

MODULE 1 CHECKLIST – WHY MOBILE HOMES

This module sets the groundwork for your mobile home foundation. In it we will discuss the different reasons why smart investors choose mobile homes. We'll outline the history of mobile homes and explore mobile home construction standards, so you know how to pick a good property to invest in. We'll talk about competition and the mobile home and how less competition presents opportunities for you. We will teach affordability, explain why mobile homes are so in demand, and look at the differences between personal property and real estate.

Key Points:

- Properties after 1990 have much higher standards.
- When looking at a mobile home, find out if it is a personal property or real property mobile home.
- Personal property mobile homes depreciate like cars.
- Real property mobile homes are tied to the land and go up and down in value with the real estate cycle.
- Rehabbing a mobile home is similar to fixing up a single-family residential house as far as materials and what you're going to fix up; the big difference is the extent of the rehab.
- Mobile homes have all levels of finish out but newer mobile homes have the same components that are in single-family residential houses.
- Most site-built-home amenities can also be had with a mobile home.
- Mobile homes on land can receive Federal Housing Administration (FHA) financing and are tied into a concrete foundation.
- Every mobile home should have a Housing and Urban Development (HUD) data plate showing when it was inspected.

Key Points *(cont'd):*

- In some markets mobile homes are half the price of site-built houses.
- Due to the rent ratio on mobile homes, the cash flow can be much better.
- Mobile homes are one of the most affordable types of housing in America, making them attractive when houses are expensive and a great opportunity during economic downturns.
- You can find the fair market value of a mobile home on a multiple listing service (MLS); you can also find rent information there when you're pulling comparable sales.
- Reasons for wanting to live in mobile homes include: getting out of the city, more land, good schools, and getting more house for less money.
- Young or old, wealthy or less so—a variety of people live in mobile homes.
- Focus on mobile homes that are within a one-hour drive of a major job center.
- Most people do not understand mobile homes and will gladly give you their mobile home leads.