

**Cost & Size Comparisons
For New Manufactured Homes
and New Single Family
Site Built Homes
(1994-2000)**

<i>New Manufactured Homes</i>							
Year	1994	1995	1996	1997	1998	1999	2000
All							
Avg. Sales Price	\$ 32,800	\$ 35,300	\$ 37,200	\$ 39,800	\$ 41,600	\$ 43,300	\$ 46,400
Avg Square Foot	1,335	1,360	1,385	1,420	1,455	1,465	1,505
Avg Cost per Sq ft.	\$ 24.57	\$ 25.96	\$ 26.86	\$ 28.03	\$ 28.59	\$ 29.56	\$ 30.83
Single							
Avg. Sales Price	\$ 23,500	\$ 25,800	\$ 27,000	\$ 27,900	\$ 28,800	\$ 29,300	\$ 30,200
Avg Square Foot	1,105	1,135	1,165	1,200	1,240	1,120	1,130
Avg Cost per Sq ft.	\$ 21.27	\$ 22.73	\$ 23.18	\$ 23.25	\$ 23.23	\$ 26.16	\$ 26.73
Double							
Avg. Sales Price	\$ 42,000	\$ 44,600	\$ 46,200	\$ 48,100	\$ 49,800	\$ 51,100	\$ 53,600
Avg Square Foot	1,555	1,575	1,580	1,575	1,580	1,655	1,675
Avg Cost per Sq ft.	\$ 27.01	\$ 28.32	\$ 29.24	\$ 30.54	\$ 31.52	\$ 30.88	\$ 32.00
<i>Housing Starts & MH Shipments</i>							
Year	1994	1995	1996	1997	1998	1999	2000
<i>New Single Family</i>							
Housing Starts	1,198	1,076	1,161	1,134	1,271	1,302	1,231
Percent of Total	80%	76%	76%	76%	77%	79%	83%
<i>Manufactured Homes Shipments</i>							
Shipped	304	340	363	354	373	348	250
Percent of Total	20%	24%	24%	24%	23%	21%	17%
Total	1,502	1,416	1,524	1,488	1,644	1,650	1,481
<i>New Single Family Site-Built Homes sold (house and the land sold as a package)</i>							
Avg. Sales Price	\$ 154,500	\$ 158,700	\$ 166,400	\$ 176,200	\$ 181,900	\$ 195,600	\$ 207,000
Derived Average Land Price	\$ 31,070	\$ 30,678	\$ 31,846	\$ 33,227	\$ 34,709	\$ 45,238	\$ 47,476
Price of structure							
Avg Square Foot	2,050	2,050	2,090	2,140	2,170	2,221	2,265
Avg Price Per Sq ft. (excl land)	\$ 60.21	\$ 62.45	\$ 64.38	\$ 66.81	\$ 67.83	\$ 67.70	\$ 70.43
<i>Manufactured Homes Shipments</i>							
Year	1994	1995	1996	1997	1998	1999	2000
Total	303,903	339,889	363,345	353,676	373,143	348,102	250,419
Single	156,160	174,010	173,557	148,809	144,608	122,575	74,919
Multi	147,743	165,879	189,788	204,867	228,535	225,527	175,500
<i>New Manufactured Homes Placed for Residential Use</i>							
	1994	1995	1996	1997	1998	1999	2000
Located in Communities	32%	32%	32%	32%	33%	32%	31%
Located in Private Property	68%	68%	68%	68%	67%	68%	69%
Titled as Personal Property	89%	89%	88%	86%	85%	81%	75%
Titled as Real Estate	9%	10%	11%	13%	13%	16%	21%

Source: These data are produced by the U.S. Commerce Department's Census Bureau from a survey sponsored by the U.S. Department of Housing and Urban Development.

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<i>New Manufactured Homes</i>							
Year	2001	2002	2003	2004	2005	2006 (r)	2007
All							
Avg. Sales Price	\$ 48,900	\$ 51,300	\$ 54,900	\$ 58,200	\$ 62,600	\$ 64,300	\$ 65,100
Avg Square Foot	1,545	1,590	1,620	1,625	1,595	1,605	1,595
Avg Cost per Sq ft.	\$ 31.65	\$ 32.26	\$ 33.89	\$ 35.82	\$ 39.25	\$ 40.06	\$ 40.82
Single							
Avg. Sales Price	\$ 30,400	\$ 30,900	\$ 31,900	\$ 32,900	\$ 34,100	\$ 36,100	\$ 37,200
Avg Square Foot	1,115	1,125	1,100	1,090	1,085	1,105	1,095
Avg Cost per Sq ft.	\$ 27.26	\$ 27.47	\$ 29.00	\$ 30.18	\$ 31.43	\$ 32.67	\$ 33.97
Double							
Avg. Sales Price	\$ 55,200	\$ 56,100	\$ 59,700	\$ 63,400	\$ 68,700	\$ 71,300	\$ 74,100
Avg Square Foot	1,695	1,710	1,735	1,745	1,720	1,745	1,775
Avg Cost per Sq ft.	\$ 32.57	\$ 32.81	\$ 34.41	\$ 36.33	\$ 39.94	\$ 40.86	\$ 41.75
<i>Housing Starts & MH Shipments (thousands of units)</i>							
Year	2001	2002	2003	2004	2005	2006	2007
<i>New Single Family</i>							
Housing Starts	1,273	1,359	1,499	1,611	1,716	1,465	1,046
Percent of Total	87%	89%	92%	92%	92%	93%	92%
<i>Manufactured Homes Shipments</i>							
Shipped	193	169	131	131	147	117	96
Percent of Total	13%	11%	8%	8%	8%	7%	8%
Total	1,466	1,528	1,630	1,742	1,863	1,582	1,142
<i>New Single Family</i>							
Site-Built Homes sold (house and the land sold as a package)							
Avg. Sales Price	\$ 213,200	\$ 228,700	\$ 246,300	\$ 274,500	\$ 297,000	\$ 305,900	\$ 313,600
Derived Average Land Price	\$ 49,056	\$ 54,560	\$ 62,929	\$ 73,082	\$ 78,219	\$ 79,015	\$ 84,268
Price of structure							
Avg Square Foot	2,282	2,301	2,315	2,366	2,414	2,456	2,479
Avg Price Per Sq ft. (excl land)	\$ 71.93	\$ 75.68	\$ 79.21	\$ 85.13	\$ 90.63	\$ 92.38	\$ 92.51
<i>Manufactured Homes Shipments</i>							
Year	2001	2002	2003	2004	2005	2006	2007
Total	193,120	168,489	130,815	130,748	146,881	117,373	95,752
Single	48,924	37,156	26,202	33,965	52,027	33,033	30,737
Multi	144,196	131,333	104,613	96,783	94,854	84,340	65,015
<i>New Manufactured Homes Placed for Residential Use</i>							
	2001	2002	2003	2004	2005	2006	2007
Located in Communities	33%	33%	30%	31%	35%	29%	26%
Located in Private Property	67%	67%	70%	69%	65%	71%	74%
Titled as Personal Property	76%	70%	64%	64%	63%	64%	64%
Titled as Real Estate	21%	26%	32%	31%	29%	28%	28%
(r) Revised							
Source: These data are produced by the U.S. Commerce Department's Census Bureau from a survey sponsored by the U.S. Department of Housing and Urban Development.							