



Manufactured Housing

Items to Discuss With Retailer

Page One

- How long have you been selling manufactured homes?

- Do you manufacture any of the homes you sell?
 - If so, how much do you allow homebuyers to customize their homes? What options are available, and how will they affect the price of the home?

- Do you sell any homes that you do not manufacture?
 - If so, which manufacturers do you work with?

- Do you and/or the manufacturers you work with follow guidelines to help minimize future moisture problems in homes?
 - For example?

- What is the total cost of the home, including installation, and including land if you will be purchasing the land as well?

- Do you offer financing?
 - If so, what type of loan do you offer? Is there a downpayment? What is the interest rate? For how long? Is there a balloon payment involved? What about closing costs or other loan fees?
 - May I seek financing from an outside source even though you offer it?

- Additional comments:

ITEMS TO DISCUSS WITH RETAILER

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Page Two

- Do you offer a dealer warranty and/or manufacturer warranty?
 - If so, what is included?
 - What's NOT included?
 - How long is it good for or effective?
 - What must homeowners do to maintain warranty coverage for the full length of time?
 - Who will provide needed services?
 - Where will repairs be performed?
 - Are transportation/installation warranties available?
 - Is an extended warranty available?
 - Ask to see a written copy of the warranty – that is your right!
- Do you handle site preparation (getting the land and utilities hook ups ready)?
- Do you handle transportation and/or installation arrangements (placing the home on the foundation)?
- How fast can I get this home?
- Additional comments:

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