### SECTION 1. (Day 1 Morning)

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#### 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)

#### 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