



**MOBILE HOME WORKING GROUP**

**PRESERVING AND EXPANDING MOBILE/  
MANUFACTURED HOME COMMUNITIES:  
AN AFFORDABLE HOUSING SOLUTION**

**January 2017**

## TABLE OF CONTENTS

	<u>Page</u>
<b>Introduction</b>	<b>3</b>
<b>Resources Issues and Strategies</b>	<b>4</b>
<b>Community Engagement Issues and Strategies</b>	<b>6</b>
<b>Legal Issues and Strategies</b>	<b>7</b>
<b>Research Issues and Strategies</b>	<b>10</b>
<b>Recommendations</b>	<b>11</b>
<b>Appendices</b>	
<b>Appendix A: Then and Now, What Next: A History of Mobile Homes in Arizona</b>	
<b>Appendix B: Alternatives to Displacement: Mobile Home Park Buyouts</b>	
<b>Appendix C: ROC USA</b>	
<b>Appendix D: Resources Available to Manufactured Homes by City within Maricopa County</b>	
<b>Appendix E: Resources Available to Manufactured Homes by County</b>	
<b>Appendix F: Statewide Resources Available to Manufactured Homes</b>	
<b>Appendix G: Compilation of Mobile Home Laws</b>	
<b>Appendix H: Mobile Home Park Roles Bubble Map</b>	
<b>Appendix I: Mobile Home Working Group List</b>	
<b>Appendix J: Arizona State University Mobile Home Park Mapping Project</b>	

## INTRODUCTION

Mobile home parks provide an important source of affordable housing for many low and moderate income Arizonans. According to the 2010 Census, 10.1% of Arizona's occupied housing units are mobile homes.

In December 2015 Arizona Housing Alliance created a Mobile Home Working Group (MHWG) to look at the issues surrounding distressed mobile home parks and to identify strategies that can be implemented to alleviate the hardship to residents of these parks

The first step of the MHWG was to review *Taking Stock of Arizona's Distressed Mobile Home Parks – A Pilot Study*, prepared by ESI Corporation in 2001. The report, funded by a grant from the Arizona Department of Commerce, studied mobile home parks in three communities, Prescott, Tucson, and Yuma, and developed a set of strategies to address the physical, neighborhood, and social impacts of distressed mobile home parks.

The second step was to identify key issues affecting distressed mobile home parks. The list was sorted into four categories: Resources, Community Engagement, Legal, and Research. A committee was formed for each category and MHWG participants volunteered to work on their committee of interest.

Over the next six months the four committees met and identified the issues within their area and potential solutions to these issues. At the end of each month, MHWG would meet to hear about the work of each committee and ensure the committees were working towards common goals. This report is a compilation of the work of the committees and the MHWG.

The Office of Manufactured Housing will be moving from the Arizona Department of Fire, Building, and Life Safety to the Arizona Department of Housing (ADOH). It is the hope of the MHWG that this move will propel renewed interest in the issues surrounding distressed mobile home parks and their preservation as an important source of affordable housing in Arizona. The MHWG hopes this report will be a valuable resource for ADOH as they move forward with strategies around distressed mobile home parks.

## RESOURCES ISSUES AND STRATEGIES

### Initial Issues:

1. Awareness of mobile home relocation fund and its limitations.
2. Are there government resources available for mobile homes, especially for those in disrepair?
3. For those parks that can't be saved, what are the alternatives?
4. Parks themselves are in disrepair; e.g. gas lines, telephone lines (i.e., not just units).
5. The cost to dispose of obsolete mobile homes is an issue.
6. Financing issues when mobile homes are abandoned.

### Focus on identifying resources for both residents and park owners to maintain quality, affordable housing and communities

### Discussion of issues and potential solutions:

- What resources are available to help residents maintain their units?
  - Most public and private money goes to residents who own their units, including Relocation Funds, Rural Community Assistance Corporation (RCAC), and Corporation for Enterprise Development (CFED) funds.
    - Title issues may pose a barrier to accessing resources.
    - Delinquent fees may pose problems.
    - Undocumented residents may not be able to access resources.
  - Costs for complete rehab of units may equal or exceed the cost of a new unit, and the oldest mobile homes are not eligible for public rehab funds.
  - New mobile home units are offered at cost to parks, but the Dodd Frank Act makes it hard for park owners to finance the sale of the units. A possible solution is to use third party nonprofit organizations as mobile home lenders. Potential nonprofits sellers include Habit for Humanity Central Arizona, Primavera Foundation, and Chicanos Por La Causa (CPLC).
  - The philanthropic sector is not engaged and could be a potential partner.
  - Self-help nonprofit organizations can only do new construction, not rehab of units.
- Few resources available to residents who rent units and space in parks.
  - Code enforcement and inspections may result in park closures and displacement.
  - Section 8 vouchers have been used to help displaced tenants, but this is up to city priorities.
- Park closures can occur from lack of code compliance or plans to redevelop a park.
  - Need to identify substandard parks, prioritize code enforcement and require written plan for relocation in advance of closure; relocation plan should be required for parks being considered for redevelopment.
    - Cities/Counties need to have resources to enforce codes; parks are registered with county assessor, but need to connect this with record of code violations.

- Manufactured Housing Communities of Arizona (MOBILE HOMECA) can work with park owners and residents when notified of potential closure.
    - They can identify other parks that have spaces or units to rent.
    - They bring in movers who can help owners.
  - Park owner must notify tenants of resources in writing.
  - Must have plan for disposition of substandard units (cost of disposition can be a barrier for park owners).
  - Must keep substandard units out of market and keep from being rented or sold to unsuspecting tenants or buyers, unless units can be brought up to code.
- Tenant ownership or third party purchase of park by nonprofits, housing authorities or jurisdictions is an alternative solution to closure or redevelopment of park and displacement of residents.
  - Need to identify resources to finance the buy-out of parks; financing currently exists from ROC USA, CFED, RCAC, and Morgan Stanley.
  - The State of California has program to help finance resident or third party buy-outs which is funded by a small surcharge on mobile home registration fees.
  - Resources need to be state-wide, not just from local jurisdictions.
  - If parks are converted to condos, there may be liability for relocation.
- Buy out alternative: convert units from chattel to real property by permanently affixing unit to land.
- For public agencies reluctant to loan public funds to owners who rent space in park, consider putting lien on the unit to secure the loan, similar to liens on motor vehicles.
- Sometimes, resources are needed for temporary situations, such as disputes over utilities in order to keep utilities on while resolution pending.

## COMMUNITY ENGAGEMENT ISSUES AND STRATEGIES

### Initial Issues:

1. Need to share the positive side of mobile homes as an affordable housing and homelessness solution.
2. Long-term residents create community.
3. Need for local engagement and for code enforcement to be proactive and identify parks before they become a problem.

**Focus on residents of mobile home parks, as opposed to mobile homes/manufactured homes on individual lots. Help City, County and State officials recognize the severity of the problems and commit resources to address them.**

### Discussion of issues and potential solutions:

- How do park residents get information on resources/rights?
  - The Arizona Association of Manufactured Home Owners (AAM HO) has a website and publications.
- How to protect tenants from substandard units?
  - The Arizona Residential Landlord and Tenant Act (ARLTA) governs inspections for rental units.
  - Owner-occupied units may be inspected if the owner requests the service.
- Although many parks are in good condition, those that are in poor condition affect everyone in the park.
- Parks in poor condition need inspection and enforcement because they can result in displacement.
  - The lowest income residents often rent, not own, their unit and are most vulnerable because they are not eligible for Relocation Fund. There is no compensation when the park closes due to code violations and/or redevelopment.
  - Should park owners be required to compensate tenants when closure is due to landlord failure to meet statutory responsibilities (i.e., code violations result in closure)?
- What are the social costs of displacement?
  - Loss of and access to:
    - Affordable housing
    - Quality of affordable housing
    - Jobs
    - Public transportation
    - Schools
    - Shopping/ healthy foods
    - Family and friends
    - Religious and community institutions
    - Social services
    - Essential medial services
  - Costs of moving and storage
  - Less income available to meet daily needs
- Explore strategies to increase resident or third party ownership of parks.
- Engage Crime Free Housing organizations and practices.

## LEGAL ISSUES AND STRATEGIES

### Initial Issues:

1. Safeguard rights of tenants.
2. Is there a disparate impact to fair housing because of mobile home park locations?
3. If mobile homes are condos, they are not eligible for relocation and other assistance.
4. Need for local engagement and for code enforcement to be proactive and identify parks before they become a problem.
5. Non-documented immigrants are not eligible for relocation assistance.
6. Problems with titles; often can't be found or is not in name of resident.
7. There are some large institutional owners but most park owners only own 1 or 2 parks.

### Focus on clarifying which entities have authority over various issues regarding mobile home parks (see Appendix G: Mobile Homes Compilation of Laws matrix)

### Discussion of issues and potential solutions:

- Who has jurisdiction over what aspects of mobile homes?
  - There are three categories of mobile home tenure including: residents who own their units and lease spaces in a mobile home parks; residents who lease both the unit and the space; and residents who own both the unit and the space.
  - The matrix cites state statutes, state administrative codes, municipal codes, and federal regulations impacting the rights and responsibilities of mobile home parks as owners, landlords and the residents whether renters or owners. The volume and complexity of so many different requirements create a huge burden for the low income mobile home owners and renters.
  - To promote understanding and compliance by consumers, the Arizona Department of Housing may create a simple consumer guide in both English and Spanish that incorporates the comprehensive information provided by this matrix. The Department may also consider posting this information on its website.
- Why are counties throughout Arizona given latitude in degree by which they inspect mobile home parks and units to ensure compliance with health standards [A.R.S. 11-1702, 1703]?
  - Many counties lack the funding necessary to conduct inspections and provide alternative housing, moving assistance and other services to persons displaced by substandard housing conditions in the mobile home parks and units. The State should consider ways to increase county government capacity to adequately ensure the health and welfare of mobile home park residents and explore funding sources that will allow counties to maintain this important public service.
- When mobile home park owners notify individual unit owners or tenants of the threat their units pose to neighboring units, what assistance can be provided to those residents to

resolve the issue and avoid eviction? Who is responsible for keeping unsafe, substandard units out of circulation once they've been abandoned?

- When mobile homes parks are forced to close as a result of health and safety violations, what relocation plans and funding sources are available to assist persons displaced by the closures [A.R.S.33-1434]?
  - While mobile home park owners pay taxes deposited into the state's relocation fund, the individuals who pay rent for the units and/or the spaces are also contributing, indirectly and less substantially to the fund. Therefore, it's arguable that they are entitled to relocation assistance regardless of issues pertaining to clear title, legal status or any other cause that has prevented such persons from receiving help when displaced. Additionally, it would be helpful if there were a mandate for relocation plans provided by all mobile home park owners.
  - It's been the experience of consultants working with mobile home park closures that the residents experience shock, anger, frustration and depression as they are forced to uproot their lives and seek other housing. Consider offering to mobile home park residents the housing counseling services and financial assistance that was provided to homeowners and tenants who lost their homes and rentals due to foreclosure.
  
- When mobile home parks close as a result of repurposing the land, what provisions can be offered to the displaced residents?
  - A written relocation plan would be very helpful in assisting residents with finding alternative housing.
  - Park owners should be engaged by finding other mobile home parks with spaces to accommodate the displaced residents;
  - Moving services, housing counseling services and any other services which have worked in other park closures should be made available.
  
- When there are disputes between mobile home park owners and residents, or between residents, can mediation be mandated, or recommended to resolve issues that potentially lead to displacement or homelessness?
  - Mediation teams, once utilized in the mobile home industry, have been dormant for a while and should be revived, not as a mandate, but strongly recommended. It may not apply in situations where immediate decisions must be made, but it may work to avoid issues going to court.
  - The State could resume training and hiring of mediators to provide service to the mobile home parks and residents.
  
- Can the process to evict mobile home park residents be modified to mirror the slower process of eviction due to foreclosure?
  - When a mobile home park resident owns the unit and the space, they should be treated the same as a person who owns a stick-built home. The difference in

treatment occurs when the mobile home owner owns the mobile home but leases the lot. When a mobile home park resident leases the lot, they frequently incur a lot of fees, interest and penalties on top of the late rental payments.

- Arizona could consider adopting legislation that clearly states what represents rent to prevent mobile home park owners from adding fees, penalties and interest to the “rent” that’s in dispute. Low income tenants cannot afford excessive fees therefore may choose not to pursue a court action that could work in their favor.
  - When a tenant leases both the lot and the MOBILE HOME the situation becomes complicated if the landlord for the mobile home does not maintain the unit, the tenant may be left with an uninhabitable home while the MOBILE HOME Park owner may want to evict based on appearance; deterioration, etc. The park owner could sue the MOBILE HOME tenant but not the MOBILE HOME owner yet the MOBILE HOME tenant is still affected.
- How can the State improve the process of establishing and transferring title to mobile home park units?
    - Many mobile home unit owners do not have legal title to their units due to the lack of requirements by mobile home park owners and landlords regarding necessary documentation. There should be a system established by the state to help mobile home unit buyers immediately put the unit into their name so that unscrupulous sellers and mobile home park owners and landlords don’t have a way to take homes away from residents.
    - If the units are substandard, park owners and landlords should be prevented from reselling or releasing those units. As with automobile registrations, mobile home units should be controlled by the state to protect the residents who need clear and certain title to their units. There should be fines and penalties assess park owners and landlords who deal with units lacking clear title. The state might explore how county assessors can help register and monitor ownership of mobile home units.
  - How can the landlord tenant relationship between mobile home park owners be enhance to provide greater protections for the lower income tenants?
    - The State might consider how a standard lease agreement with disclosure of latent defects can be implemented and required including mobile home park owners from out of state.
    - Consider requesting assistance from the state Real Estate Division.
  - How can the state provide protection for undocumented, illegal immigrants who occupy mobile home units in substandard parks and even substandard units?
    - Displacement and homelessness among this vulnerable group of people cannot be ignored. The state should explore options to provide relocation assistance to this special population in the event of eviction due to health code violations that may be enforced not only to protect this group but others living in the vicinity of their unit.

## RESEARCH ISSUES AND STRATEGIES

### Initial Issues:

How many mobile home parks are there in Arizona?

What are the demographic characteristics of mobile home park residents?

What is the concentration of parks by legislative districts?

Is there a way to document parks with health and safety code violations?

**Recruit Arizona State University students to help research and map answers to mobile home questions.**

### Discussion of issues and potential solutions:

- ASU students created the following maps:
  - Map showing location of mobile home parks state wide.
  - Map showing density of mobile homes within parks statewide, either dot density or color coding of park locations.
  - Map showing the concentration of mobile home parks by zip codes statewide.
  - Table showing concentration of mobile homes parks among cities in the state.
  - Table showing demographics of residents living in mobile home parks.
  
- Apache Junction and Mesa were selected as test cities to see if we could get data on mobile home parks with violations and attempt to create a web app to track this so that cities can prioritize enforcement for the worst offenders.
  
- Other areas for possible study:
  - Map environmental hazards surrounding mobile home parks. Hazards include fissures, grates, dumping sites, and water pollution. Soils with fissures expand and contract depending on weather conditions thereby damaging mobile homes and their foundations/infrastructure.
  - Wildfires hazard areas.

## RECOMMENDATIONS

1. Develop a safety net for displaced families. The process of improving the conditions in the worst parks will result in the displacement of families as parks and homes are deemed to be in unlivable conditions. The Relocation Fund offers a safety net in certain circumstances for residents of parks who own their home, however, this fund does not apply to families which rent their home.
2. Broaden access to Relocation Fund. The use of the Relocation Fund could be broadened to include promotion of the fund to organizations and agencies which provide services to low income families, increasing the amount given for rehabilitation, increasing access to the fund for targeted constituents/purposes, or using a one-time draw down for the implementation of a targeted strategy.
3. Identify resources to implement a tracking system for problem mobile home park properties.
4. Identify funding for county assessors to electronically organize data collected through the rental property registration law.
5. To promote understanding and compliance of laws affecting mobile home, create a simple consumer guide in both English and Spanish that incorporates the comprehensive information provided in the Mobile Home Compilation of Laws matrix and share the matrix via website and other methods.
6. Explore third party purchase of park by nonprofits, housing authorities or jurisdictions as an alternative solution to closure or redevelopment of park and displacement of residents.
7. Explore strategies to increase resident ownership of parks.
8. Regulations in the Dodd Frank Act make it hard for park owners to finance the sale of mobile home units. Explore the use of third party nonprofit organizations as mobile home lenders. Potential nonprofits include Habit for Humanity Central Arizona, Primavera Foundation, and Chicanos Por La Causa (CPLC).
9. Consider offering to mobile home park residents the housing counseling services and financial assistance that was provided to homeowners and tenants who lost their homes and rentals due to foreclosure.

10. Use the maps to raise awareness of the location and concentration of mobile home parks in Arizona.
11. Connect the Arizona philanthropy community to distressed mobile home park issues.
12. Encourage mediation for dispute resolution between park owners and residents.
13. Explore solutions so that code violations in county islands can be reported and corrected.
14. Require cities and towns to identify mobile home parks as a source of affordable housing in their community and include it in their Consolidated Plans and General Plans.
15. Ensure rental and utility assistance programs and other housing assistance programs are available and accessible for mobile home residents.
16. Encourage redevelopment of the parks for current tenants.
17. Encourage the Arizona Department of Housing to explore ways to leverage resources from the Office of Manufactured Housing, Weatherization, CDGB and HOME to address mobile home issues.

## **Then and Now, What Next: A History of Mobile Homes in Arizona**

Neal T Haney

The history of the manufactured housing industry can be divided into two broad categories. The early era generally is prior to HUD developing a national code for the manufacturing of homes (Pre-HUD). The modern era is that period of time after HUD developed the national code for construction which went into effect June 15, 1976.

As early as the 1940's Arizona began to experience an unprecedented population growth. World War II was over and the country was experiencing an era of growth, both in population and economically. As new residents poured into the state there was a serious lack of housing. There were no large metropolitan areas with adequate housing. The immediate answer was in mobile homes, generally referred to as trailers at the time. These early trailers provided affordable housing that was easily transportable to provide housing where needed. They were often used on military bases to provide housing for members of the armed forces. They also provided affordable, transportable housing for construction workers who were building modern Arizona. Many construction projects were in areas where there was no housing available and would take years to complete. One prime example is the building of the Glen Canyon Dam in Northern Arizona. When the site was chosen for the construction of the dam in the mid-50's, the closest towns were in Kanab, Utah and Tuba City, Arizona. Flagstaff was the closest city of any size and it was 135 miles to the south. The land on which Page now sits was acquired from the Navajo Nation and a town was built. In order to accommodate the large number of construction workers needed for the project, the general contractor built a "trailer park" of around one thousand spaces. It housed not only construction workers but also many of the periphery workers needed to support them. It housed teachers, postal workers, grocery employees and all the other types of workers needed for the population. At the height of construction Page had a population approaching 20,000. After the construction was complete and the construction and support workers left, the population dropped to less than 8,000. The same story can be told of much of the construction that was taking place all around Arizona. Workers were needed, not enough housing was available and so an industry flourished. As cities grew, "trailer parks" were carved out of previously agricultural areas or out of nothing. "Trailers" provided the most affordable way for an itinerant population to take their family and home with them to meet the demands of a growing state.

The "trailers" of the time were relatively small, single section and built to be highly mobile. Many home owners were able to move and site the homes themselves. The utility requirements were minimal. Heating and cooking were often LP gas. The homes only

required an electrical service of 50 amps or less. Manufacturing codes existed but varied from region to region.

The "trailer parks" of the time were built to accommodate the homes of the time. The space allocated to each home was designed to allow enough room for a home and parking of a single vehicle. There was no zoning given over to parks and the parks were most often built outside of the most populated areas. They were located along major travel routes and in previously agricultural areas. The materials from which the infrastructure was made reflected the technology of the times. Water lines were galvanized steel, sewer lines were made of cast iron and later orange burg. The electrical systems were designed to supply current of no more than 50 amps to each of the home-sites. Parks were designed with angled spaces to make the installation and removal of homes easier. Initially the only amenity that was offered was a community laundry room for tenants' use.

As we approached the HUD era, both homes and parks changed. With less need for mobility in housing, many homes became permanently set. In addition to working families looking for affordable housing, a growing number of individuals from the Midwest and Canada were coming to Arizona to escape the harsh northern winters. Manufactured housing and manufactured housing communities provided the most affordable way to enjoy the Arizona climate.

Homes increased in size. Multi-section homes grew more prevalent. Utility requirements increased. Minimum electrical requirements were 100 amp; all-electric homes required 200 amp service. Heat and cooking were supplied with natural gas. Pitched and shingled roofs replaced the metal roofs. Vinyl and wood composite siding replaced the metal siding. Homes became larger and could no longer be moved by homeowners. Professional movers and installers needed to transport and install homes. In spite of all the improvements in the homes themselves, they remained more affordable than any similarly sized site-built homes.

Communities replaced parks. They were designed with rectangular lots resembling subdivisions. Homes were not expected to be moved on a regular basis so there was no need for the angled spaces of the past. The materials for the infrastructure reflected improved technology. Plastic (PVC) replaced galvanized steel. Cast iron and Orangeburg pipe were replaced with ABS. Even gas lines were replaced with plastic. Amenities were added to enhance the lifestyle of those choosing to live in communities. Clubhouses, swimming pools and other recreational facilities became the normal in the modern community. Land lords began requiring that homes be fully skirted with

covered patios and carports. Moving into a manufactured housing community became the most affordable way to enjoy a lifestyle designed to fit the needs of the homeowner.

As with any industry, time changes everything. Most of the pre-HUD parks were built outside of any municipal limits. While codes governed the installation of infrastructure for water, sewer and electric, there were no zoning restrictions and very little to control the design of lots, streets and amenities. As time went on and cities grew, these parks became incorporated into the city and existed as non-conforming use. For health and safety reasons, municipalities adopted codes regarding setbacks, street widths and other factors. Arizona, through the Department of Fire, Building and Life Safety, became one of the states that adopted policies and agreements to enforce HUD standards for the manufacturing and installation of homes.

Time and progress took its toll on the older parks and homes. Typical pre-HUD homes were eight or ten feet wide, with some of the later ones being twelve. These homes were well built but they were not designed with modern safety requirements. Bedrooms had no secondary means of egress, there were no smoke or fire detectors and compartments with gas fired appliances were not built with fire resistant materials. Arizona statutes (ARS 41-2195.C) require that any such home (pre-HUD) make certain safety upgrades before it can be sited in a community within the state (AAC R4-34-606). Most of these homes had a life expectancy of fifty to sixty years. Those that have been well cared for and maintained are in good condition and very livable. As with anything else, those that have been neglected or poorly modified by owners over the years have become substandard. If they were owned by the landlord and therefore regulated as rental housing, they could not be occupied. The same is true of much of the older site-built housing that exists within our cities and towns.

In much the same way, older parks were not designed with modern requirements or modern homes in mind. Spaces were designed for smaller homes with minimal distance between homes. A space designed for a ten foot wide home will not hold a fourteen foot wide home. Many older parks were built with no setback from the street required. The streets were narrow, allowing for little or no room for emergency equipment to maneuver. The capacity of the utility systems, particularly electric, will not accommodate modern homes. All of these factors make many of these older parks functionally obsolete. If a home leaves or must be removed, that space will most often become non-productive. Compounding the problem is an aging infrastructure. Galvanized water lines, cast iron sewer lines and old electrical systems have useful life spans. For many of these parks, that lifetime is past. The repair costs to keep the systems functioning are an ever increasing economic burden and the costs of replacing entire systems are not economically feasible. Not only are these older parks functionally obsolete, they are becoming financially obsolete. This is especially true for smaller parks where there is little economy of scale to keep the cost per space within reasonable limits.

Homes and communities have several things in common. Any home that has been kept in good repair and had upgrades as needed through the years remains a viable housing unit. They retain some value and can be sold to new owners. Water heaters need to have been replaced with code compliant units, heating and cooling systems replaced as needed and windows and appliances replaced. Repairs to roofs, walls and flooring, both interior and exterior, that have been correctly done will make these homes serviceable as dwelling units for many years. It is when necessary repairs are left undone or are done in a slipshod manner that problems arise. A neglected home reaches the point that the cost of bringing the home up to standard becomes more than the value of the home. At this point the home needs to be disposed of.

The same holds true for communities. Many older communities have replaced water and sewer lines through the years. Other utilities have been upgraded to meet current demands. Common areas have been well maintained to meet the needs of the residents. These parks, though dated, remain an affordable and viable form of housing. On the other hand, parks that have not made upgrades and maintained their property are in the same position as neglected homes. The cost of upgrading entire systems and bringing the rest of the infrastructure up to standard is prohibitive. Communities that are in this condition will look at the financial options and probably decide to put the money into re-developing that land for some other purpose.

When any type of housing (site-built, apartments or mobile home community) becomes obsolete and reaches the point that the land will be redeveloped to some other use, occupants are displaced. Those who live in a manufactured housing community have some financial assistance available to them. Through the efforts of the park owners' association and the tenants' association, a relocation fund was established in 1985. This fund is available to help cover the cost of moving the home to a new location, or if the home itself has become obsolete, to receive funds for abandonment.

The age of the home or the age of the community should not be the critical factor in deciding the end result of this type of affordable housing. Manufactured homes and manufactured home communities are the single most affordable type of housing available. Typically the older communities with older homes have been a haven for lower income groups. These include those who are low wage earners and seniors who are on a limited income. They have provided home ownership and a lifestyle much more affordably than any other type of housing. Not only is affordability a major factor, but rental communities foster the sense of community that many modern subdivisions try to create. Neighbors know each other, look out for each other and are willing to help each other. With comparatively little

initial investment, one can provide a quality home for themselves and their families at a much lower cost than renting a comparably sized apartment or house.

One huge factor that will determine the future of this affordable housing industry is the imposition of government. Local, state and federal governments continually impose new restrictions and requirements that place a heavy burden on affordable housing.

Recently Mojave County enacted an ordinance (now being revisited) to prohibit the placement of any manufactured home older than seven years anywhere in the county. It had nothing to do with appearance, condition or livability. The practical effect was to make any home more than seven years old worth nothing. It didn't matter if was a 2005, 1,800 square foot multi-section home or 1980 single-wide. Many local jurisdictions have passed ordinances that prohibit older homes, ostensibly under the guise of appearance. The same standard is not applied to any other type of housing.

In zoning master plans, no one is allowing for any future development of manufactured home communities. They are being zoned out of existence.

In many communities the owner is willing to sell and finance homes to low income families. Requirements for licensing, bonding and reporting can add thousands of dollars to the cost of a sale. In some instances, an owner is willing to sell and finance a home for no more than they have in it, often less than ten thousand dollars, with minimum down payments. If an owner decides to use a licensed dealer to handle the transaction to be in compliance with state statutes, it will add another three thousand dollars to the cost of the sale. If the community owner is willing to carry a note on the home, the cost of complying with the Dodd-Frank Act and the rules created by the Consumer Finance Protection Bureau will add another seven hundred, fifty to one thousand dollars to the cost of the home at a minimum. Many prospective buyers do not qualify for financing through any of the avenues currently available. The only way they can hope to acquire ownership is through communities owners who are willing to risk their own money to finance these homes.

There are few, if any, programs that will assist those seeking affordable housing in a rental community. There are programs that will help pay rent in an apartment and there are programs that will assist in the purchase of real estate, but none that will assist those seeking to acquire ownership of a home in a rental community. Dollar for dollar, it seems that assisting individuals acquire ownership in a rental community will produce the greatest long term benefit. They would have some equity in the home for future use while enjoying lower monthly rent cost on an ongoing basis.

The manufactured housing industry has long been a staple in Arizona providing affordable housing to generations. It is a main stay for winter visitors who come to enjoy a nicer climate during the cold months. More importantly it continues to provide affordable housing for both an ageing population with limited incomes and wage earners who are looking for a quality lifestyle that includes a unique combination of home ownership and affordability. While many community owners are willing to provide assistance to help these individuals achieve home ownership and affordability, many governmental regulations act as a severe deterrent. The newer mobile home communities are vibrant and continue to look at a bright future. As some of the older communities continue to age and face economic and functional obsolescence and continued economic pressures from governmental action; they will be forced to make decisions that will in all likelihood result in closure and redevelopment. As municipalities look for ways to ensure affordable housing in their communities, the manufactured housing industry can help provide that need with the least amount of assistance needed.

Appendix B

# Preserving Arizona's Mobile Home Parks: Models and Resources

PRODUCED FOR THE ARIZONA HOUSING ALLIANCE

## **Introduction**

This report is the final product for the Mobile Home Working Group's Report on Distressed Mobile Home Parks. The state-wide group was formed by the Arizona Housing Alliance as a response to moving the Office of Manufactured Housing to the Arizona Department of Housing. The purpose of this report is for the "identification of tools that are available to preserve mobile home parks;" and "identification of models to create resident owned communities."

The focus of discussion of the Working Group was and will continue to be on "distressed parks," which present a myriad of challenges to residents, public officials, and advocates. Another side of the discussion is preservation of the numerous parks which contain functioning affordable housing, which may be in danger of decline, under threat of closure and/or maybe also be available for purchase and preservation. The report outlines potential tools and resources that may be used to preserve parks, where residents may purchase and operate parks, or non-profits may intervene and own parks. While these are the two strategies that are suggested, other options are considered,

Recommendations found in this report are:

- Build capacity and expertise in the area of manufactured housing, including acquisition, financing and management of mobile home parks
- Seek financing and subsidy to preserve parks.
- Continue advocacy and education on issues related to preservation of parks
- Continue the Working Group as a means to sustain the momentum initiated by the Working Group

This report was funded through a Title IV grant from the Department of Housing and Urban Development. Native American Connections served as the fiscal agent for the project and was not responsible for research or production of the content in this document.

A list of informants is contained in Appendix A, and a list of Resources in Appendix B. Some documents and materials are included, others by reference or hyperlink.

The report represents a summary of research, meetings, and interviews with a variety of stakeholders. It represents an assessment of potential opportunities to preserve parks in Arizona and the models and financial tools that are available. The report includes some programs and practices that have succeeded in other locations in the United States. While these practices may be available for use in Arizona, the feasibility for their use has not been tested.

The primary focus of the report is limited to parks in the Phoenix Metro Area and Tucson/Pima County. The information is applicable to parks in more densely developed and suburban areas. It has not looked into the rural areas or Native American lands. This is not an oversight, but simply because time and resources for this report were limited. While the preponderance of parks in urban areas suggests that applicability of the information in this report applies to the urban counties or Phoenix/Tucson corridor, the models and resources are transferrable to parks in smaller communities and rural areas.

In Arizona, approximately 300,000 people are housed in 1,400 parks representing approximately 250,000 lots. In the metro areas, Maricopa, Pima and Pinal Counties have 479, 187 and 150 parks respectively housing 162,000 persons. It is often correctly assumed that parks provide affordable and unsubsidized housing for low income individuals and families as well as housing for retired individuals. Many parks are reserved for residents who are at least 55 years old, many living on limited incomes. Nationwide studies suggest an average household income of less than \$30,000, and it is generally assumed that costs of living in parks are affordable for residents with limited incomes, and for many residents, living in a substandard situation separates them from being homeless.

## **Background**

The manufactured housing industry has undergone tremendous changes since the early post WWII development of tourist trailer parks. While the quality of homes that are produced has improved to the point where the energy efficient model may be indistinguishable from a site built home, innovations in the financing of manufactured homes lags behind. The quality of manufactured housing in recent years has improved as regulatory and market forces have led to shifts in the industry from the production of low-quality, high energy users, with impregnated chemicals, to safe, high quality, energy efficient, affordable products. The adoption of the HUD code in 1974 started this, followed by the DOE Energy Star program leading to the increased quality in individual units.

Reforms in financing of manufactured homes have not followed the improvements in quality. The main barriers to financing for residents are the image of manufactured housing as being inferior and lesser value; and land tenure in parks where the resident may own the home, which is separated from the land upon which the home is located. Financing and replacement of homes by occupants is

difficult and costly to consumers. In Arizona unless homes are “permanently affixed” to a lot, they are financed as “chattel” or like moving stock (automobiles). Innovative practices such as resident owned communities offer an opportunity to improve the quality of housing in parks, with the potential for conventional, property based, financing for residents.

Advocates for affordable housing are beginning to realize the role that manufactured housing can play in the portfolio of housing options for communities. The assumption of the Office of Manufactured Housing into the Arizona Department of Housing weds the accountability on the manufactured side with the potential for the Department to support the improvement of existing manufactured homes and new opportunities in a way that has not been addressed.

### **Parks as Communities**

Some parks have been developed on single lots as if in a subdivision, but most residents live in a park where the lot or the lot and unit are rented from the owner. Urban planners now recognize that properly designed and maintained parks provide an alternative to single family developments and densely developed multi-story multifamily housing. Parks provide density within an organized community setting. Many are located along transportation corridors providing access to transportation and services. Park residence is considered to be a preferred life-style – suitable to many part-time “snow bird” residents.

While the affordability of living in parks is typically mentioned, what has not been measured are the health and social benefits of living in well run parks. Within a dense development, the opportunity the delivery of services is more feasible than to scattered individual sites. Many larger parks have facilities such as meeting and game rooms, exercise facilities and pools where services can be provided. One organization in California, Augusta Communities, has capitalized on opportunities to provide services to parks that they acquire.

One unexplored area is whether there are specific health and well-being benefits that may be associated with living in a well-run park where enhanced services are offered by management. This may include health, employment, education, longevity and other outcomes, driven by the stability of the affordable community setting.

### **Park ownership and Structure**

Park ownership falls into two general categories. Those that are owned by corporate firms, or investors; and those that are owned by families or “mom and pop” operations. The generalization is that the corporate parks are absentee owned; and the family owned parks are locally owned. As

investors purchase properties their model for properties to remain profitable though regular rent increases, which puts pressure on lower income occupants. Recent media has focused on smaller failing parks which are owned by negligent, absentee owners.

Regardless of these generalizations – it is estimated that 75% of parks in Arizona are well run. This suggests that a large number of units are in a category that calls negative attention to the industry contributing to the poor image and public perception of manufactured housing and trailer parks.

The issues related to “substandard parks” are well documented elsewhere, and are the basis of studies and discussions that preceded this report. It is worth reviewing the issues, presented below, as they present barriers to preserving parks.

- Age of stock. Many units were built prior to establishment of the HUD code. Are now exceeding 40 – 50 years of age and are worn out and obsolete.
- Aging park infrastructure – deferred and/or inadequate maintenance. Replacement or repair costs require substantial investment to achieve current code requirements.
- Park management issues – This is a large catch all for issues regarding often adequate protections of residents and situations where owners take advantage of resident’s financial or legal status. Residents may not know their rights or are unable to assert them.
- Tenure – the tricky part of the model. The resident may own their home, but financing for a new or replacement home or for improvements is only available as “chattel” or high cost short-term financing. Resident owners do not have the rights that “fee simple” owners have.
- A further complication is that parks may be split between residents who own their home and those who rent or have “contracts” to purchase the home in which they reside.
- Additionally, park models or trailers may also be included within parks. These are essentially moving stock, not necessarily intended for permanent residences, but often used for that purpose or seasonal use. These units are often substandard, inadequate and unsafe.
- Relocation of homes. Arizona has a relocation fund where residents can have the costs of relocating their home defrayed under certain circumstances. Notwithstanding the benefits of the fund, finding an acceptable location is challenging to many who desire to stay within the range of their community. Parks and jurisdictions have limitations the kind and size of units that may be relocated within a park. The fund is only available to owners with title to the home.

- Financing – the collapse of the financial markets hit manufactured housing before the mortgage system. The industry is beginning to recover. The secondary market that makes mortgage financing possible is limited to newer homes placed on foundations. Financing may be obtained from dealers.

## **Park Closures**

It is estimated that 10 parks have closed in the past year in Arizona, and it seems that this pace will continue. Threats to parks include:

- Parks may close due to failing and inadequate infrastructure. Severe health and safety violations and inability of owners to address these issues can lead to closure and displacement of residents. Parks may be foreclosed upon. Residents may be making their payments, but the owner is not. Residents are not negligent, but the owner is. The residents become victims.
- Sale of park for higher and better use. Increasing property values often related to public investments such as transportation and community improvements provide incentives and opportunities for owners to sell the parks.
- Lack of local support. The image of parks as contributing to crime, local slum conditions and depressing property values targets them for closing. Jurisdictions seem unwilling to support funding for needed infrastructure improvements. Residents become hostage to an unsafe, unhealthy situation; involuntary relocation, if possible; and unwillingness or inability of the owner to invest in property improvements; and lax government oversight which is unable to effectively balance the need for enforcement of codes with lack of alternative options for residents; or to manage the situation.
- A final reason is where closure where the park or portions of a park are acquired for flood mitigation or public improvements such as highways or for a public purpose. Where federal funds are used, federal relocation benefits may be available for residents and private property is purchased at fair market value.

While residing in a manufactured home in a park may have benefits of ownership, the ability to capitalize on this is dependent on the relationship between the resident and owner of the park. Since in most cases tenancy is essentially at will, month to month, residents receive very little benefit from appreciation in the value of real estate and may face eviction at any time, not only when a park closes.

## **Sales of Parks**

Another issue is the inability for park residents to exercise a right to participate when the park is placed for sale. While private real estate transactions require confidentiality, residents' livelihood and equity are potentially at risk. Some states require resident notification or right of first refusal and residents may submit counter offers or match the initial offer. A section of Arizona's Landlord Tenant Act gives residents the ability to incorporate and provide a notice of interest to purchase the property.

There are five possible scenarios that can happen when a park is sold.

1. Private transaction. Sales are typically “pocket” transactions. They are not listed and are sold within the community of owners. Opportunities to acquire parks are not available to the public. Parks are also listed through specialized private brokers.
2. Park is sold and closed to be redeveloped for a different use.
3. A sale to a government or semi-government entity is possible. Public housing authorities operate parks in various locations. Local government can also acquire parks through its relationship with a support organization.
4. Sale to a non-profit corporation. The intention may be to own and operate the park or for partial or whole redevelopment.
5. Sale to the residents.

Other options might be possible that can help to improve the position of parks. There is no known model for either of these options:

- **A public/private/non-profit partnership.** This arrangement would provide the public benefit of preserving affordable housing and services for residents in return for subsidy. An investor would receive equity in return for the investment, the non-profit could receive an income stream in return for providing resident services. The park is preserved through deed or resale restrictions which preserve affordability for residents.
- **Development of new parks.** New parks could decrease the burden on locating sites for residents when parks close. They are not being developed in Arizona, the manufactured housing industry cites the cost of installing infrastructure. Few zoning designations support the development of affordable parks.

When residents learn of a potential or likely sale anxiety is natural, as concerns range from whether evictions are possible, whether changes in management could improve or decrease the quality of life in the community. One model that brings some certainty to residents – control of the park through resident ownership. A second option is possible through ownership through a mission driven non-profit agency. Also, sale to a private ownership with more capital to invest could also lead to improvements in the properties.

Owners are touchy about the concept of resident ownership. On the other hand some owners with an eye on the needs of the residents see this as a way to continue a healthy viable community. The former may be a concern with entering the Arizona market, but in either case building trust within the owner community will be the key to implementing resident ownership in Arizona. There are at least two parks in Arizona who have purchased the parks in which they reside. Apparently, they were able to raise sufficient funds internally and successfully submit a competing offer.

### **Resident owned Communities – (ROC)**

In 1983 residents of a small mobile home park in rural New Hampshire were seeking a loan to purchase the park in which they resided which the owner wanted to sell. They contacted the New Hampshire Community Loan Fund who were seeking secure socially responsible forms of investment for the Sisters of Mercy retirement fund. Through this modest start the Fund has continued to lend to residents to purchase parks and has expanded to finance the homes within parks. The movement has grown to where 27% of the parks in New Hampshire are now owned by residents.

In 2008 the fund was expanded into ROC USA Network, which was created to expand the concept nationally. Through a network of affiliates ROC is able to provide due diligence, financing, technical assistance, and training to organizations and residents. The network now includes nine affiliates serving 14 states.

Using the ROC model 187 communities have been purchased by residents, preserving 11,300 homes.

As a result of the due diligence and financing that insures affordability for the residents, there have been no defaults on any of the parks assisted through ROC.

To insure that resident ownership is desired by the community ROC works closely with the residents and at least 51% of households must sign petitions to initiate negotiation of the acquisition. Often the initial task is to dispel the impression that residents cannot own or manage a community and that the purchase price is an insurmountable amount of money for residents to raise. The growing track record is used as evidence that the model works, as well as testimonials by residents in existing resident

owned communities. The model assumes that the owner is a willing seller and they will negotiate with the residents or accept a matching offer from the residents. The power of ROC's success is their ability to meet the market by closing within 60 days of making their offer and conducting due diligence.

Since a failing cooperative park is not a solution, ROC places its focus on underwriting and due diligence reports – including property conditions, environmental assessments, surveys, and legal review. This insures that the residents make an informed decision and that the ongoing viability of the park is not a problem that residents inherit.

Participation in a ROC community includes the following:

ROC provides 110% financing to cover acquisition as well as closing costs. This includes a loan to cover the costs of due diligence, which is forgiven if the purchase is not made.

As with any real estate transaction, costs related to deferred maintenance issues may need to be negotiated as part of the sale.

The model used by ROC is resident ownership the limited or “fixed equity” cooperative. Each resident owner acquires a share for a specific token amount (\$100 or \$200). This share does not appreciate, and subsequent low income buyers are able to afford entry into the cooperative park.

Because of the source of financing at least 75% of households much earn below 80% of median income.

Renters (those who rent the home or may be on “contracts” to purchase the home) are encouraged to remain in the park, and to own their homes. The goal is to have all residents on equal footing without a hierarchy of owners and renters.

An important feature of the Resident Owned Community is empowerment of residents to exert control over their living situation through a democratic structure. Each household has one vote which can be used to select leadership, management, and policies governing the property. As with any cooperative “profits” can be reinvested in the community and/or returned to residents in the form of dividends.

Because residents control financing, rents are stabilized. As a result of the stable structure studies have found that home values rise.

The cooperative management of the common facilities and can determine the ongoing programming.

ROC provides extensive training for resident and resident leaders, who are now joined together in a democratic organization. Training is provided prior to purchase of the property, to establish the cooperative corporation and its officers, and then after the closing with the availability of technical assistance to solve problems

The ROC model is not binding on residents who desire to own the park and can use other means to raise funds to purchase the park. The benefit of working with ROC is ability to tap into a single source for financing, as opposed to a layered financing structure, and the ongoing support and training provided through ROC's network.

While *community land trusts* have similar goals to resident owned communities and in some cases, are owners of parks, using the community land trust model in a resident owned park is an additional complication. The community land trust goal of stability, equity and legacy is retained through the cooperative ownership model.

### **Non-profit ownership**

There is no specific model for non-profit ownership of parks. Non-profit organizations are able to acquire parks and operate them without apparent change, apart from required notifications to resident under state or local laws. Ownership could be passive, or active consistent with the values of the mission driven owner.

One potential benefit of non-profit ownership is that residents are not responsible for management of the park. It seems uncommon for residents to seek a non-profit to assume ownership of parks but residents have sought intervention by non-profit organizations or government agencies when closure or substandard conditions threaten a park. Non-profit organizations may also purchase parks as part of their portfolio of investments.

### **Augusta Communities**

Augusta Communities owns six parks with a total of 925 households in the Los Angeles area. As a Non-profit organization, they are able to access favorable financing, 501(c)3 Tax-exempt Bonds or subsidy and can structure acquisitions incorporating long-term goals of stabilizing communities and delivering services to residents. Nearly 89% of the households in their parks are low income. Rents are stabilized at affordable levels and virtually all residents in Augusta Communities own the homes.

Rather than funneling profits to private owners, cash flow is used to fund a support organization, Augusta Community Center that provides and coordinates services to residents. The four service

areas are: income resident relations, community building, academic enrichment, and healthy living. Examples of the services include scheduled resident meetings, computer access, mediation services, social events, summer youth camps, community gardens, and nutrition classes. The activities are coordinated through partnerships with various government and non-profit agencies.

## **Public Ownership**

Jurisdictions acting through their public housing authorities, separate support organizations or nonprofit agencies can acquire and dispose of parks. PHA's have infrastructure to manage housing, access to subsidy and various forms of finance.

With funding declining for public housing, it is difficult to assume a viable model, but purchasing and operating parks should be considered especially in situations where there is a compelling public need and benefit and few private options exist.

Housing Choice (Section 8) vouchers which are typically managed by public housing authorities can be used to assist residents in parks.

## **Development of new parks and Support for existing parks**

This may not seem to be a strategy to preserve parks. As parks close, there is a need to provide new spaces for displaced residents, and a viable option for residents seeking an alternative to living in substandard parks and a recognition that there needs to be a variety of options to "single family ownership" which has governed (or limited) our vision of what homeownership means.

The current development environment is typically hostile to the creation of new parks, and may view parks as a "holding place" for higher and better uses, rather than a model for affordable homeownership. In many parks this temporary strategy mitigates against improvements to declining and obsolete infrastructure. Zoning opportunities are limited, and the costs for the development for expanding infrastructure are prohibitive whether it will be on raw land or infill. Recent ventures have not been successful, and parks are not being created. Financing for development of new parks may be difficult to find.

One way to support parks is for jurisdictions to be more sensitive in how rezoning potentially impacts vulnerable low income residents residing in parks. The intention of rezoning is to increase property values and expand the tax base. This comes at the expense of abutting parks that may ultimately face closure.

Pima County thought its Pima Prospers planning process has become more attentive to this issue, and is looking at methods to preserve existing parks especially those in compliance, and for opportunities to create new parks, especially through incentive based zoning. The burden will be not to incentivize new forms of development that potentially endanger parks though incentives for “higher and better uses,” which increase land values and speculation. The Pima Prospers process only impacts areas under its jurisdiction – in the county's unincorporated areas. Crafting such ordinances will take skill and a thorough understanding of existing conditions to prevent unintended consequences.

Pima County also now allows “small homes” to be constructed on any conforming single family lot. Due to the compact size of some small homes, typical code requirements may be waived – such as stair ways to loft sleeping quarters. This is seen as an opportunity to create affordable housing by some advocates, and a way to replace and improve substandard homes in parks. Manufacturers are constructing smaller units to meet this demand. This may also provide a potential model for replacement of substandard homes in parks.

Advocates are cautious and note that units less than 400 square feet are not built to HUD code and are considered to be park models or trailers. Others note that it may be possible to reduce costs through the reduction in size, there are fixed costs in producing and delivering a model and the savings are not in proportion to the reduction in size.

### **Partnerships and redevelopment strategies.**

Is there a viable and realistic role for private capital to preserve parks? (Other than through the existing market). Parks are superficially structured like horizontal multifamily projects, yet there are few programs available, such as Low Income Housing Tax Credits, that provide vehicles for equity investment or capital investment with an outcome that creates or preserves parks targeting low-income and vulnerable residents.

Developers, both non-profit and private, see parks as opportunities for redevelopment – perhaps for affordable housing or mixed uses. Redevelopment could be accomplished on a case by case basis through partnerships with non-profits, developers and charitable organizations. One example occurred in Boulder Colorado where the city acquired a park part of which was located in a flood zone. The park was reconfigured to mitigate the flood issues and it was sold to the local community land trust which will retain ownership for the purpose of preserving affordability of the park for residents.

Other partnerships include grass roots organizing, including campaigns to preserve affordable housing along mass transit routes and working with communities to establish affordable housing goals which would include the preservation of affordable inventory that is located within parks.

## **Saving distressed and endangered parks -**

A recent story (December 7) from Portland provides a good case history – (*Embattled Mobile Home Park Residents Saved From Eviction*) – Portland Tribune. <http://portlandtribune.com/pt/9-news/335450-215459-embattled-mobile-home-park-residents-saved-from-eviction>)

In summary, a park in Portland with 25 units was about to be sold to a developer for another use. The City of Portland working with two nonprofit organizations agreed to provide funds to help acquire the park. An interim owner will take ownership and sell it to another agency when financing is available. The longer-term plan is to invest in improvements in the infrastructure and common areas, as well as improve and help refinance resident owned homes.

This story contains several elements that are necessary to effectively preserve a park:

- Local support and political will – in a community with a dwindling supply of affordable housing there is a recognition that preservation of the existing inventory is critical. Support was provided by a local community organization
- Subsidy to make the deal work
- Willing seller
- Interim and long term finance plan. One entity will take ownership and transfer to the permanent owner when financing is in place
- Experienced owners – the article stated that the ultimate permanent purchaser owns several other parks.
- Plan for park improvements to infrastructure and to common areas
- Plan to improve housing including the potential for more favorable financing for residents.
- There is an assumption that by preserving the park, the lot rents will remain affordable to residents

The story suggests that there is a long-term strategy in place to obtain financing to improve this park for the benefit of the residents, and also to work with park residents to improve the quality of their homes.

Two important elements are key to the story. First is the admission that affordable housing is scarce in Portland, and that this is likely to be a costly proposition. In this case the city may have determined or have made an unstated assumption that is less costly to retain and improve existing affordable homes than to develop new units.

## **Resources**

Discussions on resources typically consider the sources of capital and subsidy that are needed to make a deal work. This section will include an inventory of potential funding sources. A critical side of the equation includes the residents and the industry that is the people who live in the parks and the owners and employees of business who own, and service parks and those who construct new units and repair existing homes.

The Arizona Association of Manufactured Home, RV and Park Model Owners (AAHMHO) is the organization representing residents. It is affiliated with the National Manufactured Home Owners Association which maintains a national presence in addition to the various state organization. AAHMO provides education and advocacy on behalf of its membership. It funds a lobbyist and has been successful in implementing the landlord tenant act for parks as well as the relocation fund.

The AAHMHO motto “Cooperation not Confrontation” suggests a willingness to work collaboratively with owners to resolve issues related to parks. It will not be possible to introduce concepts such as resident ownership of parks without the support and involvement of the membership and park residents.

On the other side is the Manufactured Housing Communities of Arizona represents park owners and the Arizona Housing Association represents the manufacturers. The industry understands that it suffers from the lack of a good image and that this limits the ability of the industry to grow, where financing is limited and communities resist installation of manufactured homes in certain zoning designations. This leads to limited market demand for the product.

Non-profit agencies have also been involved in manufactured housing in recent years. Three Neighborworks organizations, Primavera Foundation and Chicanos Por La Causa have affiliated with NextStep and have placed manufactured homes and modular homes in the City of South Tucson in Pima County and Phoenix. A third organization Trellis has discussed affiliating with NextStep.

Primavera and CPLC have used funds from HUD's Neighborhood Stabilization Program to develop single family for-sale homes. They have placed homes on infill lots in low income communities. Demand for homes appears to exceed supply of lots and in some cases ability to supply product.

In 2006 Family Housing Resources managed a program that replaced substandard manufactured homes with new factory built models, using grant funds from I'm HOME and federal HOME funds.

### **I'm HOME - Innovations in Manufactured Housing**

I'M HOME (Innovations in Manufactured Homes) is a program run by the Corporation for Enterprise Development (CFED). CFED is a non-profit advocacy organization that supports initiatives that support asset building as a way to alleviate poverty. I'm Home was created in recognition of the untapped potential for the use of manufactured housing to provide high quality housing for low-income families, and recognition that the current system does not necessarily work to the benefit of residents and owners. The goal of I'm HOME has been to bring to scale on regional and national levels models to deliver and preserve manufactured housing while building equity and stability for residents.

Through its partnership with the Ford Foundation, Neighborworks America, Well Fargo Bank and Capital Impact Partners, I'm Home has invested in four activities:

- Resident Owned Communities (ROC)
- Next Step – Manufactured housing done right
- Financing
- Legal research and advocacy

I'm HOME has formed a network through which information on these areas is shared through publication of research, information bulletins and newsletters, regional and annual conferences. The network provides an opportunity to obtain information through affiliated organizations and individuals.

The discussion on resources will follow the outline suggested above and considers resources that are used in a larger, national context:

Resident owned Communities (ROC). ROC-USA is a national non-profit organization that provides financing, technical assistance and training related to resident buy-outs of parks. ROC works through

affiliates in several states who provide the direct contact with residents and the work leading up to acquisition and transfer to the residents.

NextStep – is a non-profit organization that works with manufactured housing builders to develop affordable and energy efficient models that are distributed through a network of non-profit housing developers. NextStep places and emphasis on quality design and energy efficiency – providing cost savings to residents through the reduction in utility bills.

Financing - financing for manufactured homes has been through costly “chattel” financing. This has been both expensive for borrowers and does not lead to building equity or value for the owner. CFED has been working with the Government Sponsored Enterprises (GSEs) on “duty to serve” requirements under the Treasury Department's Federal Housing Finance Board, which manages the GSEs, that would bring financing that is more beneficial to buyers of manufactured homes. The goal is to recreate the secondary financial market for mortgage products that would be available through local lending institutions.

Legal Research and Advocacy – The National Consumer Law Center has partnered with I'm HOME and partners to conduct research and identify ordinances which would work in the interest of consumers of manufactured housing. As laws governing manufacture housing and mobile home parks vary from state to state as well as between local governments, NCLC has compiled documents comparing laws, identifying best practices, which provide protection for owners and residents of manufactured homes. NCLC has developed policy papers on conversion of parks to resident ownership, and financing. They have also developed policy around titling reform leading to development of a “uniform code” which could be enacted by states. ■

## **Funding**

Community Development Finance Institutions (CDFI) have become income involved in financing parks in particular resident purchases. ROC-USA, a CDFI, provides financing with the following features

- 110% funding to purchase resident owned parks, to finance purchase price, due diligence and closing costs.
- This includes an initial forgivable loan is used to conduct due diligence – environmental reports, site reports, title review, etc. If the deal does not close the loan is forgiven.

- ROC closes on two loans – the first note is for 80% of the mortgage and the B- note for 30%. Loans are for a 10 - year term with a 30-year amortization. A resident owned park closed recently with 4.68% interest rate.
- CDFI's based in Arizona or in the region could participate in the loans.
- Infrastructure improvements can be negotiated through the sales price or maybe funded with other sources such as grants. Negotiating this part of the transaction can be difficult due to high cost of replacing failing infrastructure.
- ROC or its intermediary often take possession of the park at the closing. It is then transferred to the owners' cooperative when the organization is prepared to assume responsibility.

It is important to restate that this is not a rescue for failing properties. Residents may desire to take over a park, the properties will continue to fail unless there is a plan and investment strategy to bring them back to a sustainable operation as illustrated in Portland.

### **Nonprofits/Housing Finance Agencies**

Nonprofits, state housing finance agencies and local issuers (Industrial Development Authorities) can issue bonds to acquire properties. Bonds could provide 100% financing, but rating agencies use guidelines to determine the rating for bonds that are issued for each park. With the expansion of authority throughout the State of Arizona by the Arizona Housing Finance Authority, an additional source of financing may be available to non-profit agencies,

### ***Duty to Serve and the GSE's and Pilot programs***

In 2008 the Federal Housing Finance Agency (FHFA) was created within the US Treasury through the Housing and Economic Recovery Act (HERA), with the role of managing and regulating the Government Sponsored Enterprises (GSEs), Fannie Mae and Freddie Mac. Statutory requirements for the GSE's include *Duty to Serve* requirements to address needs in underserved markets which includes manufactured housing.

The secondary market serving manufactured housing collapsed before the 2008 recession leaving few financing options especially for consumers other than chattel loans. The notice governing the Duty to Serve requirements will impact investors and consumers.

As models for manufactured housing communities and improvements in production and distribution of homes expands affordable financing could be made available. An example is in resident owned communities, where a “land lease” with occupants is executed, conventional financing could become available to replace or refinance homes.

As the concept of resident owned communities and other forms of tenure reform grows, this could lead to the expansion of opportunities for financing by residents in parks. This has already occurred in New Hampshire where the number of resident owned communities as well as progressive changes in tenure for manufactured housing has created a market for mortgage lending with a secondary market to purchase loans.

The US Department of Agriculture has created pilot direct lending programs where loans are available on terms that do not meet the current underwriting guidelines and interpretations that have limited financing on manufactured homes in rural areas.

Some credit unions are finding ways to finance manufactured housing through their portfolio products.

### **Public Subsidy – Federal Funds**

The funds that are distributed to local governments as entitlements – CDBG and HOME can be used to acquire, improve parks and help residents also improve and buy units. Apart from the use of funds for rehab and weatherization of individual owner occupied units, funds are not often used in support of manufactured housing.

Details on eligible uses for CDBG and HOME is provided in other documents (*Accessing Public Resources for Homes and Communities – I’m Home* and National Consumer Law Center. September 2010.) There is an excellent bulletin on how HOME funds can be used in support of manufactured housing (CPD notice 03-05 – Guidance on Manufactured Housing under the HOME program). There is no parallel guidance for CDBG. The rules and requirements governing CDBG are well known by local jurisdictions so a very general summary follows.

CDBG can be made available as loans or grants to individuals, nonprofit organizations or developers. Funds can be used for land acquisition, on-site and off-site improvements or repairs. When used for a property, at least 51% of the residents must be below 80% of the median income. When assistance is provided to a specific unit the occupant must meet the 80% requirement.

Most developers of affordable single family and multifamily housing will pencil in HOME and CDBG funds for their projects. It is less common for developers working with parks to seek public subsidy.

Loans from the CDBG - 108 program can be used, for instance, to purchase and improve a park, but there is no known case where this has been done, the requirements being complex and onerous for both the administering jurisdiction and the owner.

HOME is a flexible subsidy and is directed more to the development or acquisition of affordable housing. HOME can be offered as loans or grants, and is generally delivered as loan with payments or forgiven over a period of time – typically what is called the affordability period. Income targeting is set at 80% for ownership projects and 65% and 50% for rental development.

HOME can be used for rental and owner-occupied housing. However, HOME requires that the occupant receiving the assistance also own or have a long-term lease for the land, and that the unit be permanently affixed with utilities. HOME can also be used for rental assistance – similar to the Section 8 program.

HOME and CDBG are used to leverage other forms of private and public investment and local officials understand how and when to combine CDBG and HOME with other sources of funds. The byword here is before considering incorporating HOME or CDBG into a project, it is incumbent to work with the participating jurisdiction – the locality receiving the funds, to insure the contemplated project is eligible, will meet the myriad of requirements and will be supported by the jurisdiction.

The Neighborhood Stabilization Program (NSP) was distributed to jurisdictions and non-profit agencies during the great recession to stimulate the housing market. NSP follows CDBG rules with some guidance also following HOME. Several NSP recipients have program income available for reinvestment in eligible activities. NSP activities include: Financial assistance to purchase foreclosed properties; demolition of blighted structures; redevelopment of vacant properties; acquisition and rehabilitation of foreclosed properties; and Land Banking. NSP funds can be used to acquire and improve foreclosed or abandoned mobile home parks. Demolition and removal of substandard units may also be done with NSP.

It is important to emphasize that while a use may be eligible, that does not mean that a locality or grantee will fund it. The demand on CDBG and HOME exceeds the ability to deliver funds for viable projects. Governments receiving these funds produce planning documents which are required to indicate their priorities for funding. This is done every five years – through the Consolidated Plan, which is updated each year through an Annual Plan. The plan must include participation by the public and interested stakeholders. Advocates for manufactured housing and communities do not often participate in the process and the value of manufactured housing does not often appear as a priority activity if at all. Manufactured housing is not seen as linked to the preservation or development of affordable housing opportunities. An exception to this are communities that continue to include manufactured homes in their rehab programs.

Not to be forgotten are a handful of HUD, USDA and VA loan programs that are used for the acquisition and renovation of manufactured homes:

- HUD's Title I and Title II programs enable the acquisition and rehabilitation of manufactured homes by qualified individuals.
- USDA Section 502 and 504 programs provide access to direct and guaranteed loan for purchase and rehabilitation of manufactured homes in rural areas.
- HUD also has mortgage insurance programs for manufactured home communities, but these are specialized and not frequently used. It seems that over time there are fewer people with experience with these programs.

These programs are described in the I'm HOME Resource Guide "Accessing Public Resources for Homes and Communities."

## **State of Arizona**

The Governor's consolidation of programs especially bringing the office of Manufactured Housing under the Department of Housing is an opportunity to coordinate the delivery of regulations and subsidy

The Department administers its allocation of HOME, CDBG, Section 8, and LIHTC credits. It also distributed an annual allocation of State Housing Trust Funds. There does not appear to be at least a conscious plan or strategy to work manufactured homes or mobile home parks.

California provides an example for the robust programs and funding which may be emulated in Arizona. The State has established a revolving loan fund dedicated to manufactured housing as well as a portion of general obligation bonds funds that are reserved to be invested in the preservation of parks.

An allocation of funds that is dedicated to manufactured housing projects could stimulate more and better projects in Arizona.

## **Other**

There are few private resources that provide direct subsidy for affordable housing. One source is the Affordable Housing Program (AHP) of the Federal Home Loan Bank. Member banks apply for the funds on behalf of projects. The program is very competitive, which a large portion of the funds going to projects that are not based in Arizona. Projects that consider manufactured housing may be eligible, but the ambiguity of ownership within parks does not suggest a route to a competitive application. Another route is WISH which provides downpayment assistance grants to matched savings accounts of low income buyers.

### **Where does Arizona Stand?**

As Arizona's economy continues to expand, parks will continue to be traded and sold; others will close due to development pressure, or substandard conditions will force closure. While increasing property values may lead to reinvestment in parks by some owners, other parks will continue to decline because of disinterest and lack of resources. Communities will be challenged to enforce a standard mandated through property codes.

Are we ready to respond to challenges using the tools and resources outlined in the report?

- Finance – CDFI's are poised to invest – to assist with the turnover of properties to resident owners or non-profits who could improve and preserve the affordability that parks provide. State and local government have no or limited experience with providing subsidy to assist with the transfer and improvement of parks.
- Knowledge – a knowledge base has been created by studies conducted through the Arizona Housing Alliance and the Department of Housing. Awareness has increased as a result of national and local reports that have highlighted conditions in parks as well as one national report on resident owned communities. Our understanding of the resident-owned community model is limited.
- Capacity – Local non-profits have experience in complex transactions. They also have experience in guiding consumers through personal and real estate financing. There is limited experience in financing and management of parks. There are three Neighborworks affiliates in Arizona who are involved with the NextStep network. Two active community land trusts one based in Tempe and one in Tucson share a philosophical base with the concept of resident owned communities, homeownership through a land lease to secure tenure. Is there an organization that will affiliate with ROC?

- Political Will – Regardless of funding, knowledge and capacity it will be the park residents who will determine and test the models discussed in this report. The ability of the residents and organizations to marshal public and private resources will determine whether parks can be preserved and improved in Arizona. The concept of delivering services to residents and related outcomes could improve the image of parks leading to support.

## **Recommendations –**

1. Build capacity to coordinate the development of an organization to coordinate development of resident owned communities and non-profit ownership.
  - The collaboration that has been built with AAHMO and other stakeholder organizations must continue.
  - Maintaining a statewide presence though the Arizona Housing Alliance and Mobile Home Working group will support this and also decentralized efforts such as the work that is continuing in Pima County and potentially in other areas of the state. A strong partnership will be able to respond as opportunities arise.
  - Affiliating and participating in CFED's I'm HOME network though attendance at conferences trainings and review of literature will bring the organization's strength into Arizona Assistance and support will be available though I'm Homes affiliates in other states.
2. Subsidy and financial support - It will be essential to provide subsidy to continue.
  - Grants are needed to support capacity building, and subsidy will be required to enable acquisition, transfer and improvement of parks. In addition to local government, banks, health providers, community foundations, housing counseling agencies and non-profit developers may have an interest related to their mission for investing in the preservation of mobile home parks.
  - CDFI's have expressed an interest in investing in parks, and Arizona's Housing Finance Agency and the local Industrial Development Authorities are also potential investors.
3. Prepare for the need to facilitate the acquisition, transfer, and redevelopment of a park. An organization or individuals will need to step up and work step by step though the conversion process. A Success story is needed.

4. Increase public awareness of the issues.

- Mobile home parks are often invisible assets, until a problem or emergency takes place. Displacement, crime and other issues cast parks in a negative light, and the industry understands that the negative stereotype needs to be reversed. Parks place few demands on government until something goes wrong, and that point it gets expensive.
- Education of public officials, the general public, and housing advocates is important. A start is to work with community development staff who are responsible for preparing the Consolidated/Annual Plans that are required by HUD for CDBG and HOME funding. Insuring that the need for investment in parks places the opportunity for investment in the funding stream and funding through each community's competitive process is possible.

5. Advocacy to protect Residents – there is a long list of possible reforms.

- Each year AAHMO develops its legislative agenda, and there are opportunities for collaboration with this agenda by advocacy organizations such as the Arizona Housing Alliance.
- A long-term agenda could include items which expand the potential to create resident- and nonprofit- owned communities. This includes more favorable noticing and ability to negotiate acquisition by residents.
- Some states also provide incentives for transfer of parks to non-profits (including resident owners) such as breaks on capital gains taxes.

6. Institutionalize the Mobile Home Working Group.

- To maintain the momentum and relationships established by the working group, a small but energetic group should continue to meet on a regular basis – the intention is to review progress, discuss research, seek funding, monitor and report on activities.
- Larger symposia, conferences, and discussion groups should meet as necessary. This could be the steering group for the larger, but informal organization.

- Ongoing research is needed to evaluate threats to parks, and to achieve a better understanding of the condition of parks and the residents who reside in the parks.

## **Post-Script**

In a two-part series on National Public Radio's, *All Things Considered*, on December 27 and 28, 2016, broadcast the upside and downside of Mobile Home Park living. The first segment offered an example of a failing park, where the owner extracts rents and provides little in return to residents. The second segment looked at a park in Minnesota where residents working with ROC and ROC affiliate North Country Cooperative Foundation were able to buy the park, improve it and act as homeowners. In very succinct stories, the two broadcasts summarized the issues that park residents face and posed one potential solution – resident owned communities.

*Mobile Home Park Owners Can Spoil an Affordable American Dream*

<http://www.npr.org/templates/transcript/transcript.php?storyId=502590161>

*When Residents Take Ownership, A Mobile Home Community Thrives*

<http://www.npr.org/templates/transcript/transcript.php?storyId=503052538>

## **Resources**

*Mobile Home Working Group Report on Distressed Mobile Home Parks.* Arizona Housing Alliance. July 2016

Dalton, Khivansara, Khushk, et al. *Survey and Study of Distressed Mobile Home Parks in Arizona.* Arizona State University School of Geographical Sciences and Urban Planning. 2016

*Accessing Public Resources for Homes and Communities.* Manufactured Housing Resource Guide. I'm HOME (Innovations in Manufactured Housing.) National Consumer Law Center (NCLC). September 2010

This is an updated version of the 2010 guide which was presented at the I'm HOME and is available through the CFED website:

[http://cfed.org/assets/pdfs/Odette\\_Williamson\\_-\\_IMHOMEspeakerhandoutWilliamson.pdf](http://cfed.org/assets/pdfs/Odette_Williamson_-_IMHOMEspeakerhandoutWilliamson.pdf)

*Promoting Resident Ownership of Communities.* I'm HOME/NCLC. July 2009

The National Consumer Law Center has published several additional papers related to manufactured housing.

<http://www.nclc.org/issues/manufactured-housing.html>

*Steps Forward – Delivery of Competitive Manufactured Home Financing in Land lease Communities, Especially with Long-Term Security of Tenure.* Kevin Walker, North Country Community Foundation. Corporation for Enterprise Development (CFED). October 2016.

CPD Notice 03-05 – *Guidance on Manufactured Housing under the HOME Program.* US Department of Housing and Urban Development – Community Planning and Development. March 2003.

*Assessment of Central Virginia’s Mobile Home Parks.* HDAvisors. Virginia Mobile Home Park Coalition and project: HOMES. November 2016.

Full report: [http://vahousingalliance.org/wp-content/uploads/2016/11/MHP\\_Report\\_Final.pdf](http://vahousingalliance.org/wp-content/uploads/2016/11/MHP_Report_Final.pdf)

Summary handout: [http://vahousingalliance.org/wp-content/uploads/2016/11/MHP\\_Handout\\_Final.pdf](http://vahousingalliance.org/wp-content/uploads/2016/11/MHP_Handout_Final.pdf)

Augusta Communities flyer: [http://cfed.org/assets/pdfs/Augusta\\_Flyer\\_-\\_Im\\_Home.pdf](http://cfed.org/assets/pdfs/Augusta_Flyer_-_Im_Home.pdf)

*Embattled Mobile Home Park Residents Saved From Eviction*– Portland Tribune.

<http://portlandtribune.com/pt/9-news/335450-215459-embattled-mobile-home-park-residents-saved-from-eviction>

I’m HOME Conference Presentation: *Strategies to Prevent Displacement*

[http://cfed.org/assets/pdfs/Combined\\_-\\_Strategies\\_to\\_Prevent\\_Displacement.pdf](http://cfed.org/assets/pdfs/Combined_-_Strategies_to_Prevent_Displacement.pdf)

Resident Owned Communities website:

[www.rocusa.org](http://www.rocusa.org)

## Appendix C



[ROC USA](#), LLC is a non-profit social venture with a mission of making resident ownership of manufactured (“mobile”) home communities (MHC) viable and successful nationwide.

ROC USA® helps homeowners form limited equity co-ops to acquire the MHC in which they live from the commercial owner. ROC USA does this by combining state- and regionally-based expert assistance and timely and specialized community financing in a co-op development system that:

- ✚ Creates purchase opportunities for low- and moderate-income homeowners through market development focused on finding ‘for sale’ MHC and a national brand based on a “effective and efficient” approach to resident ownership;
- ✚ Empowers homeowners with information, including third-party due diligence financed with a forgivable loan, so the homeowner-controlled co-op can get the information they need to make an informed democratic decision to purchase; and,
- ✚ Provides low-cost access to the key technical know-how and financing resources so co-ops can compete for and complete the purchase of their MHC at fair market value.

Today, ROC USA represents 189 ROCs and 11,550 homeowners in 14 states and is beginning to scale the benefits of resident ownership. Scaled member services include:

- ✚ A national community leadership institute in collaboration with NeighborWorks® America that this year is being offered to 50 Resident Owned Community (ROC) leaders;
- ✚ A national marketing program for ROCs;
- ✚ Home financing programs exclusively for home buyers in ROCs; and,
- ✚ [An online community center](#) for ROC Member networking and training.

*Background:*

Since 1984, homeowners in New Hampshire have been acquiring their communities as limited equity cooperatives through the pioneering work of the NH Community Loan Fund. Today, 27 percent of New Hampshire’s MHC are resident-owned.

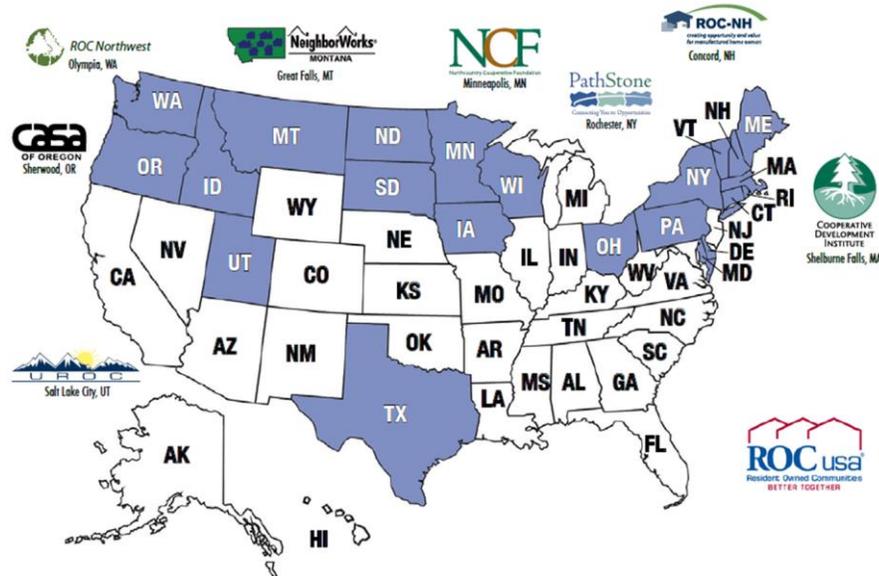
In 2008, ROC USA was launched by four nonprofits – NeighborWorks America, CFED, Capital Impact Partners, and NH Community Loan Fund on the leadership of a former Vice President of the NH Community Loan Fund – to scale co-op ownership of MHC.

ROC USA is a nonprofit LLC controlled by these four nonprofits as well as an Association of the communities it serves. ROC USA communities elect three community leaders to the national Board of Directors to help ensure that the organization is listening to and serving community needs. An example of the work that this community leader engagement has produced is ROC USA's current strategic plan. A copy is available through the [online community center](#).

*Three Key Services:*

Pre- and post-purchase training and technical assistance is provided in communities by nonprofit organizations that have been certified as Technical Assistance (TA) providers by ROC USA Network. This collaborative national network shares tools, templates and best practices to help deliver training and TA in an efficient and effective manner.

Today, there are eight nonprofit affiliates of ROC USA Network. They include:



TA providers are supported through grants as well as earnings from closing fees and on-going servicing fees paid by the lender to the co-op or through the co-op's operating budget.

Many TA providers provide other services and leverage many local partnerships to deliver community and home improvement resources as well as home financing, replacement and infill homes and other services. ROC USA supports these efforts by leveraging national resources like the AARP Foundation. The just released Home and Community Resource Guides offer an excellent example of the partnership. (See [ROC Guides](#) for state guides.)

Community financing is provided by a range of public, nonprofit and private lenders. Our goal is to help co-ops secure the best possible financing for their acquisition and community improvements. ROC USA Capital is the national CDFI that is available in all markets. Other sources are generally limited to single states or regions.

ROC USA Capital provides deposit, pre-development, acquisition and community improvement loans. Its first mortgage acquisition loan can go to 110% LTV, a level that keeps Membership Fees low for co-op members and creates upfront reserves for the new co-op owners. The product sets the standard for helping co-ops compete in the market with sellers who want the same process and timetable as sales to any third-party buyer. Since 2008, ROC USA Capital has financed over \$115M to 46 ROCs.

ROC USA Capital works with several state Housing Finance Authorities to deliver low-cost financing tailored to low-income co-ops. ROC USA Capital can also work with local and state subsidy sources to fund large capital improvement projects, including water, sewer, electric, roads and drainage.

Member benefits lower costs for homeowners and communities, make access to other ROC leaders and targeted resources easy and help ROCs compete for homebuyers in their local real estate markets.

*Summary:*

ROC USA is the only national network of resident-owned communities. In 2015, we welcomed 16 new ROCs and 928 homeowners to the ROC Association and reached 10,000 homes preserved in April of 2015. The development system is working very well.

However, development is only half of what we do.

Our internal mantra is, “We succeed when our communities succeed.” We are equally focused on supporting existing ROCs because successful resident ownership over the long-term is what delivers lasting impact in low-income neighborhoods.

In our 32 years of support for resident-owned communities – starting in NH in 1984 and in 2008 in 13 new states for us – there has not been a single co-op that we helped in their purchase that has re-sold, filed for bankruptcy, experienced foreclosure or otherwise lost their community.

Further, these ROCs have produced [economic impacts](#) that include homes selling for more than those in comparable commercial MHC and lot rents that lag the market after five years of ownership. Further, people have reported feeling more secure. [National data is trending](#) the same way.

Together with our affiliated TA provider in a region, ROC USA works extremely well with public, nonprofit and industry resources to deliver the essential system elements for successful resident ownership. ROC USA's collaborative approach and sector focus brings national scale to local communities and local community partners.

For more information, please contact:

Paul Bradley, President

ROC USA, LLC

[pbradley@rocusa.org](mailto:pbradley@rocusa.org)

603-848-3254

[www.rocusa.org](http://www.rocusa.org)

[www.myROCUSA.org](http://www.myROCUSA.org)

## Appendix D: Resources Available to Manufactured Homes by City within Maricopa County

City	Contact (phone)	Prerequisites	Services Available	Cost to Home Owner
Avondale	Housing and Community Development (623) 333-2729	Services offered to mobile home owners are limited to residents that own the land that the mobile home sits on. The program is available to individuals and families that have an annual gross income that does not exceed 80% of the HUD Area Median Income (adjusted for household size) and meet all other qualification requirements.	<b>The Emergency Home Repair Program</b> is available to homeowners who need help with things like roof repair, water heater replacement, cooling and heating system repairs, plumbing leaks, weatherization and electrical wiring problems. This program can also be used for handicapped conversions such as the widening of doors and the installation of grab bars and ramps.	There is no cost to clients but services may not exceed \$10,000.
Buckeye			The city of Buckeye does not offer any programs with the ability to help mobile home owners. Residents can contact Maricopa County Human services at (602) 506-5911 for weatherization services.	
Chandler	Community and Neighborhood Services (480) 782-4356	Services offered to mobile home owners are limited to residents that own the land that the mobile home sits on. Properties must be owner occupied and newer than 1978.	<b>Emergency repairs</b> services include: HVAC, plumbing, electrical, health and safety, and roof repairs. Services are available to residents once a calendar year.	Clients must be under 80% AMI. While there is no cost to clients, services may not exceed a \$5,000 cap.
El Mirage			The city of El Mirage does not offer any programs with the ability to help mobile home owners. Residents can contact Maricopa County Human services at (602) 506-5911 for services.	
Glendale	Neighborhood Revitalization Division (623) 930-3670	Properties must be owner occupied. The program serves clients up to 80% AMI. Clients must have their mortgage closed to paid off or completely paid off with the ability to support a mortgage to qualify for mobile home replacement.	<b>Emergency repairs</b> include: HVAC, roof leaks, health and safety issues, such as holes in floors, broken windows and doors, plumbing issues, and electrical repairs. This is a once a year service.  <b>Mobile home Replacement:</b> The City demo the existing mobile home and replaces it with a new double wide modular home. This is a once a lifetime program.  <b>ADA programs</b> are offered to assist individuals with disabilities to increase mobility in their homes. Services include ramps, widening doors, grab bars, and tub and shower modifications.	Emergency repairs may cost up to \$5000 at no cost to the clients. The city does put a forgivable lien on the home for 5 years, 20% is forgiven each year.
Goodyear			The city of Goodyear does not offer any programs with the ability to help mobile home owners. Residents can contact Maricopa County Human services at (602) 506-5911.	
Litchfield Park			The city of Litchfield Park does not offer any programs with the ability to help mobile home owners. Residents can contact Maricopa County Human services at (602) 506-5911.	
Mesa	Neighborhood Services (480) 644-3536	Property must be owner occupied for at least 12 months and must be newer than 1980. Mobile homes can be on their own lot or in a park to be eligible. Potential clients must be under 80% AMI. The property must be considered in good structural condition.	<b>Emergency repairs</b> such as HVAC, electrical, plumbing, health and safety and roof are covered by the city.	Repairs can be as much as \$10,000 and depending on the cost there can be fees for the service. If cost is less than \$5000, there is no cost to the homeowner. If the costs exceed \$5000, ½ of the total amount is forgiven after 10 years.

<p><b>Peoria</b></p> <p>Neighborhood and Revitalization Department (623) 773-7667</p>	<p>Properties must be owner occupied, living in the home for at least 12 months.</p>	<p><b>Emergency repair</b> services include: HVAC, plumbing, electrical, health and safety, and roof repairs.</p>	<p>Repairs cannot exceed 75% of the value of the mobile home over the lifetime of the mobile home and does have a cap of \$5000 for mobile homes in parks. If the mobile home sits on its own property the city can spend up to \$20,000 over the life of the mobile home with one service per year. The city does put a forgivable lien on the property for 5 years if the work costs between \$5000 and \$15,000. If the work exceeds \$15,000 the lien is spread out over a 10 year period.</p>
<p><b>Phoenix</b></p> <p>Neighborhood Services (602) 445-0700</p>	<p>Must be owner occupied for at least 12 months. Clients must be under 80% AMI and own the land the mobile home sits on.</p>	<p><b>Emergency repair</b> services include: HVAC, electrical, plumbing, roofing, and health and safety issues.</p>	<p>Some programs are loans and other programs use granted monies. Programs will cover up to \$5000, depending on type of work needed.</p>
<p><b>Scottsdale</b></p> <p>The city of Scottsdale does not offer any programs with the ability to help mobile home owners. Residents can contact Maricopa County Human services at (602) 506-5911.</p>			
<p><b>Surprise</b></p> <p>Neighborhood services (623) 222-1550</p>	<p>Properties must be owner occupied for at least 12 months. Mobile home owners must own the land that the mobile home sits on; the mobile home can not be on wheels, it must be set on the ground. Potential clients must be under 80% AMI.</p>	<p><b>Emergency Repair</b> includes such services as HVAC, electrical, plumbing, health and safety and roof repairs.</p>	<p>Clients can receive up to \$10,000 for repairs. There is no cost to the client but the city does put a forgivable lien on the property for 5 years, 20% is forgiven each year.</p>
<p><b>Tempe</b></p> <p>Tempe Community Action Agency (480) 350-5880 x 7</p>	<p>Services are offered to residents that own the land that the mobile home sits on as well as the home.</p>	<p><b>Weatherization services</b> are available through Maricopa County. Residents can contact Maricopa County Human services at (602) 506-5911.</p>	
<p><b>Tolleson</b></p> <p>The city of Tolleson does not offer any programs with the ability to help mobile home owners. Residents can contact Maricopa County Human services at (602) 506-5911 for weatherization services.</p>			

## APPENDIX E: Resources Available to Manufactured Homes: by County within Arizona state

City	Contact (phone)	Prerequisites	Services Available	Cost to Home Owner
<b>Apache County</b> (Northern Arizona Council of Governments) :	Weatherization Program <i>(928) 774-3759</i>	Prerequisites vary by founding source. This program is for low-moderate income families throughout Apache, Coconino, Navajo and Yavapai Counties. Applicants who rent the mobile home will be limited as to the allowable scope of work to be performed.	Upon review of the test data from a comprehensive energy audit and funding availability, applicable services will be determined.	This is a 1 time service per address with no limit to the amount to be spent for the repairs.
	Housing Rehabilitation <i>(928) 774-1895</i>	Mobile homes must be owner occupied and own the land they reside on. Clients must be 80% AMI.	The NACOG Housing Rehabilitation program provides assistance to help the home owner contact the applicable entity to access CDBG and HOME funds.	Repair limits vary by program.
<b>Cochise County:</b>	No information was available.			
<b>Coconino County</b> (Northern Arizona Council of Governments) :	Weatherization Program <i>(928) 774-3759</i>	Prerequisites vary by founding source. This program is for low-moderate income families throughout Apache, Coconino, Navajo and Yavapai Counties. Applicants who rent the mobile home will be limited as to the allowable scope of work to be performed.	Upon review of the test data from a comprehensive energy audit and funding availability, applicable services will be determined.	This is a 1 time service per address with no limit to the amount to be spent for the repairs.
	Housing Rehabilitation <i>(928) 774-1895</i>	Mobile homes must be owner occupied and own the land they reside on. Clients must be 80% AMI.	The NACOG Housing Rehabilitation program provides assistance to help the home owner contact the applicable entity to access CDBG and HOME funds.	Repair limits vary by program.
<b>Gila County:</b>	Emergency Repair Program  <i>(928) 402-4424</i>	Mobile home owners can be in a park or own their own land. If potential clients own their own land they can be referred to the Rehab department. Clients are not limited to 80% AMI because the funding sources come from several different resources.	Services include HVAC, electrical, plumbing, health and safety and roof repairs.	Cost of repairs cannot exceed \$3500.
<b>Graham County:</b>	Graham County does not offer housing assistance or weatherization programs.			

**Greenlee County**

No information was available.

**La Paz County:**

No information was available.

**Maricopa County:**

Maricopa County Human Services  
Department, Community Development  
Division  
*(602) 506-5911*

The Home must be owner occupied and income qualified at or below 80% AMI. Emergency repair and minor and major rehabilitation services are available only in the Maricopa Urban County service area (Unincorporated Maricopa County or within the City/Town limits of Buckeye, El Mirage, Gila Bend, Goodyear, Guadalupe, Litchfield Park, Queen Creek, Tolleson, Wickenburg, or Youngtown).

Weatherization and energy efficiency services are available in Maricopa County exclusive of the Cities of Phoenix and Mesa. Combined household income (gross income) must be at or below 200% Federal Poverty Guidelines for a household, as defined by HHS

**Maricopa County Home Improvement Program (MCHIP):** Services include Emergency Home Repair, Minor Home Repair, and Major Home Repair

**Energy Efficiency Services:** MCHSD provides home Weatherization (WX) services and repair and replacement of utility related heating/cooling appliances to eligible individuals and families. MCHSD will perform a home energy assessment to identify both cost-effective energy efficient measures and essential health and safety measures for the benefit of the occupants.

Funding caps are determined by funding source. The MCHIP uses CDBG and HOME funding from the Urban County communities to provide home repair assistance.

Maximum allowable cost varies by funding source.

<p><b>Mohave County:</b></p>	<p>Mohave County Community Services (MCCS) (928) 753-0723 x 4215</p>	<p>Owner-Occupied Housing Rehabilitation Programs is available to residents living in the unincorporated areas of Mohave County. Preference is given to: veterans, elderly, disabled, and families with children under 18. Eligibility will be determined based on income qualification and repair needs. Each program has separate income limits, limits of assistance, and lien requirements.</p>	<p><b>Minor and moderate Rehabilitation:</b> The goals of the programs are to alleviate immediate health and safety issues in the home, including code violations, weatherization/energy efficiency, and accommodations for accessibility.</p>	<p><b>Minor Rehab:</b> Maximum amount of assistance may be up to \$15,000, based on program and need. This assistance is in the form of a deferred forgivable loan at 0% interest, with a 5 year recapture period. A lien is placed on the property until such time period is over. The loan is forgiven as long as the owner does not sell the property within the 5 year lien period.</p> <p><b>Moderate Rehab:</b> Maximum amount of assistance may be up to \$50,000 based on program and need. This assistance is in the form of a deferred forgivable loan at 0% interest, with a 5/10/15 year recapture period. A lien is placed on the property until such time period is over. The loan is forgiven as long as the owner does not sell the property within the 5/10/15 year lien period.</p>
<p><b>Navajo County</b> (Northern Arizona Council of Governments) :</p>	<p>Weatherization Program (928) 774-3759</p> <p>Housing Rehabilitation (928) 774-1895</p>	<p>Perquisites vary by founding source. This program is for low-moderate income families throughout Apache, Coconino, Navajo and Yavapai Counties. Applicants who rent the mobile home will be limited as to the allowable scope of work to be performed.</p> <p>Mobile homes must be owner occupied and own the land they reside on. Clients must be 80% AMI.</p>	<p>Upon review of the test data from a comprehensive energy audit and funding availability, applicable services will be determined.</p> <p>The NACOG Housing Rehabilitation program provides assistance to help the home owner contact the applicable entity to access CDBG and HOME funds.</p>	<p>This is a 1 time service per address with no limit to the amount to be spent for the repairs.</p> <p>Repair limits vary by program.</p>

<b>Pima County:</b>	<p>Emergency Repair Programs (520) 724-6754</p> <p>Community Home Repair Projects of Arizona (520) 745-2055</p> <p>City of Tucson Housing and Community Development Department (520) 791-4171</p> <p>Direct Center for Independence (520) 624-6452</p> <p>Habitat for Humanity of Tucson (520) 326-1217</p>	<p>Mobile homes must be owner occupied for at least 12 months, be located in unincorporated areas, not including Tucson, must own their mobile home for at least 12 months after contract for services is completed. Clients must be under 80% AMI.</p>	<p>Services offered are HVAC, roof, major system repairs and septic.</p>	<p>There is no cost to the home owner for these programs. Maximum allowable repair costs is determined on a case by case basis.</p>
---------------------	---	---	--	---

<b>Pinal County:</b>	<p>Housing Department Rehabilitation Program (520) 866-7219</p>	<p>Land and mobile home must be owned and have been occupied for at least 24 months and must be newer than 1980. Potential clients must be low income and living within Pinal County but not within the incorporated limits of a city or town.</p>	<p>Available services include housing rehabilitation, emergency home repairs, major home repairs and reconstructs.</p>	<p>Cost will be dependent on the scope of work. All service will be performed at no cost to the homeowner. Major home repairs and reconstructions will be assisted through a deferred forgivable loan, with 10-15% forgiven each year. A lien is placed on the property until such time period is over.</p>
----------------------	---	--	--	---

**Santa Cruz County:** Santa Cruz County does not offer housing assistance or weatherization programs.

<b>Yavapai County</b> (Northern Arizona Council of Governments) :	<p>Weatherization Program (928) 774-3759</p> <p>Housing Rehabilitation (928) 774-1895</p>	<p>Perquisites vary by founding source. This program is for low-moderate income families throughout Apache, Coconino, Navajo and Yavapai Counties. Applicants who rent the mobile home will be limited as to the allowable scope of work to be performed.</p> <p>Mobile homes must be owner occupied and own the land they reside on. Clients must be 80% AMI.</p>	<p>Upon review of the test data from a comprehensive energy audit and funding availability, applicable services will be determined.</p> <p>The NACOG Housing Rehabilitation program provides assistance to help the home owner contact the applicable entity to access CDBG and HOME funds.</p>	<p>This is a 1 time service per address with no limit to the amount to be spent for the repairs.</p> <p>Repair limits vary by program.</p>
--	---	--	---	--

**Yuma County:** Yuma County does not offer housing assistance or weatherization programs.

**APPENDIX F: Resources Available to Manufactured Homes:** within the state of Arizona

City	Contact (phone)	Prerequisites	Services Available	Cost to Home Owner
<b>Mobile Home Relocation Fund</b>	Department of Fire, Building and Life Safety (602) 364-1003	The fund assist tenants who live in mobile home parks with the cost of relocating their mobile/manufactured home due to a change in the use of land which is rented by the tenant: park closure or redevelopment of a park; qualifying rent increase; or change in age restriction at a park.	A tenant may receive assistance to move the home to a new location	lesser of the actual moving expenses of relocating the mobile home to a new location that is within a fifty-mile radius of the vacated mobile home park or five thousand dollars for a single section mobile home or ten thousand dollars for a multisession mobile home. If a mobile home is relocated to a location outside of the vacated mobile home park and, in the sole judgment of the director, the mobile home was ground set in the mobile home park from which it was removed, the tenant may collect additional monies not to exceed two thousand five hundred dollars for the incremental costs of removing a ground set mobile home.
			A tenant may abandon the home and receive assistance.	Abandon the mobile home in the mobile home park and collect an amount equal to one-fourth of the maximum allowable moving expense for that mobile home from the mobile home relocation fund.
		To qualify for rehabilitation assistance, the home must be moving from one Park to another Park in Arizona and the home owner's income must qualify.	The Fund can be used to assist in the cost of rehabilitating (complying with safety standards) for pre-HUD homes (built prior to June 15, 1976).	The amount of the reimbursement pursuant to this section shall not exceed one thousand five hundred dollars for the costs related to any mobile home.

## **Definitions**

---

**AMHPRLTA:**

Arizona Mobile Home Parks Residential Landlord and Tenant Act, A.R.S. §§ 33-1401 – 1501.

**ARLTA:**

Arizona Residential Landlord and Tenant Act, A.R.S. §§ 33-1301 – 1381.

**ARVLTRSA:**

Arizona Recreational Vehicle Long-term Rental Space Act, A.R.S. §§ 33-2101 -2148.

**DFBLS:**

Department of Fire, Building, and Life Safety.

**Mobile home:**

Either:

a residential structure manufactured on or before June 15, 1976, that is transportable in one or more sections, eight feet or more in body width, over thirty feet in body length with the hitch, built on an integral chassis, designed to be used as a dwelling when connected to the required utilities and not originally sold as a travel trailer or recreational vehicle and which includes the plumbing, heating, air conditioning and electrical systems in the structure,

or

A manufactured home built after June 15, 1976, originally bearing an appropriate insignia of approval issued by the United States department of housing and urban development.

But not:

A recreational vehicle such as a motor home, camping trailer, van, fifth wheel trailer or other type of recreational vehicle, or a structure known as a park model trailer. A.R.S. § 33-1409.

Another definition of mobile home:

A structure built prior to June 15, 1976, on a permanent chassis, capable of being transported in one or more sections and designed to be used with or without a permanent foundation as a dwelling when connected to on-site utilities except recreational vehicles and factory-built buildings. A.R.S. § 41-2142 (26).

**Mobile home park:**

Any parcel of land that contains four or more mobile home spaces. A.R.S. § 33-1409 (15).

**Mobile home space:**

A parcel of land for rent that has been designed to accommodate a mobile home and provide the required sewer and utility connections. A.R.S. § 33-2102 (11).

**OMH:**

Office of Manufactured Housing.

**Park model:**

A structure built on a single chassis, mounted on wheels and designed to be connected to the utilities necessary for the operation of installed fixtures and appliances and that has a gross interior area of not less than three hundred twenty square feet and not more than four hundred square feet when prepared for occupancy. A.R.S. §41-2102 (18)(C).

**Recreational vehicle:**

Either

a portable camping trailer mounted on wheels and constructed with collapsible partial sidewalls which fold for towing by another vehicle and unfold for camping,

or

A motor home designed to provide temporary living quarters for recreational, camping or travel use and built on or permanently attached to a self-propelled motor vehicle chassis or on a chassis cab or van that is an integral part of the completed vehicle.

A.R.S. § 41-2142 (30).

Another definition of recreational vehicle:

Either:

A portable camping trailer mounted on wheels and constructed with collapsible partial sidewalls that fold for towing by another vehicle and unfold for camping,

or

a motor home designed to provide temporary living quarters for recreational, camping or travel use and built on or permanently attached to a self-propelled motor vehicle chassis or on a chassis cab or van that is an integral part of the completed vehicle,

or

a park trailer or park model built on a single chassis, mounted on wheels or originally mounted on wheels and from which the wheels have been removed and designed to be connected to utilities necessary for operation of installed fixtures and appliances and has a gross trailer area of not less than three hundred twenty square feet and not more than four hundred square feet when it is set up, except that it does not include fifth wheel trailers,

or

A travel trailer mounted on wheels, designed to provide temporary living quarters for recreational, camping or travel use and of a size or weight that may or may not require special highway movement permits when towed by a motorized vehicle and that has a trailer area of less than three hundred twenty square feet. This subdivision includes fifth wheel trailers. If a unit requires a size or weight permit, it shall be manufactured to the standards for park trailers in section A 119.5 of the American national standards institute code,

or

A portable truck camper constructed to provide temporary living quarters for recreational, camping or travel use and consisting of a roof, floor and sides designed to be loaded onto and unloaded from the bed of a pickup truck. A.R.S. § 33-2102 (18).

**Recreational vehicle space:**

A parcel of land for rent that has been designed to accommodate a recreational vehicle and provide the required sewer and utility connections. A.R.S. § 33-2102 (19).

## Resident owns unit and leases space in a mobile home park

<p>Landlord and Tenant duties and rights, generally</p>	<p>AMHPRLTA, A.R.S. §§ 33-1401-1501.  also includes: "Unless displaced by the provisions of this chapter, the principles of law and equity, including the law relating to capacity to contract, mutuality of obligations, principal and agent, real property, public health, safety and fire prevention, estoppel, fraud, misrepresentation, duress, coercion, mistake, bankruptcy or other validating or invalidating cause supplement its provisions." A.R.S. § 33-1403.</p>
<p>Removal/transport of the mobile home</p>	<p>Homeowner needs permission of mobile home park, regardless of who owns the mobile home itself.</p> <p>Park may condition move on payment of all space rents and judgments due, funds for space restoration and in some cases bond. A.R.S. § 33-1485.01.</p> <p>Transporter permit/haul license.</p>
<p>Construction of mobile home</p>	<p>Builder/remodeling standards enacted by Board of Manufactured Housing (powers and duties within the Dept. of Fire, Building and Life Safety Chapter 16 of Title 41 in A.R.S.). A.R.S. §§ 41-2143, -2144 (A)(I).</p> <p>Board standards and powers at Ariz. Admin. Code Ti. 4, Ch. 36.</p> <p>AZ Office of Manufactured Housing (AOMH) performs "state inspector" role, and implements HUD standards for mobile homes; A.R.S. § 41-2151, Ariz. Admin. Code Ti 4, Ch 34.</p> <p>Its Deputy Director handles permitting for construction and installation. A.R.S. § 41-2144 (D).</p> <p>Local building enforcement bodies may enforce own safety-related rules. A.R.S. § 41-2144 (D).</p>

Resident owns unit and leases space in a mobile home park

	<p>Improvements made inside a mobile home park are subject to AMHPRLTA §§ 33-1413(J), 33-1452(C), (H).</p> <p>Improvements made within a mobile home park likely subject to Community Rules, and Rehabbing a mobile home subject to BMH, Ariz. Admin. Code R4-34-604 and -606.</p>
Installation of the mobile home	<p>AZ Office of Manufactured Housing (AOMH) performs "state inspector" role, and implements HUD standards for mobile home installation; A.R.S. § 41-2151.</p> <p>Its Deputy Director handles permitting for construction and installation. A.R.S. § 41-2144 (D).</p> <p>Local building enforcement bodies may enforce own safety-related rules, but once the Deputy Director certifies that the home passes § 41-2144 standards, local code enforcement agencies may not enforce/inspect for those same standards. A.R.S. § 41-2144 (A), (D).</p>
Fees, permitting	<p>Building/inspection fees set by ABMH. A.R.S. §§ 41-2143, -2144 (A)(I), Ariz. Admin. Code R4-34-501 et. seq.</p>
Licensing of Contractors	<p>Builders and installers, ABMH. Ariz. Admin. Code R4-34-201 et. seq.</p>
Utility connection	<p>The owner of the home is responsible for maintaining connections to the home furnished by the park. A.R.S. § 33-1434, § 41-2255 (E).</p> <p>...except that the owner of the park is responsible for maintaining connections greater than twenty-five feet to the point at which the utility connections are the property of the providing utility company if the outlet is located outside the lot line of the owner's unit and is more than twenty-five feet from the unit. A.R. § 41-2255 (E).</p>
Utilities, monthly payment	<p>Responsibility for payment may be set by terms of a private space lease. § 33-1413.01 (B).</p>

Resident owns unit and leases space in a mobile home park

	<p>Responsibility for providing service and establishing metering to the home is provided by terms (if any) of a private lease, billing agreement with utility provider, as well as AMHPRLTA, which provides the following.</p> <p>Owner of the home is responsible for maintaining connections to the home furnished by the park. A.R.S. §§33-1434,41-2255 (E).</p> <p>Individual metering for each space and billing,A.R.S. § 33-1413.01 (A), (B).</p> <p>Park shutdown of utilities, notice. A.R.S. § 33-1434 (A)(7).</p>
Dispute resolution	<p>A person who is subject to AMHPRLTA or is a party to a rental agreement entered into pursuant to it may petition the Department of Fire Building and Life Safety (presumably as of 2016, the Office of Administrative Hearings) for a hearing concerning violations of the Act. A.R.S. §§ 41-2198.03 (A), -2198 - 2198.03.</p> <p>Rehearing: a person aggrieved by an AU decision may apply for a rehearing by filing with the director (chief administrative law judge of the Office of Administrative Hearings, A.R.S. § 41-1092.09). A.R.S. § 41-2198.04 (A), -2198.05.</p> <p>The DFBLS is responsible for interpreting and enforcing the terms of mobile home park rental agreements (private leases and probably community rules). A.R.S. § 41-2141 (B).</p> <p>Forcible Detainer (eviction action for possession of the space, space owner is plaintiff): pursuant to A.R.S. § 33-1377 and procedural rules in Rules of Procedure for Eviction Actions ("RPEA").</p>
Land use	<p>Local codes and ordinances govern mobile home parks' zoning, fire zones, building setback, maximum area, site development, property lines and requirements for on-site utility terminals, e.g. City of Surprise Municipal Code, Art. IV Sec. 113-118, Residential Zones.</p>

Resident owns unit and leases space in a mobile home park

	Effect on/rights of residents when mobile home park dissolves/converts to another land use. A.R.S. § 33-1476{H), -1476.01,-1476.02, -1476.03.
Effect of park failure to deliver contracted-for space to lessee	A.R.S. § 33-1452{E).
Mobile home as a motor vehicle subject to certificate of title requirements	A. R.S. § 28-2063 (Transportation). If mobile home has more than one section (e.g., a doublewide) each section must have its own title.  ...but title not required for mobile home that is permanently affixed, and for which an affidavit of affixture has been recorded.
Mobile home as a security interest in property	A.R.S. § 47-9311(UCC).
Relocation of mobile home from park	AMHPRLTA, A.R.S. § 33-1451(A)(6), (8), - 1413{L), -1485.01, 33-1432(L).  Relocation fund, A.R.S. §§33-1476.01,-1476.02,-1476.03, -1476.04, -1476.05; 41-2157.  Permission from park requirements, §§ 33-1413{L), - 1485.01,- 1432(L).
Fair housing – Reasonable accommodations	Park and landlord must provide reasonable accommodations. A reasonable accommodation is one that is necessary for the disabled person to have an equal opportunity to enjoy the benefits of the housing by ameliorating the effects of the disability without imposing any undue burdens on the housing provider. Landlord and park are required to make "reasonable accommodations in rules, policies, practices, or services, when such accommodations are necessary to afford such a person equal opportunity to use and enjoy a dwelling." Fair Housing Act Amendments, 42 § U.S.C. 3604(f)(3)(B), Arizona Fair Housing Act, A.R.S. § 41-1491 et seq.
Fair housing – Reasonable modifications	Disabled mobile home residents have the right to make physical modifications to meet their disability related needs. (Examples: handrails and ramps). Landlords must allow such modifications as well. Park management may require compliance with applicable building code and permitting requirements and may also require removal of the modification upon removal or sale of the mobile home. 42 § U.S.C. 3604 et seq.,A.R.S. § 41-1491 et seq.

Resident owns unit and leases space in a mobile home park

Eviction, space only	A.R.S. § 33-1476.
Eviction, mobile home	A.R.S. § 33-1368.
Guests	Community Rules, A.R.S. §§ 33-1414(A)(S), -1413 .02, private lease agreement.  Also ARLTAA.R.S. §33-1378 if renting both mobile home and space from same owner.
Sale (resale) of mobile home	A. R.S. § 33-1452(E).

Resident owns unit and leases space in a mobile home park

## Resident leases both unit and space from a landlord

Landlord and Tenant duties, generally	ARLTA, A.R.S §§ 33-1301 – 1381.
Declaration of abandonment, triggers, consequences	A.R.S. §§ 33-1476.01(C) (2), 33-1478(A).
Construction of mobile home	<p>Builder/remodeling standards enacted by Board of Manufactured Housing (BMH; powers and duties within the Dept. of Fire, Building and Life Safety Chapter 16 of Title 41 in A.R.S.). A.R.S. §§ 41-2143, -2144 (A)(I).</p> <p>Board standards and powers at Ariz. Admin. Code Ti. 4, Ch. 36.</p> <p>AZ Office of Manufactured Housing (AOMH) performs "state inspector" role, and implements HUD standards for mobile homes; A.R.S. § 41-2151, Ariz. Admin. Code Ti 4, Ch. 34.</p> <p>Its Deputy Director handles permitting for construction and installation. A.R.S. § 41-2144 (D).</p> <p>Local building enforcement bodies may enforce own safety-related rules. A.R.S. § 41-2144 (D).</p> <p>Improvements made inside a mobile home park are subject to AMHPRLTA §§ 33-1413(J), 33-1452(I) and (H).</p> <p>Improvements made within a mobile home park likely subject to Community Rules, and Rehabbing a mobile home subject to BMH, Ariz. Admin. Code R4-34-604 and -606.</p>
Installation of mobile home	<p>AZ Office of Manufactured Housing (AOMH) performs "state inspector" role, and implements HUD standards for mobile home installation; A. R.S. § 41-2151.</p> <p>Its Deputy Director handles permitting for construction and installation. A.R.S. § 41-2144 (D).</p>

	Local building enforcement bodies may enforce own safety-related rules, but once the Deputy Director certifies that the home passes §41-2144 standards, local code enforcement agencies may not enforce/inspect for those same standards. A.R.S. §§ 41-2144 (A) and (D).
Fees, permitting	Building/inspection fees set by ABMH. A.R.S. §§ 41-2143, -2144 (A)(l), Ariz. Admin. Code R4-34-501 et seq.
Licensing of Contractors	Builders and installers, ABMH. Ariz. Admin. Code R4-34-201, et seq.
Utilities, establishment and connection	The owner of the home is responsible for maintaining connections to the home furnished by the park. A.R.S. §33-1434, A.R.S. §41-2255 (E).  ...except that the park is responsible for maintaining connections greater than twenty-five feet to the point at which the utility connections are the property of the providing utility company if the outlet is located outside the lot line of the owner's unit and is more than twenty-five feet from the unit. A.R.S. §41-2255 (E).
Utilities, monthly payment	Responsibility for payment may be set by terms of a private lease. § 33-1413.01 ( B).  Responsibility for providing service and establishing metering to the home is provided by terms (if any) of a private lease, billing agreement with utility provider, and A.R.S. §33-1413.01.  Interruption in service, park cessation of services and notice requirements. A.R.S. §33-1434(A) (7).  When interruption of service escalates to ouster, an ouster counterclaim can be asserted if already in the context of an existing special detainer action, or brought as separate lawsuit, both in Justice Court. A.R.S. § 33-1367.
Dispute resolution	The department of fire, building and life safety is responsible for interpreting and enforcing the terms of mobile home park rental agreements (private leases and probably community rules). A. R.S. § 41-2141 (B).

Resident leases both unit and space from a landlord

	Forcible detainers (eviction action for possession of home and space) adjudicated in Justice Court. A.R.S. §33-1377 and procedural rules in Rules of Procedure for Eviction Actions ("RPEA").
Park manager/landlord access to mobile home	A.R.S. § 33-1453, 33-1484.
Owner/landlord access to mobile home	A.R.S. § 33-1376.
Fair housing - Reasonable accommodations	Park and landlord must provide reasonable accommodations. A reasonable accommodation is one that is necessary for the disabled person to have an equal opportunity to enjoy the benefits of the housing by ameliorating the effects of the disability without imposing any undue burdens on the housing provider. Landlord and park are required to make "reasonable accommodations in rules, policies, practices, or services, when such accommodations are necessary to afford such a person equal opportunity to use and enjoy a dwelling." 42 U.S.C. § 3604(f)(3)(B), A.R.S. § 41-1491 et seq.
Fair housing – Reasonable modifications	Disabled mobile home residents have the right to make physical modifications to meet their disability related needs. (Examples: handrails and ramps). Landlords must allow such modifications as well. Park management may require compliance with applicable building code and permitting requirements and may require removal of the modification upon removal or sale of the mobile home. Fair Housing Act Amendments, 42 § U.S.C. 3604 et seq., Arizona Fair Housing Act, A.R.S. § 41-1491 et seq.
Eviction, space only	A. R.S. § 33-1476.
Eviction, mobile home	A.R.S. § 33-1368.
Guests	Community Rules.  A.R.S. §§ 33-1414(A)(5), 33-1413.02.  Private lease agreement.  Also ARLTA A. R.S. § 33-1378 if renting both mobile home and space from same owner.
Notice of changes in Community Rules	A.R.S. § 33-1452(0).
Rent increase within park	Notice, A.R.S. § 33-1413(G), 33-1432(F).

Resident leases both unit and space from a landlord

	Relation to compensation to actual operation <u>costs of park.</u> A.R.S. § 33-1413(1).	--	--
Sale (resale) of mobile home	A.R.S. § 33-1452(E)		

Resident leases both unit and space from a landlord

---

## Resident owns both unit and space

Landlord and tenant duties and rights	N . A .
Transporting/moving mobile home	Permit from Dept. of Transportation required. Applicant provides evidence of payment of ad valorem taxes or a clearance from the assessor of the county in which the mobile home is located. Clearance valid for 30 days. A.R.S. § 28-1104.
Construction of mobile home	<p>Builder/remodeling standards enacted by Board of Manufactured Housing (powers and duties within the Dept. of Fire, Building and Life Safety Chapter 16 of Title 41 in A.R.S.). A.R.S. §§ 41-2143, -2144 (A)(I).</p> <p>Board standards and powers at Ariz. Admin. Code Ti 4, Ch. 36.</p> <p>AZ Office of Manufactured Housing (AOMH) performs "state inspector" role, and implements HUD standards for mobile homes; A.R.S. § 41-2151, Ariz. Admin. Code Ti 4, Ch. 34.</p> <p>Its Deputy Director handles permitting for construction and installation. A.R.S. § 41-2144 (D).</p> <p>Local building enforcement bodies may enforce own safety-related rules. A.R.S. § 41-2144 (D).</p> <p>Improvements made inside a mobile home park are subject to AMHPRLTA §§ 33-1413(J), 33-1452(I), (H).</p> <p>Improvements made within a mobile home park likely subject to Community Rules, and Rehabbing a mobile home subject to OMH, Ariz. Admin. Code R4-34-604 and -606.</p>

Resident owns both unit and space

<p>Installation of the mobile home</p>	<p>OMH performs "state inspector" role, and implements HUD standards for mobile home installation; A.R.S. § 41-2151.</p> <p>Its Deputy Director handles permitting for construction and installation. A.R.S. § 41-2144 (D).</p> <p>Local building enforcement bodies may enforce own safety-related rules, but once the Deputy Director certifies that the home passes § 41-2144 standards, local code enforcement agencies may not enforce/inspect for those same standards. A.R.S. § 41-2144 (A) and (D).</p>
<p>Fees, permitting</p>	<p>Building/inspection fees set by ABMH. A.R.S. §§ 41-2143, -2144 (A)(I), Ariz. Admin. Code R4-34-501 et. seq.</p>
<p>Licensing of Contractors</p>	<p>Builders and installers, ABMH. Ariz. Admin. Code R4-34-201, et. seq.</p>
<p>Utility connection and payment for monthly services</p>	<p>Owner of the home is responsible for maintaining connections to the home furnished by the park. A.R.S. §§ 33-1434, 41-2255 (E).</p> <p>Individual metering for each space and billing, A.R.S. § 33-1413.01 (A), (B).</p> <p>Park shutdown of utilities, notice. A.R.S. § 33-1434 (A) (7).</p>
<p>Land use</p>	<p>Local codes and ordinances govern mobile home parks' zoning, fire zones, building setback, maximum area, site development, property lines and requirements for on-site utility terminals, e.g. City of Surprise Municipal Code, Art. IV Sec. 113-118, Residential Zones.</p>

Resident owns both unit and space

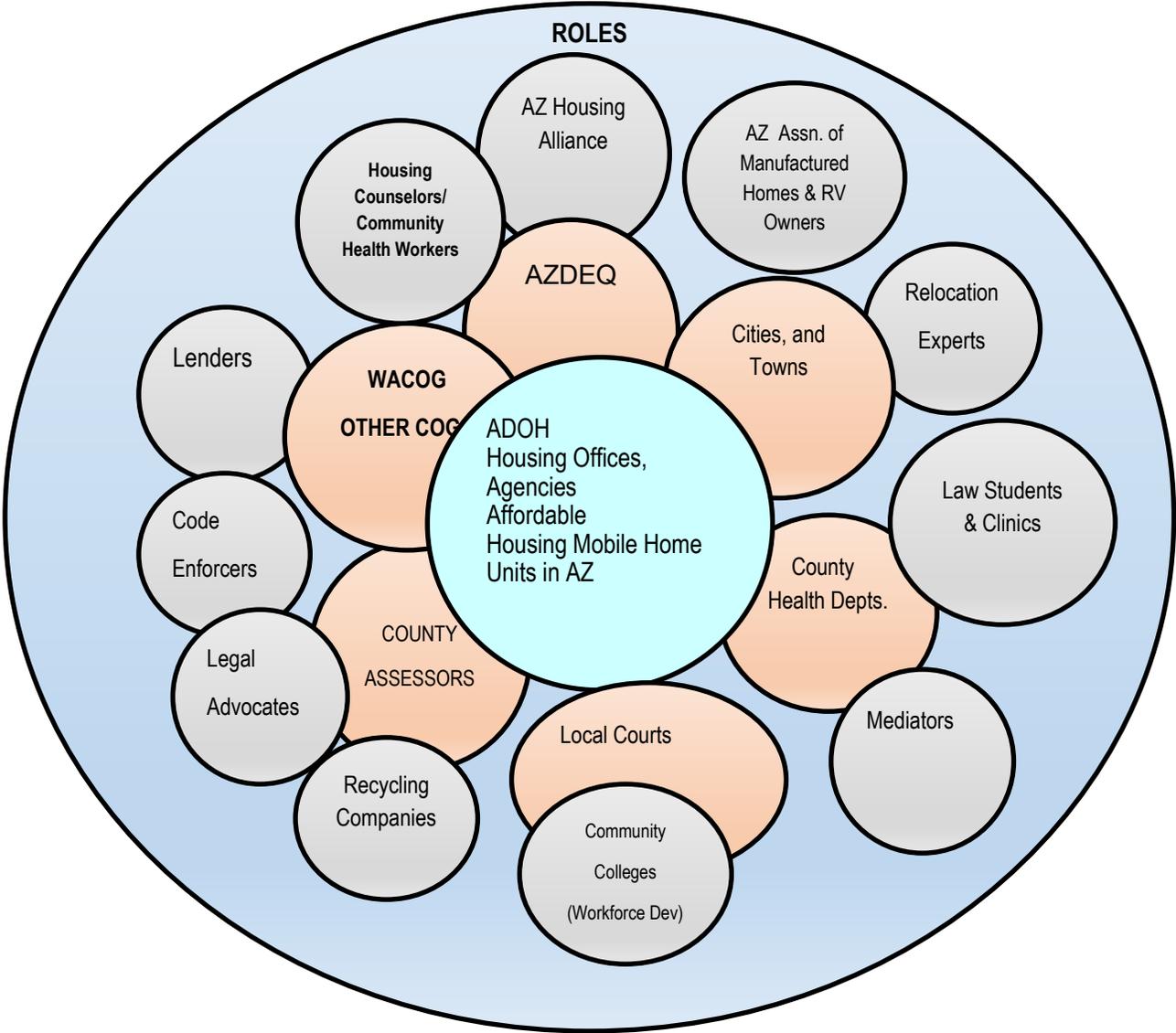
	Effect on/rights of residents when mobile home park dissolves/converts to another land use. A.R.S. §§ 33-1476(H), 33-1476.01,33-1476.02, 33-1476.03.
Mobile home as taxable personal property	A.R.S. §§ 42-19151-19160 (Taxation).
Mobile home as a motor vehicle subject to certificate of title requirements	If mobile home has more than one section (eg., a doublewide) each section must have its own title. A.R.S. § 28-2063 (Transportation) .  ...but title not required for mobile home that is permanently affixed, and for which an affidavit of affixture has been recorded. A.R.S. § 28-2063.
Mobile home space as land subject to assessment	A.R.S. § 42-15201 (Taxation}.
Mobile home as a security interest in property	A.R.S. § 47-9311(UCC).
Relocation of mobile home from park	AMHPRLTA, A.R.S. §§ 33-1451(A)(6), (8), -1413(L), -1485.01, -1432(L).  Relocation fund, AR.S. §§ 33-1476.01,-1476.02, -1476.03, -1476.04 , -1476.05, 41-2157.  Requirement of permission from park, §§ 33-1413(L), -1485.01, -1432(L}.
Notice of changes in Community Rules	A.R.S. § 33-1452(0).

Resident owns both unit and space

## Resident owns RV and leases space

Landlord and tenant rights and duties, generally	ARVLTRSA, A.R.S §§ 33-2101 – 2148. Applies to RV space rented in a recreational vehicle park or mobile home park by the same tenant under a rental agreement for more than 180 days. Does not apply to mobile homes, manufactured homes and factory built buildings or to a property with two or fewer RV spaces.
Abandonment, triggers, consequences	A.R.S. §§ 33-2144,-2145.
Utilities, payment	Fees set by submetering systems are allowed, or landlord may pay bill, and pass through expense to tenants in spaces. A.R.S. § 33-2107.
Utilities, cessation of services by landlord	Interruption in service, park cessation of services and notice requirements. A.R.S. § 33-2107. As ouster, A.R.S. § 33-2142.
Obligations of tenant for upkeep of space	A.R.S. § 33-2131.
Fair housing - Reasonable accommodations	Facility must make "reasonable accommodations in rules, policies, practices, or services, when such accommodations are necessary to afford such a person equal opportunity to use and enjoy a dwelling." Fair Housing Act Amendments, 42 § U.S.C. 3604(f)(3)(B), Arizona Fair Housing Act, A.R.S. § 41-1491 et seq.

Appendix H  
Mobile Home Park Roles



**APPENDIX I**  
**ARIZONA HOUSING ALLIANCE**  
**MOBILE HOME WORKING GROUP**

<b>FIRST</b>	<b>LAST</b>	<b>ORGANIZATION</b>
Tom	Hutchinson	A New Leaf
Shay	Meinzer	A New Leaf
Eileen	Green	AAMHO
Kathryn	Yielding	AAMHO
Kelly	Yielding	AAMHO
Enrique	Medina	Arizona Fair Housing Center
Val	Iverson	Arizona Housing Alliance
Syvliia	Waynick	Arizona Housing Alliance
Maria	Polletta	Arizona Republic
Emily	Bregel	Arizona Star
Doran	Dalton	ASU
Neha	Khivansara	ASU
Johum	Khushk	ASU
Yalin	Qu	ASU
Teri	Kennedy	ASU, Office of Gerontological & Interprofessional Initiatives
Deirdre	Pfeiffer	ASU, School of Geographical Science & Urban Planning
Ryan	Hartman	avenue north
Joni	Cage	AZ Department of Fire, Building and Life Safety
Gayle	Randolph	BBVA Compass
Cristabel	Dykstra	Chandler Neighborhood Resources
Judy	Ramos	Chandler Neighborhood Resources
Tina	Balsewicz	Chandler Police Department
Janine	Hanna-Solley	City of Apache Junction
Larry	Kirch	City of Apache Junction
Heather	Patel	City of Apache Junction
Janine	Solley	City of Apache Junction
Justyna	Costa	City of Flagstaff
Sarah	Darr	City of Flagstaff
Elaine	Adamczyk	City of Glendale
Linda	Starr	City of Mesa
Ann	Vargas	City of Tucson, Housing and Community Development
Rhonda	Lee-James	City of Yuma
Alyssa	Linville	City of Yuma
Adrianna	Medrano	City of Yuma
Pete	Chalupsky	Community Development Partners
Carrie	Nelson	Community Home Repair Projects of Arizona (CHRPA)
Carol	Park Aden	Community Legal Services
Stan	Silas	Community Legal Services
Janis	Villalpando	Community Legal Services
Judy	Sulltrop	Congresswoman Kirkpatrick
Fernando	Partida	CPLC
Cece	San Diego	CPLC
Thomas	Wilson	CPLC
Cindy	Smith	Decca Builders
Mercedes	de Oro	Desert Mission Neighborhood Renewal
Branden	Cote	DNA-People's Legal Services, Inc.
John	Glaze	Family Housing Resources
Deana	Stafford	First National Bank of Texas
Malissa	Buzan	Gila County
Linsie	Kalland	Habitat for Humanity Central Arizona
Lisa	Weide	Habitat for Humanity Central Arziona
Ryan	Winkle	HonorHealth Desert Mission Neighborhood Renewal
Earl	Cook	HUD

<b>FIRST</b>	<b>LAST</b>	<b>ORGANIZATION</b>
Jennifer	Dokes	JDD Specialties
Pat	McNamara	LISC
Tyler	Boone	LISC Phoenix
Susan	Brenton	Manufactured Housing Communities of Arizona
Ken	Anderson	Manufactured Housing Industry of Arizona
Kim	Merrill	Manufactured Housing Industry of Arizona
Jodi	Sheahan	MEB Management Services
Ishbel	Dickens	National Manufactured Home Owners Association
DeAnna	Mireau	National Manufactured Home Owners Association
Dede	Devine	Native American Connections
David	Crummey	NEDCO
Allen	Carlson	NEWTOWN
Gaby	Aguayo	Newtown CDC
Neal	Haney	NTH Property Management
Chad	Wakefield	Overland, Pacific & Cutler
Gary	Bachman	Pima County
Carla	Blackwell	Pima County
Jesus	Duran	Pima County
Mark	Holden	Pima County
Josue	Licea	Pima County
Martha	Martin	Pima County
Daniel	Tylukto	Pima County
Maggie	Amado-Tellez	Pima County Community Land Trust
Celia	Mendivil	Primavera
Peggy	Hutchinson	Primavera Foundation
Silvia	Urrutia	Raza Development Fund
Erika	Varela	Raza Development Fund
Stan	Keasling	RCAC
Donna	Bleyle	Retired
Teresa	Brice	Retired
Nancy	Cantor	Retired
Jeff	Kastner	Retired
Steve	Russo	Russo, Russo & Slania
Sheila	Harris	Sheila D Harris Consulting Services
Pete	Carrillo	Silicon Valley Advisors
Beverly	Parker	Southern Arizona Legal Aid
Desiree	Dillard	TEP
Tom	Stapley	Treehouse Group Companies

Appendix J  
Arizona State University  
Mobile Home Park Mapping Project

The project can be found at <http://arcg.is/2auvSeN>

Appendix A: Data and Demographic Tables

1. Number of mobile homes, mobile home parks, percentage of housing stock that is mobile homes, and the number of mobile homes parks by legislative districts.
2. Number of mobile home parks and number of mobile homes spaces in each park by city.
3. Demographic data related to mobile homes residents by state and county.
4. Percentage of housing units that are mobile homes by state, Arizona places, counties, Congressional districts, and urban vs. rural.

Appendix B: Maps

1. Location of Mobile Home Parks in Arizona
2. Number of Mobile Home Parks in Arizona
3. Concentration of Mobile Homes by County
4. Concentration of Mobile Homes by Legislative District