

COMPARISON OF "AVERAGE" HOMES

	Site built	Modular	Manufactured Homes			
Description:	Two-Story	Two-Story	Double-Section	Double-Section	Double-Section	Single-Section
Square Feet:	1,990	1,990	1,680	1,680	1,680	1,215
Foundation:			Blocks	Permanent	Permanent	Blocks
	Private Land		Private Land		Landlease Community	
			Individual Lot	Subdivision		
Construction Costs	\$76,752	\$65,239	\$36,150	\$37,650	\$37,650	\$21,650
structure	\$70,765	\$59,253	\$34,650	\$34,650	\$34,650	\$20,850
foundation	\$5,987	\$5,987	\$1,500	\$3,000	\$3,000	\$800
cost per square foot	\$38.57	\$32.78	\$21.52	\$22.41	\$22.41	\$17.82
Land Costs	\$35,136	\$35,136	\$34,425	\$34,881	\$1,167	\$711
lot density	4 per acre	4 per acre	2 per acre	4-6 per acre	4-6 per acre	6-8 per acre
improved lot	\$33,941	\$33,941	\$33,714	\$33,714	--	--
site preparation	\$1,195	\$1,195	\$711	\$1,167	\$1,167	\$711
monthly land rent	--	--	--	--	\$250	\$200
Overhead/Administration	\$29,232	\$27,517	\$11,448	\$20,179	\$12,088	\$7,035
overhead & general expenses	\$8,352	\$6,459	\$1,908	\$3,363	\$2,015	\$1,172
marketing	\$3,024	\$2,584	\$954	\$1,682	\$1,007	\$586
sales commission	\$4,752	\$4,263	\$1,431	\$2,522	\$1,511	\$879
profit	\$13,104	\$14,211	\$7,155	\$12,612	\$7,555	\$4,397
Financing Costs	\$2,880	\$1,292	\$477	\$841	\$504	\$293
construction financing	\$2,880	\$1,292	--	--	--	--
inventory financing	--	--	\$477	\$841	\$504	\$293
TOTAL SALES PRICE	\$144,000	\$129,187	\$82,500	\$93,551	\$51,409	\$29,689

Source: Factory and Site built Housing: A Comparison for the 21st Century, U.S. Department of Housing and Urban Development, October 1998, Table 19, <http://www.huduser.org/Publications/pdf/factory.pdf>