

**Vermont Mobile Home Park Program
2016 Registry &
Mobile Home Parks Report**

Statistics and Findings of
the Department of Housing & Community Development

February 1, 2017

Vermont Mobile Home Park Program
2016 Registry & Mobile Home Parks Report

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Pursuant to Act 33 of 2009, this report is no longer required to be submitted to the House Committee on General, Housing and Military Affairs and the Senate Committee on Economic Development, Housing and General Affairs after July 1, 2014. The Department has decided it's worthwhile to continue producing this report periodically because it can help identify any emerging trends or issues in mobile homes and mobile home parks that may need to be addressed through legislation and we hope is viewed as a valuable tool for the manufactured housing industry, advocates, consumers, and policy makers.

Introduction

A mobile home park is defined by Vermont law as any parcel or contiguous land with the same owner that has three or more mobile homes or mobile home lots. There are limited exceptions for farm worker ("agricultural") housing and seasonal or vacation homes.

Vermont's stock of mobile homes accounts for more than 7% of all housing units in the state. Approximately one-third of these are in Vermont's 241 registered mobile home parks. Although pre-existing parks are given some protection under the state's land use laws, the number of parks and lots has decreased by more 2% in the last ten years due to park or lot closures and natural disasters, chiefly, the flooding associated with Tropical Storm Irene in August of 2011.

Vermont's mobile home park residents are also given protection under the law. The main rights protecting residents are the right to consider buying the park if it comes up for sale, and to challenge certain lot rent increases, and the warranty of habitability contained in the statute.¹ The Department's Housing Division Rules for the Warranty of Habitability lay out the responsibilities of owners and residents for maintenance and upkeep.

In 2015, legislation was enacted giving the Department authority to enforce violations of 10 VSA Chapter 153 ("The Mobile Home Park Act") by park owners, including authority to impose administrative penalties, or refer the violations to the Attorney General or State's Attorney. To implement this authority, the Department amended its Housing Division Rules, and developed a schedule of penalties based on the severity of the violation. Two formal complaints were lodged with the Department in 2016 concerning access to the leaseholders' lot without notice in one case, and trees posing a health and safety hazard in another. In both cases, the Department contacted the park owner about the allegation, but ultimately decided that no enforcement or penalty was warranted by the alleged violation.

Nonprofit and cooperative mobile home parks provide an affordable homeownership option for Vermonters. Almost one-fourth of Vermont's parks with more than one-third of the mobile home park lots are owned by nonprofits and cooperatives. By far the largest owner of parks in Vermont is the statewide nonprofit Housing Foundation Inc. which owns 18 parks with nearly one thousand lots.² However, for the time-period from August 2007 until December 2011, no mobile home parks were bought by nonprofits or cooperatives.

¹ <http://legislature.vermont.gov/statutes/chapter/10/153>

² <http://www.thehousingfoundationinc.org/>

Since 2011, the cooperative movement has been assisted by the Cooperative Development Institute (CDI) out of Massachusetts. CDI is a “ROC-USA³” certified technical assistance provider assigned to work with mobile home park residents in Vermont who want to “Go Co-op”. Since 2011, six parks have been sold to resident owned cooperatives, and two parks have been purchased by nonprofit housing organizations.

The Department contracts with the CVOEO Mobile Home Program⁴ to provide direct assistance to mobile home residents throughout Vermont if they receive a notice of intent to sell, or close, a mobile home park, a lot rent increase eligible for mediation, or have a complaint about alleged park owner violations. CVOEO publishes a rights guidebook and periodic newsletters for mobile home residents, and helps organize resident associations and cooperatives.

Highlights

The following summarizes the 2016 registration and the change since the last report:

Registered mobile home parks

- ◆ 241 parks, net loss of 3 parks since 2013
- ◆ 7,106 lots, net loss of 70 lots since 2013
- ◆ 58 parks with 2,481 lots owned by nonprofits or cooperatives, an increase of 5 parks with 176 lots since 2013

Lot rent

- ◆ State median \$325, a \$20 increase (6.5%) since 2013
- ◆ 145 parks increased rent during 2016 by an avg. of about \$10 or 3.7%
- ◆ 5 mediation cases since 2013

Vacancy rate

- ◆ 361 lots vacant and available
- ◆ Statewide vacancy rate 5.1%

Mobile Home Sales

New manufactured homes shipped to Vermont in 2015 (U.S. Census⁵)

- ◆ Number of homes shipped: 144
- ◆ Average price: \$72,200; single wide homes: \$58,900; double wide homes: \$81,400

Unlanded mobile homes sold in 2015 (Vermont Tax Department⁶)

- ◆ Number: 577 mobile homes sold without land
- ◆ Average price: \$27,345

³ <http://rocusa.org/>

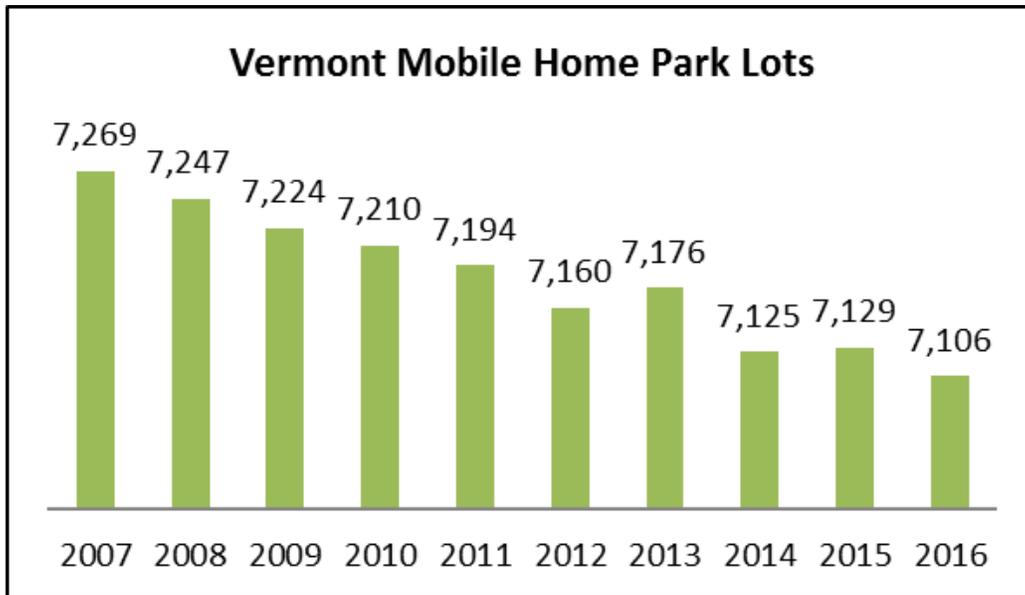
⁴ <https://www.cvoeo.org/>

⁵ <https://www.census.gov/programs-surveys/mhs.html>

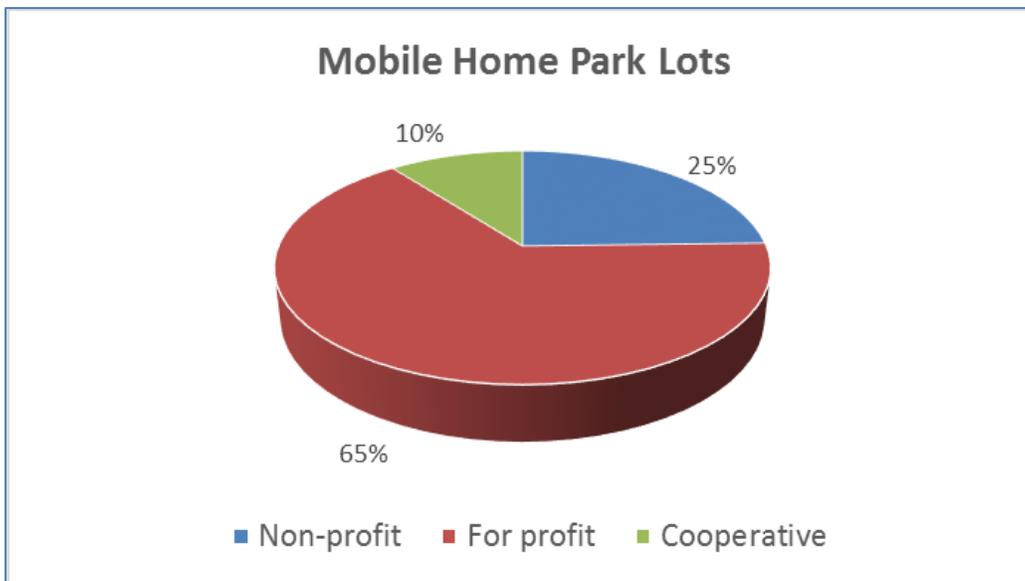
⁶ <http://tax.vermont.gov/research-and-reports/statistical-data/property-transfer-tax>

Summary Charts

The number of mobile home park lots in Vermont has decreased more than two percent since 2007.



More than one-third of the mobile home park lots are in non-profit and cooperative parks.



Manufactured Housing Foundations

New HUD Manufactured Housing Installation Program⁷ regulations went into effect in Vermont and in twelve other “HUD Administered” states in May and June of 2016. These regulations are based on the “Manufactured Housing Improvement Act of 2000”, and set out the standards for installation and set-up of all new manufactured homes. As of May 1, 2016, manufactured homes set up in Vermont for residential occupancy must be installed on an approved foundation design and must be installed by a HUD-licensed installer. Every newly installed mobile home must also be inspected by a qualified inspector 10 days before occupancy.

To help mobile home dealers and planning officials prepare for these changes, in April 2016, the Department facilitated a “Vermont only” conference call with HUD and SEBA Pro, HUD’s contractor for the installation program, to have their questions answered. Nearly four dozen people joined the call which resulted in a better understanding of the requirements. Department staff have also participated in regular open industry conference calls hosted by SEBA Pro.

The most significant challenge of the new regulations are its foundation requirements, mainly because of the added cost. Vermont is a “freezing climate” so most installations require a frost-protected foundation. Installers can also use conventional piers and footers if the piers are set to the frost line. Per the mobile home dealers, the added cost of compliant foundations ranges from \$3,500 to \$4,500 or more for a single wide home. The additional cost can’t be financed if the home doesn’t appraise. Unless the buyer has ready-cash to make up the difference the sale falls through.

Financing new manufactured homes on owned land, and particularly double wide homes, is not as challenging. Vermont classifies mobile homes on owned land as real property. Single wide homes on leased lots are usually classified as personal property, limiting financing options for those buyers. Another challenge is lack of funding to remove existing mobile homes and slabs, if present, before installing a new home.

The new regulations have been met with objections by both national and state manufactured housing associations, including the Vermont Manufactured Housing Association. On May 25, 2016, the Department and staff from Vermont’s congressional delegation met with several members of VMHA in Montpelier to listen to their concerns, with a goal of finding actions that might help alleviate what VMHA feels are unnecessary and burdensome new regulations. Following this meeting, the Department contacted other states and the Champlain Housing Trust to find out if they had any additional suggestions or strategies that worked.

The identified suggestions included:

- 1) Resources for mobile home buyers to pay for removal of existing mobile homes (and slabs) and any additional foundation costs that can’t be financed
- 2) Grant funding for parks to upgrade lots to the new foundation requirements
- 3) Flexibility to use existing slabs if an engineer verifies that they’re in good condition (not affected by frost), and can support a new home
- 4) Allowing foundations to be designed by a licensed engineer in the state

⁷ <http://www.manufacturedhousinginstallation.com/>

Mobile home dealers were also concerned that they would have to hire an engineer to design frost-protected foundations and have these approved by the manufacturer and HUD's inspection agencies for each home.

In October 2016, the Department facilitated a "mini" conference for VMHA with SEBA Pro's Program Manager Michael Henretty who gave a presentation about the program and program updates including SEBA Pro's finding that some frost-free foundation designs being marketed do not meet HUD's codes. Henretty expected HUD to issue updated guidance on foundations in the fall, but no significant changes or loosening of the requirements were indicated. Henretty also conducted a few monitoring inspections while in the state.

Municipal planning officials also had questions about issuing zoning permits and certificates of occupancy (CO's) for new manufactured homes. Per HUD's regulations, municipalities may not issue a certificate of occupancy for a new manufactured home that was not installed by a licensed installer. The easiest way to verify this before issuing the CO is to obtain a copy of the inspection report from the mobile home owner. To help ensure that all municipal officials and buyers are aware of this requirement, the Central Vermont Regional Planning Commission has created a HUD manufactured housing installation program brochure.⁸

Based on a study conducted for HUD by SEBA Pro in response to "problems and questions" about proper installation of manufactured homes under the new regulations, the Manufactured Housing Consensus Committee⁹ published a draft Interpretive Bulletin in early December, "to provide guidance for designing and installing manufactured home foundations in areas subject to freezing climates with seasonal ground freezing". The draft bulletin states that most of the foundation designs reviewed in the study did not comply with the HUD requirements, and installation instructions are often not detailed enough resulting in improper installation, and directed manufacturers, retailers and installers to come into compliance with the regulations. A 60-day public comment period will follow publication of a final version in the Federal Register.

Act 137 of 2012

After the devastating floods of 2011, the Vermont Legislature in 2012 passed measures including Act 137 (S.99) to help in the recovery from the floods, and increase resiliency of mobile homes for the future. These actions:

1. Focused state, municipal, and private resources to assist mobile homeowners recovering from the storms and on ensuring a long term adequate supply of affordable housing for Vermonters;
2. Amended the mobile home park statute (10 VSA Chapter 153) to extend the length of time for mobile homeowners or nonprofits to negotiate a sale of a park from 90 to 120 days, and allows park owners to sell a park to a third party after the mobile homeowners have exhausted their rights for no more than 5% less than the asking price or at least 5% above what the mobile homeowners offered;
3. Increased the amount of State affordable housing tax credits to fund a mobile home down payment loan program for energy efficient mobile homes or alternative structures;

⁸ <http://centralvtplanning.org/hud-manufactured-home/>

⁹ http://portal.hud.gov/hudportal/HUD?src=/program_offices/housing/rmra/mhs/mhccwhatnew

4. Directed the Department to collaborate with other organizations and stakeholders to develop a plan for the viability and disaster resilience of mobile home ownership and parks. (See “Report on the Viability and Disaster Resilience of Mobile Home Ownership and Parks”¹⁰ published December 11, 2013);
5. Added a new section to 10 VSA Chapter 153 to authorize municipalities to bring an action in Superior Court to sell abandoned mobile homes at a public auction, as an alternative to the tax sale process;
6. Established “Priorities for Mobile Home Investments” for funding of the activities and goals set forth in the Act (\$450,000 was allocated in the FY 13 State budget for the activities described in this section);
7. Proposed tax relief for mobile homes purchased to replace mobile homes damaged or destroyed because of the storms in 2011. (Act 143 “the miscellaneous tax bill” created a tax holiday for mobile homes purchased to replace mobile homes that were destroyed.)
8. Delayed the repayment of two State revolving loans to the Tri-Park Housing Cooperative by two years without penalty due to the severe flood damage at Glen Park and Mountain Home Park.

Park Sales

Extended Negotiation Period

Since July 1, 2012, 42 notices of intent to sell mobile home parks were issued, and approximately one third (15) of these resulted in negotiations going forward for the extended 120-day negotiation period. The longer negotiation period provides more time for the nonprofits or cooperatives to conduct due diligence and seek funding. Likewise, it also means potential private buyers must wait longer, potentially costing a sale if the nonprofit or cooperative is not able to follow through on the purchase. Six of these negotiations resulted in a sale to a nonprofit or cooperative and 15 were sold to new for-profit owners.

In August 2013, HFI bought the Roy’s MHP in Swanton and in November 2016 the RACDC closed on the sale of the Armstrong MHP in Randolph Center. The four parks converted to resident owned cooperatives include ANDCO Cooperative in Highgate; Shelburnewood in Shelburne; North Avenue Cooperative in Burlington; and Triangle Cooperative in Brandon. At both Armstrong MHP and Windy Hollow in Castleton, an extension of a purchase agreement far beyond the 120-day period was given. Unfortunately, the Windy Hollow purchase agreement expired without a purchase after the sale notice also expired, but negotiations are continuing and the cooperative hopes to purchase the park in the future.

Only four parks were noticed for sale in 2016. Two; Richford Villa and Troy Street Mobile Home Park in Richford, are owned by the same person and were noticed for sale together in August. Later that month, the Department convened an informational meeting at the Richford Town Hall, which was well attended by residents and some town officials. No nonprofit expressed interest in purchasing the parks, but following the meeting, both parks voted to consider the feasibility of buying the parks as one resident owned cooperative. The 120-negotiation period runs to mid-January 2017 and negotiations are currently underway with CDI assisting the residents in this effort.

¹⁰ <http://accd.vermont.gov/sites/accdnew/files/documents/H-MHP-Report-mobile-home-viability-report.pdf>

Foreclosure sales are one of the exemptions in the law where a Notice of Intent is not required. Five parks in central Vermont owned by R&G Properties were sold at a foreclosure auction in June 2015 to HARR, LLC. In February 2016, Cold Springs MHP in Fairlee was sold at auction from the Estate of George Huntington to Steven Davis, the owner of Vermod High Performance Homes. The Cowdrey MHP in Randolph was also sold, but in that case, the park owner owned all eleven mobile homes in the park so a Notice of Intent was also not required.

Including the Armstrong Mobile Home Park, nonprofits and cooperatives own a total of 58 mobile home parks with 2,481 lots.

Energy Efficient Mobile Home Down Payment Loan Program

The Manufactured Housing Down Payment Loan Program was created at the Champlain Housing Trust, and became available on November 1, 2012. Although State funding for the program was originally intended to last for just three years, the Department and CHT successfully extended the grant through 2019 by redirecting State General Fund money originally allocated for loans to cover administrative costs instead, with tax credit equity providing the necessary loan capital.

Starting with 2015, some underwriting requirements were modified to make the requirements easier for customers to understand and to administer. Only new homes are eligible and borrowers are required to contribute \$2,500 of their own funds, instead of 5%. A \$25 application fee was added to cover the flood certification and credit report fees, and some credit requirements were also updated. In addition, the loan amounts were changed to fixed amounts of \$27,500 for a manufactured home, and \$35,000 for a Vermod High Performance Modular Home.

In the four years that the program has been up and running, more than 95 households have purchased new energy efficient manufactured homes in parks or on owned land, and six households received a loan toward purchase of a Vermod high-performance modular home in nonprofit owned parks.¹¹ About one third of the homes purchased replaced older mobile homes and at least seven of the households assisted were victims of flooding during Tropical Storm Irene.

Since the availability of CHT's program, mobile home dealers in Vermont now regularly stock Energy Star[®] rated manufactured homes, and some lenders are more willing to finance mobile homes in parks.

More information on this program can be found on Champlain Housing Trust's website.¹²

¹¹ Per state tax credit policies, before July 1, 2016 Vermod's on owned land were not eligible

¹² <http://www.getahome.org/loans>

Vermont Mobile Home Parks Owned by Nonprofits or Residents

Mobile Home Parks Purchased Under Act 252

Mobile Home Park	Municipality	County	Lots	Purchase Date	Current Owner	
1.	Mountain View	Hinesburg	Chittenden	52	December 1989	HFI
2.	Cooper's Bay	Grand Isle	Grand Isle	24	January 1990	HFI
3.	Riverside	Woodstock	Windsor	40	January 1990	HFI
4.	Windy Hill Acres	Springfield	Windsor	74	April 1990	HFI
5.	Sandy Pines	E. Montpelier	Washington	56	October 1990	HFI
6.	Fernwood Manor	Bolton	Chittenden	78	January 1991	HFI
7.	Otter Creek	Vergennes	Addison	73	January 1991	ACCT
8.	French Hill Manor	Williston	Chittenden	9	January 1991	CHT
9.	Lazy Brook	Starksboro	Addison	51	January 1992	ACCT
10.	Whistlestop	Bradford	Orange	12	February 1992	Downstreet
11.	Coburn's	N. Clarendon	Rutland	46	May 1992	HFI
12.	Windemere	Colchester	Chittenden	83	June 1992	HFI
13.	Sunset Terrace	Swanton	Franklin	17	October 1992	CHT
14.	Hillside Manor	Starksboro	Addison	29	March 1993	ACCT
15.	Williston Woods	Williston	Chittenden	112	September 1993	CO-OP
16.	Evergreen%	Rockingham	Windham	11	November 2012	WWHT
17.	Olcott Falls	Hartford	Windsor	40	October 1993	HFI
18.	Riverbend	S. Royalton	Windsor	9	November 1993	Twin Pines
19.	Willows	Bennington	Bennington	24	June 1994	SHIRES
20.	Haven Meadows	Fair Haven	Rutland	18	November 1994	HTRC
21.	Limehurst	Williamstown	Orange	33	June 1995	Downstreet
22.	St. Albans	St. Albans	Franklin	9	September 1995	CHT
23.	Kountry Trailer Park	Bristol	Addison	45	May 1996	ACCT
24.	Locust Hill	Putney	Windham	22	October 1996	WWHT
25.	Mountain View Court	Bennington	Bennington	20	December 1996	HFI
26.	Red Maple %	Springfield	Windsor	7	November 2012	WWHT
27.	Tuckerville *	Ludlow	Windsor	23	March 2013	HTRC
28.	Lauritsen's	Bristol	Addison	9	April 1998	ACCT
29.	Derby MHP	Derby Line	Orleans	95	November 1998	HFI
30.	Verd-Mont	Waitsfield	Washington	29	January 1999	Downstreet
31.	Shattuck Hill MHP	Derby	Orleans	48	April 1999	Rural Edge
32.	Jacob's Mobile Court	Randolph	Orange	19	August 1999	RACDC
33.	Charette's MHP	Dummerston	Windham	14	December 1999	HFI
34.	Birchwood Manor	Milton	Chittenden	172	December 2000	HFI
35.	Brookside MHP	Starksboro	Addison	48	February 2001	ACCT
36.	Bridge Street MHP	Barre Town	Washington	8	May 2001	Downstreet
37.	Bunker Hill MHP #	Windsor	Windsor	16	June 2011	CO-OP
38.	Evergreen Manor	Hardwick	Caledonia	32	October 2001	LHP
39.	Shady Pines	Westminster	Windham	28	January 2003	HFI
40.	Mobile Acres	Braintree	Orange	95	April 2003	HFI
41.	Lindale MHP	Middlebury	Addison	67	October 2004	ACCT
42.	Maple Ridge MHP	Lyndon	Caledonia	41	February 2007	Rural Edge
43.	Vaughan's MHP	Monkton	Addison	9	August 2007	ACCT
44.	Homestead Acres MHP	Swanton	Franklin	30	December 2011	CO-OP
45.	Milton Mobile Home Co-op	Milton	Chittenden	100	February 2012	CO-OP
46.	Roy's MHP	Swanton	Franklin	32	August 2013	HFI
47.	ANDCO MH Co-op	Highgate	Franklin	9	December 2013	CO-OP
48.	Shelburnewood Co-op	Shelburne	Chittenden	28	September 2015	CO-OP
49.	North Avenue Co-op	Burlington	Chittenden	116	November 2015	CDI Development
50.	Triangle Court	Brandon	Rutland	12	April 2016	CO-OP
51.	Armstrong MHP	Randolph	Orange	16	November 2016	RACDC

* Had 18 lots, 5 new lots developed after purchase, acquired by RACLT in 1998 sold to WWHT in 2013

Acquired by RACLT in 2001, sold to Resident Owned Cooperative 2011

% Evergreen acquired by RACLT in 1993, Red Maple acquired by RACLT in 1998, sold to WWHT in 2012

Mobile Home Parks Purchased Outside of Act 252 Process

Mobile Home Park	Municipality	County	Lots	Purchase Date	Current Owner
1. Mountain Home Park*	W. Brattleboro	Windham	266	November 1987	CO-OP*
2. Black Mountain Park*	Brattleboro	Windham	29	November 1987	CO-OP*
3. Glen Park*	Brattleboro	Windham	23	November 1987	CO-OP*
4. Maple Ridge#	Middlebury	Addison	9	December 1999	ACCT

* Mountain Home Park, Black Mountain Park and Glen Park make up Tri-Park Coop which was established before enactment of Act 252; 10 lots closed at Glen Park, and 5 at Mountain Home after 2011 flooding.

ACCT purchased from Addison County Comm. Action Group (nonprofit), which purchased park in 1985 – before Act 252

Mobile Home Parks Developed by Non-Profits

Mobile Home Park	Municipality	County	Lots	Year Opened	Developer
1. Deepwood	Brattleboro	Windham	44	1991	HFI
2. Mussey Street	Rutland	Rutland	14	1993*	HTRC
3. Northwind	Williamstown	Orange	6	1994	HFI

* Developed as 7 lots in 1993, expanded in 2004

Total Lots Owned by Non-Profits and Cooperatives: 2,481

Key to Nonprofits:

ACCT	Addison County Community Trust, Middlebury
Downstreet	Downstreet Housing and Community Development (formerly CVCLT)
CHT	Champlain Housing Trust, Burlington
CO-OP	Resident Owned Cooperative
Rural Edge	Rural Edge (formerly Gilman Housing Trust), Lyndon
HFI	Housing Foundation Inc., Montpelier
HTRC	Housing Trust of Rutland County, Rutland (formerly Rutland County Community Land Trust)
LHP	Lamoille Housing Partnership, Morrisville
RACDC	Randolph Area Community Development Corporation, Randolph
RACLT	Rockingham Area Community Land Trust, Springfield (Dissolved effective June 2011)

Park Closures

State law requires park owners to give a notice of intent to sell that discloses the potential closure of a park before issuing a closure notice unless they will not sell the property within five years. Four parks have been noticed for closure since 2013. Three of the parks were noticed for sale before the closure notice. Two were later sold to new for-profit owners who plan to keep the parks open, but the Eldredge MHP is currently scheduled to close in August of 2017.

Evergreen MHP in Pownal with 18 lots was noticed for sale on February 2015, and noticed for closure in June 2015. Thomas and Debra Hanson purchased the park on October 2, 2015 and withdrew the closure notice. Following the sale, the lot rent was increased by \$55 to \$250 per month.

Derby Line MHP in Derby (formerly Tetrault's) with 3 lots which was noticed for sale on October 2015 and noticed for closure in December 2015. Michael Courson purchased the park on March 7, 2016 and verbally withdrew the closure notice.

Eldredge MHP in Waterbury with 6 lots which was noticed for sale in December 2015 and noticed for closure in February 2016 to be closed in August 2017. The current owner plans to sell the property after the park is closed.

In addition, the Guilford Country Estates with three mobile homes in Guilford which was noticed for closure in November 2016 to be closed in May 2018.

Three other parks closed that did not require a closure notice because the closure did not result in any evictions or removal of residents' mobile homes.

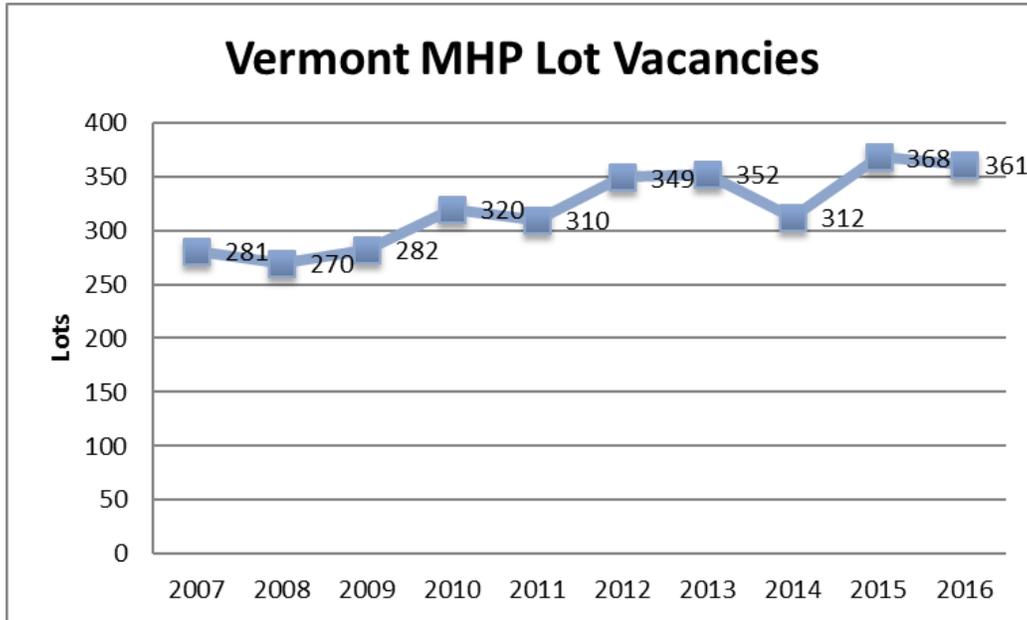
After it was destroyed in Tropical Storm Irene, the owner of Green Mobile Home Park in Sharon eventually decided that the park would not be reopened and took a buyout from the town, and so the park was closed.

The owner of the Ledgewood mobile home park in Bolton noticed the park for sale in November 2014 to sell the individual lots which made up the park. Three of the parks' five mobile home owners bought their own lots, the other two sold their homes to the park owner and moved.

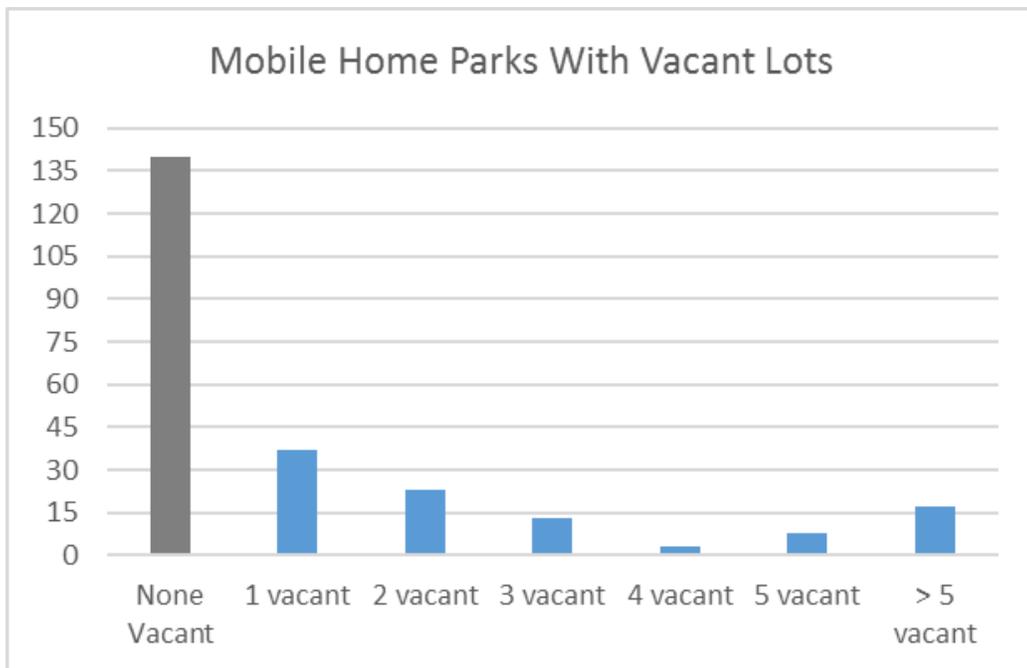
In 2016, the Addison County Community Trust redeveloped the defunct Gevry mobile home park in Waltham into 14 units of affordable rental housing using Vermod High Performance Homes to create seven "duplex" units. Mcknight Lane is advertised as Vermont's first "net-zero affordable housing community."

Mobile Home Lot Vacancies

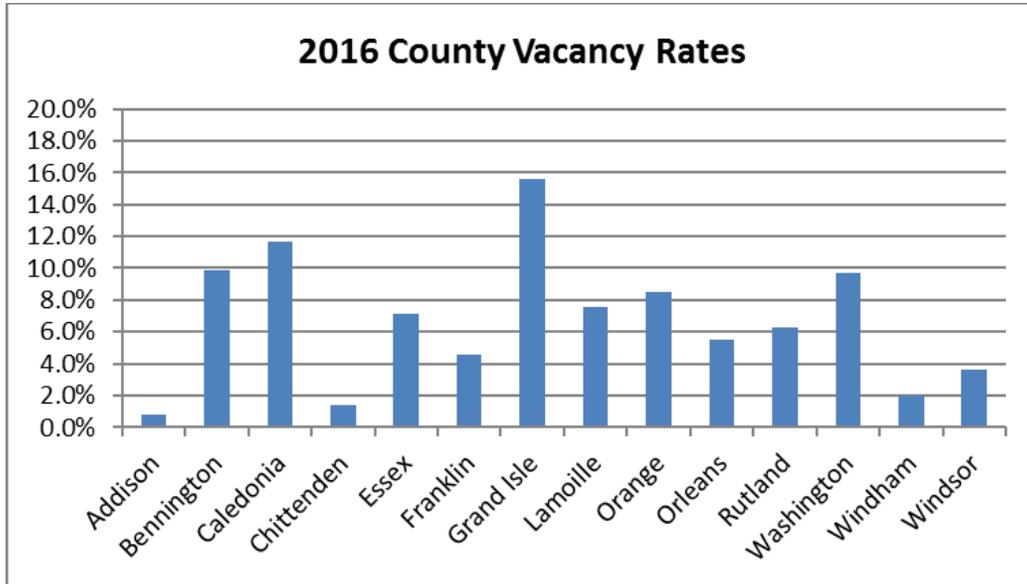
In 2016, 361 lots were reported as vacant and available by park owners, a rate of 5.1%. This was a slight decrease from 2015. Since 2009, the statewide vacancy rate has increased from less than 4% to more than 5%.



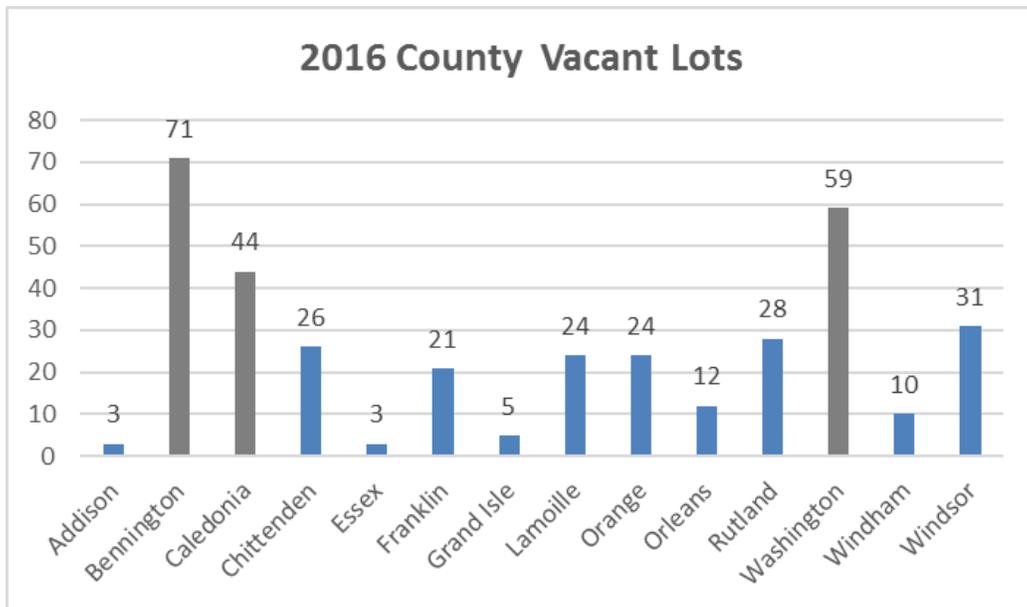
Vacant lots are concentrated in parks with high vacancies. The ten parks with the most vacant lots accounted for almost 40% of the vacant lots in the state. There were 101 parks with vacancies, and 140 parks with no vacant lots.



Vacancies are also geographically uneven. Addison, Chittenden, Windham and Windsor Counties each have vacancy rates below 4%. Bennington, Caledonia, Grand Isle, Orange, and Washington Counties have vacancy rates above 8%.



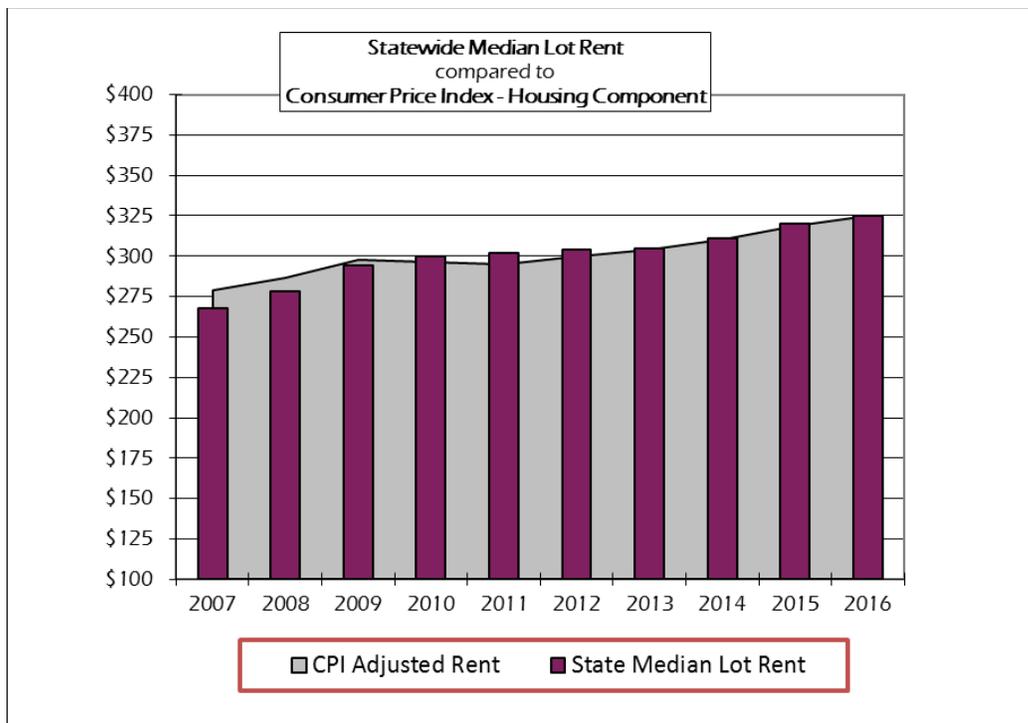
Almost half of the state’s vacant mobile home lots are in Bennington, Caledonia and Washington Counties. Bennington and Washington Counties have the highest number of vacant lots, but these are also concentrated in five parks that account for more than 60% of the vacant lots in the two counties combined. Two parks in Washington County have 43 vacant lots, and three parks in Bennington County have 39 vacant lots, ranging from 10 to 15 vacant lots each.



Lot Rent Increases

In 2016, DHCD reviewed 180 lot rent increase notices from 145 parks. The number of notices is more than the number of parks increasing rent because some parks have more than one tier or category of rent, for example single vs. doublewide homes. The average amount of increase was \$10.37 or about 3.7%.

Thirty-seven increase notices were more than the mediation threshold of 3.0% and were eligible for mediation, but DHCD received only two requests for mediation. A park in Barton proposed a \$25 increase which was 9.8%. The park owner cited increased water and sewer costs as the driving factor. In this case, mediation resulted in an agreement for no change of the proposed lot rent increase. A park in Shelburne proposed a \$27 increase which was 11.6%. In this case mediation resulted in a reduction of the lot rent increase to \$17.



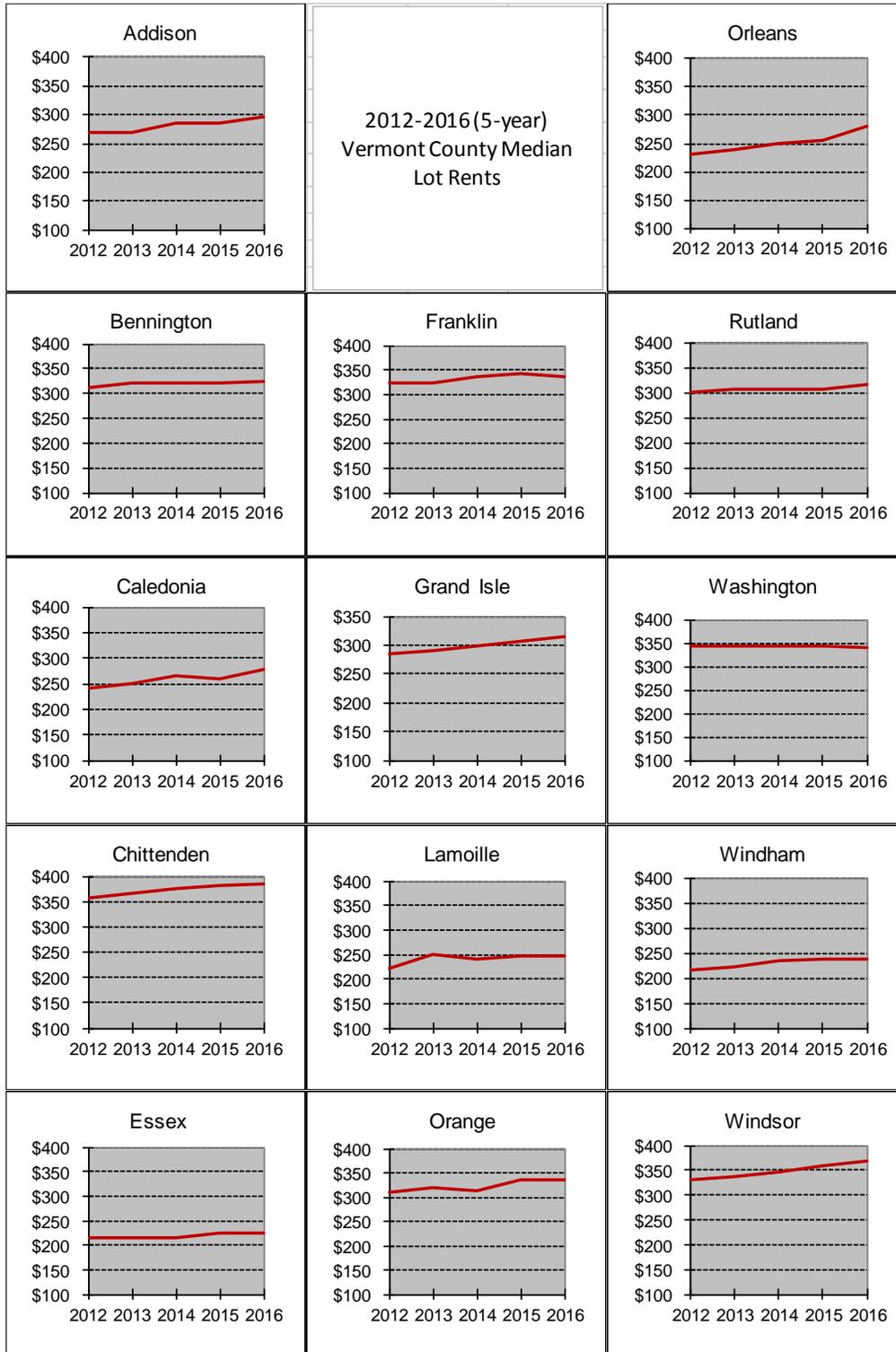
State and County Median Lot Rents

Based on the registration data as of October 1, 2016, the State median lot rent for 2016 was \$325. The median is the mid-point meaning half of all lots in mobile home parks in the state have rent below and half above. Lot rents range from \$125 to \$481. Seventeen mostly smaller parks have lot rent below \$200. Thirteen mostly larger parks have lot rent of \$400 or more.

The median nonprofit and cooperative lot rent of \$309 was \$31, or 9% lower than the for-profit park median of \$340.

There were fifteen mobile home parks with a total of 92 lots that reported no lot rent because the park owner owns all the mobile homes in the park and just rents out mobile homes.

County Median Lot Rents ranged from a high of \$385 in Chittenden County to \$225 in Essex County. Essex and Grand Isle Counties each has two mobile home parks, so the County Median defaults to the rent of the larger park in each County. The median lot rent in Windham County defaults to the rent at Mountain Home Park because it has more than half of the lots in the County.



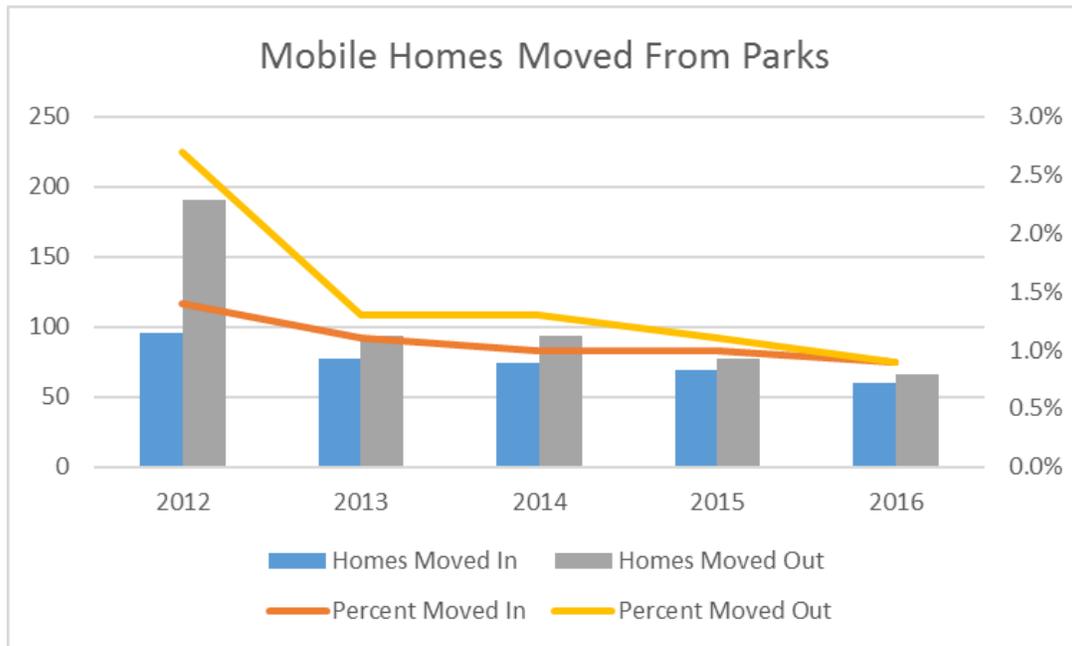
Mobile Homes Moved

The number of mobile homes moved into parks or removed from parks gives some indication of how many people are buying, relocating, or replacing mobile homes.

Park owners report the number of mobile homes moved from July of the previous year through the end of June. From July 1, 2015 to June 30, 2016, 60 mobile homes were moved into parks, and 66 were removed from parks. As a percentage of lots, 0.8% had homes moved in and 0.9% had homes moved out.

HUD's new regulations for installation did not go into effect until May 1, 2016 so the effect of these requirements on the number of new homes going into parks, if any, remains to be seen.

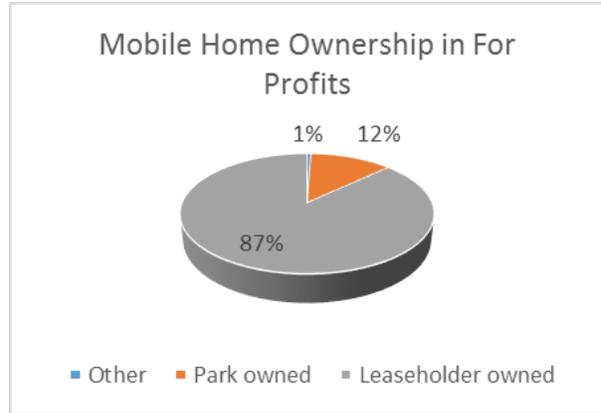
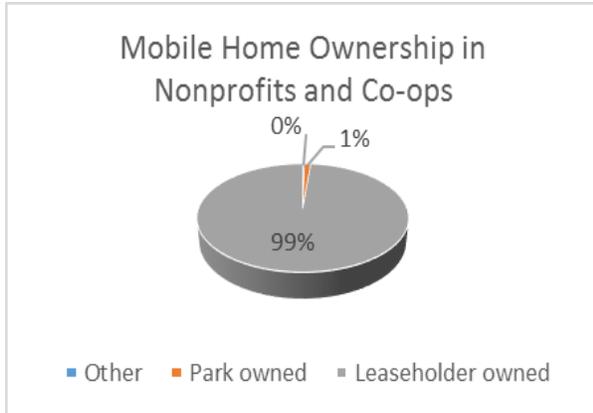
However, according to HFP's Executive Director only about 15 mobile homes moved into their 18 parks in the year, and many of these were used homes that are not covered by the HUD regulations. One mobile home dealer indicated that 2016 was their worst year for singlewide sales since 1948.



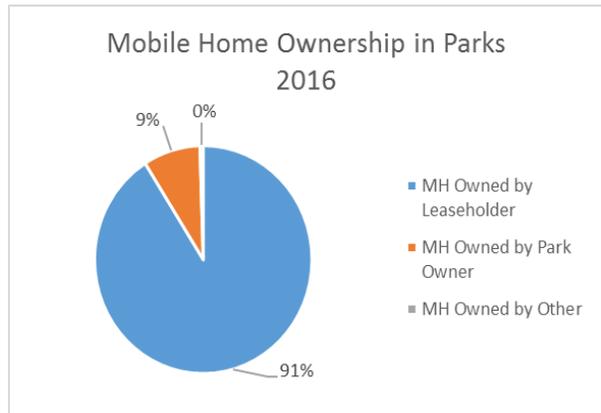
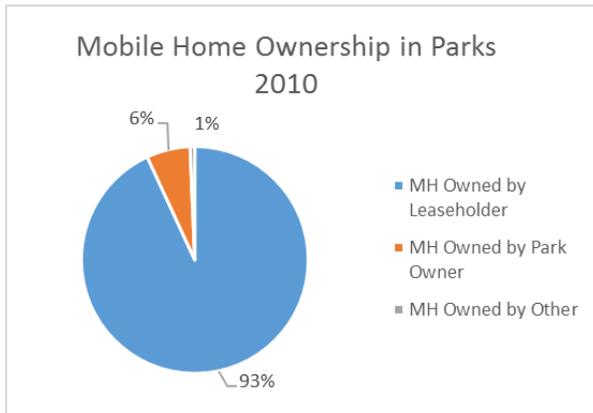
Mobile Home Ownership in Parks

Mobile homes make up more than 7% of all occupied housing units in Vermont and almost 80% of these are owner-occupied residences¹³. In mobile home parks, more than 90% of the homes are owned by leaseholders. Data on how many of those are subsequently rented out to sub lessees is not available, but it's fair to say that mobile home parks provide a substantial resource of affordable homeownership for Vermonters. This is exceptionally true of nonprofit and cooperatively owned parks where close to 99% of the mobile homes are owned by leaseholders.

¹³ https://factfinder.census.gov/bkmk/table/1.0/en/ACS/15_1YR/S2504/0400000US50



However, the number of “park owned” mobile homes has increased substantially in recent years suggesting that the number of rentals also increased. In fact, since 2010, the percentage of park owned mobile homes in for-profit parks increased more than one-third.



Notes

The annual registration is due on September 1 each year and captures a snapshot of Vermont’s mobile home parks at that time, but rents and vacancies can and do change throughout the year and parks that transferred ownership after September 1 might not show the new owner information.

While the Department does not have the staff or resources to conduct random verifications of the data provided, past checks have shown a very high level of compliance with providing accurate information. The Department also follows up on any discrepancy in the registration data reported for lots or rents from the previous year and the Department’s records.

The Registry List and Detail reports are sorted alphabetically by county, town, then by the park name. Parks that did not register, or registered too late to be included, are shown with “Data Not Provided”. Parks where the park owner owns all of the mobile homes are exempt from the lot fee and are indicated with “All Rental MHP”.