

# 2004 Log Home Production & Construction Report representative of 2003 results Conducted by the Log Home Living Institute

## Overview

This report provides information for the calendar year 2003 on the log home industry's sales volume, number of log homes produced, number of log home producers, number of log home builder/dealers, and the location where these log homes were constructed.

The U.S. and Canadian log home industry produced 26,647 log homes in calendar year 2003. Of these 26,093 were constructed in the United States and 554 were constructed in Canada or other international countries. Total sales volume for log home packages was \$1,763,864,186. U.S. sales volume was \$1,727,063,525; international sales volume (including Canada) was \$36,800,661 (U.S. dollars).

This represents an increase in number of units from our previous survey (2001) of 1,470 units (5.83%) and an increase in sales volume of \$390,164,804 (28.4%).

The average cost of a log home materials package was \$66,193, as compared to \$54,562 in 2001, an increase of 21.31%.

The log home industry consists of 640 log home producers,

an increase of 119 log home companies (22.8%) from the previous survey. Of these 640 log home companies, 354 produce manufactured log homes; 286 produce handcrafted log homes. These log homes are sold through a network of 2,720 builder/dealers, an increase of 86 (3%) from 2001.

Since the mid-1980's, the log home industry has averaged 15,000 home sale units annually. By 2003 that has increased 73%, to more than 26,000 homes annually. In 2001, 30.5% or 388,265 of all new, single-family homes were custom built, according to the National Association of Home Builders and the Census Bureau. The log home industry now captures 7% of the custom home market in the U.S.

## Sales Volume

Sales volume statistics cited here are for log home building materials packages, not finished homes. A building materials package generally consists of log walls, roof system, doors, windows, porches and dormers.

These building materials represent approximately one-third of the cost of building a log home. Total sales volume for the 26,647 log home packages sold in 2003 was \$1,763,864,186. Three times this figure would approximate the total cost of finished log homes, exclusive of land and land development. That would place the total value of log homes built in 2003 at \$5,291,592,558.

## Construction

Construction numbers reported on the following page indicate the number of log home units built in each state or province, and are compared with previous years.

## Consumer Interest

We have included a chart and map indicating location of consumer interest in log homes. This represents more than 300,000 individuals who have purchased information about log homes from *Log Home Living* and *Log Home Design Ideas* magazines, The Log & Timber Home Shows & Seminars or The Log & Timber Bookstore.



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### Sales Volume

Dollar volume of log home material packages sales in thousands.

Rank	State	2003	2001	1995	1986
1	PA	115,964,870	54,564	42,945	13,855
2	TX	103,127,430	50,349	45,191	8,580
3	OH	95,852,881	51,051	38,735	581
4	NY	94,569,137	70,488	44,910	30,471
5	NC	91,145,820	63,463	31,858	21,062
6	MI	80,020,039	57,608	41,682	20,159
7	CO	77,024,636	77,279	56,980	10,521
8	WI	71,461,746	59,482	55,717	22,615
9	WV	52,205,587	34,190	18,104	7,398
10	TN	47,498,526	28,336	51,226	38,574
11	ME	45,786,867	19,203	12,350	15,487
12	VA	43,219,379	22,247	16,982	11,072
13	GA	41,507,721	30,443	14,876	5,822
14	MD	39,368,147	18,969	7,719	-
15	FL	39,368,147	14,285	9,263	4,751
16	AR	36,800,659	20,139	9,122	5,988
17	IN	36,372,745	18,500	33,963	-
18	KY	35,944,830	21,310	25,683	751
19	IL	35,516,915	22,715	24,280	2,200
20	OK	35,089,001	8,899	7,017	605
21	MN	34,233,171	47,304	32,700	5,897
22	NH	33,805,257	36,298	6,877	2,552
23	MO	32,521,513	25,760	15,719	11,730
24	IA	28,242,366	10,304	9,403	825
25	CA	26,530,708	15,690	15,578	2,971
26	MT	26,102,793	32,551	28,630	38,800
27	VT	25,246,964	15,690	4,772	10,945
28	ID	24,819,049	25,526	16,701	8,742
29	MA	23,535,305	10,538	6,737	10,904
30	AZ	23,535,305	9,601	5,333	990
31	LA	22,679,476	18,032	8,140	2,619
32	KS	22,251,561	7,260	5,052	-
33	UT	19,684,073	35,127	30,876	1,320
34	SC	18,400,329	22,950	6,315	6,105
35	WY	17,116,585	29,507	21,192	4,593
36	CT	16,688,671	7,494	5,754	3,190
37	NJ	15,404,927	9,601	5,052	-
38	OR	12,409,524	16,393	10,385	17,235
39	RI	11,553,695	3,513	982	-
40	NM	11,553,695	4,449	7,719	1,155
41	AL	10,269,951	11,006	12,771	1,705
42	WA	10,269,951	8,430	15,157	33,652
43	SD	8,986,207	9,367	4,351	-
44	NV	8,130,378	4,918	3,509	1,650
45	NE	7,702,463	5,152	2,667	-
46	MS	5,562,890	8,196	4,351	359
47	DE	5,134,975	468	982	-
48	ND	3,851,231	1,873	4,351	-
49	AK	2,567,487	4,215	2,807	794
50	HI	427,914	1,171	842	-
U.S.		\$1,727,063,525	\$1,181,906	\$883,308	\$389,000
Canada		\$24,819,050	\$32,551	\$17,824	\$26,000
Int'l		\$11,981,611	\$159,242	\$41,682	-
TOTAL		\$1,763,864,186	\$1,373,699	\$943,814	\$416,000

### Construction

The number of log homes built.

Rank	State	2003	2001	1995	1986
1	PA	1752	1000	1020	1032
2	TX	1558	923	1073	733
3	OH	1448	936	920	646
4	NY	1429	1292	1067	879
5	NC	1377	1163	757	883
6	MI	1209	1056	990	498
7	CO	1164	1416	1353	642
8	WI	1080	1090	1323	488
9	WV	789	627	430	347
10	TN	718	519	1217	865
11	ME	691	352	293	318
12	VA	653	408	403	703
13	GA	627	558	353	877
14	MD	595	348	183	301
15	FL	595	262	220	525
16	AR	556	369	217	257
17	IN	549	339	807	438
18	KY	543	391	610	318
19	IL	537	416	577	385
20	OK	530	163	167	265
21	MN	518	867	777	396
22	NH	510	665	163	304
23	MO	491	472	373	378
24	IA	427	189	223	124
25	CA	401	288	370	600
26	MT	394	597	680	629
27	VT	381	288	113	263
28	ID	375	468	397	457
29	MA	356	193	160	294
30	AZ	356	176	127	227
31	LA	343	330	193	231
32	KS	336	133	120	87
33	UT	297	644	733	235
34	SC	278	421	150	445
35	WY	259	541	503	233
36	CT	252	137	137	221
37	NJ	232	176	120	307
38	OR	187	300	247	317
39	RI	175	64	23	117
40	NM	175	82	183	175
41	AL	155	202	303	280
42	WA	155	155	360	447
43	SD	136	172	103	53
44	NV	123	90	83	170
45	NE	116	94	63	51
46	MS	84	150	103	192
47	DE	78	9	23	150
48	ND	58	34	103	79
49	AK	39	77	67	118
50	HI	6	21	20	23
U.S.		26,093	21,662	21,001	19,003
Canada		374	597	424	811
Export		180	2,919	988	426
TOTAL		26,647	25,177	22,417	20,240

### Producers

The number of log home manufacturing and handcrafting companies.

Rank	State	2003	2001	1995	1986
1	MT	49	34	36	27
2	CO	46	34	33	18
3	MI	41	39	27	20
4	NC	34	20	19	17
5	WI	30	25	21	14
6	TN	29	24	20	16
7	ID	24	21	17	11
8	WA	21	15	13	12
9	OR	21	13	6	12
10	NY	19	19	20	11
11	MN	18	21	15	15
12	PA	18	17	14	9
13	WY	13	7	8	8
14	ME	12	11	12	4
15	UT	12	9	8	4
16	AZ	10	3	4	2
17	TX	9	8	5	5
18	VA	8	7	5	6
19	VT	8	5	5	3
20	CA	7	9	10	5
21	FL	7	5	7	5
22	IN	7	4	3	0
23	GA	6	7	2	8
24	OH	6	7	6	3
25	AK	6	5	3	3
26	MO	6	5	7	10
27	NH	6	5	4	3
28	SC	6	5	3	4
29	IA	6	4	1	1
30	WV	4	4	5	3
31	MD	4	3	2	0
32	NM	4	2	1	2
33	SD	3	2	2	0
34	IL	3	1	3	1
35	LA	2	2	3	4
36	MA	2	1	3	5
37	AL	1	3	1	3
38	AR	1	2	2	3
39	CT	1	1	2	1
40	KY	1	1	2	-
41	NJ	1	-	-	0
42	NV	1	-	1	0
43	OK	1	2	-	-
44	DE	1	-	-	-
45	MS	0	1	1	2
46	HI	0	-	-	-
47	RI	0	-	-	-
48	ND	0	-	-	-
49	NE	0	-	-	-
50	KS	0	-	-	-
U.S.		515	411	360	284
Canada		125	110	58	66
TOTAL		640	521	418	350

### Builder/Dealers

The number of builder/dealer representatives of log home producers.

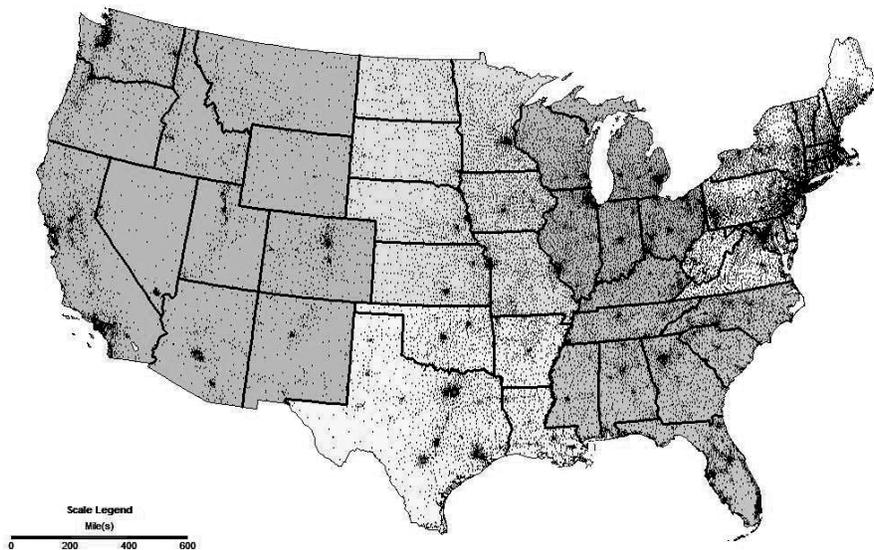
Rank	State	2003	2001	1995	1986
1	PA	208	213	165	153
2	OH	201	212	130	124
3	NY	153	181	148	147
4	NC	130	103	96	134
5	VA	127	134	103	91
6	CO	115	113	111	95
7	WI	112	114	71	107
8	MI	112	95	86	89
9	GA	96	88	61	133
10	TN	86	93	54	73
11	IN	82	78	83	78
12	CA	80	64	91	97
13	WA	72	71	61	68
14	KY	65	57	53	82
15	TX	62	67	43	117
16	IL	60	69	87	67
17	MN	53	48	40	52
18	ME	48	32	37	35
19	WV	47	53	36	47
20	NH	47	40	44	39
21	FL	46	47	33	107
22	MO	41	40	51	60
23	OR	39	50	38	41
24	SC	39	35	22	36
25	IA	38	38	27	26
26	VT	36	35	27	29
27	AZ	36	28	11	39
28	MD	35	32	42	45
29	NJ	34	31	26	49
30	MT	30	29	37	48
31	AL	30	26	24	29
32	WY	27	20	16	26
33	UT	25	36	21	37
34	MA	25	24	34	45
35	AR	25	21	22	26
36	ID	23	17	28	37
37	KS	19	14	10	21
38	SD	18	12	6	10
39	NV	16	14	15	7
40	CT	15	16	21	30
41	NM	15	14	12	16
42	OK	14	14	7	34
43	MS	12	10	12	14
44	NE	10	10	10	10
45	AK	10	6	13	24
46	RI	9	9	6	5
47	HI	8	8	15	1
48	LA	5	8	3	33
49	ND	5	3	6	6
50	DE	4	5	5	7
U.S.		2,645	2,577	2,200	2,726
Canada		75	57	57	5
TOTAL		2,720	2,634	2,257	2,731

### Consumer Interest

Location by state of consumers interested in log homes.

Rank	State	# of Contacts	Rank	State	# of Contacts
1	CA	20707	26	AR	4362
2	TX	16842	27	SC	4339
3	MI	16170	28	KS	4317
4	OH	16050	29	IA	4302
5	PA	14434	30	MA	3752
6	GA	14288	31	CT	3582
7	FL	13777	32	UT	2770
8	NY	13743	33	MT	2748
9	MN	13588	34	WV	2674
10	NC	13236	35	LA	2549
11	WI	11995	36	NH	2435
12	IL	11530	37	ID	2425
13	VA	10936	38	NV	2350
14	WA	8054	39	ME	2328
15	TN	8011	40	MS	2268
16	CO	7974	41	NE	2207
17	MO	7562	42	WY	1861
18	IN	6821	43	NM	1732
19	AZ	6683	44	SD	1520
20	NJ	6186	45	VT	1277
21	KY	5616	46	ND	1217
22	MD	5164	47	RI	662
23	OK	4903	48	DE	572
24	OR	4661	49	AK	-
25	AL	4494	50	HI	-

### Location of Consumer Interest



Source: Log Home Living Institute. More than 320,000 individuals have purchased information about log homes from *Log Home Living* and *Log Home Design Ideas* magazines, The Log & Timber Home Shows & Seminars or The Log & Timber Bookstore.