



2023 MANUFACTURED HOUSING FACTS

INDUSTRY OVERVIEW

Updated June 2023

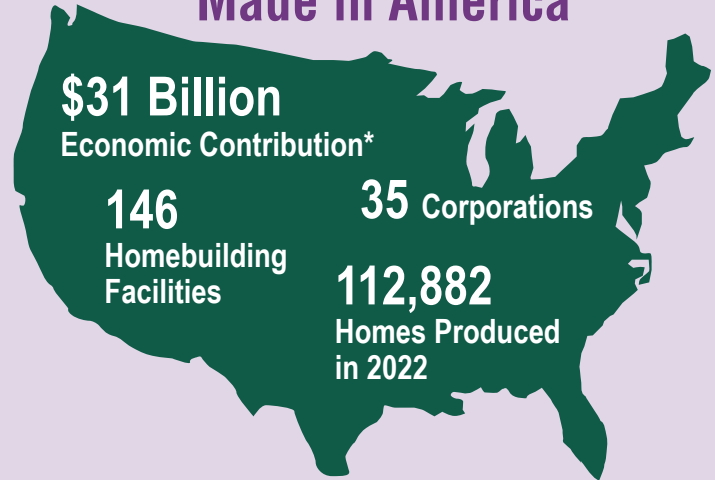


Manufactured Housing in the United States

General Profile



Made in America



Manufactured Home Communities



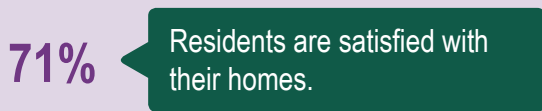
43,000+ Land-Lease Communities

4.3 Million Estimated Homesites in Communities

6.2% Average Annual Site Rent Increase**

31% of new homes are placed in communities

Appeal of Manufactured Homes



Top reasons to live in a manufactured home

- Affordability (61%)
- Homeownership (47%)
- Sense of Independence (37%)
- Sense of Safety and Security (33%)
- Access to Newer Features (30%)

Attainable Homeownership



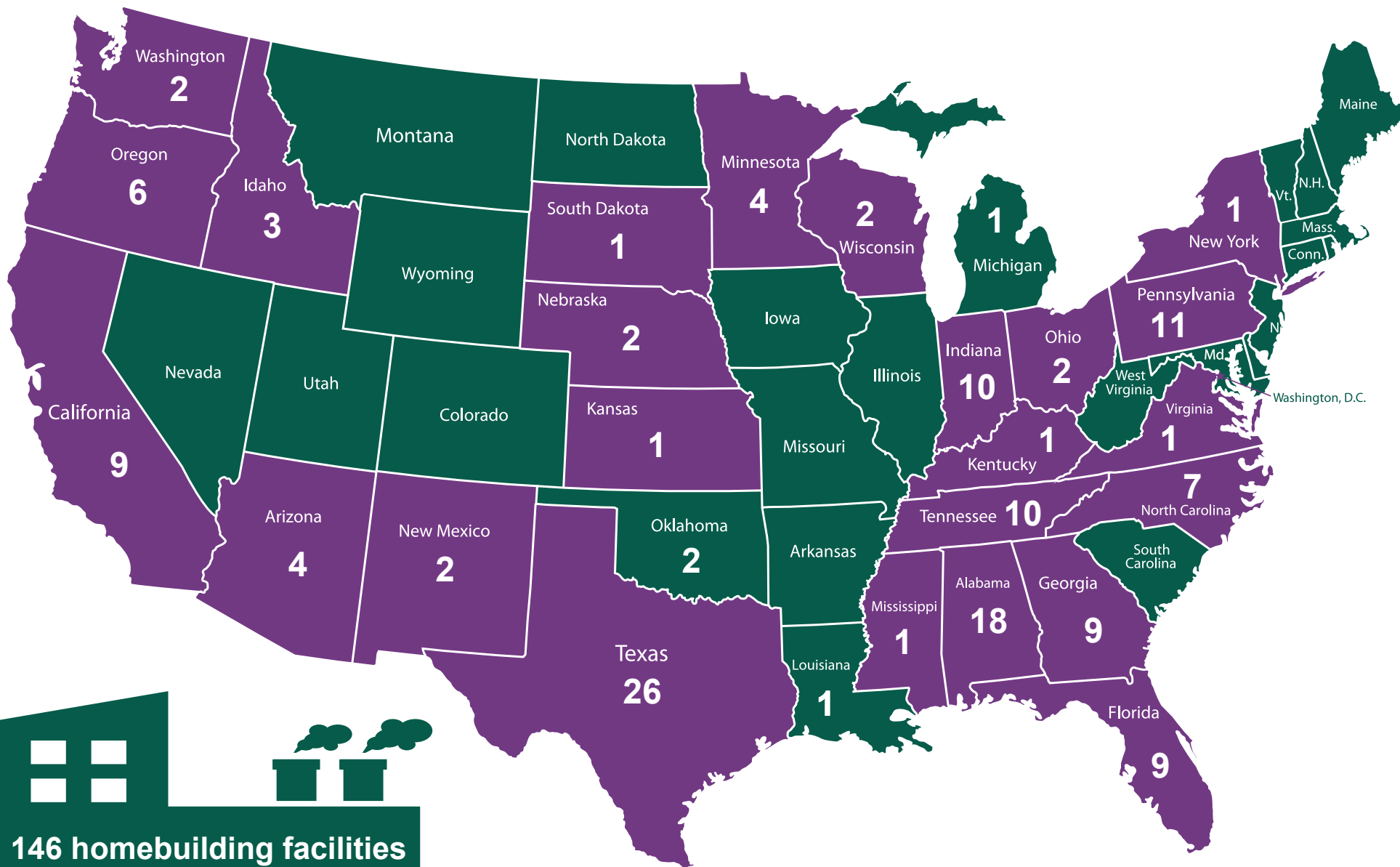
American Housing Survey 2021 1-Year Estimates, U.S. Census Bureau and HUD Manufactured Housing Survey, U.S. Bureau Labor of Statistics, MHI 2022 Consumer Research, Datacomp/JTL

+LendingTree

*Allied Market Research

**Compared with 12% for new apartment tenants and 3.5% for apartment tenants who renewed leases in 2022.

MANUFACTURED HOME PRODUCTION IN THE UNITED STATES: Homebuilding Facilities by State

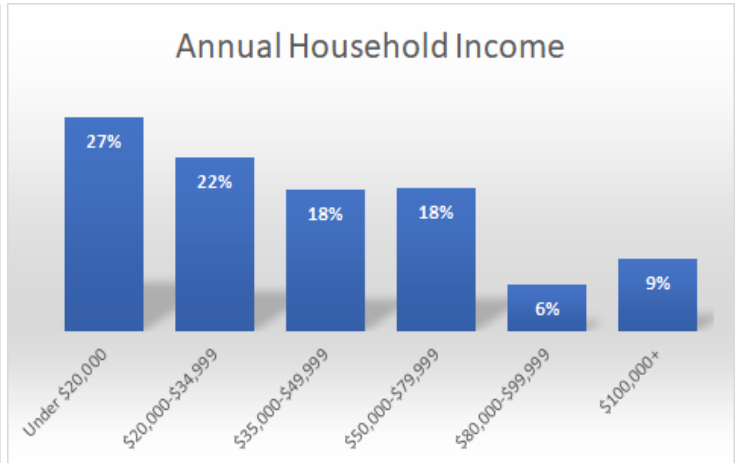
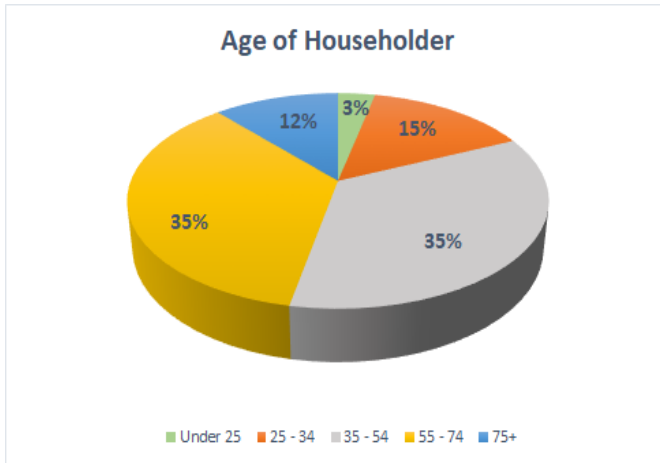


**146 homebuilding facilities
across the country**

No production facilities in Alaska or Hawaii.

Source: Institute for Building Technology and Safety (February 2023)

Manufactured Housing Facts



Source: U.S. Census Bureau, 2021 American Housing Survey

Production:

- The manufactured housing industry produced 112,882 new homes in 2022, approximately 11% of new, single-family home starts.
- The average sales price of a new manufactured home without land was \$127,250 in 2022.
- 31% of new manufactured homes were placed in manufactured home/land-lease communities in 2021.
- All aspects of construction are continually inspected by professionally trained third-party inspectors.
- Manufactured homes are constructed to adhere to the federal HUD Code since 1976. The HUD Code, regulates home design and construction, strength and durability, fire resistance and energy efficiency. HUD revised the building code in the early 1990's to enhance energy efficiency and ventilation standards and to improve the wind resistance of manufactured homes in areas prone to hurricane-force winds.

Amenities:

- Floor plans are available that range from basic to elaborate – vaulted or tray ceilings, fully-equipped kitchens, walk-in closets and luxurious bathrooms.
- A variety of exterior siding is available – metallic, vinyl, wood or hardboard and stucco.
- Our industry has also launched a new class of homes known as CrossMod® that are indistinguishable from site-built homes, with pitched roofs with shingles and gabled ends, porches, garages, permanent foundations, and more.

Safety:

- The building materials in today's manufactured homes are the same as those in site-built homes.
- The homes are engineered for wind safety and energy efficiency.
- Manufactured homes are among the safest housing choices available today due to federal laws requiring smoke detectors, escape windows and limited combustible materials around furnaces, water heaters and kitchen ranges.

Financing:

- Manufactured homes can be financed as personal property. Even when the home and land are financed together, the home can be secured as personal property and the land as real property. Traditional manufactured home personal property lenders offer land-and-home financing.
- Homebuyers may also finance their home and land together as real property using conventional mortgage financing obtained through a traditional mortgage lender.
- Financing programs are available through Fannie Mae and Freddie Mac for CrossMod® homes that provide borrowers with traditional financing options, lower interest rates, and allow for site-built comparisons in the appraisal process.

Beautiful, Modern Homes



Industry Overview

The need for quality, affordable housing has never been greater. Today's manufactured homes can deliver outstanding quality and performance at prices that are up to 50 percent less per square foot than conventional site-built homes. These savings allow more and more Americans to own their own home, even in the face of an ever-widening housing affordability gap.

The affordability of manufactured housing is due to the efficiencies of the factory-building process. Manufactured homes are constructed with standard building materials, and are built almost entirely off-site in a factory. The controlled construction environment and assembly line techniques remove many of the problems encountered during traditional home construction, such as weather, theft, vandalism, damage to building products and materials, and unskilled labor. Factory employees are trained and managed more effectively and efficiently than the system of contracted labor employed by the site-built home construction industry.

Much like other assembly line operations, manufactured homes benefit from the economies of scale resulting from purchasing large quantities of materials, products and appliances. Manufactured home builders can negotiate substantial savings on many components used in building a home, with these savings passed on directly to the homebuyer.



Today's manufactured homes have experienced an evolution in the types and quality of homes available to buyers. Technological advances allow manufactured home builders to offer a variety of architectural styles and exterior finishes that will suit most any buyer's dreams while allowing the home to blend in seamlessly into most any neighborhood. Two-story and single-family attached homes are but two of the new styles generated by factory-built innovation.

At the same time, greater flexibility in the construction process allows for customization of each home to meet a buyer's lifestyle and needs. Interior features include vaulted ceilings, working fireplaces, state-of-the-art kitchens and baths, and porches, giving the homebuyer all the features found in traditional, site-built homes. Enhanced energy efficiency in manufactured homes, achieved with upgraded levels of insulation and more efficient heating and cooling systems, provide another source of savings for homeowners, especially in this era of rising energy costs. Smart buyers also are turning to EnergyStar-labeled manufactured homes for substantial savings in many aspects of owning and operating home.

Technological advances, evolutionary designs, and a focus on delivering quality homes that families can afford are the driving forces within the manufactured housing industry. That's why more people are turning to manufactured housing to deliver homes that fit their needs and wants, at prices they can afford.



**Cost & Size Comparisons:
New Manufactured Homes and New Single-Family Site-Built Homes
2014 - 2021**

	2021	2020	2019	2018	2017	2016	2015	2014
New Manufactured Homes								
All¹								
Avg. Sales Price	\$ 108,100	\$ 87,000	\$ 81,900	\$ 78,500	\$ 71,900	\$ 70,600	\$ 68,000	\$ 65,300
Avg. Square Feet	1,497	1,471	1,448	1,438	1,426	1,446	1,430	1,438
Avg. Cost per Sq. Ft.	\$ 72.21	\$ 59.14	\$ 56.56	\$ 54.59	\$ 50.42	\$ 48.82	\$ 47.55	\$ 45.41
Single								
Avg. Sales Price	\$ 72,600	\$ 57,300	\$ 53,200	\$ 52,400	\$ 48,300	\$ 46,700	\$ 45,600	\$ 45,000
Avg. Square Feet	1,084	1,085	1,072	1,072	1,087	1,075	1,092	1,115
Avg. Cost per Sq. Ft.	\$ 66.97	\$ 52.81	\$ 49.63	\$ 48.88	\$ 44.43	\$ 43.44	\$ 41.76	\$ 40.36
Double								
Avg. Sales Price	\$ 132,000	\$ 108,500	\$ 104,000	\$ 99,500	\$ 92,800	\$ 89,500	\$ 86,700	\$ 82,000
Avg. Square Feet	1,794	1,760	1,747	1,747	1,733	1,746	1,713	1,710
Avg. Cost per Sq. Ft.	\$ 73.58	\$ 61.65	\$ 59.53	\$ 51.26	\$ 53.55	\$ 51.26	\$ 50.61	\$ 47.95
Housing Starts vs. MH Shipments (Thousands of Units)								
New Single Family								
Housing Starts	1,127	991	888	876	849	782	715	648
Percent of Total	91%	91%	90%	90%	90%	91%	91%	91%
Manufactured Home Shipments								
Shipped	106	94	95	97	93	81	71	64
Percent of Total	9%	9%	10%	10%	10%	9%	9%	9%
Total	1,233	1,085	983	973	942	863	786	678
New Single-Family								
Site-Built Homes Sold (Home and Land Sold as Package)								
Avg. Sales Price	\$ 464,200	\$ 391,900	\$ 383,900	\$ 385,000	\$ 384,900	\$ 360,900	\$ 352,700	\$ 347,700
Derived Average Land Price	\$ 98,296	\$ 83,303	\$ 84,485	\$ 87,253	\$ 91,173	\$ 82,491	\$ 80,246	\$ 84,444
Price of Structure								
Avg. Square Feet	2,544	2,527	2,518	2,602	2,645	2,650	2,724	2,707
Avg. Price per Sq Ft. (excl. land)	\$ 143.83	\$ 122.12	\$ 118.91	\$ 114.43	\$ 111.05	\$ 105.06	\$ 100.02	\$ 97.25
Manufactured Home Shipments								
Total	105,772	94,390	94,615	96,555	92,902	81,136	70,544	64,331
Single-Section	44,755	42,578	42,930	44,979	46,305	38,944	32,210	30,218
Multi-Section	61,017	51,812	51,685	51,576	46,597	42,192	38,334	34,113
New Manufactured Homes Placed (For Residential Use)								
Located in Communities	51%	27%	31%	37%	32%	34%	34%	33%
Located on Private Property	49%	73%	69%	63%	68%	66%	66%	67%
Titled as Personal Property	77%	78%	76%	77%	76%	77%	80%	80%
Titled as Real Estate	19%	19%	19%	17%	17%	17%	14%	13%

¹ Includes manufactured homes with more than two sections.

Note: The Census Bureau has reviewed this data product for unauthorized disclosure of confidential information and has approved the disclosure avoidance practices applied. (Approval ID: CBDRB-FY22-278)

Source: U.S. Census Bureau and U.S. Department of Housing and Urban Development, Survey of Construction, <https://www.census.gov/construction/chars/>; https://www.census.gov/construction/nrc/xls/starts_cust.xls.

Source: U.S. Census Bureau and U.S. Department of Housing and Urban Development, Manufactured Housing Survey.

Manufactured Home Production by Product Mix by State, 2019-2022

	Single Section	2019 Multi Section	Total	Single Section	2020 Multi Section	Total	Single Section	2021 Multi Section	Total	Single Section	2022 Multi Section	Total
New England												
Connecticut	*	*	*	*	*	*	*	*	*	*	*	*
Maine	*	*	*	*	*	*	*	*	*	*	*	*
Massachusetts	*	*	*	*	*	*	*	*	*	*	*	*
New Hampshire	*	*	*	*	*	*	*	*	*	*	*	*
Rhode Island	*	*	*	*	*	*	*	*	*	*	*	*
Vermont	*	*	*	*	*	*	*	*	*	*	*	*
Subtotal	*	*	*	*	*	*	*	*	*	*	*	*
Middle Atlantic												
New Jersey	*	*	*	*	*	*	*	*	*	*	*	*
New York	*	*	*	*	*	*	*	*	*	*	*	*
Pennsylvania	2,342	3,006	5,342	1,967	2,578	4,545	2,278	3,212	5,490	2,729	3,688	6,417
Subtotal	2,342	3,006	5,342	1,967	2,578	4,545	2,278	3,212	5,490	2,729	3,688	6,417
East North Central												
Illinois	*	*	*	*	*	*	*	*	*	*	*	*
Indiana	6,106	3,222	9,328	5,827	2,649	8,476	6,069	3,290	9,359	6,744	3,709	10,453
Michigan	*	*	*	*	*	*	*	*	*	*	*	*
Ohio	*	*	*	*	*	*	*	*	*	*	*	*
Wisconsin	*	*	*	*	*	*	*	*	*	*	*	*
Subtotal	6,106	3,222	9,328	5,827	2,649	8,476	6,063	3,290	9,359	6,744	3,709	10,453
West North Central												
Iowa	*	*	*	*	*	*	*	*	*	*	*	*
Kansas	*	*	*	*	*	*	*	*	*	*	*	*
Minnesota	487	578	1,065	430	578	1,008	446	736	1,182	745	766	1,511
Missouri	*	*	*	*	*	*	*	*	*	*	*	*
Nebraska	*	*	*	*	*	*	*	*	*	*	*	*
North Dakota	*	*	*	*	*	*	*	*	*	*	*	*
South Dakota	*	*	*	*	*	*	*	*	*	*	*	*
Subtotal	487	578	1,065	430	578	1,008	446	736	1,182	745	766	1,511
South Atlantic												
Delaware	*	*	*	*	*	*	*	*	*	*	*	*
District of Columbia	*	*	*	*	*	*	*	*	*	*	*	*
Florida	661	2,687	3,348	564	2,243	2,807	573	2,962	3,535	920	3,248	4,168
Georgia	2,629	4,198	6,827	2,720	4,623	7,343	2,727	5,403	8,130	2,750	4,969	7,719
Maryland	*	*	*	*	*	*	*	*	*	*	*	*
North Carolina	1,536	2,287	3,823	1,541	2,293	3,834	1,310	3,186	4,496	1,968	2,918	4,886
South Carolina	*	*	*	*	*	*	*	*	*	*	*	*
Virginia	*	*	*	*	*	*	*	*	*	*	*	*
West Virginia	*	*	*	*	*	*	*	*	*	*	*	*
Subtotal	4,826	9,172	13,998	4,825	9,159	13,984	4,610	1,151	16,161	5,638	11,135	16,773
East South Central												
Alabama	6,459	7,429	13,888	6,756	8,046	14,802	7,190	9,120	16,310	8,207	8,618	16,825
Kentucky	*	*	*	*	*	*	*	*	*	*	*	*
Mississippi	*	*	*	*	*	*	*	*	*	*	*	*
Tennessee	6,810	6,613	13,423	6,886	7,814	14,680	6,480	8,911	15,391	7,125	8,566	15,691
Subtotal	13,269	14,042	27,311	13,622	15,860	29,482	13,670	18,031	31,701	15,332	17,184	32,516
West South Central												
Arkansas	*	*	*	*	*	*	*	*	*	*	*	*
Louisiana	*	*	*	*	*	*	*	*	*	*	*	*
Oklahoma	*	*	*	*	*	*	*	*	*	*	*	*
Texas	10,382	9,300	19,682	10,822	10,015	20,837	12,075	11,498	23,573	13,539	11,460	24,999
Subtotal	10,382	9,300	19,682	10,822	10,015	20,837	12,075	11,498	23,573	13,539	11,460	24,999
Mountain												
Arizona	663	2,505	3,168	688	2,111	2,799	506	2,247	2,753	428	2,391	2,819
Colorado	*	*	*	*	*	*	*	*	*	*	*	*
Idaho	415	1,175	1,590	248	976	1,224	255	1,168	1,423	319	1,353	1,672
Montana	*	*	*	*	*	*	*	*	*	*	*	*
Nevada	*	*	*	*	*	*	*	*	*	*	*	*
New Mexico	*	*	*	*	*	*	*	*	*	*	*	*
Utah	*	*	*	*	*	*	*	*	*	*	*	*
Wyoming	*	*	*	*	*	*	*	*	*	*	*	*
Subtotal	1,078	3,680	4,758	936	3,087	4,023	761	3,415	4,176	747	3,744	4,491
Pacific												
Alaska	*	*	*	*	*	*	*	*	*	*	*	*
California	474	3,014	3,488	507	2,380	2,887	480	2,543	3,023	582	3,069	3,651
Hawaii	*	*	*	*	*	*	*	*	*	*	*	*
Oregon	387	2,501	2,888	285	2,463	2,748	321	2,664	2,985	313	2,880	3,193
Washington	*	*	*	*	*	*	*	*	*	*	*	*
Subtotal	861	5,515	6,376	792	4,843	5,635	801	5,207	6,008	895	5,949	6,844
Subtotal – U.S.	39,351	48,515	87,866	39,221	48,769	87,990	40,710	56,940	97,650	46,369	57,635	104,004
Canada/Mexico/Puerto Rico	0	0	0	0	0	0	0	0	0	0	0	0
States with *	3,579	3,170	6,749	3,357	3,043	6,400	4,045	4,077	8,122	4,653	4,225	8,878
Total Production	42,930	51,685	94,615	42,578	51,812	94,390	44,755	61,017	105,772	51,022	61,860	112,882

Source: *Institute for Building Technology and Safety*
States with less than three active manufacturers are indicated with an asterisk (*) Production figures for these state are not listed in order to protect proprietary information. Total production for these states is reported on the line labeled "States with **"