

A young man and woman are smiling and looking out of a window of a manufactured home. The woman is wearing a tan hat. The man is wearing a grey shirt. The window is framed by dark wood or metal. The background is a bright, slightly blurred outdoor scene.

Manufactured Home Appraisal Analysis



Differentiating
between the
types of factory-
built housing



Understanding
manufactured
home quality
differences



Reviewing key
sections of Form
1004C



MH Financing
Info



Identifying Red
Flags

Property types

- Site-Built Structures
- Modular Structures
- Panelized Structures
- Manufactured Structures





Site Built Structure

- Built from the ground up
- Meets state or local building codes
- Most common home type

Panelized Structures

- Panels built at a factory
- Assembled at the site
- Affixed to a permanent foundation
- Inside and outside are finished at site





Modular Structures

- Built in sections in a factory
- Sections joined together at the site
- Built on a permanent foundation
- Cost savings

Manufactured Home

- Called “mobile home” prior to 1976
- Built on a chassis
- Hitch, wheels, and axles
- Must meet HUD code



Name the construction style

1. Site Built



2. Manufactured



3. Modular



4. Panelized



Market Acceptance



The Positive*

- Over 22 million people
- Over 105,000 homes produced in 2021
- Cost is only around \$73/sq. foot

*Photos and Facts: 2022 Manufactured Housing Facts - MHI

radian
national training

Manufactured Home Characteristics

- Size: Single, Double or Triple wide
- Foundation: Chassis on a concrete slab



Manufactured Home Characteristics

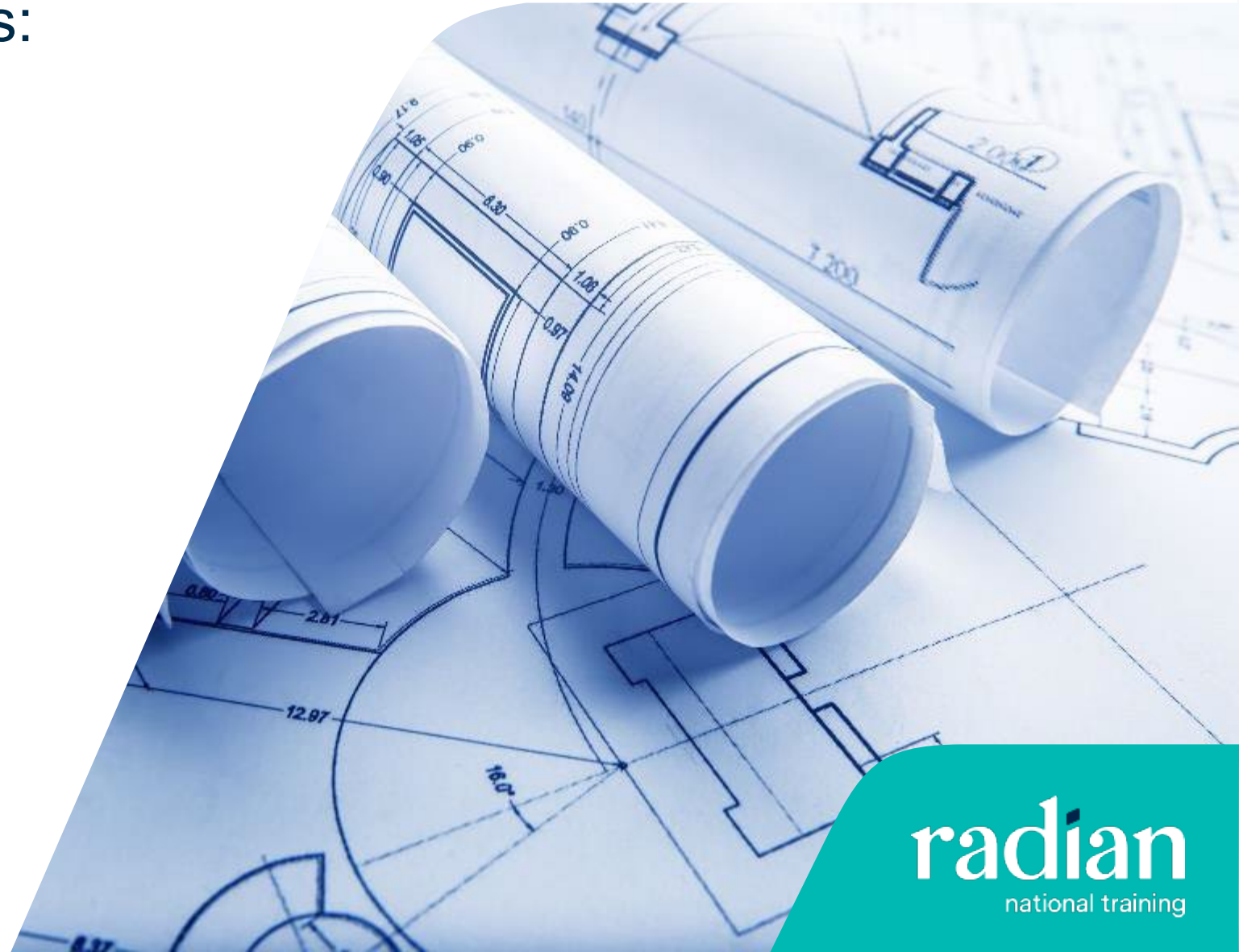


- Roof Pitch: Shallow peak
- Siding: Must meet HUD code
- Interior Walls: Usually lower than standard 8 foot height
- HUD Certifications

Reviewing the appraisal

Key Appraisal Differences:

- Manufacturer Information
- HUD Certification Tags
- Installer Information
- Cost Approach



Reviewing the appraisal

Subject Section

- Major difference: the instructions if property is a condo or cooperative

Lender/Client	Address
Is the subject property currently offered for sale or has it been offered for sale in the twelve months prior to the effective date of this appraisal? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Report data source(s) used, offering price(s), and date(s).	
Manufactured homes located in either a condominium or cooperative project require the appraiser to inspect the project and complete the Project Information section of the Individual Condominium Unit Appraisal Report or the Individual Cooperative Interest Appraisal Report and attach it as an addendum to this report.	

Reviewing the appraisal

Contract Section

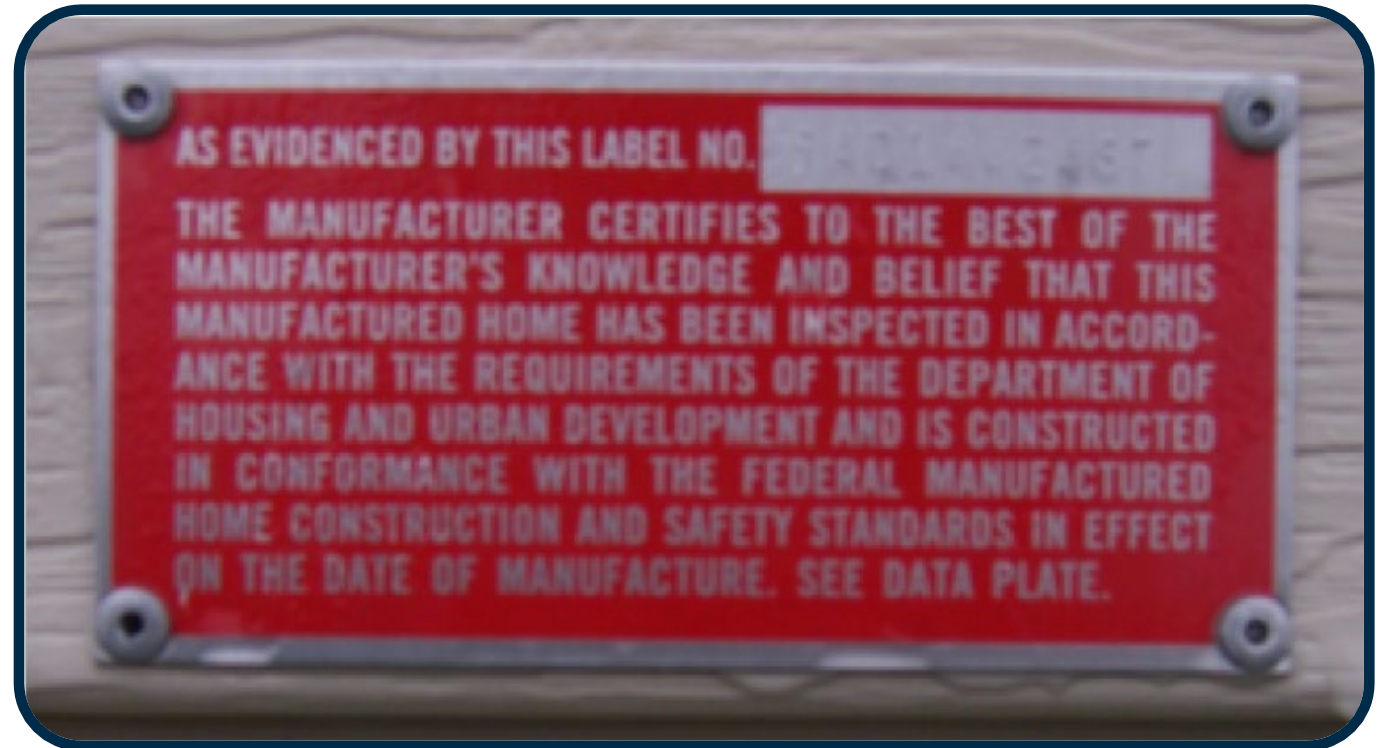
- Retailer's name
- Manufacturer's invoice may not include non-realty items

C O N T R A C T	Contract Price \$	Date of Contract	Is the property seller the owner of public record? <input type="checkbox"/> Yes <input type="checkbox"/> No	Data Source(s)
	Is there any financial assistance (loan charges, sale concessions, gift or downpayment assistance, etc.) to be paid by any party on behalf of the borrower? <input type="checkbox"/> Yes <input type="checkbox"/> No			
	If Yes, report the total dollar amount and describe the items to be paid.			
	I <input type="checkbox"/> did <input type="checkbox"/> did not analyze the manufacturer's invoice. Explain the results of the analysis of the manufacturer's invoice or why the analysis was not performed.			
Retailer's Name (New Construction)				

HUD Certification Tag

Red Tag

- Permanently affixed to outside of home
- HUD requirements must be met in order to obtain permanent financing



HUD Data Plate

- Located inside the structure
- Compliance Certificate required by HUD

MANUFACTURING PLANT COMPLIANCE CERTIFICATE

Date of Manufacture _____

Manufacturer's Serial Number and Model Unit Designation _____

Serial Number in ZIP Code _____

If questions regarding the minimum requirements, standards or performance of the factory listed herein arise please contact the nearest HUD office listed below. For information contact _____

HUD LABEL (FILE) _____

Structure to meet minimum lighting, ventilation, insulation, fire-resistance and design conditions are found in the appropriate sections of the factory's design, construction manual and installation instructions. (See page 10 for details)

This design form is designed to comply with the federal model home safety standard in force at the time of manufacture.

The factory installed equipment includes:

Equipment	Model No.	Manufacturer	Serial No.
Lighting		Lighting	
Fire or smoke		Smoke Detector	
Fire warning		Fire Alarm	
Refrigerator		Refrigerator	
Water heater		Water Heater	

STRUCTURAL DESIGN BASIS CERTIFICATE

DESIGN-BASED LOAD ZONE MAP

Standard Wind: Zone I, 15 MPH minimum, 18 MPH upper

Standard Wind: Zone II, 25 MPH minimum, 32 MPH upper

Standard Wind: Zone III, 35 MPH minimum, 45 MPH upper

DESIGN-BASED ZONE MAP

Zone I: 15 MPH minimum, 18 MPH upper

Zone II: 25 MPH minimum, 32 MPH upper

Zone III: 35 MPH minimum, 45 MPH upper

HEATING AND COOLING DESIGN BASIS CERTIFICATE

The above heating equipment for the factory is designed to maintain an average 70°F temperature in the home in outdoor temperatures of _____

To maximize furnace operating economy, and to conserve energy, the manufacturer has the furnace installed where the outdoor air temperature is 70°F or less higher than _____

The factory installer has been instructed to install a minimum capacity of 100 BTU per hour standard structure system.

The air distribution system of the home is suitable for the installation of central air conditioning.

The supply air distribution system installed in the home is rated by the American Society of Heating and Refrigerating Engineers (ASHRAE) as follows: _____

ASHRAE has rated capacity with air conditioning in accordance with the standards of Conditioning and Refrigeration Institute (CRI) standards. When the air conditions of such an installation are rated at 5.0 or less, the system meets the standards for the rating of efficiency for the residential energy code system.

Information necessary to calculate cooling loads at various locations and orientations is provided in the general comfort cooling information section of the design manual.

To determine the required capacity of equipment to cool a home, the manufacturer has provided a cooling load (cooling capacity) calculator in the design manual. The cooling load is dependent on the orientation, location and the structure of the home. Careful air conditioning system load calculation is necessary to determine the correct equipment to cool a home. The calculator provides the cooling load (cooling capacity) calculator should be used in accordance with Chapter 10 of the American Society of Heating, Refrigeration and Air Conditioning Engineers (ASHRAE) Handbook of Fundamentals, 1985 Edition, and the standards of the Institute of Refrigeration and Air Conditioning.

REQUIRED INFORMATION (FILE)

The manufacturer has been furnished with the following information in accordance with the requirements of the federal model home safety standard in force at the time of manufacture. (See page 10 for details)

Zone I _____ Zone II _____ Zone III _____

INFORMATION PROVIDED BY THE MANUFACTURER (REQUIRED TO CALCULATE SINGLE ZONE MAP)

Roof (without ceiling and eaves) _____ 1/2" _____

Roof (with ceiling and eaves) _____ 1/2" _____

Change estimate of high eave _____ 1/2" _____

Change estimate of low eave _____ 1/2" _____

Floors _____ 1/2" _____

Attic space heat _____ 1/2" _____

Attic finish system _____ 1/2" _____

REQUIRED INFORMATION (FILE)

Roof (without ceiling and eaves) _____ 1/2" _____

Roof (with ceiling and eaves) _____ 1/2" _____

Change estimate of high eave _____ 1/2" _____

Change estimate of low eave _____ 1/2" _____

Floors _____ 1/2" _____

Attic space heat _____ 1/2" _____

Attic finish system _____ 1/2" _____

REQUIRED INFORMATION (FILE)

Roof (without ceiling and eaves) _____ 1/2" _____

Roof (with ceiling and eaves) _____ 1/2" _____

Change estimate of high eave _____ 1/2" _____

Change estimate of low eave _____ 1/2" _____

Floors _____ 1/2" _____

Attic space heat _____ 1/2" _____

Attic finish system _____ 1/2" _____

SAMPLE DATA PLATE

MANUFACTURER ADDRESS _____

DATE OF MANUFACTURE _____

HUD LABEL No. (X) _____

Plant Number _____

Manufacturer's Social Number and Model Unit Designation _____

Design Approval by (I.B.A.R.A.) _____

This manufacturing home is designed to comply with the federal model home safety standard in force at the time of manufacture. (For additional information, consult owner's manual.)

The factory installed equipment includes:

Equipment	Manufacturer	Model Designation
For heating		
For air conditioning		
For cooling		
Refrigerator		
Water heater		
Water		
Smoke Detector		
Garbage Disposal		
Fireplace		

CONSTRUCTION FOR Zone I Zone II Zone III

REQUIRED INFORMATION (FILE)

Roof (without ceiling and eaves) _____ 1/2" _____

Roof (with ceiling and eaves) _____ 1/2" _____

Change estimate of high eave _____ 1/2" _____

Change estimate of low eave _____ 1/2" _____

Floors _____ 1/2" _____

Attic space heat _____ 1/2" _____

Attic finish system _____ 1/2" _____

REQUIRED INFORMATION (FILE)

Roof (without ceiling and eaves) _____ 1/2" _____

Roof (with ceiling and eaves) _____ 1/2" _____

Change estimate of high eave _____ 1/2" _____

Change estimate of low eave _____ 1/2" _____

Floors _____ 1/2" _____

Attic space heat _____ 1/2" _____

Attic finish system _____ 1/2" _____

REQUIRED INFORMATION (FILE)

Roof (without ceiling and eaves) _____ 1/2" _____

Roof (with ceiling and eaves) _____ 1/2" _____

Change estimate of high eave _____ 1/2" _____

Change estimate of low eave _____ 1/2" _____

Floors _____ 1/2" _____

Attic space heat _____ 1/2" _____

Attic finish system _____ 1/2" _____

Reviewing the appraisal

Improvements Section

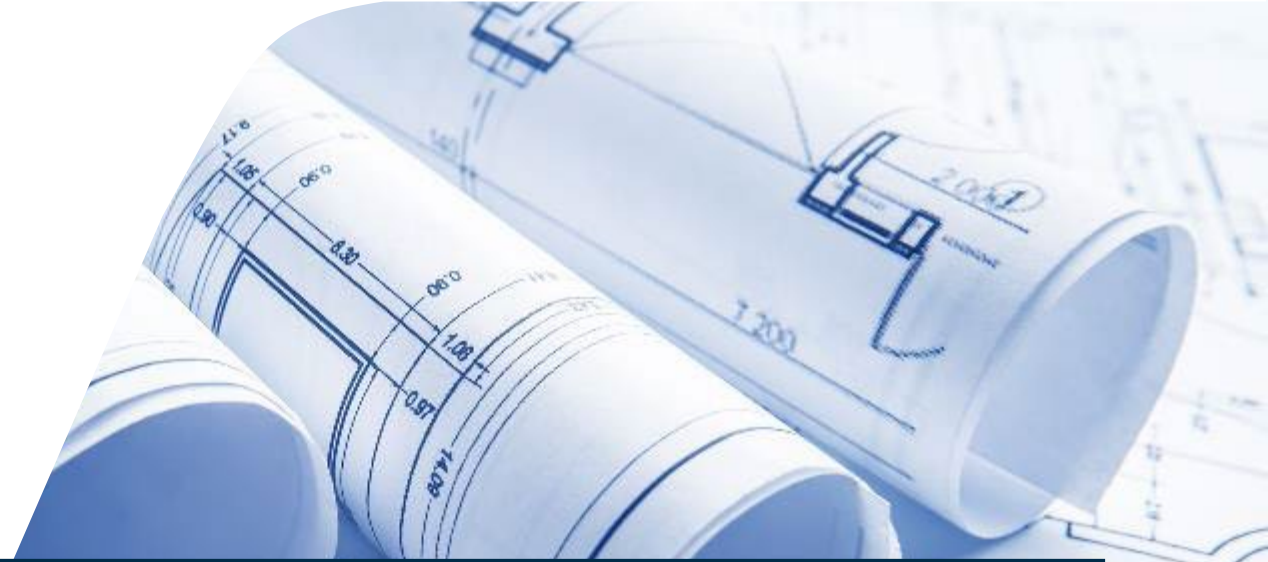
- Number of sections
- Foundation
- Skirting

General Description	Foundation	Exterior Description	materials/condition
# of Units <input type="checkbox"/> One <input type="checkbox"/> Additions	<input type="checkbox"/> Poured Concrete <input type="checkbox"/> Concrete Runners	Skirting	
# of Stories <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> Other	<input type="checkbox"/> Block & Pier <input type="checkbox"/> Other-att. description	Exterior Walls	
Design (Style)	<input type="checkbox"/> Full Basement <input type="checkbox"/> Partial Basement	Roof Surface	
# of Sections <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3	Basement Area sq. ft.	Gutters & Downspouts	
<input type="checkbox"/> Other	Basement Finish %	Window Type	
Type <input type="checkbox"/> Det. <input type="checkbox"/> Att. <input type="checkbox"/> S-Det./End Unit	<input type="checkbox"/> Outside Entry/Exit <input type="checkbox"/> Sump Pump	Storm Sash/Insulated	
<input type="checkbox"/> Existing <input type="checkbox"/> Proposed <input type="checkbox"/> Under Const.	Evidence of <input type="checkbox"/> Infestation	Screens	
Year Built Effective Age (Yrs)	<input type="checkbox"/> Dampness <input type="checkbox"/> Settlement	Doors	

Reviewing the appraisal

Improvements Section (cont.)

- Additions or modifications
- Information about the installer
- Removal of towing hitch, wheels, and axles



I M P R O V E M E N T S	Describe any additions or modifications (decks, rooms, remodeling, etc.)		
	Installer's Name	Date Installed	Model Year
	Is the manufactured home attached to a permanent foundation system? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, describe the foundation system and the manner of attachment.		
Have the towing hitch, wheels, and axles been removed? <input type="checkbox"/> Yes <input type="checkbox"/> No If No, explain			

Reviewing the appraisal

Improvements Section (cont.)

- Quality of Construction Rating using a published cost service

The appraiser must rate the quality of construction for the subject unit based on objective criteria (such as N.A.D.A. Manufactured Housing Appraisal Guide[®], Marshall & Swift Residential Cost Handbook[®], or other published cost service). The appraiser must also report the source used for this quality of construction rating determination.

Quality Poor Fair Average Good Excellent Identify source of quality rating

Describe the condition of the property (including needed repairs, deterioration, renovations, remodeling, etc.).

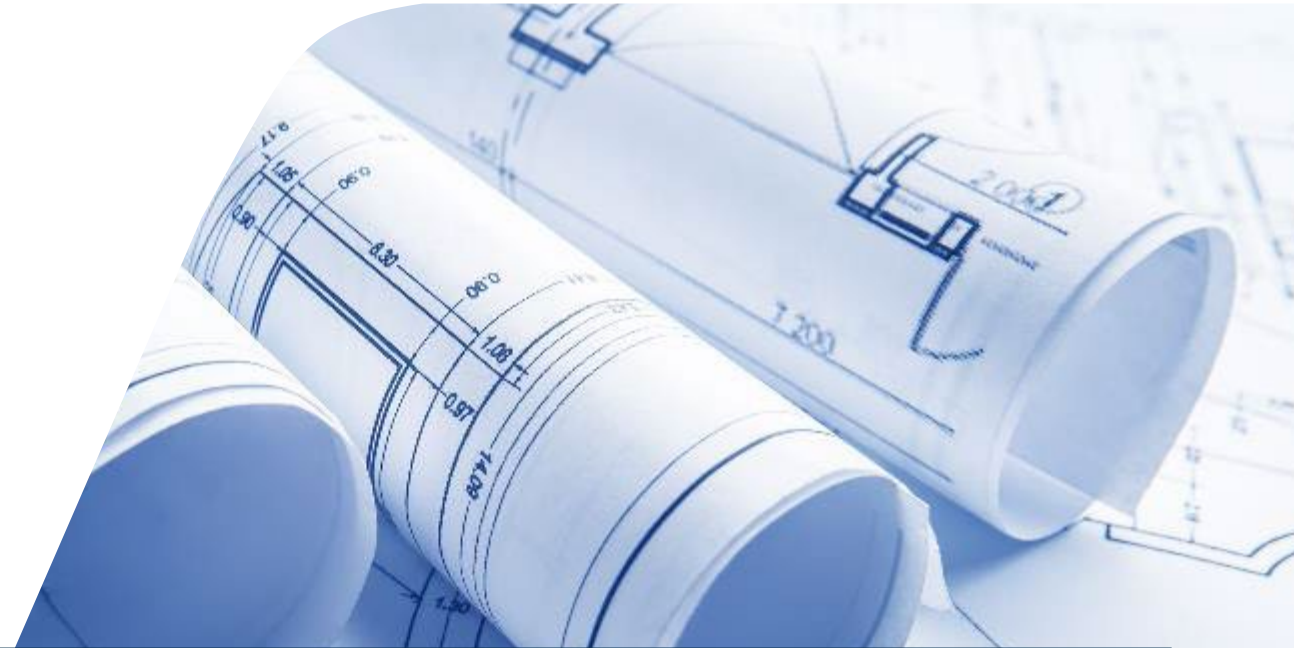
Reviewing the appraisal

Cost Approach Section

- Completion is required
- National Automobile Dealers Association information

Red Flag

- Minimal depreciation on a manufactured home



A P P R O A C H		\$	Other Data Identification			
		\$	N.A.D.A. Data Identification Info: Edition Mo: Yr:			
	Sub-total:	\$	MH State:	Region:	Size:	ft. x ft.
	Cost Multiplier (if applicable):	x	Gray pg.	White pg.	Black SVS pg.	
	Modified Sub-total:		15 years and older Conversion Chart pg.		Yellow pg.	
	Physical Depreciation or Condition Modifier:		Comments			

Reviewing the appraisal

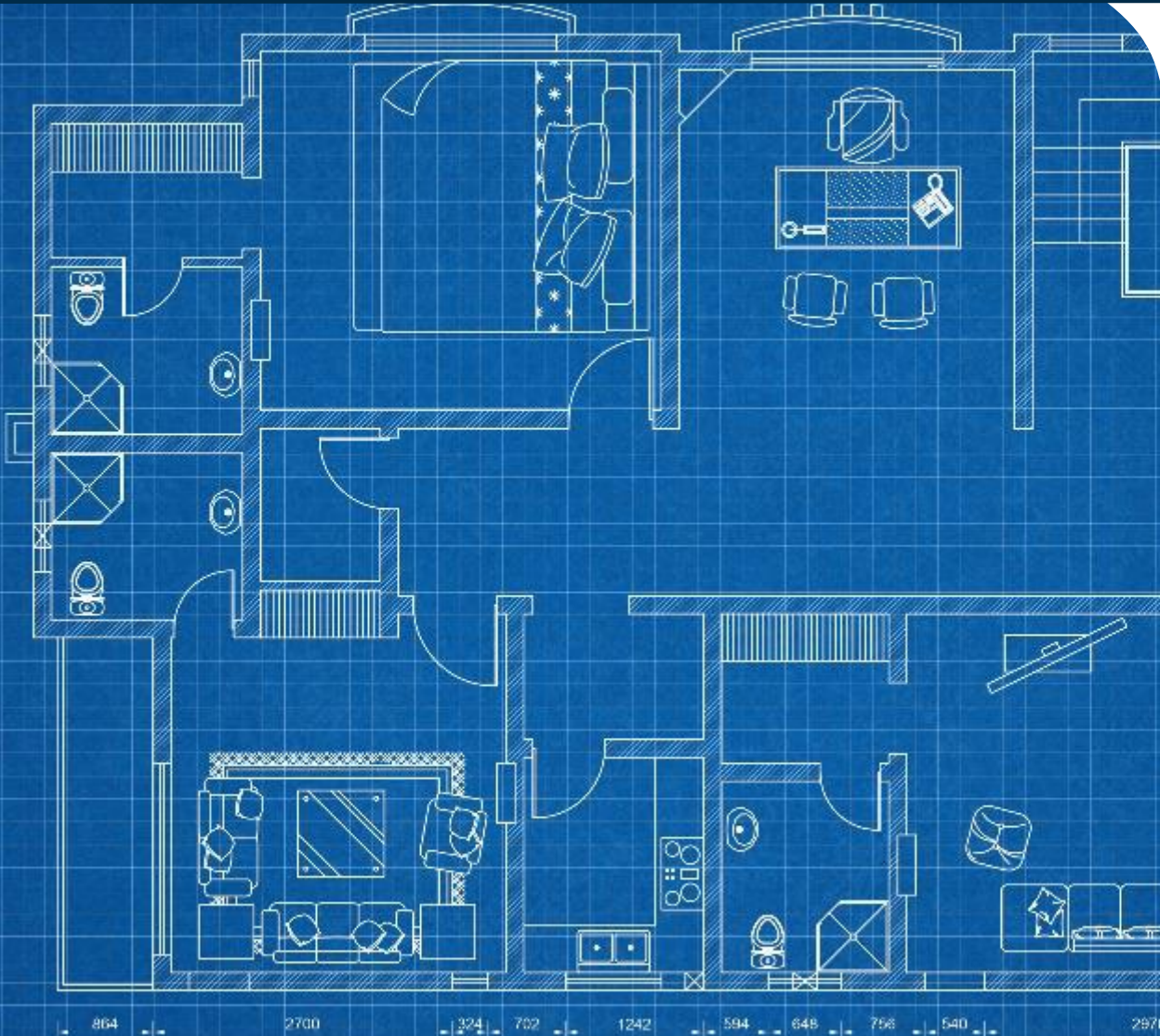
Sales Comparison Approach Section

- Minimum of two manufactured homes must be used as comps
- Sale Price: Must include land value
- Must be legally classified as “real property”
- Balance of the section is similar to the Single Family Appraisal Form



Proximity to Subject									
Sale Price	\$		\$		\$		\$		\$
Sale Price/Gross Liv. Area	\$	sq. ft.	\$	sq. ft.	\$	sq. ft.	\$	sq. ft.	\$

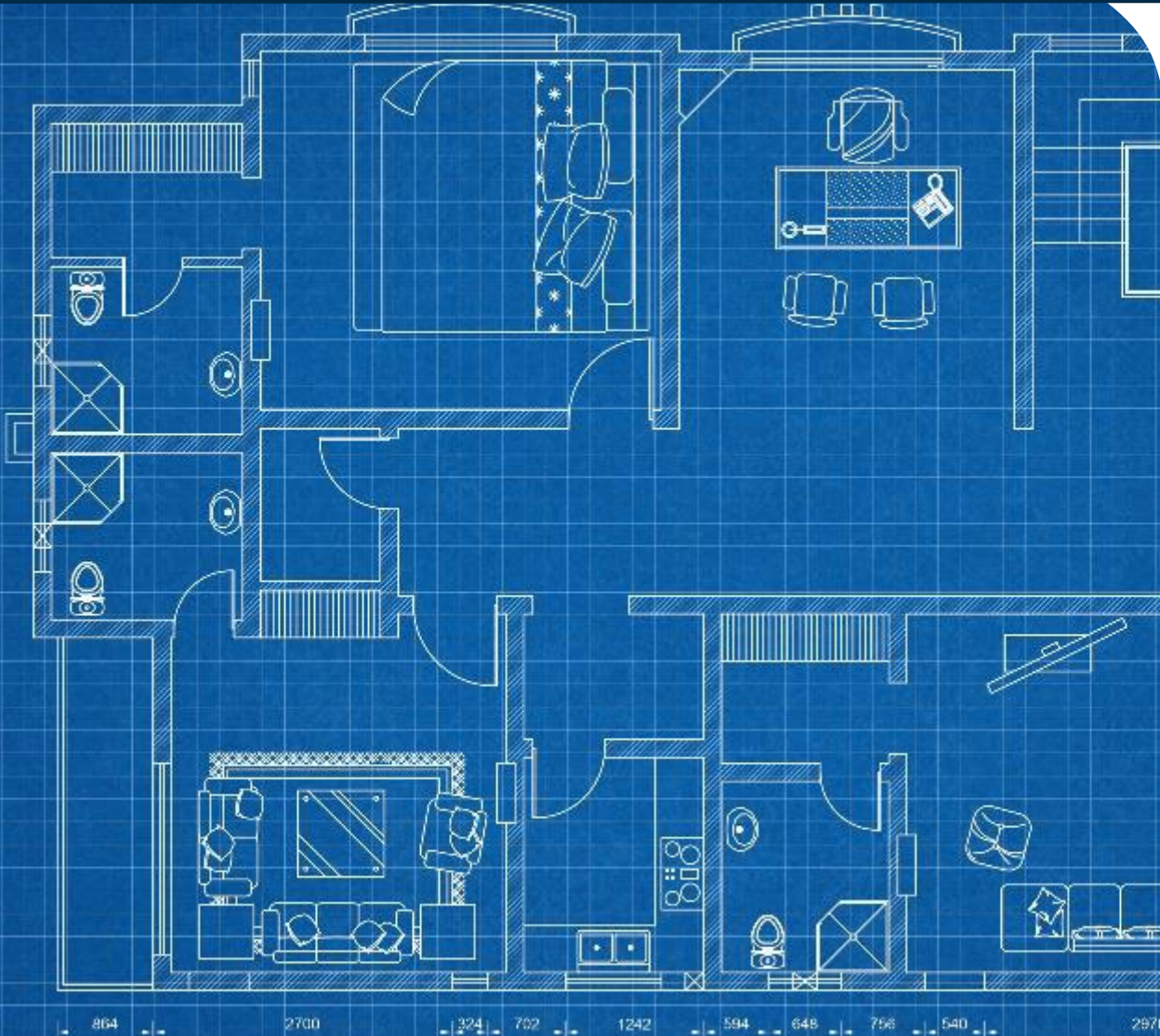
Financing Information



Standard Manufactured Housing Finance Requirements

- Built in compliance with Federal Manufactured Home Construction & Safety Standards
- One-family dwelling
- Leaseholds not allowed
- At least 12 feet wide/min. 600 sq. ft. GLA
- Attached to a permanent foundation
- Single-wide homes may be acceptable

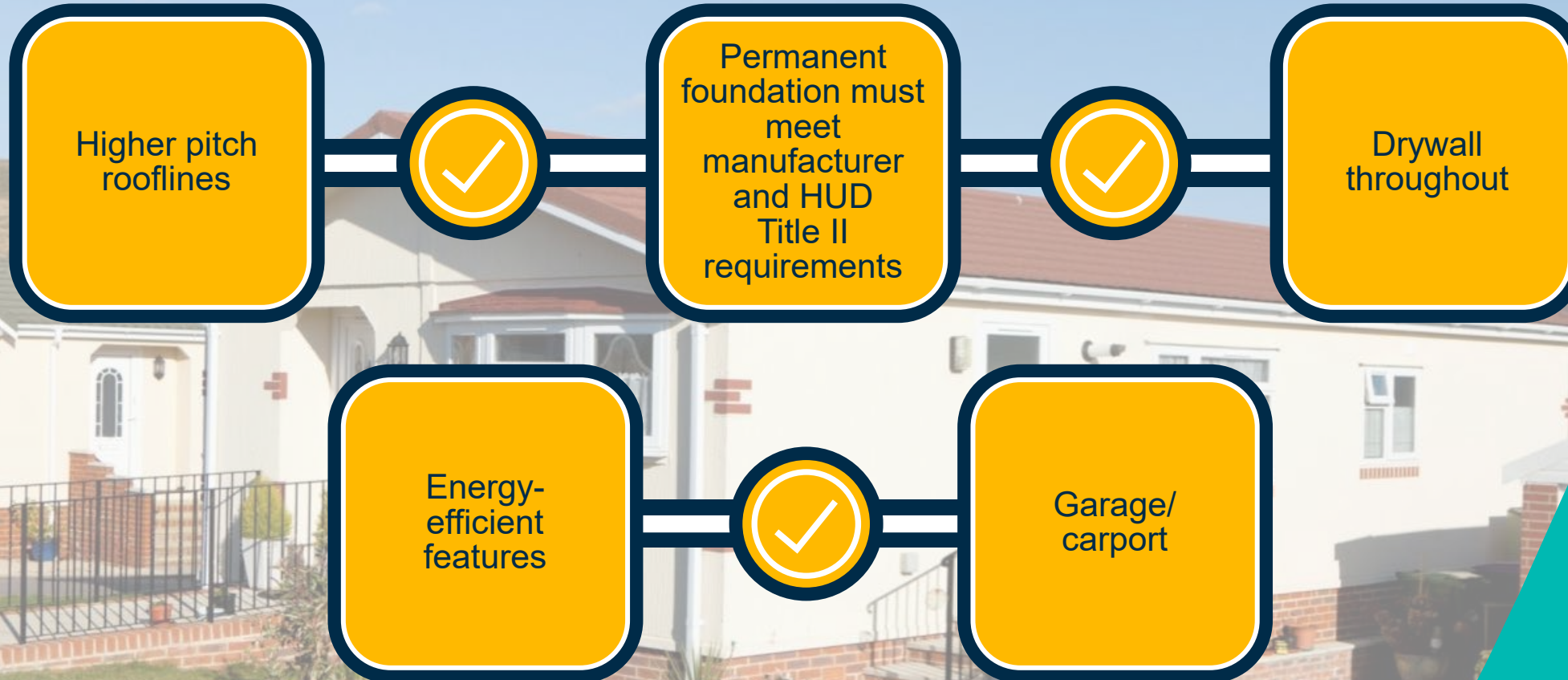
New GSE Products



Fannie Mae's MH Advantage & Freddie Mac's CHOICEHome

- Conventional financing for manufactured homes that have similar features to a stick-built home
- Comps can be stick-built if other MH Advantage homes are not available

Home Features for GSE Products



New GSE Products Financing Info

Permanent
Foundation

Real
Property

Use 1004c

Financing
same as
Stick-Built*

MH Code
Required
(MH Advantage
Sticker for
Fannie Mae)

A photograph of a single-story white house with blue shutters and a white porch. The house is surrounded by lush green trees and a well-maintained lawn. A semi-transparent white banner is overlaid across the middle of the image, containing the word "radian" in a dark blue, lowercase, serif font. The letter 'i' in "radian" has a small teal square above it.

radian