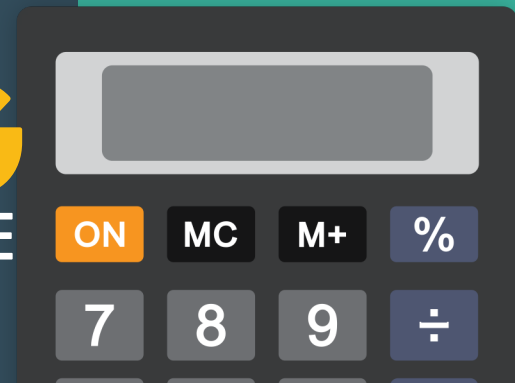


# CALCULATING

## THE SALES PRICE ON A NEW HOME

The CASH Program - Calculation Worksheet



### CASH Calculation Sheet - Instructions

The CASH Program Home Calculation worksheet helps you calculate the total home sales price for the customer. Please complete the fillable fields specific to your community and the home.

### NOTES ON WHAT TO INCLUDE: (All charges must be pre-approved)

**Manufacturer's Invoice:** This is the total home invoice amount including freight (shipping from the manufactured home building facility to your community). The home must be "net" of any rebate and the invoice must reflect a VEP code of 0.

**Installation and Set-Up:** Installation all site prep including tie-down, pads/foundations, piers, footers, etc.

**A/C:** Includes unit and subcontract installation charges.

**Decks/Stairs:** Includes materials and labor for front and rear access.

**Skirting:** This includes vinyl skirting or skirting with other material types.

**Hookups/Permits:** This is for the hookups to the home (permits, plumbing/electrical connections - should be itemized).

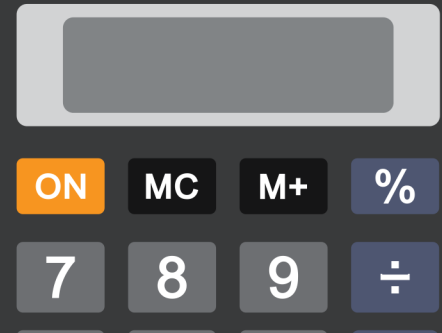
**Other:** Any other charges associated with the home for miscellaneous items should be itemized out in the "other" section. These items will need to be listed on the purchase agreement with the customer as well.



800-955-0021 | [www.21stcommunitylending.com](http://www.21stcommunitylending.com) | [www.21stmortgage.com](http://www.21stmortgage.com)

21st Mortgage Corporation | 620 Market St. Suite 100 Knoxville, TN 37902

# CALCULATING THE SALES PRICE ON A NEW HOME



The CASH Program - Calculation Worksheet

## CASH 7.0 Pricing Chart

Name of Community:			
Monthly Site Rent:	Space Number:	Retailer Number:	
Make:	Model:		
Year:	Width x Length:	Serial Number:	

### C.A.S.H. - Calculation For Maximum Sales Price

Manufacturer's Invoice:	(A)	\$
On-Site Expenses:		
Installation & Set-Up		\$
Improvements/Footers		\$
Air Conditioner/HVAC		\$
Decks/Stairs		\$
Skirting		\$
Hookups/Permits		\$
Other 1:		\$
Other 2:		\$
Subtotal On-Site Expenses:	(B)	\$
TOTAL COSTS:	(A+B=C)	(C) \$
10% Margin on Sale:	((C/0.90)-C=D)	(D) \$
TOTAL Maximum Package Price:	(E)	\$

### C.A.S.H. - Calculation For Down Payment Required

1. HOME Package Price: (E)	\$
2. Sales Tax: (Actual tax charged to customer - Operator responsible for accuracy.)	\$
3. TOTAL HOME Sales Price: (1+2)	\$
4. Down Payment: (minimum 5% required)	\$
Down Payment Percentage:	%

\*(1 Yr Insurance Required to be financed or paid in full)  
Rev. 9-15-2020 / NMLS 2280

Click this button to clear the form. →

**RESET FORM**



800-955-0021 | [www.21stcommunitylending.com](http://www.21stcommunitylending.com) | [www.21stmortgage.com](http://www.21stmortgage.com)

21st Mortgage Corporation | 620 Market St. Suite 100 Knoxville, TN 37902

This document is for information purposes only and we reserve the right to change any part of this policy without notice. This document is not for consumer use. This is not an advertisement to extend consumer credit as defined by Regulation Z. NMLS# 2280