

**COMPARISON OF "IDENTICAL" HOMES
(SAME SQUARE FOOTAGE AND FOUNDATION COST)**

COST CATEGORY	Site built	Modular	Manufactured Homes			
	Private Land		Private Land		Landlease Community	
			Individual Lot	Subdivision	Double-Section	Single-Section*
Construction Costs	\$77,140	\$65,560	\$47,277	\$47,277	\$47,277	\$26,350
structure	\$71,123	\$59,543	\$41,260	\$41,260	\$41,260	\$20,850
foundation	\$6,017	\$6,017	\$6,017	\$6,017	\$6,017	\$5,550
cost per square foot	\$38.57	\$32.78	\$23.64	\$23.64	\$23.64	\$21.69
Land Costs	\$35,314	\$35,314	\$35,314	\$35,314	\$1,201	\$1,000
improved lot	\$34,113	\$34,113	\$34,113	\$34,113	--	--
site preparation	\$1,201	\$1,201	\$1,201	\$1,201	\$1,201	\$1,000
monthly land rent	--	--	--	--	\$250	\$200
Overhead/Administration	\$29,380	\$27,652	\$14,644	\$23,119	\$14,932	\$8,232
overhead & general expenses	\$8,394	\$6,491	\$2,441	\$3,853	\$2,489	\$1,372
marketing	\$3,039	\$2,596	\$1,220	\$1,927	\$1,244	\$686
sales commission	\$4,776	\$4,284	\$1,831	\$2,890	\$1,867	\$1,029
profit	\$13,170	\$14,280	\$9,153	\$14,450	\$9,333	\$5,145
Financing Costs	\$2,895	\$1,298	\$610	\$963	\$622	\$343
construction financing	\$2,895	\$1,298	--	--	--	--
inventory financing	--	--	\$610	\$963	\$622	\$343
TOTAL SALES PRICE	\$144,728	\$129,822	\$97,845	\$106,673	\$64,032	\$35,925
* Square footage is 2,000 for all cases except the single-section home in a land-lease community (1,215 square feet)						

Source: Factory and Site built Housing: A Comparison for the 21st Century, U.S. Department of Housing and Urban Development, October 1998, Table 20, <http://www.huduser.org/Publications/pdf/factory.pdf>