

Dealer Visit Checklist

The questions to ask before you sign anything. Print one copy per dealer and write the answers down.

Dealer _____ Salesperson _____ Date _____
 Phone _____ State license # _____ Home model _____

Price + fees

- ☐ Is this the out-the-door price, with everything to make it livable?
- ☐ What is included: delivery, setup, A/C, skirting, steps?
- ☐ Any freight, dealer prep, or document fees?
- ☐ How long is this price good for?
- ☐ How much is the deposit, and is it refundable? In writing?

Warranty + service

- ☐ How long is the manufacturer's warranty, and what does it cover?
- ☐ Is setup work under warranty too? For how long?
- ☐ Who do I call for repairs after move-in?
- ☐ Can I talk to a few recent buyers?

Delivery + setup

- ☐ Who sets up the home: your crew or a subcontractor?
- ☐ Is the installer licensed in this state?
- ☐ What foundation is included, and will my lender accept it?
- ☐ Who pulls the permits and schedules the inspections?
- ☐ How long from order to move-in, realistically?

Financing

- ☐ Which lenders do you work with?
- ☐ Is it a home-only loan or a land + home loan?
- ☐ Can I use my own lender instead?
- ☐ Do you get anything from the lender you recommend?

Before you leave

- ☐ Get the full quote in writing, line by line
- ☐ Ask for the floor plan and spec sheet for the exact model
- ☐ Look the dealer up: Google reviews, the Better Business Bureau, and your state's license lookup

Notes

What to check

On the quote, on the home, and side by side.

Red flags on a quote

- ! Only the home price, with setup "to be determined"
- ! One vague "setup" line with no breakdown
- ! Pressure to sign or put money down today
- ! A deposit that isn't refundable, or isn't in writing
- ! Options or upgrades listed without prices
- ! No installer or foundation type named

On the model home

- ☐ Red HUD label on the outside of each section
- ☐ Data plate inside (often in a closet or by the panel)
- ☐ Doors and windows open and close smoothly
- ☐ No soft spots in the floor, no water stains
- ☐ Insulation and energy features in writing
- ☐ The model you're quoted matches the one you toured

Compare two dealers

	Dealer A	Dealer B
Home price		
Delivery + setup		
Foundation		
A/C, skirting + steps		
Permits + inspections		
Freight, prep + other fees		
Out-the-door total		
Deposit (refundable?)		
Warranty (home / setup)		
Order to move-in		

Site work, the well or septic, and utility hookups are usually separate from the dealer's quote. Add them with the free Land + Home Cost Calculator at landandhometools.com/free-tools/.

Going deeper? The full Manufactured Home Buying Checklist (10 pages) adds land and lot checks, two walkthrough pages, paperwork, and closing. landandhometools.com/shop/manufactured-home-buyer-checklist