

Table 3: Market Shares
Residential and Commercial Customer Choice Programs
District of Columbia, Maryland, and Virginia
Quarterly 1999 - Present

Washington Gas Commercial Customers												
Month	Market Share								Usage			
	Customers				Usage				Maryland		Virginia	
	District of Columbia		Maryland		Virginia		District of Columbia		Maryland		Virginia	
	% of Customers Choosing Supplier	% of Customers on Sales Service	% of Customers Choosing Supplier	% of Customers on Sales Service	% of Customers Choosing Supplier	% of Customers on Sales Service	% Alternative Supplier Usage	% Sales Service Usage	% Alternative Supplier Usage	% Sales Service Usage	% Alternative Supplier Usage	% Sales Service Usage
	Mar-99	1%	99%	37%	63%	100%	0%	7%	93%	41%	59%	29%
Jun-99	1%	99%	42%	58%	100%	0%	7%	93%	43%	57%	30%	70%
Sep-99	1%	99%	42%	58%	100%	0%	9%	91%	42%	58%	29%	71%
Dec-99	17%	83%	40%	60%	62%	38%	22%	78%	42%	58%	29%	71%
Mar-00	22%	78%	41%	59%	93%	7%	26%	74%	41%	59%	35%	65%
Jun-00	28%	72%	41%	59%	92%	8%	34%	66%	41%	59%	34%	66%
Sep-00	33%	67%	41%	59%	91%	9%	35%	65%	41%	59%	34%	66%
Dec-00	32%	68%	41%	59%	88%	12%	34%	66%	41%	59%	33%	67%
Mar-01	30%	70%	39%	61%	54%	46%	33%	67%	39%	61%	23%	77%
Jun-01	30%	70%	39%	61%	22%	78%	40%	60%	NA	NA	NA	NA
Sep-01	30%	70%	39%	61%	22%	78%	47%	53%	NA	NA	NA	NA
Dec-01	32%	68%	38%	62%	28%	72%	49%	51%	NA	NA	NA	NA
Mar-02	33%	67%	41%	59%	29%	71%	51%	49%	NA	NA	NA	NA
Jun-02	34%	66%	44%	56%	31%	69%	50%	50%	NA	NA	NA	NA
Sep-02	35%	65%	44%	56%	33%	67%	49%	51%	NA	NA	NA	NA
Dec-02	33%	67%	45%	55%	33%	67%	52%	48%	NA	NA	NA	NA
Mar-03	33%	67%	46%	54%	33%	67%	33%	67%	NA	NA	NA	NA
Jun-03	31%	69%	45%	55%	33%	67%	48%	52%	NA	NA	NA	NA
Sep-03	31%	69%	45%	55%	33%	67%	0%	100%	NA	NA	NA	NA
Dec-03	33%	67%	45%	55%	33%	67%	41%	59%	NA	NA	NA	NA
Mar-04	33%	67%	42%	58%	32%	68%	47%	53%	NA	NA	NA	NA
Jun-04	32%	68%	42%	58%	32%	68%	49%	51%	NA	NA	NA	NA
Sep-04	31%	69%	41%	59%	31%	69%	48%	52%	NA	NA	NA	NA
Dec-04	31%	69%	40%	60%	27%	73%	48%	52%	NA	NA	NA	NA
Mar-05	31%	69%	40%	60%	28%	72%	48%	52%	NA	NA	NA	NA
Jun-05	31%	69%	39%	61%	27%	73%	53%	47%	NA	NA	NA	NA
Sep-05	30%	70%	38%	62%	27%	73%	54%	46%	NA	NA	NA	NA
Dec-05	32%	68%	38%	62%	27%	73%	51%	49%	NA	NA	NA	NA
Mar-06	34%	66%	40%	60%	29%	71%	53%	47%	NA	NA	NA	NA
Jun-06	34%	66%	41%	59%	29%	71%	54%	46%	NA	NA	NA	NA
Sep-06	33%	67%	41%	59%	29%	71%	55%	45%	NA	NA	NA	NA
Dec-06	34%	66%	41%	59%	30%	70%	55%	45%	NA	NA	NA	NA
Mar-07	35%	65%	41%	59%	30%	70%	56%	44%	NA	NA	NA	NA
Jun-07	34%	66%	41%	59%	30%	70%	56%	44%	NA	NA	NA	NA
Sep-07	34%	66%	40%	60%	30%	70%	57%	43%	NA	NA	NA	NA
Dec-07	34%	66%	40%	60%	30%	70%	57%	43%	NA	NA	NA	NA
Mar-08	34%	66%	39%	61%	29%	71%	55%	45%	NA	NA	NA	NA
Jun-08	34%	66%	39%	61%	28%	72%	56%	44%	NA	NA	NA	NA
Sep-08	33%	67%	38%	62%	28%	72%	65%	35%	NA	NA	NA	NA
Dec-08	34%	66%	39%	61%	29%	71%	58%	42%	NA	NA	NA	NA
Mar-09	34%	66%	40%	60%	30%	70%	57%	43%	NA	NA	NA	NA
Jun-09	36%	64%	40%	60%	31%	69%	60%	40%	NA	NA	NA	NA
Sep-09	37%	63%	42%	58%	33%	67%	60%	40%	NA	NA	NA	NA
Dec-09	37%	63%	42%	58%	33%	67%	63%	37%	NA	NA	NA	NA
Mar-10	37%	63%	42%	58%	33%	67%	61%	39%	NA	NA	NA	NA
Jun-10	37%	63%	42%	58%	33%	67%	65%	35%	NA	NA	NA	NA
Sep-10	37%	63%	43%	57%	34%	66%	61%	39%	NA	NA	NA	NA
Dec-10	36%	64%	42%	58%	33%	67%	62%	38%	NA	NA	NA	NA
Mar-11	37%	63%	42%	58%	33%	67%	62%	38%	NA	NA	NA	NA
Jun-11	37%	63%	42%	58%	33%	67%	61%	39%	NA	NA	NA	NA
Sep-11	37%	63%	42%	58%	33%	67%	57%	43%	NA	NA	NA	NA
Dec-11	37%	63%	42%	58%	33%	67%	60%	40%	NA	NA	NA	NA
Mar-12	37%	63%	42%	58%	33%	67%	58%	42%	NA	NA	NA	NA
Jun-12	37%	63%	42%	58%	33%	67%	62%	38%	NA	NA	NA	NA
Sep-12	37%	63%	42%	58%	32%	68%	60%	40%	NA	NA	NA	NA
Dec-12	37%	63%	41%	59%	32%	68%	62%	38%	NA	NA	NA	NA
Mar-13	35%	65%	41%	59%	31%	69%	57%	43%	NA	NA	NA	NA
Jun-13	34%	66%	41%	59%	31%	69%	56%	44%	NA	NA	NA	NA
Sep-13	36%	64%	41%	59%	31%	69%	60%	40%	NA	NA	NA	NA
Dec-13	36%	64%	42%	58%	32%	68%	62%	38%	NA	NA	NA	NA
Mar-14	37%	63%	42%	58%	31%	69%	60%	40%	NA	NA	NA	NA
Jun-14	37%	63%	43%	57%	32%	68%	60%	40%	NA	NA	NA	NA
Sep-14	37%	63%	43%	57%	32%	68%	61%	39%	NA	NA	NA	NA
Dec-14	38%	62%	45%	55%	33%	67%	62%	38%	NA	NA	NA	NA
Mar-15	36%	64%	45%	55%	33%	67%	65%	35%	NA	NA	NA	NA
Jun-15	37%	63%	45%	55%	33%	67%	51%	49%	NA	NA	NA	NA
Sep-15	37%	63%	45%	55%	34%	66%	68%	32%	NA	NA	NA	NA
Dec-15	37%	63%	46%	54%	34%	66%	62%	38%	NA	NA	NA	NA
Mar-16	37%	63%	45%	55%	34%	66%	61%	39%	NA	NA	NA	NA
Jun-16	37%	63%	45%	55%	35%	65%	68%	32%	NA	NA	NA	NA
Sep-16	37%	63%	45%	55%	35%	65%	69%	31%	NA	NA	NA	NA
Dec-16	37%	63%	46%	54%	35%	65%	63%	37%	NA	NA	NA	NA
Mar-17	36%	64%	45%	55%	35%	65%	69%	31%	NA	NA	NA	NA
Jun-17	36%	64%	45%	55%	33%	67%	69%	31%	NA	NA	NA	NA
Sep-17	35%	65%	44%	56%	33%	67%	64%	36%	NA	NA	NA	NA
Dec-17	35%	65%	45%	55%	34%	66%	64%	36%	NA	NA	NA	NA
Mar-18	34%	66%	43%	57%	33%	67%	64%	36%	NA	NA	NA	NA
Jun-18	34%	66%	43%	57%	32%	68%	56%	44%	NA	NA	NA	NA
Sep-18	34%	66%	42%	58%	32%	68%	57%	43%	NA	NA	NA	NA
Dec-18	34%	66%	42%	58%	32%	68%	58%	42%	NA	NA	NA	NA
Mar-19	33%	67%	42%	58%	32%	68%	60%	40%	NA	NA	NA	NA
Jun-19	34%	66%	41%	59%	31%	69%	65%	35%	NA	NA	NA	NA
Sep-19	34%	66%	42%	58%	31%	69%	68%	32%	NA	NA	NA	NA
Dec-19	34%	66%	41%	59%	31%	69%	58%	42%	NA	NA	NA	NA
Mar-20	34%	66%	41%	59%	32%	68%	56%	44%	NA	NA	NA	NA
Jun-20	33%	67%	41%	59%	31%	69%	68%	32%	NA	NA	NA	NA
Sep-20	34%	66%	41%	59%	31%	69%	73%	27%	NA	NA	NA	NA
Dec-20	33%	67%	41%	59%	30%	70%	64%	36%	NA	NA	NA	NA
Mar-21	33%	67%	40%	60%	31%	69%	62%	38%	NA	NA	NA	NA
Jun-21	33%	67%	40%	60%	31%	69%	63%	37%	NA	NA	NA	NA
Sep-21	32%	68%	40%	60%	31%	69%	66%	34%	NA	NA	NA	NA
Dec-21	31%	69%	40%	60%	31%	69%	61%	39%	NA	NA	NA	NA
Mar-22	32%	68%	39%	61%	30%	70%	66%	34%	NA	NA	NA	NA
Jun-22	31%	69%	39%	61%	30%	70%	64%	36%	NA	NA	NA	NA
Sep-22	32%	68%	39%	61%	30%	70%	64%	36%	NA	NA	NA	NA
Dec-22	32%	68%	39%	61%	31%	69%	59%	41%	NA	NA	NA	NA
Mar-23	31%	69%	38%	62%	30%	70%	59%	41%	NA	NA	NA	NA
Jun-23	32%	68%	40%	60%	31%	69%	57%	43%	NA	NA	NA	NA
Sep-23	33%	67%	41%	59%	31%	69%	67%	33%	NA	NA	NA	NA
Dec-23	33%	67%	40%	60%	30%	70%	60%	40%	NA	NA	NA	NA
Mar-24	33%	67%	41%	59%	30%	70%	61%	39%	NA	NA	NA	NA

NA: Not Available