

Manufactured Housing Expense Analysis

Newmark Manufactured Housing is pleased to present our latest Manufactured Home Community Expense Analysis. This year we expanded the analysis to include community expenses from the years 2020 and 2021. We have delivered this resource to the industry since 2012 for the purpose of providing community owners, lenders and capital partners insight into industry average expense levels. All financial statements used in this analysis were shared by community owners for the purpose of obtaining an opinion of price.

Many factors including size, quality, performance, age, location and utilities can impact an expense ratio. Our team is available to provide complimentary opinions of value for your community. Please contact us with questions and let us know what we can do to help.

The average community in this analysis is family, Class B in quality, and contains just over 200 total lots. The communities selected for this expense analysis have at least 75% tenant-owned homes and 65% occupancy.

2012-2021 Expense Summary Per Site (Sorted by Year)

YEAR	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Average
# of Properties Evaluated	98	73	68	96	66	80	94	103	111	81	90
# of Sites	18,519	12,071	17,479	19,565	13,949	17,434	15,472	15,531	18,186	15,550	16,527
# of States	25	20	18	28	19	22	19	27	27	29	24
Repairs & Maintenance	\$184	\$176	\$222	\$230	\$307	\$229	\$219	\$211	\$236	\$236	\$225
Professional Fees	\$42	\$35	\$26	\$40	\$42	\$47	\$35	\$28	\$25	\$43	\$36
Payroll	\$341	\$289	\$341	\$340	\$347	\$309	\$297	\$291	\$330	\$363	\$325
Administrative	\$77	\$83	\$114	\$91	\$91	\$60	\$59	\$64	\$73	\$91	\$80
Marketing	\$13	\$16	\$8	\$12	\$21	\$11	\$10	\$5	\$11	\$12	\$12
Utilities	\$469	\$469	\$592	\$477	\$484	\$428	\$501	\$589	\$649	\$658	\$532
Total Variable Expenses	\$1,125	\$1,069	\$1,303	\$1,191	\$1,293	\$1,084	\$1,202	\$1,191	\$1,324	\$1,407	\$1,219
Taxes	\$307	\$209	\$317	\$264	\$240	\$214	\$233	\$237	\$267	\$336	\$262
Other Tax	\$5	\$16	\$9	\$5	\$3	\$6	\$8	\$10	\$14	\$20	\$10
Insurance	\$43	\$48	\$63	\$67	\$60	\$64	\$62	\$56	\$79	\$106	\$65
Management Fee	\$97	\$125	\$105	\$149	\$131	\$86	\$140	\$135	\$163	\$180	\$131
Total Operating Expenses	\$1,577	\$1,467	\$1,797	\$1,675	\$1,727	\$1,454	\$1,646	\$1,629	\$1,725	\$2,052	\$1,683
Expense Ratio	49.88%	49.34%	40.41%	43.80%	49.35%	41.77%	44.21%	41.92%	44.66%	42.79%	44.81%

2015-2021 Expense Summary Per Site (Sorted by Quality & Size)

# of Properties Evaluated	Community Quality			Community Size		
	287	234	110	250	283	98
# of Sites	38,728	44,256	33,003	16,221	51,046	48,420
	1-3 Stars	3 Stars	4-5 Stars	0-100	101-300	301+
Repairs & Maintenance	\$253	\$231	\$250	\$272	\$217	\$256
Professional Fees	\$39	\$36	\$40	\$46	\$30	\$40
Payroll	\$286	\$321	\$387	\$277	\$323	\$400
Administrative	\$70	\$79	\$91	\$76	\$76	\$85
Marketing	\$7	\$10	\$21	\$7	\$12	\$15
Utilities	\$551	\$595	\$560	\$615	\$541	\$531
Total Variable Expenses	\$1,221	\$1,277	\$1,353	\$1,298	\$1,212	\$1,331
Taxes	\$213	\$249	\$323	\$234	\$232	\$314
Other Tax	\$11	\$15	\$23	\$14	\$18	\$6
Insurance	\$69	\$64	\$97	\$76	\$63	\$87
Management Fee	\$134	\$137	\$187	\$149	\$133	\$166
Total Operating Expenses	\$1,648	\$1,742	\$1,983	\$1,773	\$1,657	\$1,903
Expense Ratio	45.71%	42.71%	36.80%	43.97%	44.17%	38.21%

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