

<i>(actual 2003 data)</i>	2003	2004 <i>(forecast)</i>	2005 <i>(forecast)</i>	2006 <i>(forecast)</i>	2007 <i>(forecast)</i>	2008 <i>(forecast)</i>
<b>MID-ATLANTIC</b>						
All Data in Thousands						
HOUSING STOCK						
Owner Occupied	9,547.3	9,677.2	9,808.6	9,949.0	10,092.7	10,241.7
Renter Occupied	5,378.5	5,340.3	5,299.5	5,260.1	5,219.2	5,177.7
TOTAL	14,925.8	15,017.5	15,108.1	15,209.1	15,311.9	15,419.4
<b>EXTERIOR DOORS</b>						
EXTERIOR, INTERIOR, OR PATIO DOORS						
Number of Doors						
Interior doors - all types	2,089.2	2,116.7	2,144.5	2,174.2	2,204.6	2,236.0
Hinged patio doors	108.7	109.2	109.8	110.4	111.0	111.6
Sliding patio doors	147.3	149.5	151.7	154.0	156.4	158.9
Front doors	357.3	361.4	365.5	369.9	374.3	379.0
Side or back doors	310.6	314.0	317.4	321.0	324.7	328.5
TOTAL DOORS	3,013.2	3,050.9	3,088.8	3,129.5	3,171.0	3,214.1
BACK AND SIDE EXTERIOR DOORS						
Number of Doors						
Wood - raised panel	37.9	38.5	39.1	39.7	40.3	40.9
Wood - flush	16.7	16.7	16.8	16.9	16.9	17.0
Wood - other	2.9	3.0	3.0	3.1	3.2	3.2
Steel - raised panel	139.6	141.2	142.9	144.6	146.4	147.2
Steel - flush	43.7	44.2	44.6	45.1	45.5	45.9
Steel - other	37.4	37.5	37.6	37.7	37.8	37.9
Fiberglass - smooth	21.6	21.9	22.2	22.6	22.9	23.2
Fiberglass - woodgrain	8.9	9.1	9.2	9.4	9.6	9.7
Fiberglass - other	1.9	1.9	1.9	2.0	2.0	2.0
TOTAL	310.6	314.0	317.4	321.0	324.7	328.5
FRONT EXTERIOR DOORS						
Number of Doors						
Wood - raised panel	69.9	70.5	71.0	71.6	72.2	72.8
Wood - flush	15.3	15.5	15.7	15.9	16.1	16.3
Wood - other	12.1	12.2	12.4	12.6	12.7	12.8
Steel - raised panel	148.3	150.3	152.4	154.6	156.8	159.0
Steel - flush	19.4	19.5	19.6	19.7	19.8	19.9
Steel - other	42.9	43.1	43.4	43.7	44.0	44.3
Fiberglass - smooth	14.8	15.0	15.3	15.6	15.9	16.2
Fiberglass - woodgrain	34.6	35.1	35.6	36.1	36.6	37.1
Fiberglass - other	0.0	0.0	0.0	0.0	0.0	0.0
TOTAL	357.3	361.4	365.5	369.6	373.7	377.8
ALL EXTERIOR DOORS						
Number of Doors						
Wood - raised panel	107.9	109.0	110.1	111.2	112.3	113.4
Wood - flush	32.0	32.2	32.5	32.8	33.1	33.4
Wood - other	15.0	15.2	15.5	15.8	16.1	16.4
Steel - raised panel	287.9	291.6	295.3	299.0	302.7	306.4
Steel - flush	63.1	63.6	64.2	64.7	65.2	65.7
Steel - other	80.3	80.6	81.0	81.4	81.8	82.2
Fiberglass - smooth	36.4	36.9	37.4	37.9	38.4	38.9
Fiberglass - woodgrain	43.6	44.2	44.8	45.4	46.0	46.6
Fiberglass - other	1.9	1.9	1.9	2.0	2.0	2.0
TOTAL	668.0	675.4	682.8	690.2	697.6	705.0

**PRODUCT USAGE** tables show the estimated total volume of product purchased for existing homes and includes data for the current year and a five-year forecast. All product usage data are represented in thousands of units unless otherwise noted.

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<i>(actual 2003 data)</i>	NJ	NY	PA	MID ATL
<b>EXTERIOR DOORS</b>				
HOUSEHOLDS THAT SPENT MONEY ON: DOORS				
Sample Size	103	166	162	431
Projected Households	196,981	298,747	236,846	732,574
EXTERIOR, INTERIOR, OR PATIO DOORS				
Number of Doors				
Interior doors - all types	3.405	2.383	2.324	2.639
Hinged patio doors	0.056	0.085	0.140	0.095
Sliding patio doors	0.232	0.211	0.137	0.192
Front doors	0.396	0.461	0.353	0.409
Side or back doors	0.272	0.423	0.311	0.346
<b>TOTAL DOORS</b>	<b>4.360</b>	<b>3.564</b>	<b>3.265</b>	<b>3.681</b>
BACK AND SIDE EXTERIOR DOORS				
Number of Doors				
Wood - raised panel	0.030	0.080	0.015	0.045
Wood - flush	0.003	0.016	0.015	0.012
Wood - other	0.000	0.010	0.000	0.004
Steel - raised panel	0.144	0.174	0.195	0.174
Steel - flush	0.022	0.067	0.036	0.036
Steel - other	0.034	0.018	0.022	0.022
Fiberglass - smooth	0.039	0.028	0.021	0.021
Fiberglass - woodgrain	0.000	0.024	0.007	0.007
Fiberglass - other	0.000	0.006	0.000	0.000
<b>TOTAL</b>	<b>0.272</b>	<b>0.423</b>	<b>0.311</b>	<b>0.311</b>
FRONT EXTERIOR DOORS				
Number of Doors				
Wood - raised panel	0.116	0.044	0.039	0.039
Wood - flush	0.000	0.033	0.023	0.023
Wood - other	0.012	0.020	0.013	0.013
Steel - raised panel	0.120	0.260	0.156	0.156
Steel - flush	0.005	0.020	0.023	0.023
Steel - other	0.057	0.020	0.048	0.048
Fiberglass - smooth	0.033	0.020	0.020	0.020
Fiberglass - woodgrain	0.053	0.043	0.043	0.043
Fiberglass - other	0.000	0.000	0.000	0.000
<b>TOTAL</b>	<b>0.396</b>	<b>0.461</b>	<b>0.396</b>	<b>0.396</b>
ALL EXTERIOR DOORS				
Number of Doors				
Wood - raised panel	0.146	0.124	0.124	0.124
Wood - flush	0.003	0.049	0.049	0.049
Wood - other	0.012	0.030	0.030	0.030
Steel - raised panel	0.264	0.434	0.434	0.434
Steel - flush	0.027	0.088	0.088	0.088
Steel - other	0.092	0.038	0.038	0.038
Fiberglass - smooth	0.072	0.048	0.048	0.048
Fiberglass - woodgrain	0.053	0.068	0.068	0.068
Fiberglass - other	0.000	0.000	0.000	0.000
<b>TOTAL</b>	<b>0.668</b>	<b>0.668</b>	<b>0.668</b>	<b>0.668</b>

**PURCHASE RATE** tables present purchase rate coefficients (per-house averages) that represent the average number of and types of products purchased annually by households reporting purchase. These tables are displayed separately for owner-occupied and renter-occupied households.

**EXTERIOR DOORS**

<i>(actual 2003 data)</i>	Sample Size	Incidence of Purchase	x 1000 Owner Households	Owner HHs That Bought
CT & RI & MA	x,xxx	x.x%	x,xxx.x	xxx,xxx
ME & NH & VT	xxx	x.x%	xxx.x	xx,xxx
New England	x,xxx	x.x%	x,xxx.x	xxx,xxx
NJ	901	9.2%	2,133.4	196,981
NY	1,717	7.5%	3,974.3	298,747
PA	1,707	6.9%	3,439.5	236,846
Mid Atlantic	4,325	7.7%	9,547.3	732,574
IL	x,xxx	x.x%	x,xxx.x	xxx,xxx
IN	xxx	x.x%	x,xxx.x	xxx,xxx
MI	x,xxx	x.x%	x,xxx.x	xxx,xxx
OH	x,xxx	x.x%	x,xxx.x	xxx,xxx
WI	xxx	x.x%	x,xxx.x	xxx,xxx
East North Central	x,xxx	x.x%	xx,xxx.x	xxx,xxx
IA & NE	xxx	x.x%	x,xxx.x	xxx,xxx
KS & MO	x,xxx	x.x%	x,xxx.x	xxx,xxx
MN	xxx	x.x%	x,xxx.x	xxx,xxx
ND & SD	xxx	xx.x%	xxx.x	xxx,xxx
West North Central	x,xxx	x.x%	x,xxx.x	xxx,xxx
DE & MD	xxx	x.x%	x,xxx.x	xxx,xxx
NO FL	x,xxx	x.x%	x,xxx.x	xxx,xxx
SO FL	xxx	x.x%	x,xxx.x	xxx,xxx
GA	xxx	x.x%	x,xxx.x	xxx,xxx
NC & SC	x,xxx	x.x%	x,xxx.x	xxx,xxx
VA & WV	xxx	x.x%	x,xxx.x	xxx,xxx
South Atlantic	x,xxx	x.x%	x,xxx.x	xxx,xxx
AL & MS	xxx	x.x%	x,xxx.x	xxx,xxx
KY & TN	x,xxx	x.x%	x,xxx.x	xxx,xxx
East South Central	x,xxx	x.x%	x,xxx.x	xxx,xxx
AR & OK	xxx	x.x%	x,xxx.x	xxx,xxx
LA & E TX	x,xxx	x.x%	x,xxx.x	xxx,xxx
W TX	x,xxx	x.x%	x,xxx.x	xxx,xxx
West South Central	x,xxx	x.x%	x,xxx.x	xxx,xxx
AZ & NM & NV	x,xxx	x.x%	x,xxx.x	xxx,xxx
CO & UT	xxx	x.x%	x,xxx.x	xxx,xxx
ID & MT & WY	xxx	x.x%	x,xxx.x	xxx,xxx
Mountain	x,xxx	x.x%	x,xxx.x	xxx,xxx
N CA	x,xxx	x.x%	x,xxx.x	xxx,xxx
S CA & HI	x,xxx	x.x%	x,xxx.x	xxx,xxx
OR	xxx	x.x%	x,xxx.x	xxx,xxx
WA & AK	xxx	x.x%	x,xxx.x	xxx,xxx
Pacific	x,xxx	x.x%	x,xxx.x	xxx,xxx
U.S. Total				

**INCIDENCE RATE** tables show the proportion of households that purchased a product from the related product category (e.g., exterior doors). These tables are displayed separately for owner-occupied and renter-occupied households.

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<i>(actual 2003 data)</i>	NJ	NY	PA	MID ATL
<b>SAMPLE SIZE</b>	901	1,717	1,707	4,325
<b>DOLLARS SPENT IN 2003</b>	\$6,038	\$4,796	\$3,673	\$4,669
<b>YEAR DWELLING WAS CONSTRUCTED</b>				
Percentage of Purchasing Households				
1919 or earlier	6%	15%	13%	12%
1920 to 1929	5%	6%	6%	6%
1930 to 1939	3%	5%	4%	4%
1940 to 1949	7%	8%	8%	8%
1950 to 1959	16%	18%	15%	16%
1960 to 1969	15%	15%	11%	14%
1970 to 1974	10%	8%	7%	8%
1975 to 1979	6%	6%	8%	7%
1980 to 1984	7%	4%	5%	5%
1985 to 1989	9%	6%	7%	7%
1990 to 1994	6%	5%	4%	5%
1995 to 1999	4%	3%	6%	4%
2000 to 2004	5%	2%	5%	4%
Not sure	0%	0%	0%	0%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>TYPE OF EXISTING DWELLING</b>				
Percentage of Purchasing Households				
Single-family detached	78%	75%	78%	
Duplex or triplex	4%	5%	6%	
Mobile home	2%	6%	7%	
Townhouses	7%	4%	5%	
Condominiums/Apartments	7%	8%	2%	
Other	0%	0%	1%	
Not sure	1%	1%	2%	
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	
<b>TYPE OF DETACHED HOUSE</b>				
Percentage of Purchasing Households				
One story or ranch	29%	29%	29%	
Cape Cod (1 1/2 story)	8%	12%	7%	
Bi-level or split foyer	8%	5%	7%	
Two story	42%	44%		
Split-level	7%	6%		
Other	5%	4%		
Not sure	0%	1%		
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>		
<b>SQUARE FEET OF FLOOR AREA</b>				
Percentage of Purchasing Households				
Less than 500	0%	0%		
500 to 749	1%	2%		
750 to 999	2%	4%		
1,000 to 1,499	10%	14%		
1,500 to 1,999	13%	15%		
2,000 to 2,499	12%	10%		
2,500 to 2,999	6%	5%		
3,000 to 3,999	7%	4%		
4,000 or more	3%			
Not sure	46%			
<b>TOTAL</b>	<b>100%</b>			

**DEMOGRAPHICS** tables provide the general characteristics of all survey respondents in one set of tables and of purchasers in another set of tables. These tables are displayed separately for owner-occupied and renter-occupied households.

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**CONSUMER PRACTICES REPORT**  
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**FORECAST OF  
 OCCUPIED HOUSING UNITS**



<i>(actual 2003 data)</i>	1998	1999	2000	2001	2002	2003	2004 <i>(forecast)</i>	2005 <i>(forecast)</i>	2006 <i>(forecast)</i>	2007 <i>(forecast)</i>	2008 <i>(forecast)</i>
<b>MID-ATLANTIC</b>											
	All Data In Thousands										
New Jersey											
Single-Family Detached	1,560.3	1,582.6	1,568.4	1,598.2	1,627.9	1,657.4	1,687.2	1,717.3	1,749.2	1,781.5	1,814.4
Single-Family Attached	155.9	159.2	189.7	195.4	201.8	208.5	215.3	222.1	229.6	237.1	244.8
Multifamily	198.5	199.4	228.8	232.4	236.1	240.2	243.9	247.7	251.4	255.2	259.2
Mobile Homes	22.8	22.5	24.2	25.2	26.2	27.1	28.0	28.9	30.1	31.4	33.0
Other	13.7	13.8	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.2
Owner Occupied Housing	1,951.2	1,977.5	2,011.3	2,051.5	2,092.2	2,133.4	2,174.6	2,216.3	2,260.5	2,305.4	2,351.6
Renter Occupied Housing	987.7	990.0	1,053.3	1,033.4	1,021.2	1,004.0	985.8	966.8	947.9	928.3	908.1
<b>TOTAL</b>	<b>2,938.9</b>	<b>2,967.5</b>	<b>3,064.6</b>	<b>3,084.9</b>	<b>3,113.4</b>	<b>3,137.5</b>	<b>3,160.5</b>	<b>3,183.1</b>	<b>3,208.4</b>	<b>3,233.7</b>	<b>3,259.7</b>
New York											
Single-Family Detached	2,660.2	2,679.0	2,634.1	2,686.4	2,739.5	2,792.3	2,845.4	2,898.9	2,954.5	3,010.7	3,067.9
Single-Family Attached	200.8	202.1	252.8	259.3	266.4	273.7	281.1	288.4	296.2	304.0	312.0
Multifamily	636.8	639.5	714.6	728.1	741.9	756.2	770.1	784.1	798.2	812.6	827.1
Mobile Homes	130.4	130.4	137.0	142.1	146.6	151.2	155.5	160.2	165.7	171.9	177.1
Other	30.3	30.4	0.8	0.9	0.9	0.9	1.0	1.0	1.0	1.0	1.0
Owner Occupied Housing	3,658.5	3,681.4	3,739.2	3,816.7	3,895.3	3,974.3	4,053.0	4,132.7	4,215.5	4,300.1	4,384.7
Renter Occupied Housing	3,148.2	3,152.1	3,317.6	3,264.4	3,187.1	3,142.9	3,095.9	3,047.0	2,997.8	2,947.2	2,897.6
<b>TOTAL</b>	<b>6,806.7</b>	<b>6,833.5</b>	<b>7,056.9</b>	<b>7,081.1</b>	<b>7,082.4</b>	<b>7,117.2</b>	<b>7,148.9</b>	<b>7,179.6</b>	<b>7,213.2</b>	<b>7,247.3</b>	<b>7,282.3</b>
Pennsylvania											
Single-Family Detached	2,499.1	2,522.0	2,479.7	2,486.3	2,494.4	2,501.0	2,507.4	2,513.5	2,521.6	2,529.7	2,537.8
Single-Family Attached	655.6	661.0	643.4	644.1	646.1	648.3	650.4	652.4	655.0	657.6	660.2
Multifamily	100.3	100.9	107.2	107.2	107.1	107.1	106.9	106.7	106.4	106.1	105.8
Mobile Homes	166.2	166.3	175.2	177.6	180.5	182.4	184.1	186.3	189.3	192.3	195.3
Other	17.0	17.0	0.6	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Owner Occupied Housing	3,438.2	3,467.2	3,406.2	3,415.9	3,428.8	3,439.5	3,449.6	3,459.6	3,473.0	3,487.7	3,502.4
Renter Occupied Housing	1,283.4	1,285.2	1,370.8	1,181.5	1,204.7	1,231.6	1,258.5	1,285.7	1,311.6	1,338.5	1,365.4
<b>TOTAL</b>	<b>4,721.6</b>	<b>4,752.5</b>	<b>4,777.0</b>	<b>4,597.4</b>	<b>4,633.5</b>	<b>4,671.2</b>	<b>4,708.1</b>	<b>4,745.4</b>	<b>4,784.6</b>	<b>4,826.2</b>	<b>4,867.8</b>
Mid-Atlantic											
Single-Family Detached	6,719.5	6,783.5	6,682.2	6,770.8	6,861.8	6,950.7	7,040.0	7,129.8	7,219.6	7,309.4	7,399.2
Single-Family Attached	1,012.3	1,022.3	1,085.9	1,098.7	1,114.3	1,130.5	1,146.8	1,163.0	1,179.2	1,195.4	1,211.6
Multifamily	935.7	939.8	1,050.6	1,067.6	1,085.1	1,103.4	1,121.0	1,138.6	1,156.2	1,173.8	1,191.4
Mobile Homes	319.4	319.3	336.4	345.0	353.3	360.7	367.6	374.5	381.4	388.3	395.2
Other	61.0	61.2	1.6	1.8	1.9	1.9	1.9	1.9	1.9	1.9	1.9
Owner Occupied Housing	9,047.9	9,126.1	9,156.7	9,284.0	9,416.3	9,547.3	9,677.2	9,807.1	9,937.0	10,066.9	10,196.8
Renter Occupied Housing	5,419.3	5,427.3	5,741.8	5,479.3	5,413.0	5,378.5	5,343.3	5,308.1	5,272.9	5,237.7	5,202.5
<b>TOTAL</b>	<b>14,467.2</b>	<b>14,553.4</b>	<b>14,898.5</b>	<b>14,763.4</b>	<b>14,829.3</b>	<b>14,925.8</b>	<b>15,017.5</b>	<b>15,115.2</b>	<b>15,210.1</b>	<b>15,304.6</b>	<b>15,400.3</b>

**HOUSING STOCK** is broken out by type of home for the current year, the previous five years, and a forecast of the coming five years.

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