

# 10 Things Manufactured Housing Developers Should Know

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To thrive in the manufactured housing industry, developers must possess a thorough grasp of several critical factors. They must be knowledgeable about construction, financing, zoning, and inspections. This blog post highlights ten important considerations that developers should keep in mind when entering the realm of manufactured housing.

- 1. Be familiar with basic information about manufactured housing.** This includes the differences in construction and the benefits of using this type of construction. Those benefits include time savings, controlled costs, and skilled craftsmanship.
- 2. Product offerings vary from manufacturer to manufacturer.** Many manufacturers across the country build homes, but it's important to know what to look for when choosing to develop with a manufacturer. Distance to the building site, project expectations, and quality standards are just a few things to consider when selecting a manufacturing partner.
- 3. Know the different energy efficiency options available for manufactured housing.** Some of the options available include ENERGY STAR-certified and Zero-Energy Ready manufactured homes.
- 4. Subcontractors are needed to complete the home.** Subcontractor work can include licensed installers responsible for placing and affixing the house to the site and plumbing, electrical, and HVAC contractors for necessary connections.
- 5. Inspection and permitting responsibilities are split between project partners.** Inspections on the home are completed at the facility, and in some cases, there are on-site inspections for roof connections or other pieces of the home. Developers are responsible for the permitting of the house. The manufacturer will provide a permit package for the home.
- 6. Understand surrendering the title of the home and converting the house to real property.** A real estate attorney should be able to assist in converting the home from personal property to real estate and using mortgage financing.
- 7. Familiarize yourself with zoning and land-use policies for manufactured homes and their challenges.** Check local zoning regulations to determine if HUD-code manufactured homes are permitted or if a variance is required, and build relationships with local planning and zoning offices for smoother processes.

8. **You must be a licensed retailer to buy factory direct.** Purchasing directly from a factory cannot be done by any developer, and each state varies in its requirements to acquire this license.
9. **Consider how you'll finance the project before starting.** Development finance includes purchasing land and building costs. The types of loans available will depend on what you need the funds for. Getting the right financing in place is crucial to your success.
10. **Know the types of financing available for homebuyers interested in a manufactured home.** Homes are financed with conventional or FHA- insured mortgages, credit unions or housing finance agencies. Homeowners who purchase the land will have access to competitive rates and consumer protections.

Succeeding in the manufactured housing industry requires a comprehensive understanding of construction, financing, zoning, and other factors unique to manufactured housing. By considering these ten essential aspects, developers can navigate the industry more effectively, ensuring successful projects and satisfied homebuyers.