

# Florida Housing Coalition Hurricane Member Update Webinar

March 11, 2022  
Sponsored by Fannie Mae

# AGENDA

- Announcements
- Using SHIP for Manufactured Housing



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# Training Announcement

## Affordable Housing Funding Sources Part 1:

March 15, 2022 at 2:00pm

Register at

<https://attendee.gotowebinar.com/register/9195494335965794831>



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**Thursday, March 24, 2022 2-3:30**



**SHIP Education Efforts  
Made Possible  
Thanks to the  
Catalyst Program**

**Presented by  
Aida Andujar and  
Kody Glazer**

**Avoiding Conflict of Interest  
Issues with Staff, Contractors,  
and Local Officials**

Register at  
<https://attendee.gotowebinar.com/register/3874941076424523279>



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Congratulations to the Florida Housing Coalition's  
**Resilience & Disaster Recovery Team**  
for receiving the *2021 Public/Private Achievement Award*  
from the Governor's Hurricane Conference



GOVERNOR'S HURRICANE CONFERENCE  
MAY 8-13 | PALM BEACH CONVENTION CTR  
& HILTON WEST PALM BEACH

Register at

<https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=&cad=rja&uact=8&ved=2ahUKEwi5pdjygZv2AhVKDkQIHfnaBwUQFnoECAgQAQ&url=https%3A%2F%2Fflghc.org%2Fregistration%2F&usg=AOvVaw0BWfM-8xSuS8Chm2kbINMQ>



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# 2022 ANNUAL STATEWIDE AFFORDABLE HOUSING CONFERENCE

HOME **MATTERS**  
 IN FLORIDA



Hosted by the FLORIDA HOUSING COALITION

August 29th – August 31st

IN-PERSON AT THE ROSEN CENTRE, ORLANDO FL

# Next Week's Training



Preparing Individuals Experiencing  
Homelessness for a Coming Weather Event

**March 18 at 1:30 pm**

Register at

<https://attendee.gotowebinar.com/register/3729046882365605388>



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# Technical Assistance is Available

Available Daily: 1 (800) 677-4548

## Options for Further Assistance Include:

Phone and Email consultation

Site Visits

Register at [www.flhousing.org](http://www.flhousing.org) for:

Workshops

Webinars



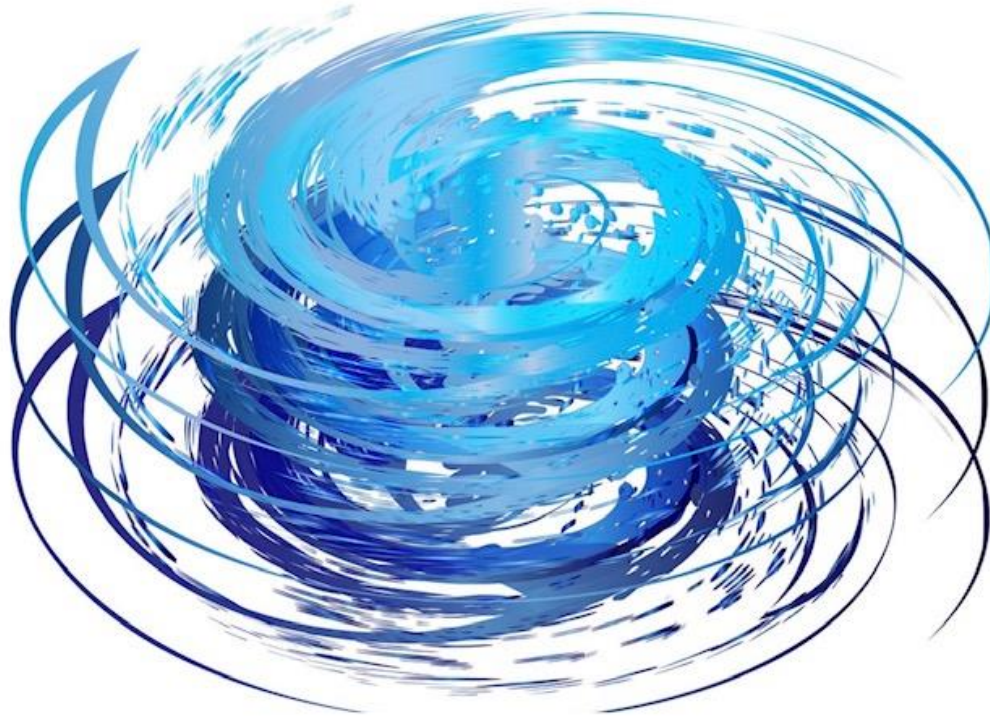
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# Thank You!



Gladys Cook  
[cook@flhousing.org](mailto:cook@flhousing.org)

Michael Chaney  
[chaney@flhousing.org](mailto:chaney@flhousing.org)



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# Using SHIP for Manufactured Housing



Michael Chaney 850 980-1307  
[chaney@flhousing.org](mailto:chaney@flhousing.org)

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# Training Overview

Michael Chaney, FHC Technical Advisor  
850 980-1307 [chaney@flhousing.org](mailto:chaney@flhousing.org)

- Introduction to the Changing Role of Manufactured Housing
- Non-disaster SHIP Assistance
- Disaster-related SHIP and HHRP Assistance

# Introduction



**Tin Can Tourists circa 1931**

**Hurricane Preparedness in  
Manufactured Home  
Communities: Russ Watson**  
<https://vimeo.com/453103422>



**Worker Housing WWII**



# The Changing Role of Factory-Built Housing

Jim Ayotte,  
Executive Director,  
Florida Manufactured  
Housing Association



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# Factory-built Homes Fill an Urgent Need for Affordable Workforce Housing



## The Outlook for Florida's Affordable Workforce Housing Supports the Use of Factory-built Housing

- Between 2010 and 2016, a net of 115,000 families migrated to Florida, but only 58,000 new housing units were created. This trend continues to worsen.
- Over the past 10 years the demand for rental housing has increased substantially while the state's home ownership rate has fallen to 65% from 71%.
  - The demand for rental housing has put upward pressure on rents. Rents are rising by over 3% a year.
  - The cost of purchasing a house continues to increase. The average price of a single-family home in Florida is \$282,500.
  - According to the Joint Center of Housing Studies at Harvard University, homebuilders are not building small, affordable homes (<1,800 S.F.). The number has dropped from 50% in 1988, to 36% in 2000 to 22% in 2017.

# Florida Manufactured Housing Facts



- 7,819 new manufactured homes were sold in Florida in 2019. Florida's eight homebuilding plants built 3,348 of those homes.
- The average selling price - \$86,400 Average size - 1,448 sq. ft. Average cost - \$56.65 sq. ft.
- The cost to build new site-built home in Florida is \$240,000 to \$359,000. Average cost 110.19 sq. ft.
- Manufactured homes can cost 40 to 50 percent less than a comparable size site-built home.





# The Differences between Mobile Homes, Manufactured Homes, and Modular Homes

## Common Factors:

- Built in an off-site location (i.e. factory).
- Mobile and Manufactured homes are built on an integrated chassis. Modular Homes may be.





**Mobile Home** - Built in a factory prior to June 15, 1976. Mobile homes were not built to a uniform federal building standard.



**Manufactured Home** - Built in compliance with the Federal Manufactured Home Construction and Safety Standards (Title 24, CFR, Part 3280 and 3282). HUD has delegated responsibility for the administration and enforcement of the Federal Manufactured Housing Standards and Regulations to the State of Florida. FLHSMV is the industry's regulator, which oversees homes construction, sales, installation and repair and remodeling of mobile and manufactured homes under Chapter 320.8232 & 320.8245, F.S.



# Modular Homes (Manufactured Building) (Chapter 553.35-42, F.S.)

- Built to the Florida Building Code
- Regulated by the Florida Building Commission within the Department of Business and Professional Regulation (DBPR)
- Can be built on or off an integrated chassis



# The Lines Continue to Blur Between Factory-built & Site-built Homes

## Manufactured & Modular Homes

- Cost 25 to 40 percent less than site-built homes
  - Purchase building materials in bulk.
  - Precise and Efficient construction process.
  - Produce very little waste (green construction).

**The cost differential between factory & site-built construction will continue to increase due to the lack and cost of skilled labor.**

**Site-builders are using more factory-built components and factory-builders are acquiring/partnering with site builders.**

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# Until Recently, One of the Shortcomings of Manufactured Homes were Exterior Elevations.

This has changed in recent years with the addition of dormers, built-in porches and attached garages.

A new industry innovation is the **CrossMod® home**, which is a residential Design Manufactured Home. This will be a game changer for the industry and land use regulations.

CrossMod® homes that meet the requirements of the Fannie Mae MH Advantage® and the Freddie Mac CHOICEHome® programs are eligible for 30-year conventional mortgage financing.







<https://www.youtube.com/watch?v=lzbcIMryWJk&t=6s>

# These homes must have the following:



The cost of a CrossMod® home is between \$70 and \$90 a S.F. @ 30% less than a comparable site-built home.

- **FEATURES** - One of the following pairs of features:
  - Dormer(s) and covered porch (minimum 72 square feet); OR
  - Dormer(s) and attached garage/carport, OR
  - Covered Porch (minimum 72 square feet) and attached garage/carport
- **EXTERIOR SIDING** - Comprised of one or more of following:
  - Fiber Cement Board, Hardwood Siding, Engineered Wood Siding, Masonry, Stone, Stucco, or Vinyl siding backed with Oriented Strand Board.
- **INTERIOR** - Has all features listed below:
  - Drywall (tape and texture) throughout the home (including closets);
  - Kitchen and bath cabinets with fronts of solid wood or veneered wood; AND
  - Fiberglass, solid surface, acrylic, composite, porcelain/enamel coated steel, or tile for all showers and/or tubs in the home
- **ENERGY** - MH Advantage requires one of 3 energy standards on the data plate; overall U-Value of 0.076 or less, 2009 IECC, Energy Star. CHOICEHome requires minimum insulation Values of 33 (ceiling) 11 (wall) and 22 (floor); Low E-windows; a programmable thermostat.



## These homes must have the following:

- **HOME TYPE** – Must be designed as a multi-section property (i.e., no single-wide homes)
- **ROOF PITCH** – Following installation onsite in accordance with the home's plans, will be a ratio of 4/12 or greater.
- **EAVES** – Six inches or greater (includes eaves 4 inches with site-completed additional gutter of 2 inches or more)
- **FLOORING** – Low-profile finished floor set, 30" or less from bottom of floor joist to exterior grade for front or entry elevation
- **FOUNDATION** – Meets all following criteria:
  - Masonry perimeter wall;
  - HUD's permanent foundation guide to manufactured housing
  - AND engineered foundation certified by registered architect or professional engineer

## Installation Features that Qualify for Fannie Mae's MH Advantage Financing Include:

- A driveway leading to home (or to the garage or carport, if one is present). The driveway must consist of blacktop, pavers, bricks, concrete, cement, or gravel. If there's no garage or carport, the driveway can lead to a vehicular parking area.
- A sidewalk connecting either the driveway, or detached garage or carport, to a door or attached porch of the home. The sidewalk must consist of blacktop, pavers, flagstone, bricks, concrete or cement.







## Fannie Mae's MH Advantage Mod Homes

32 x 60  
1800 Sq. Ft



Fannie Mae's MH  
Advantage Mod Homes  
28 x 56  
1500 Sq. Ft

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Factory-Built  
Housing is  
Housing for  
Today &  
Tomorrow



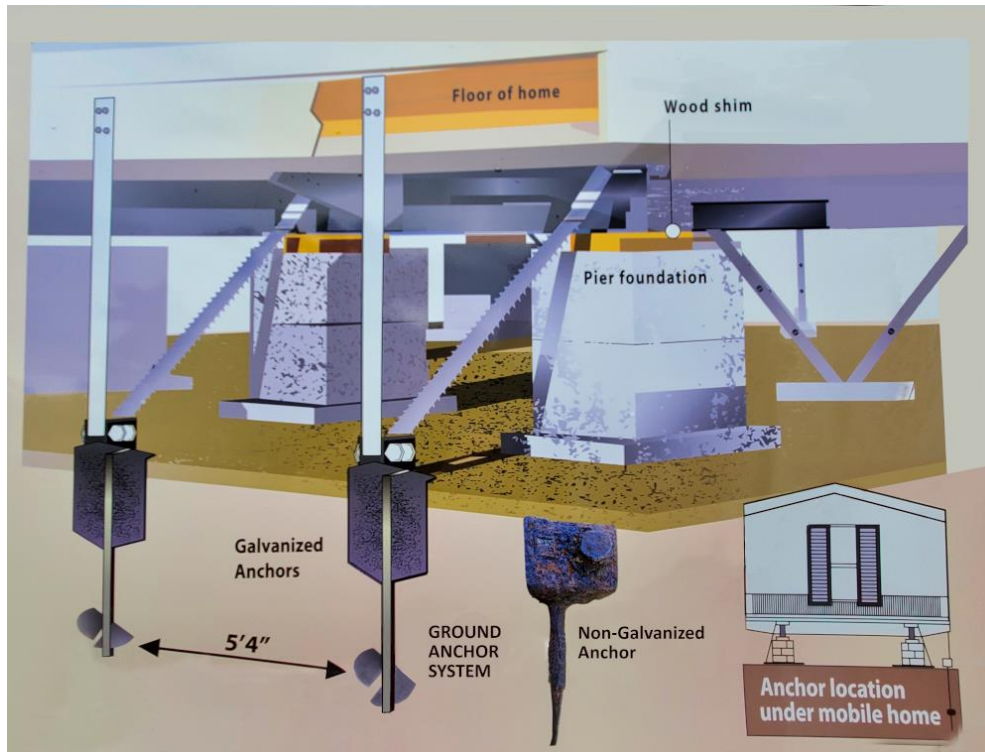
## Questions?

CONTACT: Jim Ayotte, CAE  
Executive Director, FMHA  
JAYOTTE@FMHA.ORG  
WWW.FMHA.ORG  
850-907-9111



# Tie Down Requirements

- Florida Department of Highway Safety and Motor Vehicles regulation Title XXIII Chapter 320 governs installation, repair, and remodeling



# Non-Disaster SHIP Assistance



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# Working with Manufactured Homes

- SHIP Eligible Housing: Manufactured Housing built after mid-1994
- SHIP may assist owners of manufactured housing even if they do not own the land it is on



# Manufactured Housing Set-Aside

- No more than 20% of SHIP allocation may be expended on Manufactured Homes
  - PLUS all Program Income



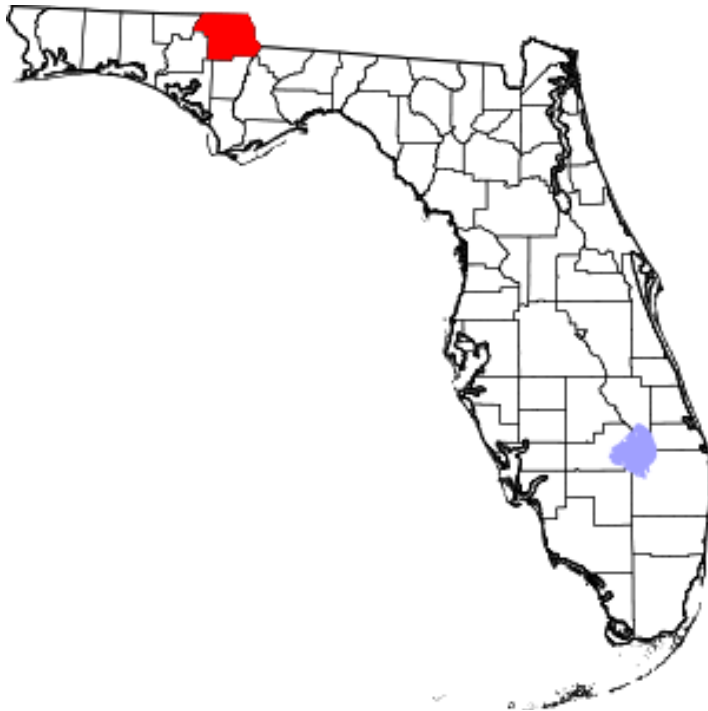


# Mobile Home Assistance



- Repair
  - Including Tie-Down for units installed before newest requirements were enacted
- Replacement Housing
  - Assistance for homeowners on a limited income who cannot benefit from Purchase Assistance

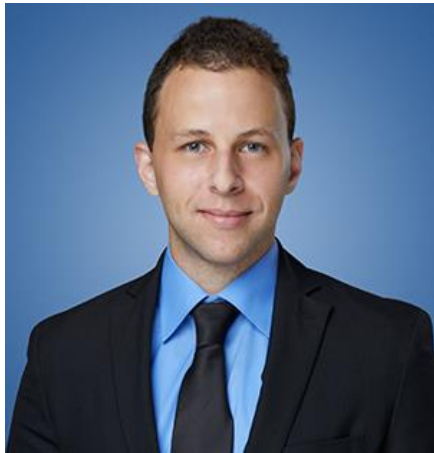
# Jackson County Manufactured Housing Update



Affordable Housing Advisory Committee members learned about manufactured housing

Updated Local Housing Assistance Plan (LHAP) permits spending SHIP funds on MH repair, replacement, and purchase

# Legal Considerations for Manufactured Housing Assistance



**Kody Glazer, Legal Director**  
*Florida Housing Coalition*

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

# Intro points to cover

- This presentation will briefly share introductory legal considerations to assist in the purchase of manufactured housing units with government dollars
- These slides are intended for educational purposes only
- All lien documents and other security considerations should be formalized between housing staff and the local government attorney office



# Options for Purchasing a Manufactured Home with SHIP



- Buy home and land /Buy home to install on land applicant already owns
- Buy home, move to mobile home park
- Buy home, lease land from family or friends

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# Options for Purchasing a Manufactured Home with SHIP

1. Buy home and land/Buy home to install on land applicant already owns
  - Most secure option if home is treated as real property
  - If mobile home is permanently affixed to the ground, homeowner can go through a process to treat the home as real property, as opposed to personal property

# Options for Purchasing a Manufactured Home with SHIP

## 2. Buy home, move to mobile home park, rent mobile home lot

- Less secure as the applicant will not own the underlying land
- If leasehold 30 years or more, applicant can classify home as real property (but still will not own land)
- Mobile home parks of 10 units or more governed by Florida Mobile Home Act – provides certain protections to homeowners in a mobile home park
- Mobile home parks fewer than 10 units governed by general Florida landlord/tenant law

# Options for Purchasing a Manufactured Home with SHIP

3. Buy home, lease land from family or friends
  - Important to make sure the leasehold interest provides enough assurances to the local government for the life of the loan term





# Securing the SHIP Lien

- Main issue? When there are different owners of the home and the land.
- In the event the homeowner on leased land defaults and local government needs to recoup the subsidy, may only have security interest in the home itself and not the land.
- If forced to foreclose on a home on leased land, may be difficult to sell unit and/or remove from the leased land.
- For homes on leased land, possible to consider assistance as more of a grant than a loan.

# Securing the SHIP Lien

- Best security: Applicant owns mobile home & land and classifies the home as real property
  - If classified as real property, secure lien through typical lien process

## Personal Property Lien is LESS SECURE

- Homeowner could move home out of state
- Landowner could discontinue lease

# Securing the SHIP Lien

## Home in Mobile Home Park w/10 or more lots

- Governed by Florida Mobile Home Act
- If mobile home is personal property – place lien through DHSMV
  - Leases of 30 years or more allow the home can be classified as real property
- Issue – lien term may be longer than rental term
  - Attempt to secure a side agreement with the mobile home lot owner re: providing notice & local government role (see s. 723.086 of Florida Statutes)

# Securing the SHIP Lien

- F.S. 723.086 Side Agreement between Local Government Lienholder and Lot Owner
- Possible provisions:
  - Notice of default
  - Right to cure default on homeowner's behalf (rent and loan)
  - Notice of rent increases or land use changes





# Securing the SHIP Lien

- Home on Leased Land of family or friends
  - Attempt to use local government approved land lease with a lease term that matches lien term
  - If possible, have the lot owner provide notice in event of default or change in use or be an actual party to the lien
  - FHC can provide sample lease agreement in these situations. Provisions include:
    - Lease term that matches the lien term
    - Rent shall not increase during lien term
    - Allow lot owner to cure defaults on homeowner's behalf
    - Notice standards

# Takeaways for Manufactured Home Cases

- Homes on leased land are inherently riskier than if applicant owns home and land
- Seek out possibility of nonprofit mobile home lot owner or Community Land Trust to steward land
- Collect a copy of the land lease for the applicant file. It ideally should cover the same time period as the lien.
- If leased land, attempt to secure an agreement with mobile home lot owner
- Consider possibility of grant > loan for leased lots

# FHC can provide:

- Personal Property Lien
- Sample Land Lease
- Side Agreement: Local government and Lot Owners



# Disaster-related SHIP and HHRP Assistance



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# Hurricane Michael Counties

Division of HHRP based upon damage assessments

<b>Hurricane Totals</b>	<b>\$ 65,000,000</b>
<b>Bay</b>	<b>\$ 36,660,000</b>
Bay County	\$ 28,228,200
Panama City	\$ 8,431,800
<b>Jackson</b>	<b>\$ 7,215,000</b>
<b>Gulf</b>	<b>\$ 5,915,000</b>
<b>Calhoun</b>	<b>\$ 5,135,000</b>
<b>Gadsden</b>	<b>\$ 3,055,000</b>
<b>Washington</b>	<b>\$ 1,885,000</b>
<b>Liberty</b>	<b>\$ 1,755,000</b>
<b>Franklin</b>	<b>\$ 1,235,000</b>
<b>Leon</b>	<b>\$ 780,000</b>
Leon County	\$ 351,000
Tallahassee	\$ 429,000
<b>Wakulla</b>	<b>\$ 780,000</b>
<b>Holmes</b>	<b>\$ 585,000</b>

**2019 HHRP Allocation**

<b>Hurricane Totals</b>	<b>\$ 20,000,000</b>
<b>Bay</b>	<b>\$ 11,280,000</b>
Bay County	\$ 8,685,600
Panama City	\$ 2,594,400
<b>Jackson</b>	<b>\$ 2,220,000</b>
<b>Gulf</b>	<b>\$ 1,820,000</b>
<b>Calhoun</b>	<b>\$ 1,580,000</b>
<b>Gadsden</b>	<b>\$ 940,000</b>
<b>Washington</b>	<b>\$ 580,000</b>
<b>Liberty</b>	<b>\$ 540,000</b>
<b>Franklin</b>	<b>\$ 380,000</b>
<b>Leon</b>	<b>\$ 240,000</b>
Leon County	\$ 108,000
Tallahassee	\$ 132,000
<b>Wakulla</b>	<b>\$ 240,000</b>
<b>Holmes</b>	<b>\$ 180,000</b>
<b>Taylor</b>	<b>\$ -</b>

**2020 HHRP Allocation**

# Waiver of the Manufactured Housing Set-Aside

Some SHIP requirements are waived upon request for emergency response

MH Limit waived for:

- Gulf County SHIP-DR
- Franklin County HHRP



# Gulf County SHIP-DR Housing Replacement





WEDEMEIER-DISABLED VETERAN, LIVING IN AN 8 X 8 SHED,  
BATHING WITH A WATER HOSE, AND USING A PORTABLE BATHROOM.

**PRE-CONSTRUCTION**



**POST-CONSTRUCTION**





PICTURES OF INSIDE OF HOME-ALL DOUBLE WIDE HOMES



TAYLOR- DISABLED VETERAN AND SPOUSE-WHO, AFTER THE STORM AND WHILE WE WERE GETTING THEM A HOME, WERE HIT AT HIGH SPEED, HEAD-ON COLLISION AND BOTH SUSTAINED LIFE ALTERING INJURIES

PRE-CONSTRUCTION

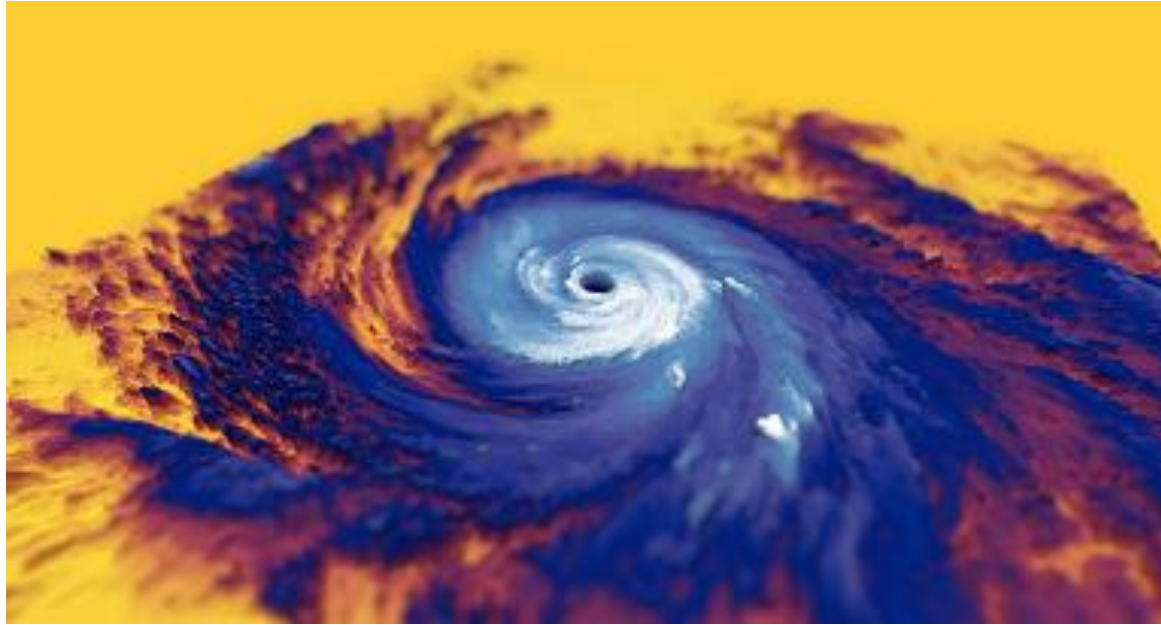
POST-CONSTRUCTION, INCLUDING HANDICAPPED RAMP



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# Thank you!



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