

Process

Welcome! Whether you're looking for your first home, downsizing, upsizing, relocating, putting in income properties or replacing an existing home that's seen better days, we are here to help. This list outlines the general process that goes along with the purchase and installation of a manufactured home. By no means is this all-inclusive, as every project is unique.

1: Location

Finding a good location is essential as it will determine a lot of the costs and options that will be available to you.

- **Mobile Home Park** – ensure that the maximum dimensions for the space being considered are known.
- **Land** – make sure a manufactured home is allowed.
- **AUD/Second Home** – check the county regulations for size and use restrictions.

2: House (customize/upgrade)

This step is the most fun or the most difficult. Selecting your perfect home can be daunting but fun as you personalize and add all the custom options to fit your personality and purposes.

- Pick a floorplan with the space and layout you need.
- Pick options/colors and make approved changes.
- Make sure the house dimensions/square footage fits site.
- Review and sign Purchase Agreement and Contract documents.

3: Financing

This part is probably the one people dread the most with the endless maze of paperwork and legalese. We work with some great institutions and loan consultants who can help you through this process. (See: Lender List)

1. Cash Payment – Require an upfront deposit of 80% at time of contract signing for a house to be ordered with the factory. The money will be placed in a trust account and held until project completion.
2. We work directly with the loan consultant to ensure the home selected is within your budget. Different lenders can work better for different customers based on site location, type of foundation, credit rating, down payment, and costs covered by the lender's terms.

Process

4: Site Prep & Logistics

This step can be the least fun, dealing with permits, dirt, and utility lines. However, ensuring your foundation and infrastructure is put in properly is an important step to ensure your home lasts a lifetime.

1. Our partner contractor can help with obtaining permits. Getting permits can vary in difficulty and be expensive by state or county and, in some cases, can be time-consuming and frustrating if you are new to the process.

2. The house site must be ready before the home arrives. Any utility lines that need to be run, the foundation, and other construction requirements should be finished before your new home is delivered.

5: Waiting & timelines

Once the paperwork is done and financing is secured it's time to wait while your new home is being built on the factory floor!

After being ordered:

- In general, it takes 60-75 days for a home to be move-in-ready.
- Build times can change based on the factory's production schedule.
- Delivery may be delayed due to weather and/or road or site conditions.

6: Finishing

After the house is safely delivered to the prepared site

- It is placed on the foundation, joined, and closed on the exterior.
- Inside: tape and texture, paint, flooring installed, and final touches completed.
- Inspections may be required by the county, city, lender, or Dept. of L&I.
- Jennifer will schedule a time to walk through your new home and address any concerns you might have.

Finally! You get the keys, and the home is yours!

Please acknowledge your understanding of the above Project Process: Initial(s)_____

Costs

Whether built on-site or built in a factory, all home building projects will have several moving parts and pieces. The financial aspect includes various costs that should be considered at the onset of building a home. Houses and site locations are all unique and may include items not on this list.

Base House Price:

Found at mtspokanehomesales.com and includes displayed floor plan with factory standard features.

Options & Upgrades:

Options & Upgrades Cost will include any changes, additions, or alterations to the base floor plan. **Note:** Any mandatory requirements established by the governing entity will be adhered to. (i.e. Roof Load, WUII)

Dealer Bundle:

The Dealer Bundle cost is based on the size of house and delivery location.

- Standard Delivery to your **prepared site.**
- Standard Set of Home.
 - Roll-On to short/pony walls are **not** standard.
- Interior & Exterior close-up at marriage line
- Interior & Exterior paint at marriage line
- Roof close-up at marriage line
- Trim install of interior doors at marriage line
- Carpet installed in designated areas.
- Refrigerators, dishwashers, microwaves plugged in and tested.
- Light bulbs and glass fixture shades get installed.
- Construction clean:
 - Wipe down counters, cabinets, and trim.
 - Floors swept and mopped.
 - Carpet vacuumed.
 - Garbage removal

Note: ALL protective wraps will be left for the owner to remove when they choose. Also, be aware that some debris, carpet fibers, or overspray may be present after cleaning.

Sales Tax:

Based on the address at the home's final sitting location.

Please acknowledge your understanding of the above Project Costs: Initial(s) _____

Construction

Mt. Spokane Home Sales is not a licensed contractor. For our purposes, your site contractor will be responsible for:

1. SITE PREPERATION

- a. **ALL** required permits
- b. Park Set – above ground on compact gravel pad.
- c. Pit Set – full concrete pad or concrete runners.
- d. Sloping to pad/runners for delivery.
- e. Backfill to pad/runners and between runs.
- f. Site clear with enough room to maneuver trucks and home to the pad.
 - i. Additional charges will be added if not completed prior to delivery.

(e) A manufactured home site must be prepared in accordance with the manufacturer's installation manual or with the requirements of the Model Manufactured Home Installation Standards 24 C.F.R. Part 3285, Subpart C.

2. PERMENENT ANCHOR SYSTEM

3. ELECTRICAL

- a. **ALL** ditching & running electrical lines to home.
- b. Under house cross-over hook-up of electrical connections.

4. HEAT DUCT

- a. Under house cross-over of heat duct

5. WASTE

- a. Permitted/legal septic system.
- b. Connection to main waste line

6. SKIRTING

- a. Park Set – Vinyl or equivalent.
- b. Pit Set – Pressure treated.
- c. Venting and access location to code

7. STEPS & LANDINGS

- a. Landings
- b. Steps
- c. Railings

*Ensure your contractor is insured, WAINS certified, bonded and licensed in accordance with local ordinances.

B. Speerstra Construction may be available to provide a bid if needed: (509) 991-6906.

Please acknowledge your understanding of the above Construction Requirements: Initial(s)_____