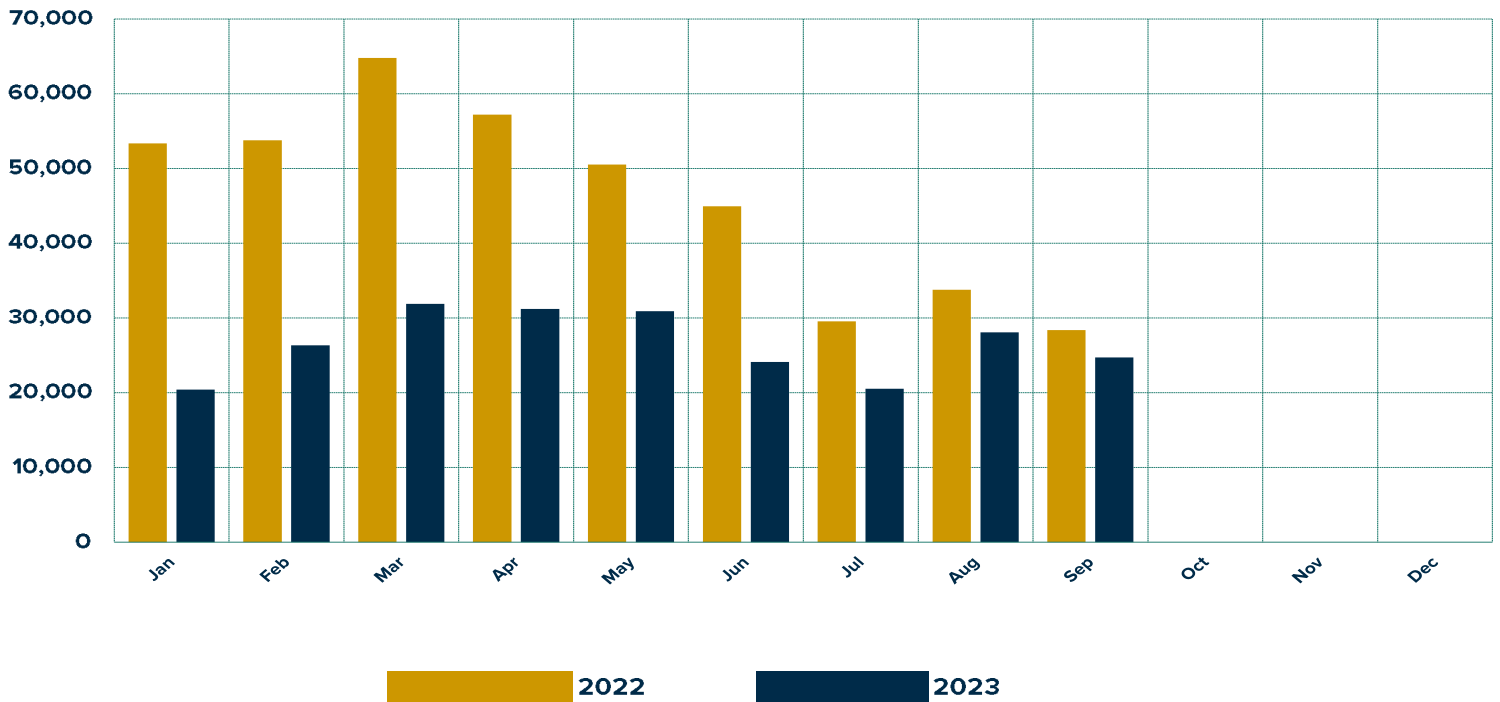


# September 2023 RV Wholesale Shipment Summary

|                               | SEP<br>2022   | SEP<br>2023   | Change<br>Over<br>Last Year | YTD<br>2022    | YTD<br>2023    | Change<br>Year<br>To Date |
|-------------------------------|---------------|---------------|-----------------------------|----------------|----------------|---------------------------|
| <b>Towables</b>               |               |               |                             |                |                |                           |
| Travel Trailers (ALL)         | 17,599        | <b>16,542</b> | -6.0%                       | 286,962        | <b>154,513</b> | -46.2%                    |
| Travel Trailers - Fifth Wheel | 4,558         | <b>4,257</b>  | -6.6%                       | 72,669         | <b>41,206</b>  | -43.3%                    |
| Folding Camping Trailers      | 514           | <b>256</b>    | -50.2%                      | 6,311          | <b>3,790</b>   | -39.9%                    |
| Truck Campers                 | 462           | <b>330</b>    | -28.6%                      | 4,289          | <b>2,852</b>   | -33.5%                    |
| <b>All Towable RVs</b>        | <b>23,133</b> | <b>21,385</b> | <b>-7.6%</b>                | <b>370,231</b> | <b>202,361</b> | <b>-45.3%</b>             |
| <b>Motorhomes</b>             |               |               |                             |                |                |                           |
| Conventional (Type A)         | 1,212         | <b>718</b>    | -40.8%                      | 11,957         | <b>7,658</b>   | -36.0%                    |
| Van Campers (Type B)          | 1,371         | <b>815</b>    | -40.6%                      | 13,745         | <b>9,506</b>   | -30.8%                    |
| Mini (Type C)                 | 2,647         | <b>1,782</b>  | -32.7%                      | 20,306         | <b>18,596</b>  | -8.4%                     |
| <b>All Motorhomes</b>         | <b>5,230</b>  | <b>3,315</b>  | <b>-36.6%</b>               | <b>46,008</b>  | <b>35,760</b>  | <b>-22.3%</b>             |
| <b>Total RV Shipments</b>     | <b>28,363</b> | <b>24,700</b> | <b>-12.9%</b>               | <b>416,239</b> | <b>238,121</b> | <b>-42.8%</b>             |

Total Shipments Monthly vs. Last Year



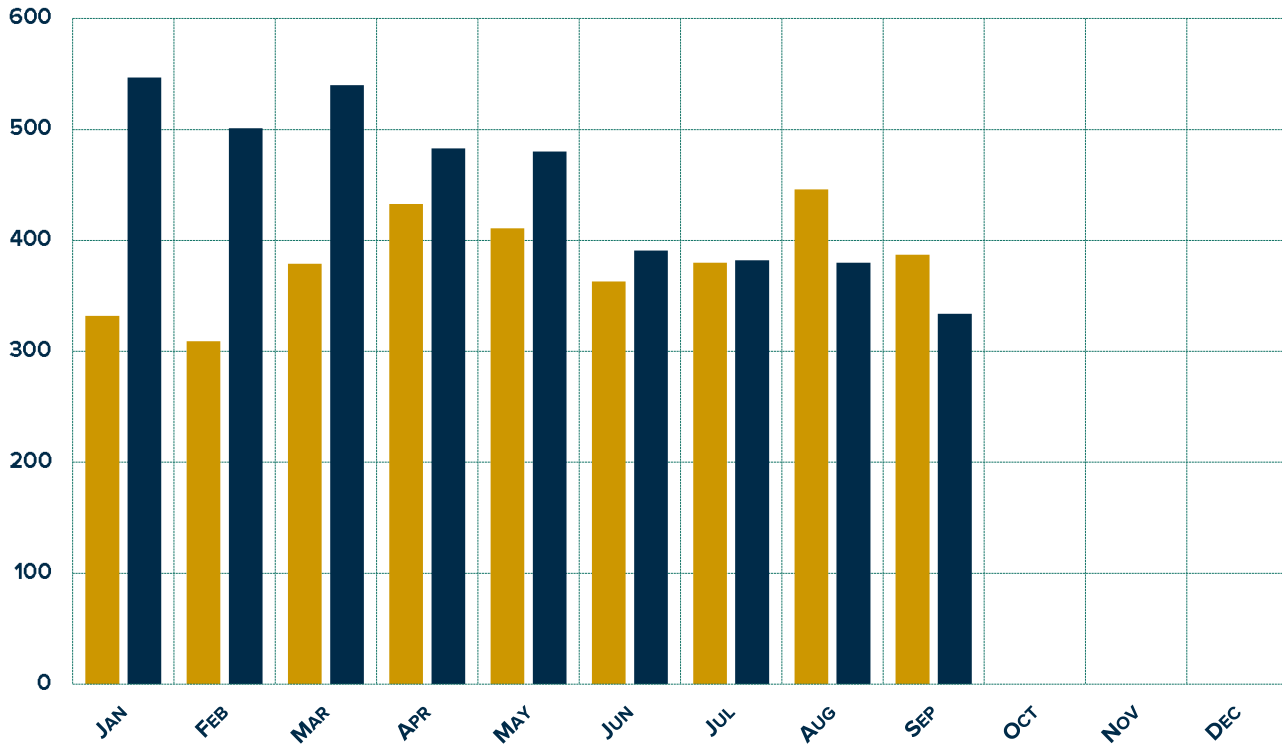
## Quarterly Adjustments - Q2 '23

| RV Type                      | Adjustment                    | Month Applied |
|------------------------------|-------------------------------|---------------|
| Conventional Travel Trailers |                               |               |
| Fifth-Wheel Travel Trailers  |                               |               |
| Folding Camping Trailers     |                               |               |
| Truck Campers                | No Adjustments - All RV Types |               |
| Type A Motorhomes            |                               |               |
| Type B Motorhomes            |                               |               |
| Type C Motorhomes            |                               |               |

# September 2023 PMRV Wholesale Shipment Summary

|                | September<br>2022 | September<br>2023 | Change<br>Over<br>Last Year | Cum.<br>2022 | Cum.<br>2023 | Change<br>Year<br>To Date |
|----------------|-------------------|-------------------|-----------------------------|--------------|--------------|---------------------------|
| Park Model RVs | 387               | 334               | -13.7%                      | 3,440        | 4,038        | 17.4%                     |

## Total Monthly Shipments vs. Last Year



2022
  2023

| <u>September</u> | <u>Year to Date</u> |                                   |
|------------------|---------------------|-----------------------------------|
| 333              | 4,012               | <u>Greater than 8.5 feet wide</u> |
| 1                | 26                  | <u>8.5 feet wide or less</u>      |

\* Year to date numbers can differ from reported numbers.

\*\* Canadian shipments removed from monthly and year-to-date totals

# September 2023 PMRV Destination Summary

Total Units = 334

| Pacific    | 43 | 12.54% |
|------------|----|--------|
| Alaska     | 0  | 0.00%  |
| California | 19 | 5.54%  |
| Hawaii     | 0  | 0.00%  |
| Oregon     | 7  | 2.04%  |
| Washington | 17 | 4.96%  |

| Mountain   | 72 | 20.99% |
|------------|----|--------|
| Arizona    | 45 | 13.12% |
| Colorado   | 7  | 2.04%  |
| Idaho      | 16 | 4.66%  |
| Montana    | 1  | 0.29%  |
| Nevada     | 1  | 0.29%  |
| New Mexico | 0  | 0.00%  |
| Utah       | 2  | 0.58%  |
| Wyoming    | 0  | 0.00%  |

| W. No. Central | 18 | 5.25% |
|----------------|----|-------|
| Iowa           | 0  | 0.00% |
| Kansas         | 0  | 0.00% |
| Minnesota      | 14 | 4.08% |
| Missouri       | 2  | 0.58% |
| Nebraska       | 0  | 0.00% |
| No. Dakota     | 2  | 0.58% |
| So. Dakota     | 0  | 0.00% |

| W. So. Central | 68 | 19.83% |
|----------------|----|--------|
| Arkansas       | 4  | 1.17%  |
| Louisiana      | 0  | 0.00%  |
| Oklahoma       | 2  | 0.58%  |
| Texas          | 62 | 18.08% |

| E. No. Central | 32 | 9.33% |
|----------------|----|-------|
| Illinois       | 4  | 1.17% |
| Indiana        | 5  | 1.46% |
| Michigan       | 5  | 1.46% |
| Ohio           | 9  | 2.62% |
| Wisconsin      | 9  | 2.62% |

| E. So. Central | 10 | 2.92% |
|----------------|----|-------|
| Alabama        | 1  | 0.29% |
| Kentucky       | 1  | 0.29% |
| Mississippi    | 0  | 0.00% |
| Tennessee      | 8  | 2.33% |

| Outside US | 9 | 2.62% |
|------------|---|-------|
| Asia       | 0 | 0.00% |
| Canada     | 9 | 2.62% |
| Europe     | 0 | 0.00% |
| Other      | 0 | 0.00% |

| South Atlantic | 51 | 14.87% |
|----------------|----|--------|
| Delaware       | 3  | 0.87%  |
| Florida        | 16 | 4.66%  |
| Georgia        | 2  | 0.58%  |
| Maryland       | 0  | 0.00%  |
| No. Carolina   | 25 | 7.29%  |
| So. Carolina   | 2  | 0.58%  |
| Virginia       | 3  | 0.87%  |
| West Virginia  | 0  | 0.00%  |

| Mid Atlantic | 29 | 8.45% |
|--------------|----|-------|
| New Jersey   | 5  | 1.46% |
| New York     | 12 | 3.50% |
| Pennsylvania | 12 | 3.50% |

| New England   | 11 | 3.21% |
|---------------|----|-------|
| Connecticut   | 2  | 0.58% |
| Maine         | 8  | 2.33% |
| Massachusetts | 0  | 0.00% |
| New Hampshire | 1  | 0.29% |
| Rhode Island  | 0  | 0.00% |
| Vermont       | 0  | 0.00% |

\* Destination totals might not match shipment totals

\*\* Canadian shipment totals removed from shipment total