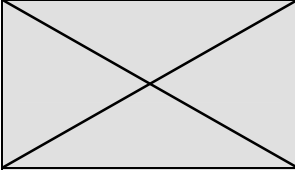


Compare Modular Homes to the Alternatives

	Modular Homes Built by Southern (All homes are factory stick built)	Conventional On-site Built Home	Pre-owned Home
Affixed to Pilings	Yes	Yes	Yes
Title Held As	Deeded Real Estate	Deeded Real Estate	Deeded Real Estate
Conforms to Local Codes	Yes 130 MPH Wind Rating	Yes 110 MPH Wind Rating	Yes 110 MPH Wind Rating
Financing	Conventional Mortgage New Home Rates	Conventional Mortgage New Home Rates	Conventional Mortgage New Home Rates
Cost Per Foot	\$86.00	\$110.00 plus	\$75.00
Decks	Additional Cost	Additional Cost	Additional Cost
Roof	Architectural 140 MPH plus rated	Architectural 140 MPH plus rated	Old and often needs replacing
Windows and Doors	DP 50 rated	DP 50 rated	Old and often needs replacing
Exterior	Vinyl siding, upgrades available Cedar shakes, Hardy plank, etc.	Vinyl siding, upgrades available Cedar shakes, Hardy plank, etc.	Often needs repair or replacement
Construction Site	Indoors Materials kept in doors, not exposed to weather	Outdoors Material exposed to weather	Outdoors Material exposed to weather
Custom Floor Plans	Yes, yours or the builder's	Yes, yours or the builder's	No
Warranty	Yes One year with Ten Year Extended Warranty Available	Yes One year	No