Table 3: Market Shares

Residential and Commercial Customer Choice Programs

District of Columbia, Maryland, and Virginia

Quarterly 1999 - Present

Washington Gas Residential Customers

Market Share

	Customers						Usage					
	District of Columbia		Maryland		Virginia		District of Columbia		Maryland		Virginia	
Quarters Ended	% of Customers Choosing Alternative Supplier	% of Customers on Sales Service	% of Customers Choosing Alternative Supplier	% of Customers on Sales Service	% of Customers Choosing Alternative Supplier a/	% 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	6%	94%	11%	89%	4%	96%	8%	92%	11%	89%	5%	95%
Jun-99	6%	94%	13%	87%	6%	94%	8%	92%	13%	87%	6%	94%
Sep-99	6%	94%	19%	81%	5%	95%	8%	92%	17%	83%	6%	94%
Dec-99	8%	92%	21%	79%	10%	90%	10%	90%	20%	80%	11%	89%
Mar-00	8%	92%	25%	75%	12%	88%	11%	89%	22%	78%	12%	88%
Jun-00	11%	89%	26%	74%	12%	88%	12%	88%	23%	77%	13%	87%
Sep-00	13%	87%	26%	74%	12%	88%	14%	86%	23%	77%	13%	87%
Dec-00	14%	86%	25%	75%	11%	89%	14%	86%	22%	78%	12%	88%
Mar-01	12%	88%	22%	78%	10%	90%	13%	87%	19%	81%	10%	90%
Jun-01	8%	92%	21%	79%	10%	90%	10%	90%	NA	NA	NA	NA
Sep-01	9%	91%	25%	75%	10%	90%	11%	89%	NA	NA	NA	NA
Dec-01	12%	88%	25%	75%	11%	89%	14%	86%	NA	NA	NA	NA
Mar-02	12%	88%	25%	75%	17%	83%	15%	85%	NA	NA	NA	NA
Jun-02	14%	86%	25%	75%	20%	80%	14%	86%	NA	NA	NA	NA
Sep-02	16%	84%	25%	75%	22%	78%	16%	84%	NA	NA	NA	NA
Dec-02	19%	81%	26%	74%	21%	79%	22%	78%	NA	NA	NA	NA
Mar-03	20%	80%	28%	72%	21%	79%	23%	77%	NA	NA	NA	NA
Jun-03	18%	82%	28%	72%	20%	80%	24%	76%	NA	NA	NA	NA
Sep-03	17%	83%	24%	76%	20%	80%	20%	80%	NA	NA	NA	NA
Dec-03	16%	84%	22%	78%	18%	82%	20%	80%	NA	NA	NA	NA
Mar-04	16%	84%	22%	78%	17%	83%	18%	82%	NA	NA	NA	NA
Jun-04	14%	86%	23%	77%	19%	81%	17%	83%	NA	NA	NA	NA
Sep-04	13%	87%	22%	78%	19%	81%	15%	85%	NA	NA	NA	NA
Dec-04	12%	88%	20%	80%	15%	85%	16%	84%	NA	NA	NA	NA
Mar-05	11%	89%	20%	80%	14%	86%	14%	86%	NA	NA	NA	NA
Jun-05	9%	91%	18%	82%	14%	86%	11%	89%	NA	NA	NA	NA
Sep-05	8%	92%	17%	83%	13%	87%	10%	90%	NA	NA	NA	NA
Dec-05	9%	91%	17%	83%	13%	87%	12%	88%	NA	NA	NA	NA
Mar-06	10%	90%	16%	84%	12%	88%	12%	88%	NA	NA	NA	NA
Jun-06	9%	91%	16%	84%	12%	88%	12%	88%	NA	NA	NA	NA
Sep-06	9%	91%	16%	84%	12%	88%	12%	88%	NA	NA	NA	NA
Dec-06	9%	91%	15%	85%	12%	88%	12%	88%	NA	NA	NA	NA
Mar-07	9%	91%	15%	85%	11%	89%	11%	89%	NA	NA	NA	NA
Jun-07	9%	91%	15%	85%	11%	89%	11%	89%	NA	NA	NA	NA
Sep-07	9%	91%	15%	85%	11%	89%	11%	89%	NA	NA	NA	NA
Dec-07	9%	91%	15%	85%	11%	89%	11%	89%	NA	NA	NA	NA
Mar-08	9%	91%	15%	85%	11%	89%	11%	89%	NA	NA	NA	NA
Jun-08	9%	91%	15%	85%	10%	90%	12%	88%	NA	NA	NA	NA
Sep-08	9%	91%	15%	85%	10%	90%	11%	89%	NA	NA	NA	NA
Dec-08	9%	91%	15%	85%	10%	90%	11%	89%	NA	NA	NA	NA
Mar-09	9%	91%	15%	85%	10%	90%	11%	89%	NA	NA	NA	NA
Jun-09	9%	91%	16%	84%	11%	89%	11%	89%	NA	NA	NA	NA
Sep-09	9%	91%	16%	84%	11%	89%	11%	89%	NA	NA	NA	NA
Dec-09	9%	91%	17%	83%	11%	89%	12%	88%	NA	NA	NA	NA
Mar-10	9%	91%	17%	83%	11%	89%	12%	88%	NA	NA	NA	NA
Jun-10	9%	91%	17%	83%	11%	89%	12%	88%	NA	NA	NA	NA
Sep-10	9%	91%	17%	83%	11%	89%	11%	89%	NA	NA	NA	NA
Dec-10	9%	91%	18%	82%	11%	89%	12%	88%	NA	NA	NA	NA
Mar-11	9%	91%	18%	82%	11%	89%	12%	88%	NA	NA	NA	NA
Jun-11	9%	91%	18%	82%	11%	89%	12%	88%	NA	NA	NA	NA
Sep-11	9%	91%	18%	82%	11%	89%	12%	88%	NA	NA	NA	NA
Dec-11	10%	90%	19%	81%	11%	89%	13%	87%	NA	NA	NA	NA
Mar-12	11%	89%	20%	80%	11%	89%	14%	86%	NA	NA	NA	NA
Jun-12	11%	89%	20%	80%	11%	89%	14%	86%	NA	NA	NA	NA
Sep-12	11%	89%	19%	81%	10%	90%	13%	87%	NA	NA	NA	NA
Dec-12	11%	89%	20%	80%	10%	90%	14%	86%	NA	NA	NA	NA
Mar-13	11%	89%	20%	80%	10%	90%	14%	86%	NA	NA	NA	NA
Jun-13	11%	89%	20%	80%	10%	90%	15%	85%	NA	NA	NA	NA
Sep-13	11%	89%	21%	79%	10%	90%	15%	85%	NA	NA	NA	NA
Dec-13	11%	89%	22%	78%	10%	90%	15%	85%	NA	NA	NA	NA
Mar-14	11%	89%	22%	78%	10%	90%	14%	86%	NA	NA	NA	NA
Jun-14	11%	89%	23%	77%	10%	90%	15%	85%	NA	NA	NA	NA
Sep-14	12%	88%	23%	77%	10%	90%	15%	85%	NA	NA	NA	NA
Dec-14	12%	88%	23%	77%	10%	90%	15%	85%	NA	NA	NA	NA
Mar-15	11%	89%	23%	77%	10%	90%	16%	84%	NA	NA	NA	NA
Jun-15	11%	89%	23%	77%	10%	90%	15%	85%	NA	NA	NA	NA
Sep-15	11%	89%	23%	77%	10%	90%	14%	86%	NA	NA	NA	NA
Dec-15	11%	89%	23%	77%	10%	90%	15%	85%	NA	NA	NA	NA
Mar-16	11%	89%	23%	77%	9%	91%	14%	86%	NA	NA	NA	NA
Jun-16	11%	89%	22%	78%	9%	91%	15%	85%	NA	NA	NA	NA
Sep-16	10%	90%	22%	78%	10%	90%	13%	87%	NA	NA	NA	NA
Dec-16	10%	90%	21%	79%	10%	90%	14%	86%	NA	NA	NA	NA
Mar-17	10%	90%	21%	79%	10%	90%	13%	87%	NA	NA	NA	NA
Jun-17	10%	90%	21%	79%	10%	90%	15%	85%	NA	NA	NA	NA
Sep-17	10%	90%	21%	79%	10%	90%	13%	87%	NA	NA	NA	NA
Dec-17	10%	90%	21%	79%	9%	91%	13%	87%	NA	NA	NA	NA
Mar-18	9%	91%	21%	79%	9%	91%	12%	88%	NA	NA	NA	NA
Jun-18	9%	91%	20%	80%	10%	90%	13%	87%	NA	NA	NA	NA
Sep-18	9%	91%	20%	80%	9%	91%	12%	88%	NA	NA	NA	NA
Dec-18	9%	91%	19%	81%	10%	90%	12%	88%	NA	NA	NA	NA
Mar-19	9%	91%	20%	80%	10%	90%	12%	88%	NA	NA	NA	NA
Jun-19	9%	91%	20%	80%	10%	90%	12%	88%	NA	NA	NA	NA
Sep-19	9%	91%	18%	82%	10%	90%	12%	88%	NA	NA	NA	NA
Dec-19	10%	90%	17%	83%	10%	90%	12%	88%	NA	NA	NA	NA
Mar-20	10%	90%	17%	83%	12%	88%	13%	87%	NA	NA	NA	NA
Jun-20	10%	90%	17%	83%	12%	88%	14%	86%	NA	NA	NA	NA
Sep-20	10%	90%	17%	83%	11%	89%	14%	86%	NA	NA	NA	NA
Dec-20	10%	90%	17%	83%	12%	88%	13%	87%	NA	NA	NA	NA
Mar-21	10%	90%	17%	83%	12%	88%	13%	87%	NA	NA	NA	NA
Jun-21	10%	90%	17%	83%	12%	88%	14%	86%	NA	NA	NA	NA
Sep-21	11%	89%	17%	83%	12%	88%	12%	88%	NA	NA	NA	NA
Dec-21	11%	89%	17%	83%	12%	88%	14%	86%	NA	NA	NA	NA
Mar-22	11%	89%	16%	84%	11%	89%	14%	86%	NA	NA	NA	NA
Jun-22	12%	88%	16%	84%	11%	89%	14%	86%	NA	NA	NA	NA
Sep-22	11%	89%	16%	84%	11%	89%	13%	87%	NA	NA	NA	NA
Dec-22	11%	89%	16%	84%	11%	89%	12%	88%	NA	NA	NA	NA
Mar-23	11%	89%	15%	85%	11%	89%	13%	87%	NA	NA	NA	NA
Jun-23	11%	89%	15%	85%	10%	90%	13%	87%	NA	NA	NA	NA
Sep-23	11%	89%	15%	85%	10%	90%	12%	88%	NA	NA	NA	NA
Dec-23	11%	89%	14%	86%	10%	90%	12%	88%	NA	NA	NA	NA
Mar-24	11%	89%	14%	86%	10%	90%	13%	87%	NA	NA	NA	NA
Jun-24	11%	89%	14%	86%	10%	90%	11%	89%	NA	NA	NA	NA
Sep-24	10%	90%	14%	86%	10%	90%	12%	88%	NA	NA	NA	NA
Dec-24	10%	90%	13%	87%	9%	91%	16%	84%	NA	NA	NA	NA
Mar-25	10%	90%	7%	93%	9%	91%	12%	88%	NA	NA	NA	NA
Jun-25	10%	90%	5%	95%	9%	91%	12%	88%	NA	NA	NA	NA
Sep-25	10%	90%	4%	96%	9%	91%	12%	88%	NA	NA	NA	NA

Table 3: Market Shares

Residential and Commercial Customer Choice Programs

District of Columbia, Maryland, and Virginia

Quarterly 1999 - Present

Dec-25	10%	90%	3%	97%	9%	91%	11%	89%	NA	NA	NA	NA
Mar-26	10%	90%	0%	100%	9%	91%	12%	88%	NA	NA	NA	NA
Jun-26	10%	90%	0%	100%	9%	91%	12%	88%	NA	NA	NA	NA

NA: Not Available

Table 3: Market Shares

Residential and Commercial Customer Choice Programs

District of Columbia, Maryland, and Virginia

Quarterly 1999 - Present

Washington Gas Commercial Customers

Market Share

	Customers						Usage					
	District of Columbia		Maryland		Virginia		District of Columbia		Maryland		Virginia	
Month	% of Customers Choosing Alternative Supplier	% of Customers on Sales Service	% of Customers Choosing Alternative Supplier	% of Customers on Sales Service	% of Customers Choosing Alternative 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%	71%
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%	48%	52%	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
Jun-24	32%	68%	41%	59%	30%	70%	65%	35%	NA	NA	NA	NA
Sep-24	33%	67%	41%	59%	29%	71%	65%	35%	NA	NA	NA	NA
Dec-24	33%	67%	38%	62%	29%	71%	71%	29%	NA	NA	NA	NA
Mar-25	32%	68%	37%	63%	28%	72%	62%	38%	NA	NA	NA	NA

Table 3: Market Shares

Residential and Commercial Customer Choice Programs

District of Columbia, Maryland, and Virginia

Quarterly 1999 - Present

Jun-25	32%	68%	37%	63%	28%	72%	65%	35%	NA	NA	NA	NA
Sep-25	32%	68%	37%	63%	28%	72%	58%	42%	NA	NA	NA	NA
Dec-25	31%	69%	37%	63%	28%	72%	61%	39%	NA	NA	NA	NA
Mar-26	32%	68%	36%	64%	27%	73%	60%	40%	NA	NA	NA	NA
Jun-26	31%	69%	36%	64%	27%	73%	64%	36%	NA	NA	NA	NA

NA: Not Available

Source: Washington Gas Light Company

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