

Schedule

SECTION 1. (Day 1 Morning)

Registration and Orientation

Sign-In

Introduction, Welcome, Materials, Classroom Guidelines,
and General Information

Part 1. Manufactured Housing: The Product and Its Regulatory Environment

Introduction and Overview

Housing Types—Mobile, Manufactured, Modular, Site-Built

Next Generation Manufactured Homes

HUD Code—HUD Label and Data Plate

Installation—Installers, Installation Inspections, and
Retailers

Real Estate Property Classification

Part 2. Manufactured Housing Construction Process

Introduction—They Can Build It for How Much?

Economies of Scale

Site Evaluation and Testing

MORNING BREAK

Permanent Frame/Chassis

Permanent Foundation and Other Anchoring Systems

Floor Systems

Exterior and Interior Wall Systems

Roof System

Mechanical, Electrical, and Plumbing Systems

Interior Finish

Energy Efficiency

Design and In-Plant Inspections

Quality Control and HUD Audit

MORNING BREAK

SECTION 1, cont. (Morning)

Part 3. Property Inspection, Data Collection, and Quality Ratings

HUD Label or Data Plate Missing or Damaged
Required Photographs; Plans and Specifications
Retailer Sales Centers
Quality of the Component Parts
Manufactured Housing Quality Rating Worksheet
Developing a Quality Rating Worksheet for the Subject Property
Case Study Introduction, Case Study Exercise 1
Section 1 Practice Test

Part 4. Assignment Conditions and Reporting Using Freddie Mac Form 70B

Client-Specific Assignment Conditions; HUD/FHA, VA, USDA, Fannie Mae
Form 70B/1004C vs Form 70/1004;
Common Deficiencies in Reporting and Their Consequences
Lunch

SECTION 2 (Afternoon)

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| Part 5. Cost Approach | |
| | Cost Approach Theory; Site Value, Comparable List of Search Criteria, Reconciliation; Site Improvements; Marshall & Swift® —CoreLogic® vs NADA |
| | Depreciation; Physical Depreciation, 5.1 Appraisers in the Real World |
| | Functional Obsolescence, 5.2 Appraisers in the Real World |
| | External Obsolescence, 5.3 Appraisers in the Real World |
| | Using Marshall & Swift® —CoreLogic®, 5.4 Example Case Study Exercise 2 |
| | AFTERNOON BREAK |
| Part 6. Sales Comparison Approach and Final Reconciliation | |
| | Search Criteria; Comparable Selection; List of Comparable Sales |
| | Bracketing; Developing Adjustments |
| | Paired Sales Analysis—6.1 Appraisers in the Real World |
| | Complex Paired Sales Analysis—6.2 Appraisers in the Real World |
| | Case Study Exercise 3, Developing a Sales Comparison Approach |
| | Case Study Exercise 4, Reconciliation—Thought Process, Weighting |
| | Section 2 Practice Test |
| | AFTERNOON BREAK |
| Exam | |
| | Exam Distribution |
| | Exam |