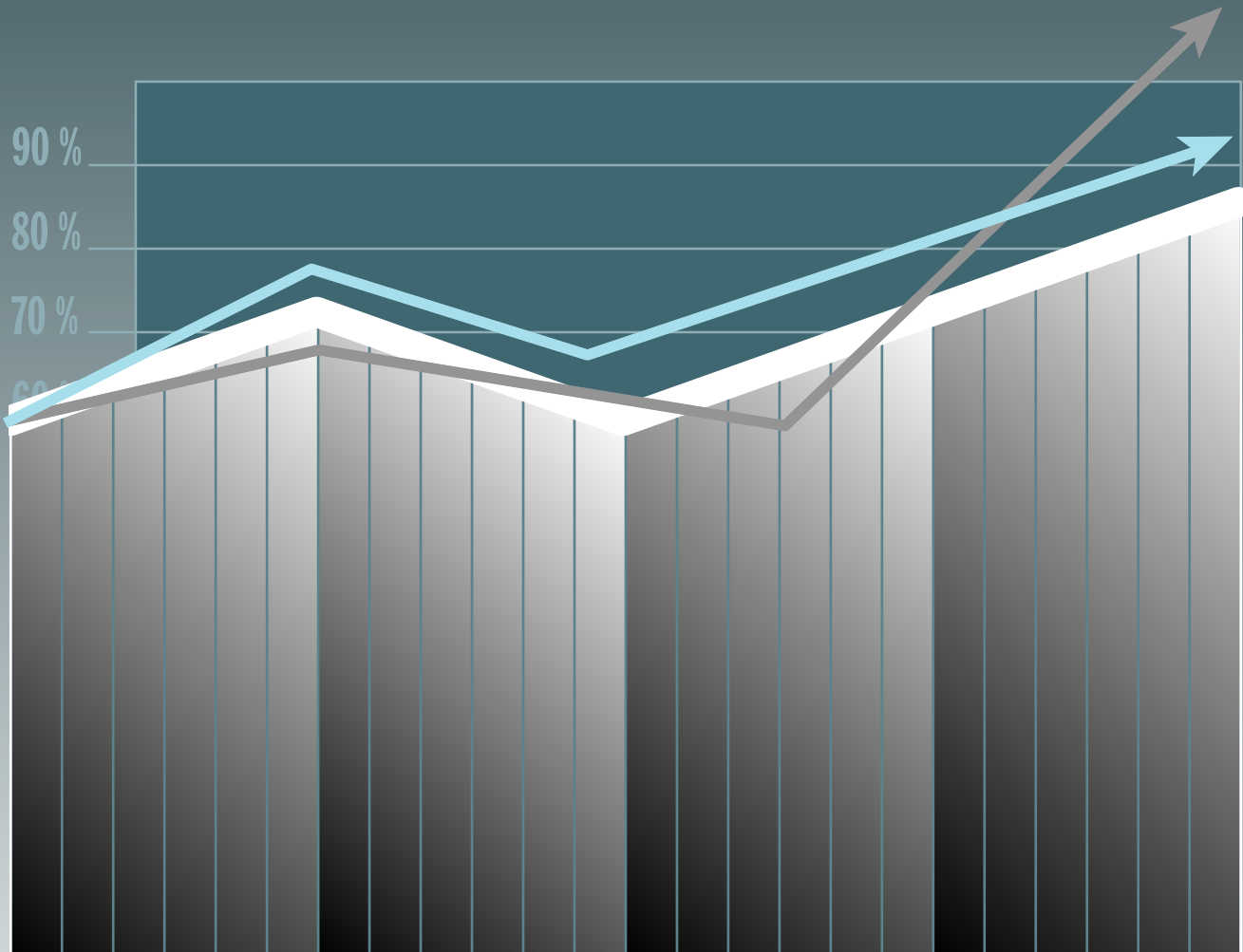


FEBRUARY 2017

# Recreation Vehicle

## MARKET REPORTS



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### MARKET INFORMATION

#### COMMITTEE CHAIRMAN

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### Recreation Vehicle Industry Association

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RVIA's February survey of manufactures found total RV shipments to retailers jumped 9.7% over this month last year closing this month with 39,428 units; this monthly total is currently the best in 10 years. Gains in four of the major seven vehicle categories this month has kept RV shipments on track to meet or slightly surpass the seasonally adjusted quarterly rate of 111,425 through the first two months of 2017; and the seasonally adjusted annual rate of 445,700 units. RV Shipments through February are up 8.6% to 73,287 units.

Towable RVs were led by conventional travel trailers with over 25,000 units being shipped this month, a 10.1% gain in shipments compared to February 2016, and a 13% gain from last month. Conventional travel trailers represented 64% of all RVs shipped this month. Motorhome shipments surpassed 5,600 units this month and are up 17.1% compared to this time last year, and up 13.8% compared to last month. Type C motorhomes accounted for 57.9% of motorhomes shipped this month.

The Index of Consumer Sentiment, as measured by the University of Michigan's Survey Research Center fell slightly this month compared to last but remains high, while consumer confidence remained the same. The overall good numbers in these measures can be aligned that people expect the economy to continue to expand, with favorable attitudes towards business, income prospects and employment opportunity or improvement.

## **Towable RVs**

Total wholesale shipments of all Towable RVs shot up 13% compared to the January 2017 total. Conventional travel trailers once again dominated the towable market share. Fifth-wheel travel trailers did show good gains this month. With 7,841 shipments and a 9.6% growth compared to February 2016, and 34.4% gain compared to last month, this is the best monthly shipment total for fifth-wheels on record.

This month's total shipment towable shipment keeps this category on track to meet or slightly exceed the seasonally adjusted annual rate of 385,000 units.

## **Motorhomes**

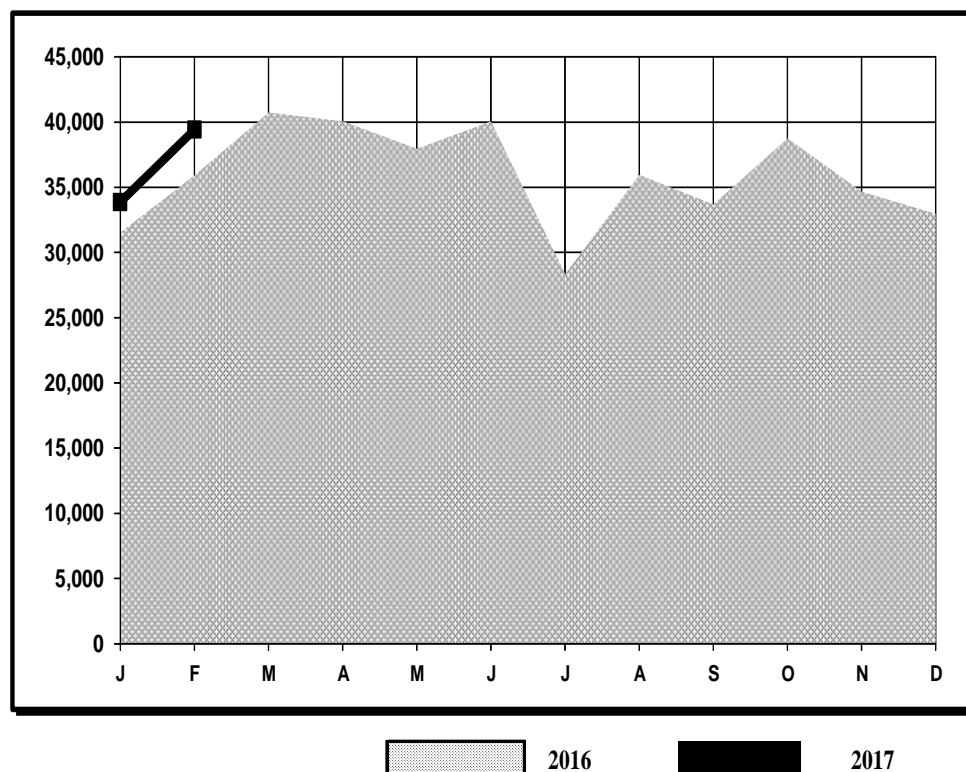
Motorhome shipments are up 17.1% compared to this month last year, and are up 13.1% compared to last month. Type B motorhomes continue to register huge gains despite the small volume in this category. Type B motorhomes are up 63.5% compared to February of 2016, up 21.4% compared to last month, and cumulatively through 2017 up 40% compared to this point of 2016. This category has had the largest growth percentage of all RV vehicle categories. Type C motorhomes continue strong growth as well, being up 35% compared to February last year and up 24.4% from last month. Type A motorhomes slipped this month, and are down -9.2% compared to February 2016, and are down -1.9% from last month.

Motorhome shipments continue to be on track to meet the projected seasonally adjusted annual rate of 58,000 units.

# Recreation Vehicle Shipments

	FEB 2016	FEB 2017	Change Over Last Year	Cum. 2016	Cum. 2017	Change Year To Date
<b>Towables</b>						
Travel Trailers (ALL)	22,926	25,234	10.1%	43,499	47,563	9.3%
Travel Trailers - Fifth Wheel	7,154	7,841	9.6%	12,785	13,673	6.9%
Folding Camping Trailers	808	568	-29.7%	1,666	1,143	-31.4%
Truck Campers	255	179	-29.8%	441	374	-15.2%
<b>All Towable RVs</b>	<b>31,143</b>	<b>33,822</b>	<b>8.6%</b>	<b>58,391</b>	<b>62,753</b>	<b>7.5%</b>
<b>Motorhomes</b>						
Conventional (Type A)	2,112	1,918	-9.2%	4,126	3,873	-6.1%
Van Campers (Type B)	271	443	63.5%	577	808	40.0%
Mini (Type C)	2,403	3,245	35.0%	4,361	5,853	34.2%
<b>All Motorhomes</b>	<b>4,786</b>	<b>5,606</b>	<b>17.1%</b>	<b>9,064</b>	<b>10,534</b>	<b>16.2%</b>
<b>Total RV Shipments</b>	<b>35,929</b>	<b>39,428</b>	<b>9.7%</b>	<b>67,455</b>	<b>73,287</b>	<b>8.6%</b>

Total Shipments Monthly vs. Last Year

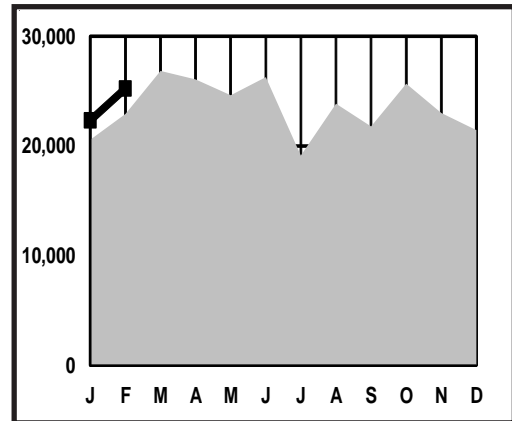


# Shipments to Retailers

Comparisons:   2016  2017 (000)

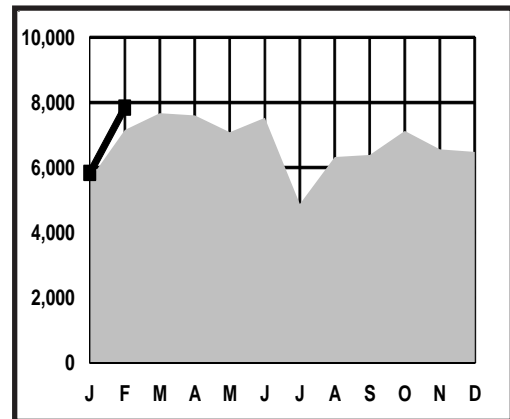
## Travel Trailers (Conventional, Conventional Specialty)

			Indiv. Mfg. #s			Change Over	
	2016	2017		Cum. 2016	Cum. 2017	Same Mo. 2016	Change Year to Date
JAN	20,573	22,329	—	20,573	22,329	8.5%	8.5%
FEB	22,926	25,234	—	43,499	47,563	10.1%	9.3%
MAR	26,845	—	—	70,344	—	—	—
APR	26,074	—	—	96,418	—	—	—
MAY	24,635	—	—	121,053	—	—	—
JUN	26,282	—	—	147,335	—	—	—
JUL	19,129	—	—	166,464	—	—	—
AUG	23,858	—	—	190,322	—	—	—
SEP	21,781	—	—	212,103	—	—	—
OCT	25,689	—	—	237,792	—	—	—
NOV	23,015	—	—	260,807	—	—	—
DEC	21,443	—	—	282,250	—	—	—
TOTAL	282,250	47,563	—	—	—	—	—



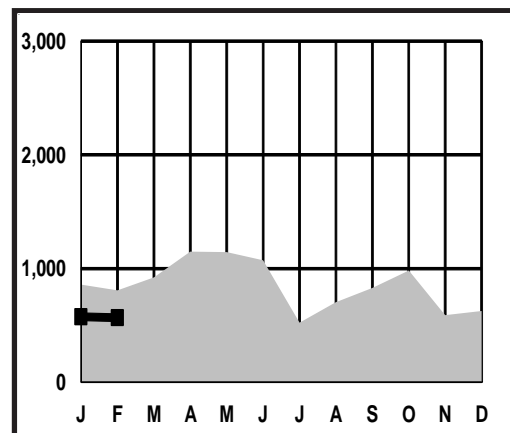
## Fifth-Wheel and Fifth-Wheel Specialty Trailers

			Indiv. Mfg. #s			Change Over	
	2016	2017		Cum. 2016	Cum. 2017	Same Mo. 2016	Change Year to Date
JAN	5,631	5,832	—	5,631	5,832	3.6%	3.6%
FEB	7,154	7,841	—	12,785	13,673	9.6%	6.9%
MAR	7,670	—	—	20,455	—	—	—
APR	7,604	—	—	28,059	—	—	—
MAY	7,088	—	—	35,147	—	—	—
JUN	7,528	—	—	42,675	—	—	—
JUL	4,878	—	—	47,553	—	—	—
AUG	6,324	—	—	53,877	—	—	—
SEP	6,387	—	—	60,264	—	—	—
OCT	7,125	—	—	67,389	—	—	—
NOV	6,562	—	—	73,951	—	—	—
DEC	6,484	—	—	80,435	—	—	—
TOTAL	80,435	13,673	—	—	—	—	—



## Folding Camping Trailers

			Indiv. Mfg. #s			Change Over	
	2016	2017		Cum. 2016	Cum. 2017	Same Mo. 2016	Change Year to Date
JAN	858	575	—	858	575	-33.0%	-33.0%
FEB	808	568	—	1,666	1,143	-29.7%	-31.4%
MAR	922	—	—	2,588	—	—	—
APR	1,149	—	—	3,737	—	—	—
MAY	1,145	—	—	4,882	—	—	—
JUN	1,072	—	—	5,954	—	—	—
JUL	523	—	—	6,477	—	—	—
AUG	704	—	—	7,181	—	—	—
SEP	829	—	—	8,010	—	—	—
OCT	982	—	—	8,992	—	—	—
NOV	589	—	—	9,581	—	—	—
DEC	627	—	—	10,208	—	—	—
TOTAL	10,208	1,143	—	—	—	—	—



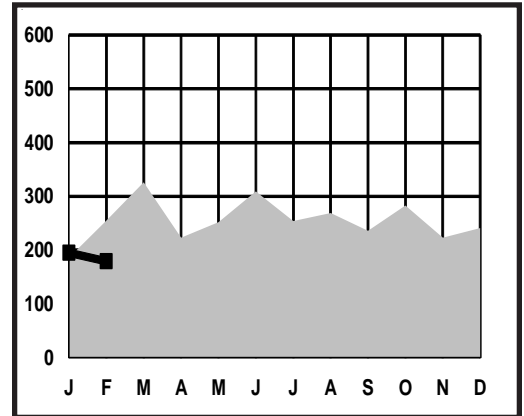
# Shipments to Retailers

Comparisons:  2016  2017

(000)

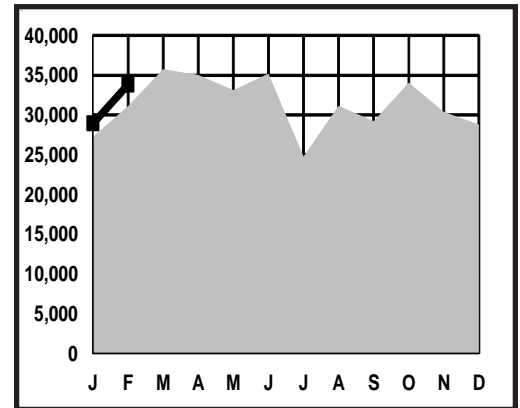
## Truck Campers

	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over	
						2016	Change Year to Date
JAN	186	195	_____	186	195	4.8%	4.8%
FEB	255	179	_____	441	374	-29.8%	-15.2%
MAR	326	_____	_____	767	_____	_____	_____
APR	223	_____	_____	990	_____	_____	_____
MAY	252	_____	_____	1,242	_____	_____	_____
JUN	309	_____	_____	1,551	_____	_____	_____
JUL	254	_____	_____	1,805	_____	_____	_____
AUG	269	_____	_____	2,074	_____	_____	_____
SEP	236	_____	_____	2,310	_____	_____	_____
OCT	283	_____	_____	2,593	_____	_____	_____
NOV	223	_____	_____	2,816	_____	_____	_____
DEC	241	_____	_____	3,057	_____	_____	_____
TOTAL	3,057	374	_____	_____	_____	_____	_____



## All Towables\*

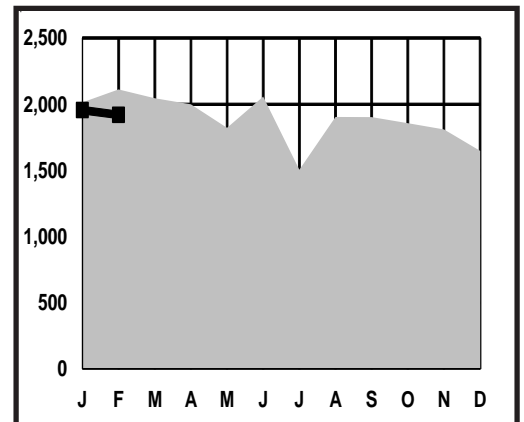
	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over	
						2016	Change Year to Date
JAN	27,248	28,931	_____	27,248	28,931	6.2%	6.2%
FEB	31,143	33,822	_____	58,391	62,753	8.6%	7.5%
MAR	35,763	_____	_____	94,154	_____	_____	_____
APR	35,050	_____	_____	129,204	_____	_____	_____
MAY	33,120	_____	_____	162,324	_____	_____	_____
JUN	35,191	_____	_____	197,515	_____	_____	_____
JUL	24,784	_____	_____	222,299	_____	_____	_____
AUG	31,155	_____	_____	253,454	_____	_____	_____
SEP	29,233	_____	_____	282,687	_____	_____	_____
OCT	34,079	_____	_____	316,766	_____	_____	_____
NOV	30,389	_____	_____	347,155	_____	_____	_____
DEC	28,795	_____	_____	375,950	_____	_____	_____
TOTAL	375,950	62,753	_____	375,950	_____	_____	_____



\*Total Conventional Trailers, Fifth-Wheel, Folding Camping Trailers and Truck Camper

## Motorhomes-Conventional (Type A)

	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over	
						2016	Change Year to Date
JAN	2,014	1,955	_____	2,014	1,955	-2.9%	-2.9%
FEB	2,112	1,918	_____	4,126	3,873	-9.2%	-6.1%
MAR	2,045	_____	_____	6,171	_____	_____	_____
APR	1,999	_____	_____	8,170	_____	_____	_____
MAY	1,822	_____	_____	9,992	_____	_____	_____
JUN	2,057	_____	_____	12,049	_____	_____	_____
JUL	1,505	_____	_____	13,554	_____	_____	_____
AUG	1,904	_____	_____	15,458	_____	_____	_____
SEP	1,902	_____	_____	17,360	_____	_____	_____
OCT	1,856	_____	_____	19,216	_____	_____	_____
NOV	1,810	_____	_____	21,026	_____	_____	_____
DEC	1,647	_____	_____	22,673	_____	_____	_____
TOTAL	22,673	3,873	_____	_____	_____	_____	_____

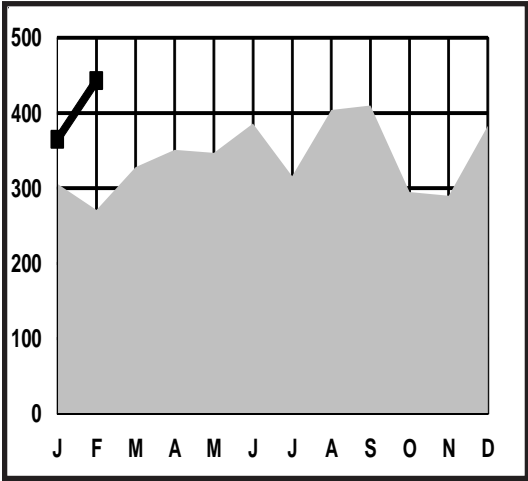


# Shipments to Retailers

Comparisons:  2016  2017 (000)

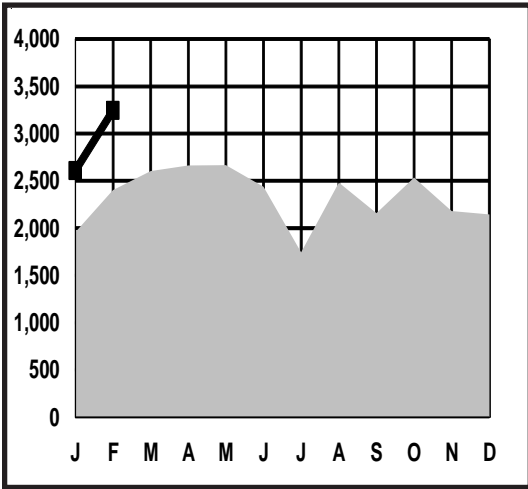
## Motorhomes-Van Campers (Type B)

	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over	
						2016	Change Year to Date
JAN	306	365	_____	306	365	19.3%	19.3%
FEB	271	443	_____	577	808	63.5%	40.0%
MAR	328	_____	_____	905	_____	_____	_____
APR	351	_____	_____	1,256	_____	_____	_____
MAY	347	_____	_____	1,603	_____	_____	_____
JUN	386	_____	_____	1,989	_____	_____	_____
JUL	316	_____	_____	2,305	_____	_____	_____
AUG	404	_____	_____	2,709	_____	_____	_____
SEP	410	_____	_____	3,119	_____	_____	_____
OCT	295	_____	_____	3,414	_____	_____	_____
NOV	290	_____	_____	3,704	_____	_____	_____
DEC	383	_____	_____	4,087	_____	_____	_____
<b>TOTAL</b>	<b>4,087</b>	<b>808</b>	_____	_____	_____	_____	_____



## Motorhomes-Type C-All

	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over	
						2016	Change Year to Date
JAN	1,958	2,608	_____	1,958	2,608	33.2%	33.2%
FEB	2,403	3,245	_____	4,361	5,853	35.0%	34.2%
MAR	2,604	_____	_____	6,965	_____	_____	_____
APR	2,664	_____	_____	9,629	_____	_____	_____
MAY	2,666	_____	_____	12,295	_____	_____	_____
JUN	2,438	_____	_____	14,733	_____	_____	_____
JUL	1,745	_____	_____	16,478	_____	_____	_____
AUG	2,483	_____	_____	18,961	_____	_____	_____
SEP	2,159	_____	_____	21,120	_____	_____	_____
OCT	2,535	_____	_____	23,655	_____	_____	_____
NOV	2,181	_____	_____	25,836	_____	_____	_____
DEC	2,145	_____	_____	27,981	_____	_____	_____
<b>TOTAL</b>	<b>27,981</b>	<b>5,853</b>	_____	_____	_____	_____	_____



# Shipments to Retailers

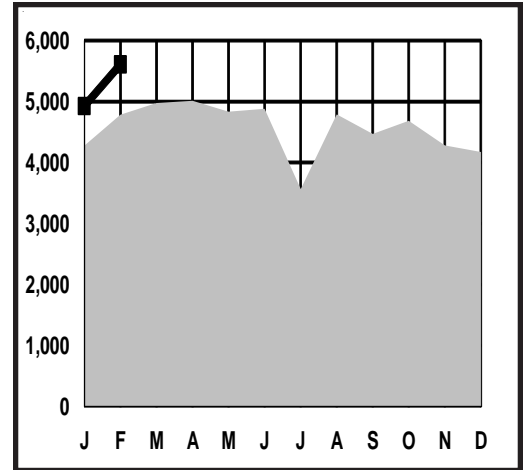
Comparisons:  2016  2017

(000)

## All Motorhomes

(000)

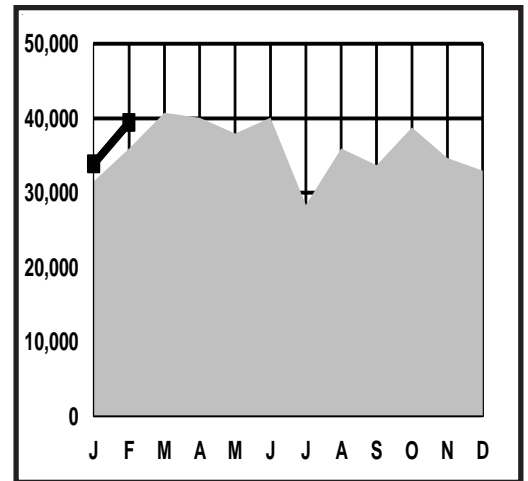
	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over Same Mo. 2016	Change Year to Date
JAN	4,278	4,928	_____	4,278	4,928	15.2%	15.2%
FEB	4,786	5,606	_____	9,064	10,534	17.1%	16.2%
MAR	4,977	_____	_____	14,041	_____	_____	_____
APR	5,014	_____	_____	19,055	_____	_____	_____
MAY	4,835	_____	_____	23,890	_____	_____	_____
JUN	4,881	_____	_____	28,771	_____	_____	_____
JUL	3,566	_____	_____	32,337	_____	_____	_____
AUG	4,791	_____	_____	37,128	_____	_____	_____
SEP	4,471	_____	_____	41,599	_____	_____	_____
OCT	4,686	_____	_____	46,285	_____	_____	_____
NOV	4,281	_____	_____	50,566	_____	_____	_____
DEC	4,175	_____	_____	54,741	_____	_____	_____
TOTAL	54,741	10,534	_____	_____	_____	_____	_____



## All Towables and Motorhomes

(000)

	2016	2017	Indiv. Mfg. #s	Cum. 2016	Cum. 2017	Change Over Same Mo. 2016	Change Year to Date
JAN	31,526	33,859	_____	31,526	33,859	7.4%	7.4%
FEB	35,929	39,428	_____	67,455	73,287	9.7%	8.6%
MAR	40,740	_____	_____	108,195	_____	_____	_____
APR	40,064	_____	_____	148,259	_____	_____	_____
MAY	37,955	_____	_____	186,214	_____	_____	_____
JUN	40,072	_____	_____	226,286	_____	_____	_____
JUL	28,350	_____	_____	254,636	_____	_____	_____
AUG	35,946	_____	_____	290,582	_____	_____	_____
SEP	33,704	_____	_____	324,286	_____	_____	_____
OCT	38,765	_____	_____	363,051	_____	_____	_____
NOV	34,670	_____	_____	397,721	_____	_____	_____
DEC	32,970	_____	_____	430,691	_____	_____	_____
TOTAL	430,691	73,287	_____	_____	_____	_____	_____





# RV Manufacturers Reporting Shipments to Retailers

FEBRUARY 2017

Adventurer LP	KZ RV	Starcraft RV
Airstream	Keystone RV	Tiffin Motor Homes
Allied Recreation Group	Lakota Corp.	Timberland Inc.
Bison Coach, LLC	Lance Camper	Tiny Idahomes, LLC
Coach House	Lazy Daze, Inc.	Thor Motor Coach
Chinook Motor Coach LLC	Newmar	Trail Boss Conversions
Columbia Northwest	Oliver Travel Trailers, Inc.	Travel Lite, Inc.
Compass Conversions	Pacific Coachworks, Inc.	Triple E RVs
Crossroads RV	Play-Mor Trailers, Inc.	Vanleigh RV
Eclipse RV, Inc.	Pleasure-Way Ind.	Winnebago
Entegra Coach	Recreation by Design	Winnebago of Indiana
Forest River, Inc.	Riverside RV, Inc.	
Grand Design RV	Riverside Travel Trailer, Inc.	
Gulf Stream Coach	Roadtrek Motorhomes Inc.	
Heartland RV	Show Hauler Trucks	
Highland Ridge RV, Inc.	Sportsmobile North	
Jayco		

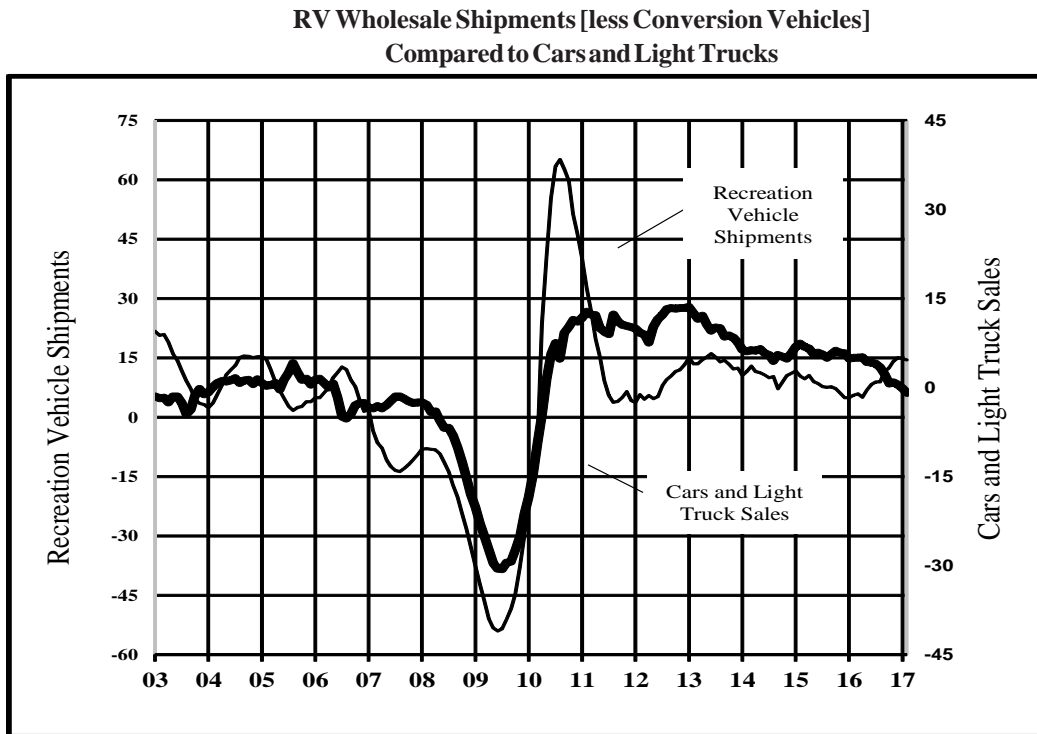
Listed above are manufacturers accounted for in our reporting of industry shipment totals for this month.

## RV Manufacturer Shipments Category

The shipment data which are found in this report represent the number of RV units shipped to retailers by the number of reporting manufacturers shown.

Category	Number of Manufacturers Reporting	Total Units Shipped
Travel Trailers-Conventional	26	25,234
Travel Trailers-Fifth Wheel	20	7,841
Folding Camping Trailers	3	568
Truck Campers	3	179
<b>All Towable RVs</b>		<b>33,822</b>
Motorhomes-Conventional Type A	9	1,918
Motorhomes-Van Campers (Type B)	8	443
Motorhomes-(Type C)	11	3,245
<b>All Motorhomes</b>		<b>5,606</b>
<b>TOTAL RVs</b>		<b>39,428</b>

The chart below depicts the rate of change of a 12-month moving average for Cars and Light Truck Sales,<sup>1</sup> compared to RV Wholesale Shipments<sup>2</sup> RVs are plotted on the left scale and Cars and Light Truck Sales on the right scale.



<sup>1</sup>Compiled by the Bureau of Economic Activity

<sup>2</sup>Compiled by Recreation Vehicle Industry Association

— Cars and Light Truck Sales  
— Recreation Vehicle Shipments

## Total RV Shipments

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
<b>JANUARY</b>	25.2	26.8	28.8	34.8	26.8	24.9	7.3	15.8	17.8	18.7	24.4	25.5	28.5	31.5	33.9
<b>FEBRUARY</b>	23	27.5	30.1	32.7	29.7	27.6	10.3	20.1	19.8	24.6	26.1	30.8	32	35.9	39.4
<b>MARCH</b>	28.1	36.3	37.4	43.4	37.1	30.1	12.8	24	27.5	28.1	28.9	33.7	36.5	40.7	
<b>APRIL</b>	31.2	38	35.4	37.6	34.3	31.4	13.3	24.6	24.6	27	32.1	33.8	38.3	40.1	
<b>MAY</b>	26.1	32.6	31.5	39.1	33.6	25	13.3	24.4	27.6	29.1	32.5	35.5	33.5	38	
<b>JUNE</b>	29.8	35.1	33.6	37.4	34.5	23.5	15.7	27.1	26.7	27.5	30.9	32.8	33.8	40.1	
<b>JULY</b>	28.3	32.3	29.1	30.5	27.9	17.1	13.5	19.8	18	22.9	26.2	28	27.1	28.4	
<b>AUGUST</b>	27.5	32.4	33.6	32.8	30.4	16.9	17.8	21.5	21	24.5	25	26.4	27.3	35.9	
<b>OCTOBER</b>	29.9	30.6	32.1	27.9	28.4	13.5	16.6	16.6	19.1	24.9	29.1	32.3	33.8	38.8	
<b>NOVEMBER</b>	22.4	24.2	30.5	23.3	21.5	6	13.7	13.4	16.3	20.6	21.7	26.3	27.3	34.7	
<b>DECEMBER</b>	22.3	25.9	29.1	23.2	22.4	5.6	14	18.3	16.9	19	21.7	26.7	28	33.0	
<b>TOTAL</b>	<b>320.8</b>	<b>370.1</b>	<b>384.4</b>	<b>390.5</b>	<b>353.4</b>	<b>237</b>	<b>165.7</b>	<b>242.3</b>	<b>252.3</b>	<b>285.9</b>	<b>321.1</b>	<b>356.7</b>	<b>374.1</b>	<b>430.7</b>	

# SHIPMENT DESTINATIONS - FEBRUARY 2017

	25,234	7,841	568	179	1,918	443	3,245	39,428
	Travel Trailers	Travel Trailers	Folding Camping	Truck	Motorhomes	Motorhomes	Motorhomes	Totals
	Conventional	Fifth-Wheel	Trailers	Campers	Type A	Type B	Type C	
<b>New England</b>	<b>3.39%</b>	<b>1.81%</b>	<b>17.89%</b>	<b>0.00%</b>	<b>1.05%</b>	<b>2.14%</b>	<b>0.95%</b>	<b>3.02%</b>
Connecticut	0.72%	0.29%	4.94%	0.00%	0.07%	1.07%	0.04%	0.63%
Maine	0.62%	0.29%	1.53%	0.00%	0.00%	0.36%	0.11%	0.50%
Massachusetts	0.65%	0.40%	5.62%	0.00%	0.53%	0.36%	0.33%	0.65%
New Hampshire	0.90%	0.47%	4.94%	0.00%	0.39%	0.36%	0.40%	0.82%
Rhode Island	0.03%	0.04%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%
Vermont	0.46%	0.32%	0.85%	0.00%	0.07%	0.00%	0.07%	0.39%
<b>Mid Atlantic</b>	<b>6.76%</b>	<b>4.96%</b>	<b>6.30%</b>	<b>1.12%</b>	<b>5.79%</b>	<b>3.20%</b>	<b>4.25%</b>	<b>6.14%</b>
New Jersey	0.92%	0.60%	0.00%	0.00%	1.32%	0.71%	1.85%	0.92%
New York	3.22%	2.12%	2.73%	0.56%	3.42%	1.42%	1.45%	2.85%
Pennsylvania	2.62%	2.24%	3.58%	0.56%	1.05%	1.07%	0.95%	2.36%
<b>E. No. Central</b>	<b>16.59%</b>	<b>12.90%</b>	<b>14.99%</b>	<b>7.82%</b>	<b>11.97%</b>	<b>12.81%</b>	<b>15.75%</b>	<b>15.55%</b>
Illinois	2.57%	1.14%	2.04%	0.00%	1.97%	6.41%	8.76%	2.73%
Indiana	2.59%	2.09%	2.04%	3.91%	2.57%	0.00%	1.45%	2.39%
Michigan	4.78%	3.85%	3.92%	2.79%	3.55%	1.42%	2.11%	4.31%
Ohio	4.10%	3.99%	4.60%	0.00%	2.57%	3.56%	2.73%	3.90%
Wisconsin	2.56%	1.84%	2.39%	1.12%	1.32%	1.42%	0.69%	2.22%
<b>W. No. Central</b>	<b>7.52%</b>	<b>9.05%</b>	<b>7.50%</b>	<b>12.29%</b>	<b>4.47%</b>	<b>0.71%</b>	<b>4.95%</b>	<b>7.47%</b>
Iowa	1.68%	1.92%	4.60%	2.23%	1.32%	0.36%	1.75%	1.75%
Kansas	0.17%	0.48%	0.00%	0.00%	0.39%	0.00%	0.15%	0.23%
Minnesota	2.22%	1.72%	1.36%	7.82%	1.32%	0.36%	1.16%	2.01%
Missouri	2.00%	2.28%	1.53%	2.23%	1.18%	0.00%	1.42%	1.95%
Nebraska	0.52%	0.76%	0.00%	0.00%	0.07%	0.00%	0.11%	0.50%
No. Dakota	0.46%	0.79%	0.00%	0.00%	0.00%	0.00%	0.15%	0.47%
So. Dakota	0.47%	1.09%	0.00%	0.00%	0.20%	0.00%	0.22%	0.55%
<b>South Atlantic</b>	<b>13.57%</b>	<b>13.90%</b>	<b>6.64%</b>	<b>8.38%</b>	<b>22.76%</b>	<b>12.10%</b>	<b>11.96%</b>	<b>13.74%</b>
Delaware	0.24%	0.15%	0.00%	1.12%	0.00%	0.00%	0.07%	0.20%
Florida	4.77%	5.77%	0.34%	1.68%	15.00%	7.47%	5.45%	5.36%
Georgia	1.73%	1.54%	1.36%	0.00%	1.84%	0.71%	0.91%	1.62%
Maryland	0.75%	0.58%	1.70%	0.00%	0.53%	0.36%	0.44%	0.69%
No. Carolina	2.37%	2.26%	2.39%	3.35%	2.11%	0.71%	2.33%	2.32%
So. Carolina	1.60%	1.94%	0.51%	0.00%	1.71%	0.71%	0.98%	1.60%
Virginia	1.38%	1.51%	0.17%	0.00%	1.58%	2.14%	1.64%	1.41%
West Virginia	0.73%	0.15%	0.17%	2.23%	0.00%	0.00%	0.15%	0.54%
<b>E. So. Central</b>	<b>5.60%</b>	<b>6.05%</b>	<b>3.75%</b>	<b>1.68%</b>	<b>6.05%</b>	<b>2.85%</b>	<b>3.24%</b>	<b>5.47%</b>
Alabama	1.70%	2.35%	0.51%	0.00%	1.84%	0.00%	1.13%	1.75%
Kentucky	0.97%	1.40%	1.19%	1.68%	0.59%	0.36%	0.25%	0.98%
Mississippi	1.12%	0.96%	0.85%	0.00%	0.92%	2.14%	0.87%	1.06%
Tennessee	1.82%	1.34%	1.19%	0.00%	2.70%	0.36%	0.98%	1.67%
<b>W. So. Central</b>	<b>11.54%</b>	<b>17.40%</b>	<b>8.01%</b>	<b>3.35%</b>	<b>12.76%</b>	<b>8.54%</b>	<b>9.05%</b>	<b>12.41%</b>
Arkansas	1.19%	0.89%	0.51%	0.56%	0.33%	0.71%	0.76%	1.05%
Louisiana	1.62%	2.88%	0.00%	0.00%	2.76%	1.07%	2.00%	1.90%
Oklahoma	1.54%	1.70%	1.02%	0.00%	0.86%	0.00%	0.87%	1.47%
Texas	7.19%	11.93%	6.47%	2.79%	8.82%	6.76%	5.42%	7.99%
<b>Mountain</b>	<b>10.57%</b>	<b>13.62%</b>	<b>11.75%</b>	<b>25.70%</b>	<b>12.96%</b>	<b>8.90%</b>	<b>10.98%</b>	<b>11.35%</b>
Arizona	1.69%	2.87%	0.00%	5.03%	6.58%	2.85%	3.09%	2.21%
Colorado	2.32%	2.95%	5.28%	3.35%	2.24%	0.36%	2.69%	2.50%
Idaho	2.00%	1.61%	3.58%	6.15%	0.66%	0.00%	1.45%	1.86%
Montana	1.01%	1.20%	1.70%	4.47%	0.53%	0.36%	0.55%	1.02%
Nevada	0.77%	1.15%	0.00%	0.56%	1.05%	4.98%	1.67%	0.94%
New Mexico	0.65%	1.02%	0.00%	1.12%	1.05%	0.00%	0.36%	0.70%
Utah	1.79%	2.46%	1.19%	5.03%	0.86%	0.36%	1.13%	1.83%
Wyoming	0.34%	0.36%	0.00%	0.00%	0.00%	0.00%	0.04%	0.30%
<b>Pacific</b>	<b>12.92%</b>	<b>12.29%</b>	<b>15.16%</b>	<b>25.14%</b>	<b>16.71%</b>	<b>22.42%</b>	<b>26.76%</b>	<b>14.12%</b>
Alaska	0.19%	0.06%	0.00%	0.00%	0.00%	0.36%	0.22%	0.16%
California	6.90%	7.03%	6.47%	13.97%	11.05%	17.44%	20.76%	8.20%
Hawaii	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Oregon	2.76%	2.49%	2.21%	4.47%	2.96%	1.78%	2.55%	2.70%
Washington	3.06%	2.71%	6.47%	6.70%	2.70%	2.85%	3.24%	3.06%
<b>Outside US</b>	<b>11.54%</b>	<b>8.01%</b>	<b>8.01%</b>	<b>14.53%</b>	<b>5.46%</b>	<b>26.33%</b>	<b>12.11%</b>	<b>10.73%</b>
Asia	0.08%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.05%
Canada	11.39%	7.99%	8.01%	9.50%	5.46%	26.33%	12.11%	10.60%
Europe	0.02%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.01%
Other	0.06%	0.01%	0.00%	5.03%	0.00%	0.00%	0.00%	0.06%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## SHIPMENT DESTINATIONS - YEAR TO DATE 2017

	47,563	13,673	1,143	374	3,873	808	5,853	73,287
	Travel Trailers	Travel Trailers	Folding Camping	Truck	Motorhomes	Motorhomes	Motorhomes	Totals
	Conventional	Fifth-Wheel	Trailers	Campers	Type A	Type B	Type C	
<b>New England</b>	<b>3.23%</b>	<b>2.03%</b>	<b>10.33%</b>	<b>1.07%</b>	<b>0.86%</b>	<b>2.58%</b>	<b>1.18%</b>	<b>2.85%</b>
Connecticut	0.69%	0.31%	2.50%	0.00%	0.06%	1.47%	0.08%	0.58%
Maine	0.54%	0.38%	0.77%	1.07%	0.00%	0.37%	0.12%	0.46%
Massachusetts	0.68%	0.60%	3.87%	0.00%	0.37%	0.37%	0.48%	0.68%
New Hampshire	0.76%	0.35%	2.50%	0.00%	0.40%	0.18%	0.42%	0.67%
Rhode Island	0.03%	0.05%	0.00%	0.00%	0.00%	0.00%	0.02%	0.03%
Vermont	0.52%	0.35%	0.69%	0.00%	0.03%	0.18%	0.06%	0.43%
<b>Mid Atlantic</b>	<b>6.48%</b>	<b>4.69%</b>	<b>8.26%</b>	<b>0.80%</b>	<b>5.02%</b>	<b>2.95%</b>	<b>4.77%</b>	<b>5.93%</b>
New Jersey	0.84%	0.62%	0.52%	0.00%	1.10%	0.74%	1.45%	0.85%
New York	3.07%	2.03%	3.18%	0.27%	3.12%	1.29%	2.41%	2.80%
Pennsylvania	2.58%	2.04%	4.56%	0.53%	0.80%	0.92%	0.91%	2.28%
<b>E. No. Central</b>	<b>16.72%</b>	<b>12.96%</b>	<b>17.47%</b>	<b>7.49%</b>	<b>11.12%</b>	<b>16.94%</b>	<b>14.50%</b>	<b>15.57%</b>
Illinois	2.93%	1.29%	1.98%	0.00%	1.59%	10.68%	7.01%	2.89%
Indiana	2.54%	2.20%	2.58%	3.74%	2.30%	0.00%	1.62%	2.39%
Michigan	4.80%	3.97%	5.85%	1.34%	3.95%	1.66%	2.22%	4.40%
Ohio	4.04%	3.56%	4.30%	0.80%	2.45%	3.31%	2.88%	3.77%
Wisconsin	2.41%	1.93%	2.75%	1.60%	0.83%	1.29%	0.77%	2.12%
<b>W. No. Central</b>	<b>7.82%</b>	<b>9.61%</b>	<b>7.75%</b>	<b>8.02%</b>	<b>4.20%</b>	<b>2.39%</b>	<b>5.14%</b>	<b>7.74%</b>
Iowa	1.66%	1.89%	3.36%	3.21%	1.26%	0.18%	1.74%	1.72%
Kansas	0.16%	0.52%	0.00%	0.00%	0.18%	0.00%	0.10%	0.22%
Minnesota	2.38%	2.17%	3.10%	3.74%	0.92%	1.47%	1.33%	2.21%
Missouri	2.16%	2.16%	0.77%	1.07%	1.35%	0.74%	1.56%	2.04%
Nebraska	0.45%	0.88%	0.00%	0.00%	0.21%	0.00%	0.08%	0.48%
No. Dakota	0.49%	0.87%	0.52%	0.00%	0.03%	0.00%	0.14%	0.50%
So. Dakota	0.51%	1.11%	0.00%	0.00%	0.25%	0.00%	0.19%	0.57%
<b>South Atlantic</b>	<b>13.07%</b>	<b>14.00%</b>	<b>6.37%</b>	<b>9.89%</b>	<b>24.96%</b>	<b>12.89%</b>	<b>15.45%</b>	<b>13.83%</b>
Delaware	0.24%	0.15%	0.00%	1.60%	0.00%	0.00%	0.10%	0.20%
Florida	4.64%	5.71%	0.95%	3.48%	17.61%	7.55%	8.36%	5.66%
Georgia	1.79%	1.60%	0.69%	1.34%	1.72%	0.92%	1.08%	1.68%
Maryland	0.68%	0.57%	0.86%	0.00%	0.58%	1.66%	0.64%	0.66%
No. Carolina	2.17%	2.07%	2.24%	2.41%	1.65%	0.55%	2.32%	2.13%
So. Carolina	1.54%	2.02%	0.77%	0.00%	1.75%	0.55%	1.33%	1.59%
Virginia	1.32%	1.62%	0.77%	0.00%	1.65%	1.66%	1.54%	1.39%
West Virginia	0.69%	0.27%	0.09%	1.07%	0.00%	0.00%	0.08%	0.52%
<b>E. So. Central</b>	<b>5.69%</b>	<b>6.50%</b>	<b>3.10%</b>	<b>1.34%</b>	<b>5.57%</b>	<b>2.58%</b>	<b>3.19%</b>	<b>5.56%</b>
Alabama	1.65%	2.27%	0.26%	0.00%	1.75%	0.55%	0.98%	1.68%
Kentucky	1.03%	1.43%	1.03%	0.80%	0.77%	0.18%	0.46%	1.04%
Mississippi	1.23%	1.07%	0.43%	0.00%	0.64%	1.10%	0.70%	1.11%
Tennessee	1.79%	1.73%	1.38%	0.53%	2.42%	0.74%	1.04%	1.73%
<b>W. So. Central</b>	<b>11.98%</b>	<b>16.91%</b>	<b>8.43%</b>	<b>1.60%</b>	<b>13.97%</b>	<b>9.02%</b>	<b>9.81%</b>	<b>12.68%</b>
Arkansas	1.15%	0.89%	0.77%	0.27%	0.49%	0.55%	0.85%	1.03%
Louisiana	1.74%	2.87%	0.00%	0.00%	2.54%	0.74%	2.14%	1.97%
Oklahoma	1.48%	1.72%	0.60%	0.00%	0.89%	0.37%	0.87%	1.42%
Texas	7.60%	11.44%	7.06%	1.34%	10.05%	7.37%	5.95%	8.25%
<b>Mountain</b>	<b>10.85%</b>	<b>13.21%</b>	<b>14.03%</b>	<b>22.99%</b>	<b>11.42%</b>	<b>10.87%</b>	<b>10.77%</b>	<b>11.42%</b>
Arizona	1.72%	3.03%	1.29%	4.55%	6.25%	3.87%	3.57%	2.33%
Colorado	2.32%	2.70%	6.20%	5.35%	1.56%	0.18%	2.66%	2.45%
Idaho	2.43%	1.49%	3.79%	3.21%	1.01%	0.92%	1.26%	2.12%
Montana	0.82%	1.00%	0.86%	4.01%	0.34%	0.55%	0.44%	0.82%
Nevada	0.87%	1.01%	0.00%	0.80%	0.61%	4.60%	1.18%	0.92%
New Mexico	0.64%	1.06%	0.43%	0.80%	0.77%	0.55%	0.54%	0.72%
Utah	1.71%	2.54%	1.46%	4.28%	0.89%	0.18%	1.10%	1.78%
Wyoming	0.33%	0.38%	0.00%	0.00%	0.00%	0.00%	0.02%	0.29%
<b>Pacific</b>	<b>12.15%</b>	<b>11.89%</b>	<b>13.34%</b>	<b>28.07%</b>	<b>18.16%</b>	<b>19.71%</b>	<b>25.18%</b>	<b>13.49%</b>
Alaska	0.14%	0.04%	0.00%	0.00%	0.03%	0.18%	0.12%	0.11%
California	6.51%	6.96%	6.37%	13.64%	13.38%	14.55%	19.46%	7.95%
Hawaii	0.00%	0.15%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%
Oregon	2.55%	2.32%	1.12%	4.81%	2.30%	2.58%	2.28%	2.47%
Washington	2.94%	2.43%	5.85%	9.63%	2.45%	2.39%	3.32%	2.93%
<b>Outside US</b>	<b>12.02%</b>	<b>8.20%</b>	<b>10.93%</b>	<b>18.72%</b>	<b>4.72%</b>	<b>20.07%</b>	<b>10.02%</b>	<b>10.92%</b>
Asia	0.12%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.08%
Canada	11.82%	8.17%	10.67%	16.31%	4.72%	20.07%	10.02%	10.76%
Europe	0.02%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%
Other	0.06%	0.01%	0.26%	2.41%	0.00%	0.00%	0.00%	0.06%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

## CANADA SHIPMENT DESTINATIONS - FEBRUARY 2017

	25,234	7,841	568	179	1,918	443	3,245	39,428
	Travel Trailers Conventional	Travel Trailers Fifth-Wheel	Folding Camping Trailers	Truck Campers	Motorhomes Type A	Motorhomes Type B	Motorhomes Type C	Totals
Alberta	2.46%	2.23%	2.29%	0.00%	2.17%	13.17%	1.60%	2.41%
British Columbia	2.09%	1.19%	0.00%	2.23%	1.05%	2.49%	5.45%	2.09%
Manitoba	0.34%	0.33%	0.53%	0.00%	0.07%	0.00%	0.29%	0.32%
New Brunswick	0.34%	0.12%	0.00%	0.00%	0.00%	0.00%	0.00%	0.25%
Newfoundland	0.08%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.06%
Nova Scotia	0.26%	0.06%	0.00%	0.00%	0.20%	0.00%	0.11%	0.20%
Northwest Territories	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Ontario	3.21%	1.52%	3.70%	2.79%	0.99%	6.76%	3.45%	2.85%
Prince Edward Island	0.04%	0.06%	0.00%	0.00%	0.00%	0.00%	0.00%	0.03%
Quebec	1.97%	1.83%	1.76%	4.47%	0.99%	3.20%	1.02%	1.85%
Saskatchewan	0.59%	0.62%	0.00%	0.00%	0.00%	0.71%	0.18%	0.53%
Yukon	0.00%	0.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
<b>Total</b>	<b>11.39%</b>	<b>7.99%</b>	<b>8.27%</b>	<b>9.50%</b>	<b>5.46%</b>	<b>26.33%</b>	<b>12.11%</b>	<b>10.61%</b>

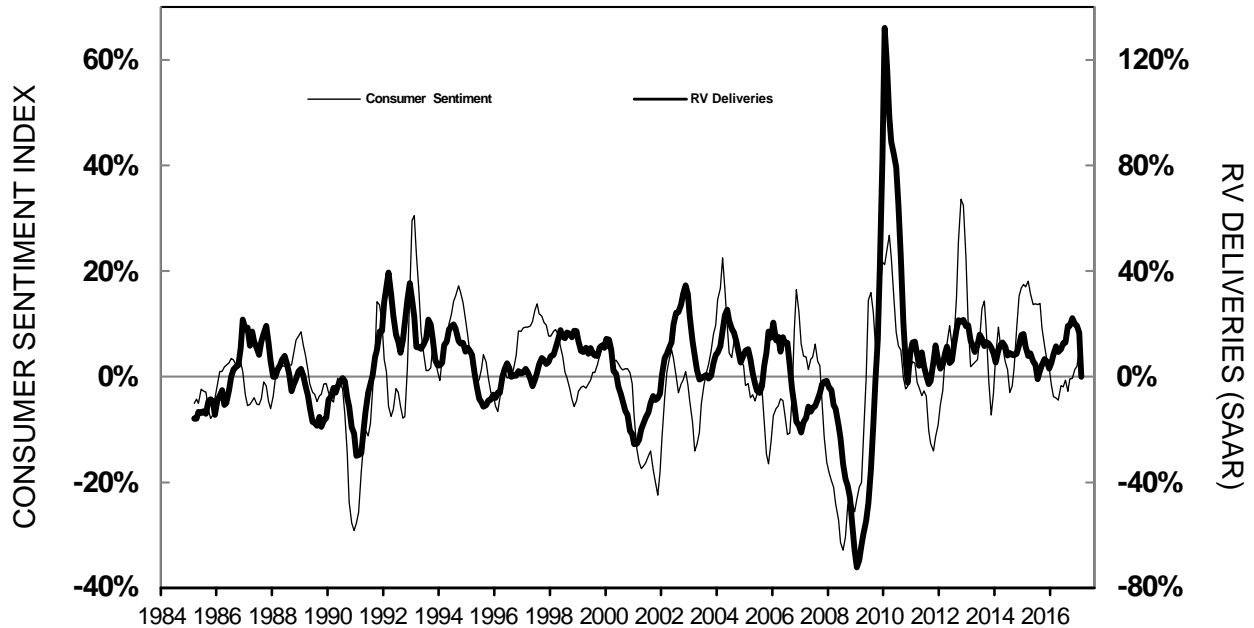
## CANADA SHIPMENT DESTINATIONS - YEAR TO DATE 2017

	47,563	13,673	1,143	374	3,873	808	5,853	73,287
	Travel Trailers Conventional	Travel Trailers Fifth-Wheel	Folding Camping Trailers	Truck Campers	Motorhomes Type A	Motorhomes Type B	Motorhomes Type C	Totals
Alberta	5.99%	6.09%	11.30%	3.59%	3.21%	15.65%	3.42%	5.83%
British Columbia	4.22%	2.05%	1.91%	12.31%	1.66%	5.73%	8.28%	4.03%
Manitoba	0.93%	1.06%	0.52%	0.00%	0.06%	0.00%	0.37%	0.84%
New Brunswick	0.63%	0.28%	0.00%	0.00%	0.06%	0.00%	0.00%	0.47%
Newfoundland	0.11%	0.02%	0.00%	0.00%	0.06%	0.00%	0.04%	0.08%
Nova Scotia	0.53%	0.30%	0.70%	0.00%	0.17%	0.00%	0.12%	0.43%
Northwest Territories	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Ontario	7.22%	3.73%	3.65%	5.13%	1.83%	11.83%	6.88%	6.27%
Prince Edward Island	0.06%	0.12%	0.00%	0.51%	0.00%	0.00%	0.00%	0.07%
Quebec	4.08%	3.37%	3.48%	9.74%	1.66%	7.63%	1.93%	3.72%
Saskatchewan	1.58%	1.39%	0.00%	0.00%	0.11%	0.76%	0.33%	1.33%
Yukon	0.02%	0.02%	0.00%	0.00%	0.00%	0.00%	0.00%	0.02%
<b>Total</b>	<b>25.39%</b>	<b>18.42%</b>	<b>21.57%</b>	<b>31.28%</b>	<b>8.83%</b>	<b>41.60%</b>	<b>21.37%</b>	<b>23.10%</b>

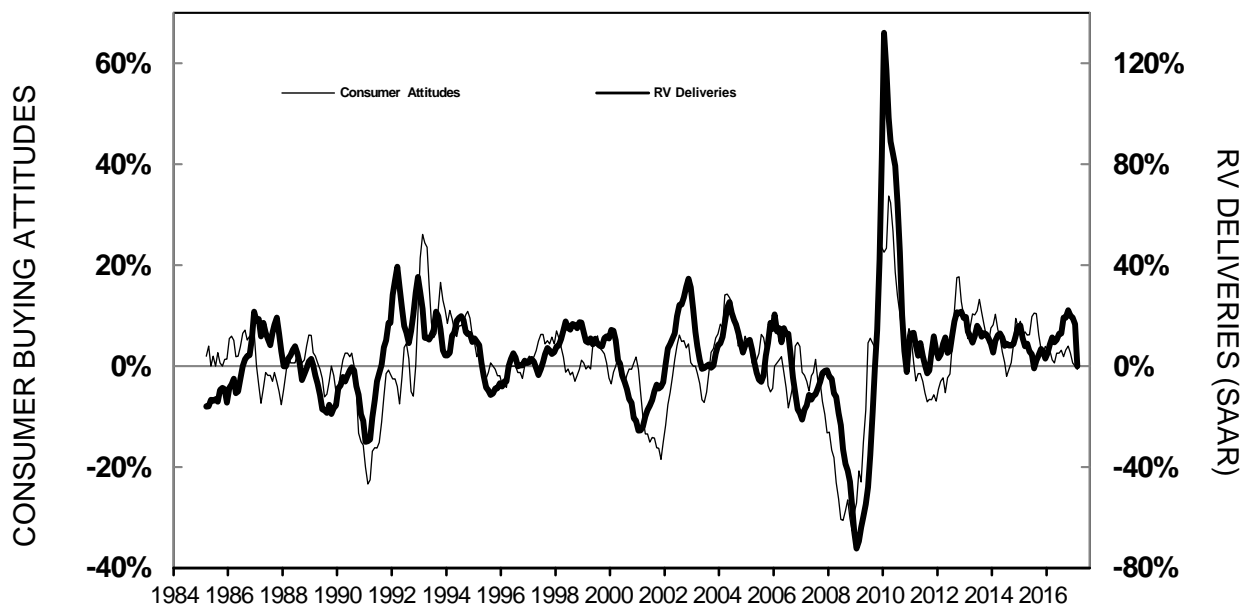
# Manufacturers Wholesale Shipments Index Comparisons

FEBRUARY 2017

Compared with Index of Current Consumer Sentiment provided by the Survey Research Center, University of Michigan (Year-to-Year Percentage Change)



Compared with Index of Consumers' Buying Attitudes provided by the Survey Research Center, University of Michigan (Year-to-Year Percentage Change)



# Retail Sales Activity

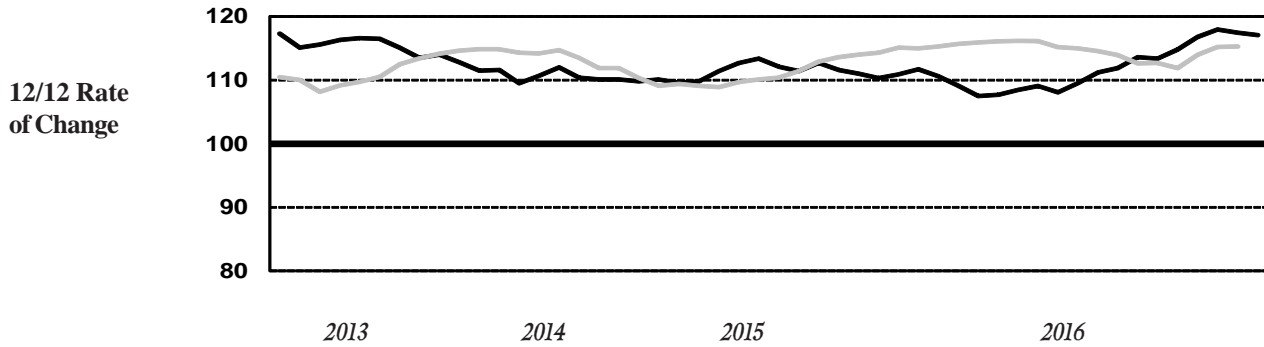
FEBRUARY 2017

(12-Month Rate of Change)

Comparisons: **—** Wholesale Shipments **—** Retail Sales

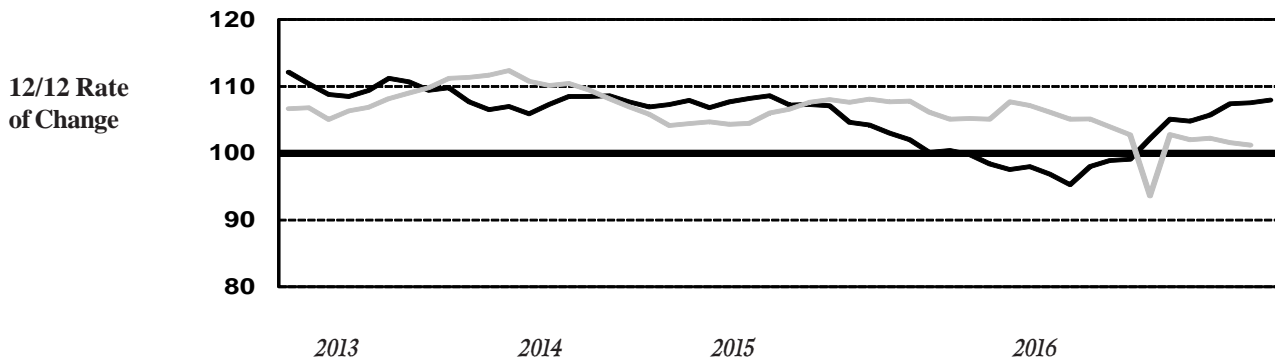
## Travel Trailers – Conventional

Wholesale = 117.1  
Retail = 115.3



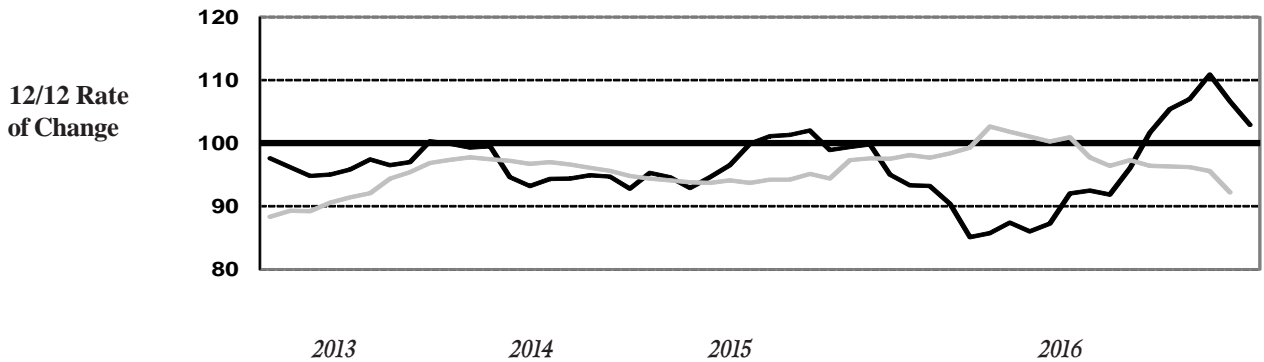
## Travel Trailers – Fifth Wheel

Wholesale = 107.9  
Retail = 101.2



## Folding Camping Trailers

Wholesale = 102.9  
Retail = 92.2



**— Wholesale Shipments:** Shipments to Retailers (page 3) computed as a 12-month moving total compared to the same 12-month period one year earlier.

**— Retail Sales:** Consumer RV purchases as compiled by Statistical Surveys, Inc. computed as a 12-month moving total compared to the same 12-month period one year earlier.

# Retail Sales Activity

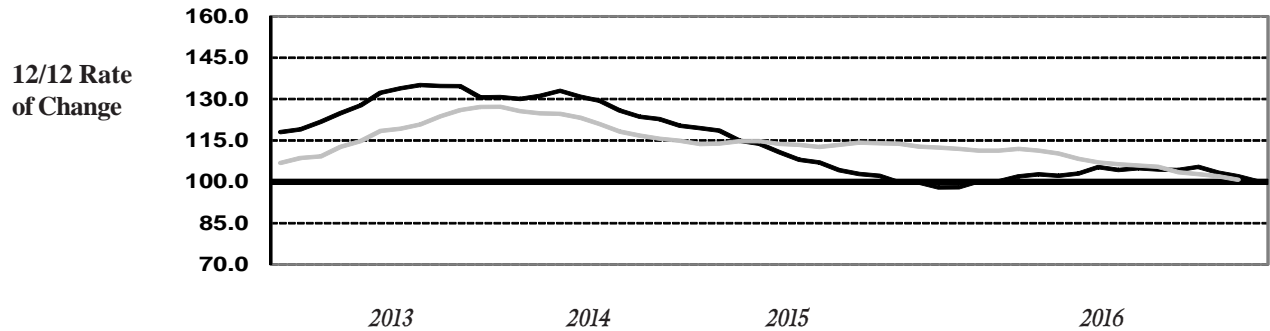
FEBRUARY 2017

(12-Month Rate of Change)

Comparisons: **—** Wholesale Shipments **—** Retail Sales

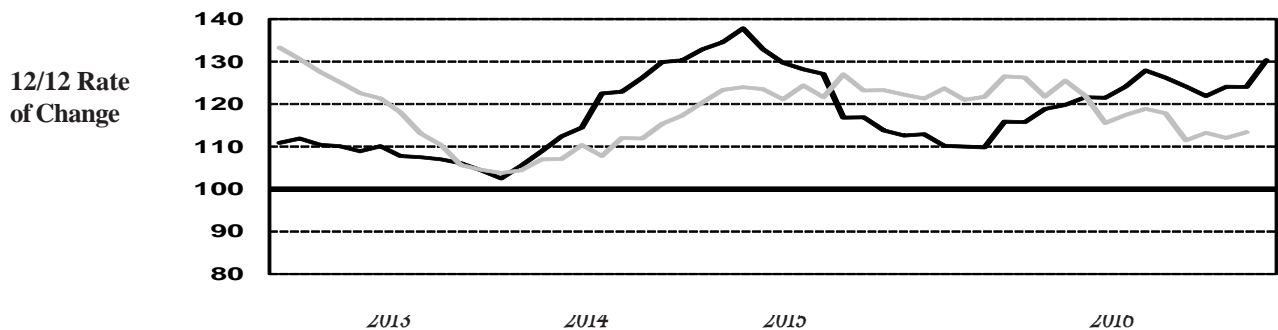
## Motorhomes—Conventional (Type A)

Wholesale = 100.1  
Retail = 100.7



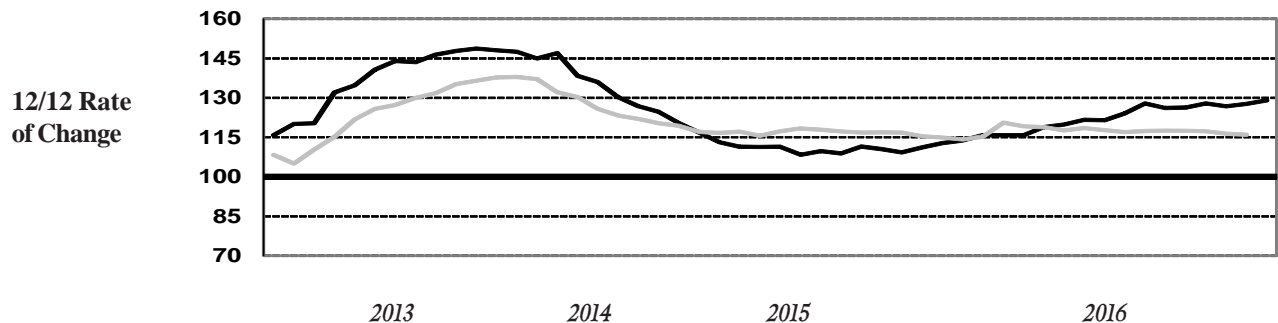
## Motorhomes – (Type B)

Wholesale = 130.3  
Retail = 113.4



## Motorhomes – (Type C) – All

Wholesale = 129.0  
Retail = 116.0



**Wholesale Shipments:** Shipments to Retailers (page 3) computed as a 12-month moving total compared to the same 12-month period one year earlier.

**Retail Sales:** Consumer RV purchases as compiled by Statistical Surveys, Inc. computed as a 12-month moving total compared to the same 12-month period one year earlier.



# Vehicle Categories

## Recreation Vehicle

---

A “recreation vehicle” or “RV” is a vehicular type unit that is primarily designed as temporary living quarters for non-commercial, recreational and/or camping use and is built to the standards for recreation vehicles as adopted by RVIA.

## Towable RV

---

A “Towable RV” is a recreational vehicle that is mounted on wheels and designed to be towed by a motorized vehicle or a portable unit that is designed to be placed in the bed of a pickup truck. The product type categories are:



### Travel Trailer

A “Travel Trailer” is a towable RV mounted on wheels and designed to be towed by a motorized vehicle that is constructed with a roof and sidewalls made of rigid materials;



### Fifth-Wheel Travel Trailer

A “Fifth-Wheel Travel Trailer” is a towable RV mounted on wheels and designed to be towed by a motorized vehicle by means of a towing mechanism that is mounted above or forward of the tow vehicle’s rear axle;



### *Folding Camping Trailer*

A “Folding Camping Trailer” is a towable RV mounted on wheels and designed to be towed by a motorized vehicle that is constructed with a collapsible roof and collapsible partial sidewalls that unfold and extend in the set-up mode and fold back up for travel;



### Truck Camper

A “Truck Camper” is a towable RV designed to be placed in the bed of a pickup truck.

## Motorhome

---

A “Motorhome” is a recreational vehicle built on a self-propelled motor vehicle chassis. The product type categories are:



### Type A Motorhome

A “Type A Motorhome” is a motorhome constructed on a bare motor vehicle chassis;



### Type B Motorhome

A “Type B Motorhome” is a motorhome constructed on an automotive-manufactured van-type vehicle; and



### Type C Motorhome

A “Type C Motorhome” is a motorhome constructed on a cut-away automotive-manufactured truck chassis.

## Park Model RV

---



A ‘park model RV’ is a recreational vehicle primarily designed and intended to provide temporary living quarters for recreation, camping or seasonal use. It is built on a single chassis, mounted on wheels with a gross trailer area not exceeding 400 square feet in the setup mode. Each park model RV is certified by its manufacturer as complying with the ANSI A119.5 standard for park model RVs.

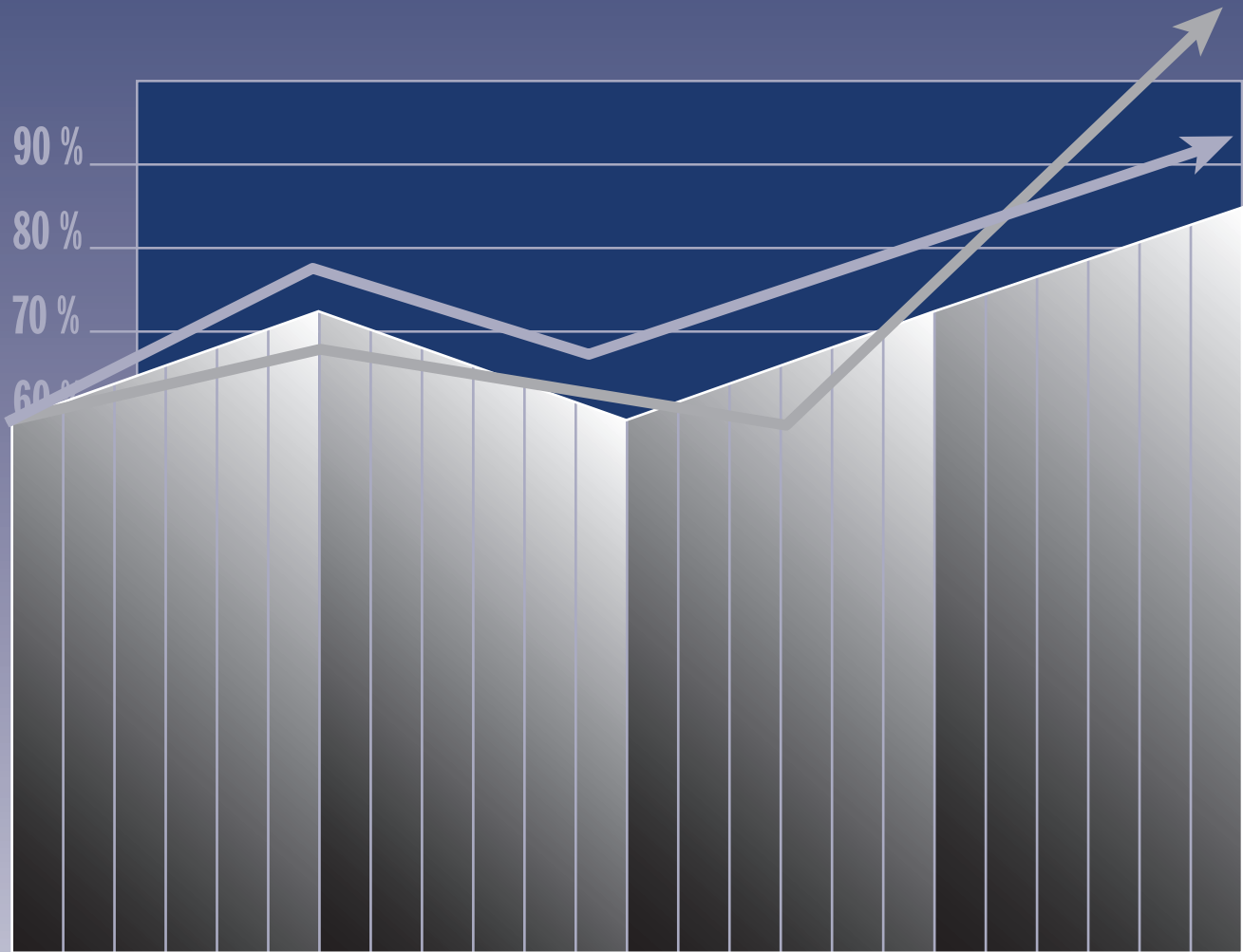
**NOTE:** Please refer to the Park Model RV Market Report for park model shipment data found at <http://www.rvia.org/rvia.cfm?ESID=PMRVsDetail>.



February 2017

# Park Model RV

## MARKET REPORTS



## PARK MODEL RV

### COMMITTEE CHAIRMAN

**John Soard**

*General Manager*

Woodland Park

### STAFF

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**Bill Baker**

*Senior Director, Communications*

**Menges Teclé**

*Manager, IT and Marketing Information*

**Matt Hummel**

*Research Analyst*

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# Park Model RVs Shipments

FEBRUARY 2017

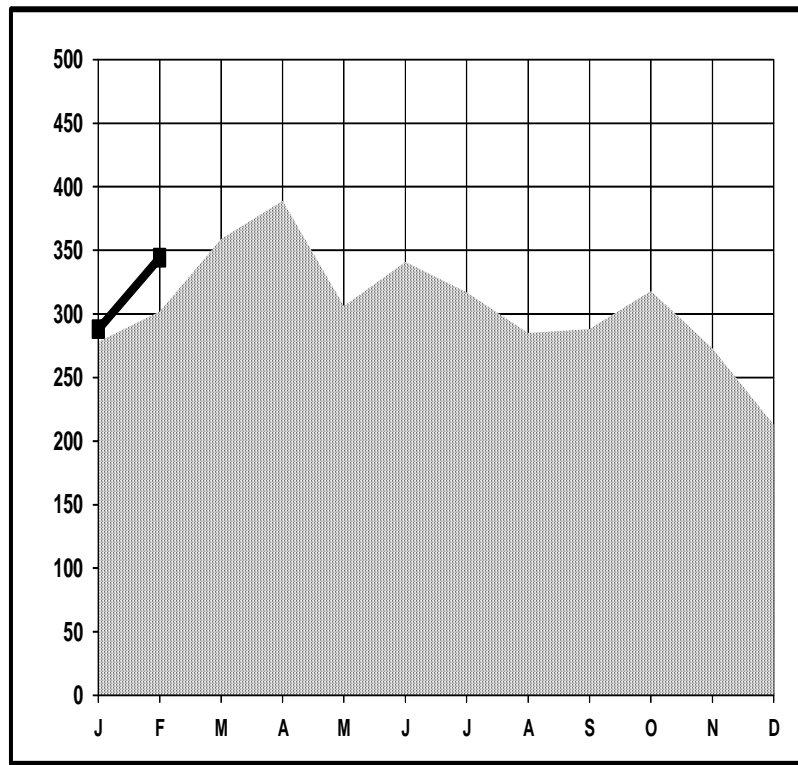
## Park Model RVs Shipments

February

2017

	February 2016	February 2017	Change Over Last Year	Cum. 2016	Cum. 2017	Change Year To Date
Park Model RVs	302	344	13.9%	580	632	9.0%

Monthly Shipments Graph



2016
  2017

February	Year to Date	
344	632	<u>Greater than 8.5 feet wide</u>
0	0	<u>8.5 feet wide or less</u>

# Park Model RV Manufacturers Reporting Shipments to Retailers

---

FEBRUARY 2017

CMH Manuf. West. Inc./Golden West Homes  
Cavco Industries, Inc.  
Champion/Athens Park Homes  
Commodore Homes of PA  
DNA Enterprises  
Freedom Park  
Forest River, Inc.  
Kropf Industries, Inc.

Nashua Homes of Idaho  
Platinum Cottages  
Skyline Corporation  
Tumbleweed Tiny House  
Woodland Park

Listed above are manufacturers accounted for in our reporting of industry shipment totals for this month.

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## Park Model Manufacturer Shipments Category

The shipment data which are found in this report represent the number of Park Model units shipped to retailers by the number of reporting manufacturers shown.

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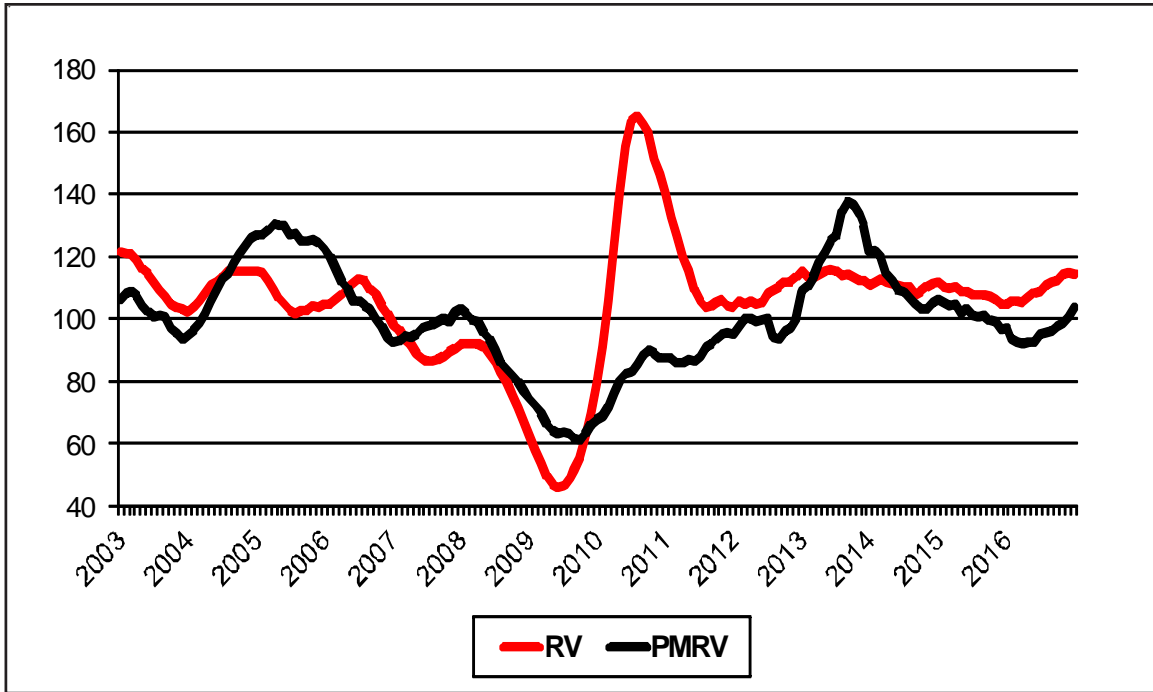
Category	Number of Units	Year to Date
Park Model RV -- Greater Than 8.5 Feet Wide	344	632
Park Model RV -- 8.5 Feet Wide or Less	0	0
<b>TOTAL Park Models</b>	<b>344</b>	<b>632</b>

---

# Cyclical Indicators

The chart below depicts the rate of change of a 12-month moving average for Park Model Shipments,<sup>1</sup> compared to RV Wholesale Shipments<sup>2</sup>.

**RV Wholesale Shipments  
Compared to Park Model Shipments**



<sup>1</sup>Compiled by Recreation Vehicle Industry Association

<sup>2</sup>Compiled by Recreation Vehicle Industry Association

— Park Model Shipments

— Recreation Vehicle Shipments

## TOTAL PARK MODEL SHIPMENTS

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
JANUARY	321	387	515	545	475	457	276	221	177	120	286	251	261	278	288
FEBRUARY	351	438	528	514	534	473	305	241	173	179	236	325	383	302	344
MARCH	389	462	634	591	637	542	313	300	241	250	339	386	388	359	
APRIL	393	471	657	645	618	563	303	312	320	330	462	435	420	389	
MAY	375	478	599	595	653	490	276	263	289	285	374	415	352	306	
JUNE	362	474	620	530	566	448	303	276	241	220	295	273	312	341	
JULY	313	438	445	465	539	377	289	219	201	207	260	294	251	317	
AUGUST	372	440	549	558	611	411	260	231	295	191	262	275	275	285	
SEPTEMBER	354	503	556	526	555	432	272	240	243	223	275	262	258	288	
OCTOBER	412	491	595	530	523	390	274	218	210	275	337	351	312	318	
NOVEMBER	347	432	563	521	429	229	212	175	195	248	245	253	244	273	
DECEMBER	336	444	535	370	395	192	224	196	176	242	227	261	204	213	

# SHIPMENT DESTINATIONS - FEBRUARY 2017

Total Units = 344

<b>Pacific</b>	73	21.22%
Alaska	0	0.00%
California	59	17.15%
Hawaii	0	0.00%
Oregon	9	2.62%
Washington	5	1.45%

<b>Mountain</b>	40	11.63%
Arizona	36	10.47%
Colorado	1	0.29%
Idaho	1	0.29%
Montana	0	0.00%
Nevada	0	0.00%
New Mexico	0	0.00%
Utah	2	0.58%
Wyoming	0	0.00%

<b>W. No. Central</b>	19	5.52%
Iowa	4	1.16%
Kansas	0	0.00%
Minnesota	6	1.74%
Missouri	0	0.00%
Nebraska	2	0.58%
No. Dakota	6	1.74%
So. Dakota	1	0.29%

<b>W. So. Central</b>	38	11.05%
Arkansas	1	0.29%
Louisiana	0	0.00%
Oklahoma	0	0.00%
Texas	37	10.76%

<b>E. No. Central</b>	69	20.06%
Illinois	6	1.74%
Indiana	19	5.52%
Michigan	2	0.58%
Ohio	5	1.45%
Wisconsin	37	10.76%

<b>E. So. Central</b>	0	0.00%
Alabama	0	0.00%
Kentucky	0	0.00%
Mississippi	0	0.00%
Tennessee	0	0.00%

<b>Outside US</b>	10	2.91%
Asia	0	0.00%
Canada	10	2.91%
Europe	0	0.00%
Other	0	0.00%

<b>Canada</b>	10	2.91%
Alberta	0	0.00%
British Columbia	0	0.00%
Manitoba	0	0.00%
New Brunswick	2	0.58%
Newfoundland	0	0.00%
Nova Scotia	0	0.00%
Northwest Territories	0	0.00%
Ontario	3	0.87%
Prince Edward Island	0	0.00%
Quebec	2	0.58%
Saskatchewan	3	0.87%
Yukon	0	0.00%

<b>South Atlantic</b>	37	10.76%
Delaware	7	2.03%
Florida	4	1.16%
Georgia	0	0.00%
Maryland	3	0.87%
No. Carolina	14	4.07%
So. Carolina	5	1.45%
Virginia	4	1.16%
West Virginia	0	0.00%

<b>Mid Atlantic</b>	39	11.34%
New Jersey	5	1.45%
New York	16	4.65%
Pennsylvania	18	5.23%

<b>New England</b>	19	5.52%
Connecticut	1	0.29%
Maine	13	3.78%
Massachusetts	5	1.45%
New Hampshire	0	0.00%
Rhode Island	0	0.00%
Vermont	0	0.00%



# SHIPMENT DESTINATIONS - YEAR TO DATE 2017

Total Units = 632

<b>Pacific</b>	117	18.51%
Alaska	0	0.00%
California	97	15.35%
Hawaii	0	0.00%
Oregon	11	1.74%
Washington	9	1.42%

<b>Mountain</b>	102	16.14%
Arizona	76	12.03%
Colorado	5	0.79%
Idaho	3	0.47%
Montana	0	0.00%
Nevada	1	0.16%
New Mexico	10	1.58%
Utah	6	0.95%
Wyoming	1	0.16%

<b>W. No. Central</b>	34	5.38%
Iowa	5	0.79%
Kansas	0	0.00%
Minnesota	14	2.22%
Missouri	0	0.00%
Nebraska	2	0.32%
No. Dakota	11	1.74%
So. Dakota	2	0.32%

<b>W. So. Central</b>	77	12.18%
Arkansas	1	0.16%
Louisiana	2	0.32%
Oklahoma	2	0.32%
Texas	72	11.39%

<b>E. No. Central</b>	117	18.51%
Illinois	16	2.53%
Indiana	26	4.11%
Michigan	3	0.47%
Ohio	13	2.06%
Wisconsin	59	9.34%

<b>E. So. Central</b>	13	2.06%
Alabama	0	0.00%
Kentucky	0	0.00%
Mississippi	3	0.47%
Tennessee	10	1.58%

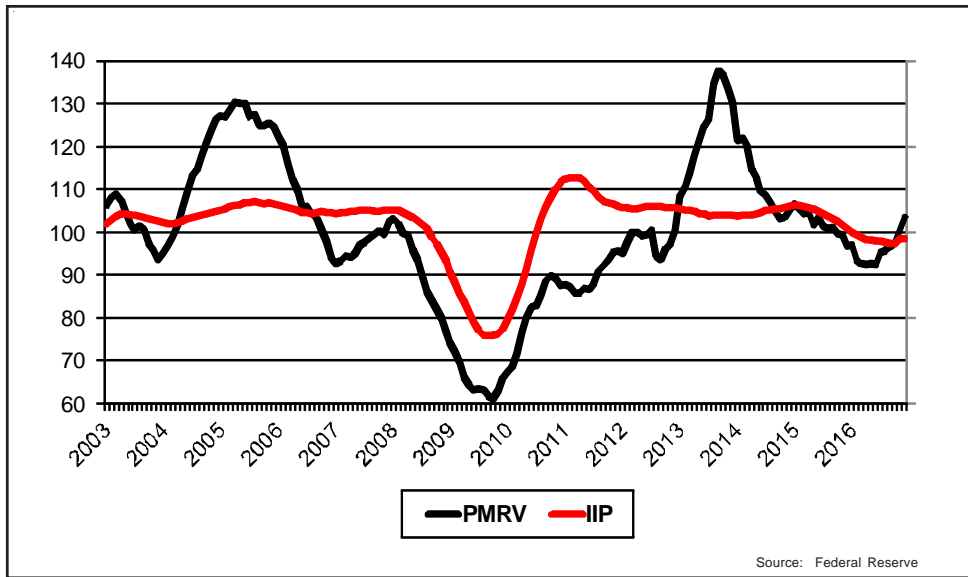
<b>Outside US</b>	18	2.85%
Asia	0	0.00%
Canada	18	2.85%
Europe	0	0.00%
Other	0	0.00%

<b>Canada</b>	18	2.85%
Alberta	0	0.00%
British Columbia	0	0.00%
Manitoba	0	0.00%
New Brunswick	2	0.32%
Newfoundland	0	0.00%
Nova Scotia	0	0.00%
Northwest Territories	0	0.00%
Ontario	9	1.42%
Prince Edward Island	0	0.00%
Quebec	2	0.32%
Saskatchewan	5	0.79%
Yukon	0	0.00%

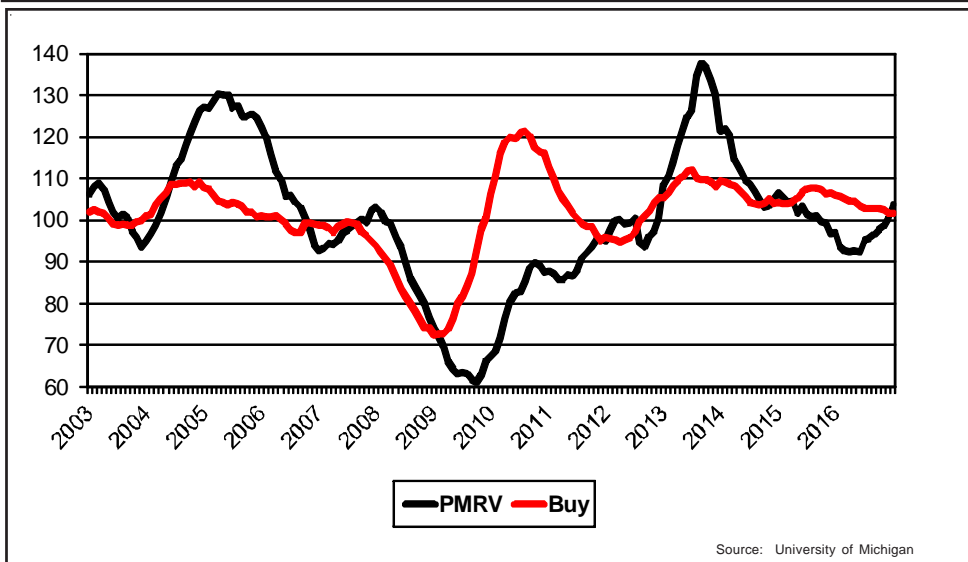
<b>South Atlantic</b>	60	9.49%
Delaware	10	1.58%
Florida	7	1.11%
Georgia	0	0.00%
Maryland	7	1.11%
No. Carolina	24	3.80%
So. Carolina	5	0.79%
Virginia	7	1.11%
West Virginia	0	0.00%

<b>Mid Atlantic</b>	64	10.13%
New Jersey	18	2.85%
New York	17	2.69%
Pennsylvania	29	4.59%

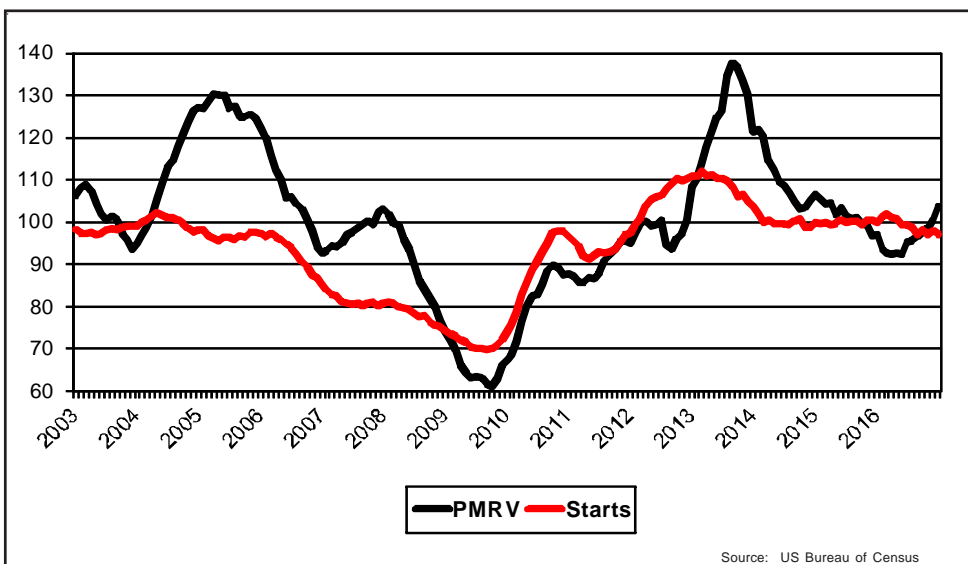
<b>New England</b>	30	4.75%
Connecticut	1	0.16%
Maine	19	3.01%
Massachusetts	5	0.79%
New Hampshire	0	0.00%
Rhode Island	5	0.79%
Vermont	0	0.00%



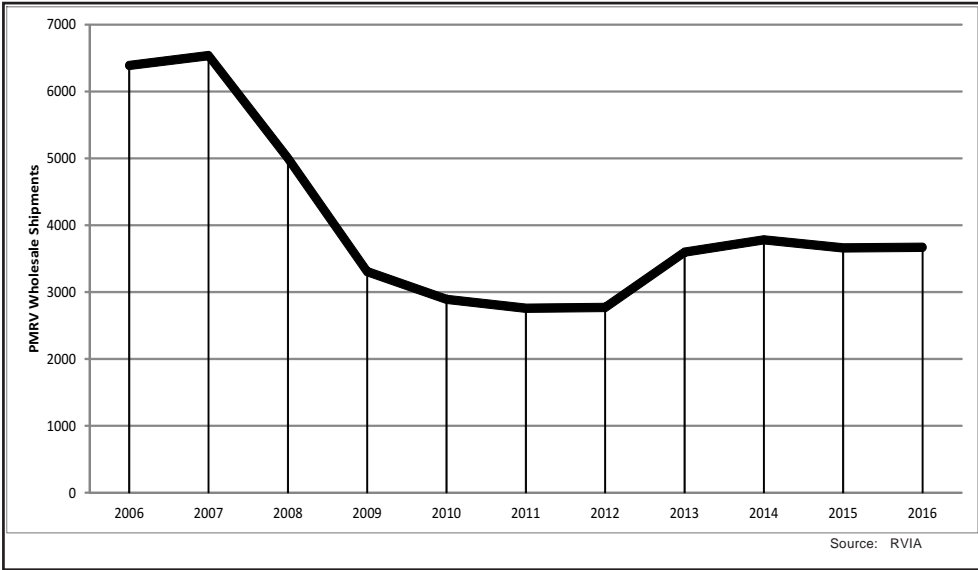
PMRV Shipments Compared to Index of Industrial Production (rate of change)



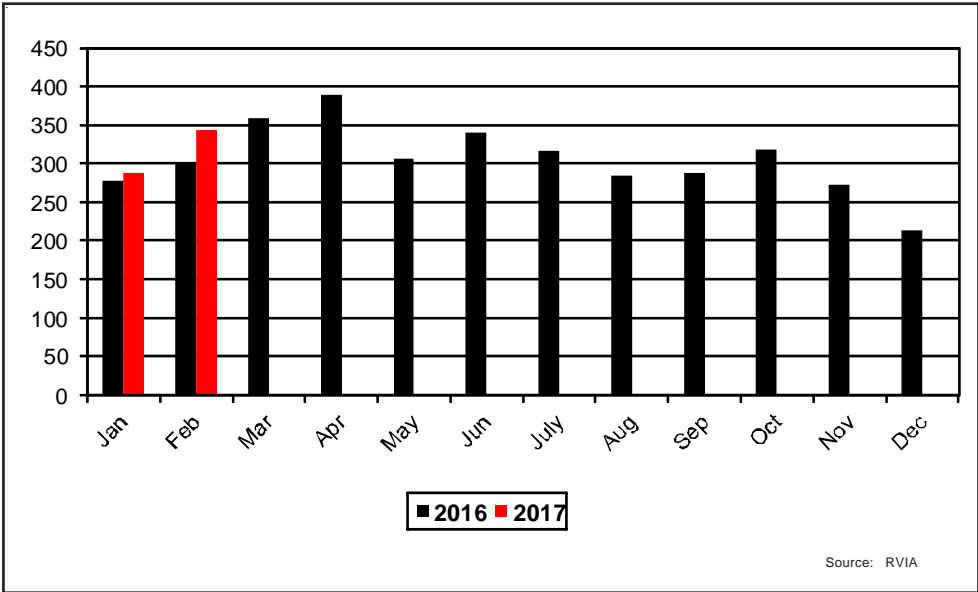
PMRV Shipments Compared to Consumer Assessment of Buying Conditions (rate of change)



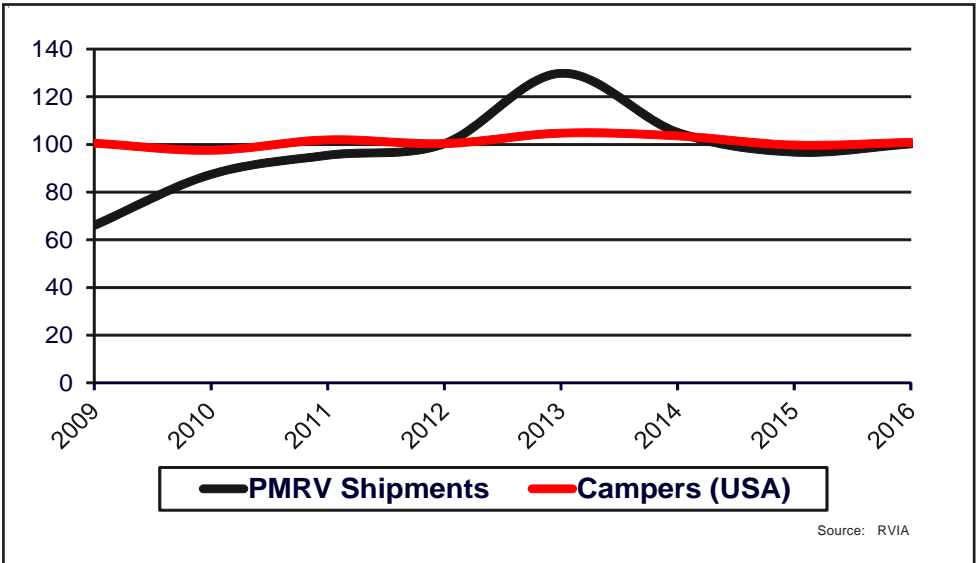
PMRV Shipments Compared to New Private Housing Starts (rate of change)



PMRV Wholesale Shipments 2006 - 2016 (Units in 000)



PMRV Wholesale Shipments 2016 vs 2017 (Units)



PMRV Shipment Destination 2009 - 2016 Retail vs Campers - USA (Rate of Change)

# Vehicle Categories

## Recreation Vehicle

---

A “recreation vehicle” or “RV” is a vehicular type unit that is primarily designed as temporary living quarters for non-commercial, recreational and/or camping use and is built to the standards for recreation vehicles as adopted by RVIA.

## Towable RV

---

A “Towable RV” is a recreational vehicle that is mounted on wheels and designed to be towed by a motorized vehicle or a portable unit that is designed to be placed in the bed of a pickup truck. The product type categories are:



### Travel Trailer

A “Travel Trailer” is a towable RV mounted on wheels and designed to be towed by a motorized vehicle that is constructed with a roof and sidewalls made of rigid materials;



### Fifth-Wheel Travel Trailer

A “Fifth-Wheel Travel Trailer” is a towable RV mounted on wheels and designed to be towed by a motorized vehicle by means of a towing mechanism that is mounted above or forward of the tow vehicle’s rear axle;



### Folding Camping Trailer

A “Folding Camping Trailer” is a towable RV mounted on wheels and designed to be towed by a motorized vehicle that is constructed with a collapsible roof and collapsible partial sidewalls that unfold and extend in the set-up mode and fold back up for travel;



### Truck Camper

A “Truck Camper” is a towable RV designed to be placed in the bed of a pickup truck.

## Motorhome

---

A “Motorhome” is a recreational vehicle built on a self-propelled motor vehicle chassis. The product type categories are:



### Type A Motorhome

A “Type A Motorhome” is a motorhome constructed on a bare motor vehicle chassis;



### Type B Motorhome

A “Type B Motorhome” is a motorhome constructed on an automotive-manufactured van-type vehicle; and



### Type C Motorhome

A “Type C Motorhome” is a motorhome constructed on a cut-away automotive-manufactured truck chassis.

## Park Model RV

---



A ‘park model RV’ is a recreational vehicle primarily designed and intended to provide temporary living quarters for recreation, camping or seasonal use. It is built on a single chassis, mounted on wheels with a gross trailer area not exceeding 400 square feet in the setup mode. Each park model RV is certified by its manufacturer as complying with the ANSIA119.5 standard for park model RVs.

**NOTE:** Please refer to Recreation Vehicle Market Report for recreation vehicles shipment data found at <http://www.rvia.org/?ESID=currentdetail>

