## ■FY2015 Home Order Results by Month

|                | Single-family homes |                     |       |              | Home       |       |
|----------------|---------------------|---------------------|-------|--------------|------------|-------|
|                | Custom<br>homes     | Lot-<br>subdivision | Total | Rental homes | renovation | Total |
| April,2014     | (26%)               | (28%)               | (27%) | (6%)         | (18%)      | (22%) |
| May,2014       | (27%)               | 3%                  | (25%) | (14%)        | (10%)      | (24%) |
| June,2014      | (22%)               | 5%                  | (20%) | 0%           | (16%)      | (18%) |
| July,2014      | (30%)               | (11%)               | (29%) | (33%)        | (14%)      | (25%) |
| August,2014    | (30%)               | 10%                 | (28%) | (17%)        | (12%)      | (24%) |
| September,2014 | (39%)               | (2%)                | (37%) | (18%)        | (24%)      | (33%) |
| October,2014   | 6%                  | 15%                 | 7%    | 47%          | (18%)      | 0%    |
| November,2014  | 14%                 | (5%)                | 12%   | 36%          | (19%)      | 3%    |
| December,2014  | 11%                 | (7%)                | 9%    | (1%)         | (2%)       | 5%    |
| January,2015   | 2%                  | (8%)                | 0%    | 4%           | (1%)       | 5%    |
| February,2015  | (9%)                | (9%)                | (9%)  | 63%          | (0%)       | 1%    |
| March,2015     | 2%                  | 26%                 | 3%    | 27%          | 16%        | 18%   |
| Total          | (17%)               | (1%)                | (16%) | 1%           | (9%)       | (12%) |

Figures are on a "before-cancellation and order amount" basis.

Figures are preliminary and subject to change.

Figures in Single-family homes and Rental homes include post-and beam and 2x4 home orders.

Figures in total include orders for medium-to high-rise multi-dwellings and purpose-specific buildings.