

5.2.1 2003 Top Five Manufacturers of Panelized Homes (including pre-cut homes) (1)

| <u>Company</u> | <u>Units Produced</u> | | <u>Gross Sales Volume (\$million)</u> | <u>Market Share of Top 19 Company Sales (2)</u> | <u>Number of Employees</u> |
|----------------------------|-----------------------|-------------------|---|---|--------------------------------|
| | <u>Homes</u> | <u>Commercial</u> | | | |
| Oldcastle Precast | 270 | 100 | 700 | 66% | N.A. |
| Wausau Homes | 4000 | 0 | 200 | 19% | N.A. |
| Barden Homes | 500 | 40 | 40 | 4% | N.A. |
| Worldwide Structures Group | 1500 | 3 | 23 | 2% | N.A. |
| Bob Schmitt Homes | NA | NA | 18 | 2% | N.A. |

Note(s): 1) Data based on mail-in surveys from manufacturers which may not be entirely complete. 2) Market shares based on total gross sales volume of producers of only panelized homes included in the list of the top 19 IH producers responding to the survey. In 2003, surveyed panelized home sales were estimated at \$1.06 billion and 9,671 housing units and 544 commercial buildings produced.

Source(s): Automated Builder Magazine, July 2004, p. 40-41.