

**Cost & Size Comparisons
For New Manufactured Homes
and New Single Family
Site Built Homes
(1994-1998)**

<i>New Manufactured Homes</i>					
Year	1994	1995	1996	1997	1998
All					
Avg. Sales Price	\$ 32,800	\$ 35,300	\$ 37,200	\$ 39,800	\$ 41,600
Avg Square Foot	1,335	1,360	1,385	1,420	1,455
Avg Cost per Sq ft.	\$ 24.57	\$ 25.96	\$ 26.86	\$ 28.03	\$ 28.59
Single					
Avg. Sales Price	\$ 23,500	\$ 25,800	\$ 27,000	\$ 27,900	\$ 28,800
Avg Square Foot	1,105	1,135	1,165	1,200	1,240
Avg Cost per Sq ft.	\$ 21.27	\$ 22.73	\$ 23.18	\$ 23.25	\$ 23.23
Double					
Avg. Sales Price	\$ 42,000	\$ 44,600	\$ 46,200	\$ 48,100	\$ 49,800
Avg Square Foot	1,555	1,575	1,580	1,575	1,580
Avg Cost per Sq ft.	\$ 27.01	\$ 28.32	\$ 29.24	\$ 30.54	\$ 31.52
<i>Housing Starts & MH Shipments</i>					
Year	1994	1995	1996	1997	1998
<i>New Single Family</i>					
Housing Starts	1,198	1,076	1,161	1,134	1,271
Percent of Total	80%	76%	76%	76%	77%
<i>Manufactured Homes Shipments</i>					
Shipped	304	340	363	354	373
Percent of Total	20%	24%	24%	24%	23%
Total	1,502	1,416	1,524	1,488	1,644
<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
Derived Average Land Price	\$ 31,070	\$ 30,678	\$ 31,846	\$ 33,227	\$ 34,709
Price of structure					
Avg Square Foot	2,050	2,050	2,090	2,140	2,170
Avg Price Per Sq ft. (excl land)	\$ 60.21	\$ 62.45	\$ 64.38	\$ 66.81	\$ 67.83
<i>Manufactured Homes Shipments</i>					
Year	1994	1995	1996	1997	1998
Total	303,903	339,889	363,345	353,676	373,143
Single	156,160	174,010	173,557	148,809	144,608
Multi	147,743	165,879	189,788	204,867	228,535
<i>New Manufactured Homes Placed for Residential Use</i>					
Year	1994	1995	1996	1997	1998
Located in Communities	32%	32%	32%	32%	33%
Located in Private Property	68%	68%	68%	68%	67%
Titled as Personal Property	89%	89%	88%	86%	85%
Titled as Real Estate	9%	10%	11%	13%	13%
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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(1999-2003)**

New Manufactured Homes

Year	1999	2000	2001	2002	2003
All					
Avg. Sales Price	\$ 43,300	\$ 46,400	\$ 48,900	\$ 51,300	\$ 54,900
Avg Square Foot	1,465	1,505	1,545	1,590	1,620
Avg Cost per Sq ft.	\$ 29.56	\$ 30.83	\$ 31.65	\$ 32.26	\$ 33.89
Single					
Avg. Sales Price	\$ 29,300	\$ 30,200	\$ 30,400	\$ 30,900	\$ 31,900
Avg Square Foot	1,120	1,130	1,115	1,125	1,100
Avg Cost per Sq ft.	\$ 26.16	\$ 26.73	\$ 27.26	\$ 27.47	\$ 29.00
Double					
Avg. Sales Price	\$ 51,100	\$ 53,600	\$ 55,200	\$ 56,100	\$ 59,700
Avg Square Foot	1,655	1,675	1,695	1,710	1,735
Avg Cost per Sq ft.	\$ 30.88	\$ 32.00	\$ 32.57	\$ 32.81	\$ 34.41

*Housing Starts & MH Shipments
(thousands of units)*

Year	1999	2000	2001	2002	2003
<i>New Single Family</i>					
Housing Starts	1,302	1,231	1,273	1,359	1,499
Percent of Total	79%	83%	87%	89%	92%
<i>Manufactured Homes Shipments</i>					
Shipped	348	250	193	169	131
Percent of Total	21%	17%	13%	11%	8%
Total	1,650	1,481	1,466	1,528	1,630

New Single Family

Site-Built Homes sold (house and the land sold as a package)

Avg. Sales Price	\$ 195,600	\$ 207,000	\$ 213,200	\$ 228,700	\$ 246,300
Derived Average Land Price	\$ 45,238	\$ 47,476	\$ 49,056	\$ 54,560	\$ 62,929
Price of structure					
Avg Square Foot	2,221	2,265	2,282	2,301	2,315
Avg Price Per Sq ft. (excl land)	\$ 67.70	\$ 70.43	\$ 71.93	\$ 75.68	\$ 79.21

Manufactured Homes Shipments

Year	1999	2000	2001	2002	2003
Total	348,102	250,419	193,120	168,489	130,815
Single	122,575	74,919	48,924	37,156	26,202
Multi	225,527	175,500	144,196	131,333	104,613

New Manufactured Homes Placed for Residential Use

	1999	2000	2001	2002	2003
Located in Communities	32%	31%	33%	33%	30%
Located in Private Property	68%	69%	67%	67%	70%
Titled as Personal Property	81%	75%	76%	70%	64%
Titled as Real Estate	16%	21%	21%	26%	32%

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.

**Cost & Size Comparisons
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Site Built Homes
(2004-2008)**

<i>New Manufactured Homes</i>					
Year	2004	2005	2006	2007 (r)	2008
All					
Avg. Sales Price	\$ 58,200	\$ 62,600	\$ 64,300	\$ 65,400	\$ 64,900
Avg Square Foot	1,625	1,595	1,605	1,600	1,570
Avg Cost per Sq ft.	\$ 35.82	\$ 39.25	\$ 40.06	\$ 40.88	\$ 41.34
Single					
Avg. Sales Price	\$ 32,900	\$ 34,100	\$ 36,100	\$ 37,300	\$ 38,100
Avg Square Foot	1,090	1,085	1,105	1,100	1,105
Avg Cost per Sq ft.	\$ 30.18	\$ 31.43	\$ 32.67	\$ 33.91	\$ 34.48
Double					
Avg. Sales Price	\$ 63,400	\$ 68,700	\$ 71,300	\$ 74,200	\$ 76,100
Avg Square Foot	1,745	1,720	1,745	1,775	1,775
Avg Cost per Sq ft.	\$ 36.33	\$ 39.94	\$ 40.86	\$ 41.80	\$ 42.87
<i>Housing Starts & MH Shipments (thousands of units)</i>					
Year	2004	2005	2006	2007	2008
<i>New Single Family</i>					
Housing Starts	1,611	1,716	1,465	1,046	622
Percent of Total	92%	92%	93%	92%	88%
<i>Manufactured Homes Shipments</i>					
Shipped	131	147	117	96	82
Percent of Total	8%	8%	7%	8%	12%
Total	1,742	1,863	1,582	1,142	704
<i>New Single Family</i>					
Site-Built Homes sold (house and the land sold as a package)					
Avg. Sales Price	\$ 274,500	\$ 297,000	\$ 305,900	\$ 313,600	\$ 292,600
Derived Average Land Price	\$ 73,082	\$ 78,219	\$ 79,973 (r)	\$ 84,268	\$ 74,856
Price of structure					
Avg Square Foot	2,366	2,414	2,456	2,479	2,459
Avg Price Per Sq ft. (excl land)	\$ 85.13	\$ 90.63	\$ 91.99 (r)	\$ 92.51	\$ 88.55
<i>Manufactured Homes Shipments</i>					
Year	2004	2005	2006	2007	2008
Total	130,748	146,881	117,373	95,752	81,907
Single	33,965	52,027	33,033	30,737	30,384
Multi	96,783	94,854	84,340	65,015	51,523
<i>New Manufactured Homes Placed for Residential Use</i>					
	2004	2005	2006	2007	2008
Located in Communities	31%	35%	29%	26%	25%
Located in Private Property	69%	65%	71%	74%	75%
Titled as Personal Property	64%	63%	64%	64%	63%
Titled as Real Estate	31%	29%	28%	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.					