	0.02%	3	0.04%	3	0.04%	2	0.03%	12	0.15%	2	0.03%	2	0.03%	6	0.09%	5	0.06%	1	0.01%	14	0.16%
North Dakota	11	0.17%	11	0.15%	10	0.14%	5	0.06%	19	0.24%	12	0.17%	3	0.04%	8	0.12%	25	0.29%	20	0.22%	22	0.24%
South Dakota	4	0.06%	2	0.03%	5	0.07%	0	0.00%	5	0.06%	4	0.05%	9	0.12%	9	0.13%	15	0.17%	1	0.01%	7	0.08%
South Atlantic	1,244	19.71%	1,417	19.87%	1,586	20.41%	1,595	20.45%	1,556	19.45%	1,242	17.35%	1,407	19.01%	1,063	15.74%	1,710	19.50%	1,873	18.86%	1,370	15.20%
Delaware	48	0.76%	63	0.86%	68	0.92%	66	0.85%	69	0.88%	61	0.85%	85	1.15%	146	2.16%	98	1.12%	93	1.00%	82	0.91%
Florida	621	9.84%	780	10.94%	726	9.84%	731	9.37%	728	9.10%	526	7.35%	546	7.38%	410	6.07%	822	9.38%	864	9.54%	610	6.77%
Georgia	99	0.83%	54	0.76%	50	0.68%	89	1.14%	84	1.08%	97	1.35%	124	1.68%	59	0.87%	73	0.83%	67	0.72%	85	0.94%
Maryland	35	0.55%	35	0.49%	30	0.41%	50	0.64%	53	0.68%	41	0.57%	82	1.11%	49	0.73%	97	1.11%	49	0.53%	72	0.80%
North Carolina	220	3.48%	235	3.30%	304	4.12%	345	4.42%	327	4.03%	279	3.90%	347	4.69%	227	3.36%	324	3.70%	342	3.69%	282	3.13%
South Carolina	87	1.38%	113	1.58%	127	1.72%	135	1.73%	99	1.24%	89	1.24%	89	1.24%	68	1.01%	77	0.88%	79	0.85%	51	0.57%
South Carolina	165	2.61%	128	1.79%	176	2.39%	154	1.97%	156	2.07%	117	1.63%	128	1.73%	95	1.41%	178	2.03%	123	1.33%	158	1.75%
Virginia	9	0.14%	9	0.13%	25	0.34%	25	0.32%	30	0.37%	32	0.45%	6	0.08%	9	0.13%	41	0.47%	36	0.39%	30	0.33%
West Virginia	103	1.63%	115	1.61%	119	1.61%	148	1.90%	126	1.57%	93	1.30%	95	1.28%	57	0.84%	102	1.16%	160	1.73%	239	2.59%
East South Central	207	3.23%	235	3.23%	211	2.88%	293	3.76%	261	3.33%	207	2.88%	261	3.33%	207	2.88%	261	3.33%	207	2.88%	261	3.33%
Alabama	27	0.43%	10	0.14%	19	0.26%	12	0.15%	18	0.22%	20	0.28%	13	0.18%	8	0.12%	34	0.39%	29	0.31%	55	0.61%
Kentucky	17	0.27%	23	0.32%	21	0.28%	29	0.37%	30	0.37%	8	0.11%	31	0.42%	5	0.07%	19	0.22%	25	0.28%	72	0.80%
Mississippi	6	0.10%	15	0.21%	16	0.22%	17	0.22%	11	0.14%	16	0.22%	8	0.11%	4	0.06%	11	0.13%	45	0.50%	40	0.44%
Tennessee	53	0.84%	67	0.94%	63	0.85%	90	1.15%	67	0.84%	49	0.68%	43	0.58%	40	0.59%	38	0.43%	89	0.94%	72	0.80%