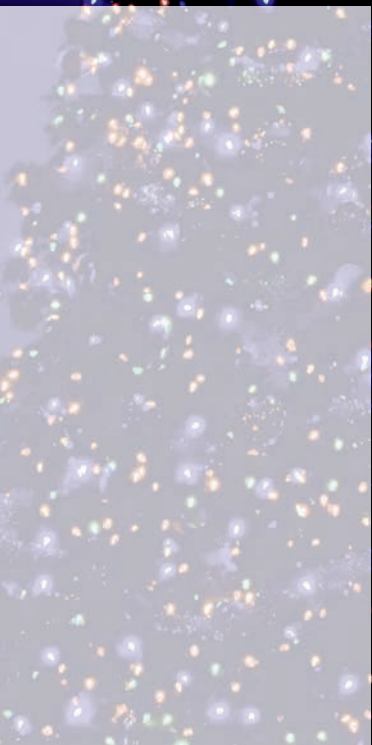


December
2024

WMA

reporter



State Legislation

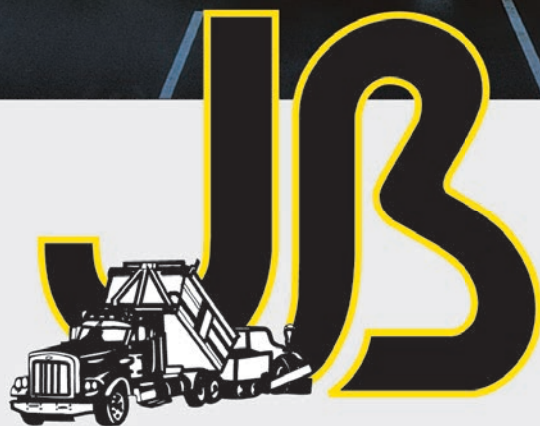
SERVICING THE MANUFACTURED
**SINCE
1969**
J.B. BOSTICK
COMPANY
INC.
HOUSING INDUSTRY

*We'll Match any
"Apples for Apples"
Low-Bid! - Jim Bostick*

**Does Your Asphalt
Look Like This ?**

We Can Help !

**Quality Installation, Repair
& Maintenance at the Right Price!**



**J. B. BOSTICK
COMPANY**

Asphalt Paving Contractors

2870 E. La Cresta Ave., Anaheim, CA 92806

TEL: 714.238.2121 • FAX: 714.238.2142

1 • 800 • 246 • PAVE

Now Serving Northern California

2175 PFE Road, Roseville 95747

TEL: 916.773.6067 • FAX: 916.773.6070

Member and Supporter of WMA since 1969

California State Lic.# 341573 • Nevada State Lic. # 35867
Workers' Comp • State Fund • General Liability

Did You Know?

- We'll match any competitive apples-for apples low bid!** It always makes sense to call us back after the bids are in...you get more for your money with J. B. Bostick.
- Satisfaction guaranteed on all projects.
- FREE CONSULTATION:** Quite often, inferior work is received because you don't fully understand the bid. The special language, methods and techniques common to the asphalt industry often confuse park owners. You may actually pay more for less! After you receive our bid and 2 competitive bids, give us a call. We can help!

ABOUT OUR COMPANY:

For over 54 years J.B. Bostick has delivered on-schedule planning and completion, constant supervision, top quality materials, experienced English speaking personnel and project durability.

SPECIALIZING IN:

- Asphalt paving and resurfacing
- Asphalt removal and replacement
- Asphalt fabric overlays
- Asphalt maintenance and repair
- Asphalt coatings and striping
- Concrete removal and replacement



**MANUFACTURED HOME
COMMUNITY INSURANCE**

*Low cost insurance for manufactured home communities
and manufactured homes*



Bill Joseph, CIC, President

15105 Concord Circle #220,
Morgan Hill, CA 95037
25 Orchard, Suite 100, Lake Forest, CA 92630
800.992.6966 toll free
408.445.3095 direct line
949.300.9109 cell
949.588.8348 fax
bjoseph@csia-ins.com email



Josh Woods, Account Executive

25 Orchard, Suite 100, Lake Forest, CA 92630
15105 Concord Circle #220,
Morgan Hill, CA 95037
800.848.5882 toll free
949.707.0471 direct line
951.216.5611 cell
949.588.8348 fax
jwoods@csia-ins.com email

Mobilehome communities have become some of the most sought after investment properties available in the marketplace. They are unique properties that are susceptible to exposures not found in other segments of commercial real estate. We, at California Southwestern Insurance Agency, have specialized in providing insurance to park owners since 1972.

We offer many more coverages that can enhance your overall insurance package, including:

- Tenant Discrimination
- Employment Practices Liability
- Difference In Conditions (Earthquake & Flood)
- Commercial Auto
- Pollution Liability
- Crime Coverage
- and Much More

Make your life easier!

visit us at

mobilehomeparkinsurance.com



Cash Flow
Positive

Stress Level
0

Efficiency
100%

Tenants


An intuitive and powerful way to
manage your communities from
anywhere



Accounting



Operations



Marketing



Leasing



Ready to make work a breeze?
Get a personalized demo today.

 **YARDIbreeze**
yardibreeze.com | (800) 866-1144



New look, same company, and still...



**THE ONLY PROPERTY
MANAGEMENT SOFTWARE
BUILT SPECIFICALLY
FOR THE MANUFACTURED
HOUSING INDUSTRY.**



Drive
Occupancy



Collect
Payments Quickly



Save
Employees' Time



Reduce
Risk & Errors

**A FULL SUITE OF SOLUTIONS TO
MAXIMIZE PROFIT.**

Book a Personalized Demo to Experience the ManageAmerica Difference for Yourself.

800.747.0259 · ManageAmerica.com



Hopkins Carley is now Lathrop GPM

On October 1, Hopkins Carley combined with Lathrop GPM and is now known by that name. For over three decades, owners and managers in the highly regulated manufactured housing industry have trusted the team at Hopkins Carley to provide sound legal advice. Our team will continue to provide clients a “one-stop shop” for legal advice and services essential to owners and managers of manufactured housing, mobilehome and recreational vehicle communities.



Andrew Ditlevsen



Lucas Coe



Paul Jensen

Collaborative. Accountable. Authentic.

lathropgpm.com



Better as One with Hopkins Carley

This is an advertisement. The choice of a lawyer is an important decision and should not be made based solely upon advertisements. Lathrop GPM LLP, 70 S 1st St, San Jose, CA 95113. For more information, contact Andrew Ditlevsen at 408.286.9800.



2024 – 2025 BOARD OF DIRECTORS

President
Andy Balaguy

President-Elect
Bob Baranek

Secretary
Chad Casenhiser

Treasurer
Ernie Schroer

Immediate Past President
Virginia Jensen

At Large Regional Director
Ryan Jasinsky

At Large Regional Director
Walter Newell

At Large Regional Director
Greg O'Hagan

Northern Regional Director
Gregg Kirkpatrick

Central Regional Director
Jim Joffe

Southern Regional Director
Allan Alt

Executive Director
Doug Johnson

Director of Communications & Events
Regina Sánchez

Reporter Editor/Layout Design
Chris Wilson

Volume 50, Issue Number 12 of the *WMA Reporter* (ISSN 0747-3346) is published monthly by WMA, 2295 Gateway Oaks Drive, Suite 240, Sacramento, CA 95833. Telephone: Editorial and Advertising 916.448.7002. Periodicals postage paid at Sacramento and additional mailing offices. Copyright 2024© by WMA, Inc. Reproduction in any form is expressly prohibited without prior consent. Subscription rate for members is \$49 per year, which is included in membership dues. Nonmember subscriptions are not available.

Postmaster: Send address changes to *WMA Reporter*, 2295 Gateway Oaks Drive, Suite 240, Sacramento, CA 95833.

The *WMA Reporter* is an official publication of WMA and publication herein shall satisfy any requirement of notification of the WMA membership. Programs and publications by WMA are intended to provide members with current and accurate information about the subjects covered. However, such information may not be sufficient in dealing with a member's particular problem, and WMA does not warrant or represent its suitability for such purpose. Members attending programs presented by WMA or using its publications do so with the understanding that WMA is not engaged in the practice of law and does not render legal or accounting services; and that the information published by WMA should not be relied upon as a substitute for independent research to original sources of authority.

Advertisers and/or their agents assume responsibility for content of advertisements and for any claims against the publisher based on the advertisement. Advertising copy must comply with federal, state, and local laws.

- 7 **Industry Updates**
- 9 **News & Information — WMA Finance Director to Retire | Proposition 33 Defeated, Proposition 34 Passes**
By Doug Johnson
- 11 **Capitol Update — New Faces, but Old Battles to Be Fought Again**
By Chris Wysocki
- 13 **Regional Focus — Rent Control Deregulation in Argentina**
By Saulo Londoño
- 15 **Legal Lines — Leasing: Setting Sail for 2025**
By Terry R. Dowdall
- 19 **Feature Article — California's Insurance Crisis Must Be Addressed Quickly**
By Rex Frazier
- 21 **Feature Article — A New Legislature Presents New Opportunities**
By Frank Kalcic
- 27 **2025 Update on New Laws Webinar Registration Form**
- 43 **2025 Editorial Calendar**

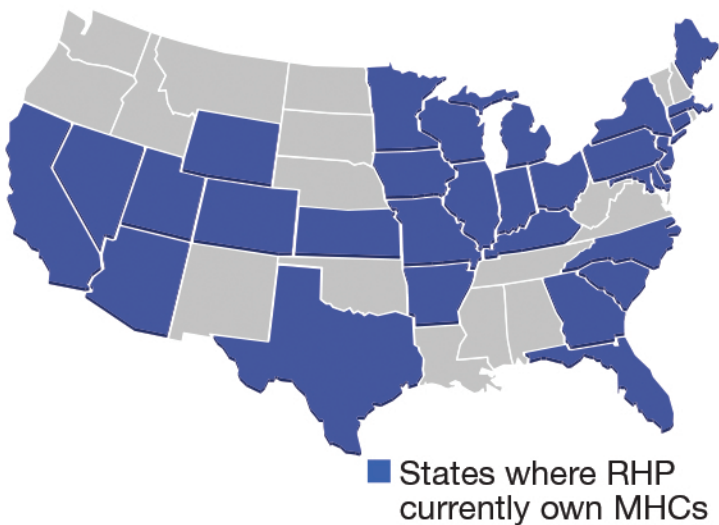
DEPARTMENTS

- 8 Consumer Price Index
- 9 Welcome New Members
- 29 2024 Industry Legislation
- 45 Service & Industry Membership Application
- 46 Community Membership Application
- 47 Order Form for WMA Members




**WE'RE
BUYING
MHCs**

Across the Nation



- All Cash
- Highest Price Paid for MHCs
- 36 Years of Experience Buying Manufactured Home Communities of Every Size & Complexity
- 100% Confidential
- Comfortable with Private Utilities & Community Owned Homes
- Smooth & Efficient Closing Process
- Privately Owned & Operated

Brokers Protected



INDUSTRY UPDATES

CALENDAR OF EVENTS

DECEMBER

Coffee Talk

December 5, 2024 — 10:00 – 11:00 a.m.

Topic: Cybersecurity Awareness - How to Protect Your Business from Online Threats

CMHI Holiday Soirée

Disney's Grand Californian Hotel & Spa, Anaheim
December 5, 2024

MHET Holiday Luncheon

December 11, 2024 Orange County
December 12, 2024 Inland Empire
For more information, contact vickie@mhet.com.

WMA Reporter Contract Renewals Go Out

For more information, contact regina@wma.org.

S&I Directory Listing Contract Updates Go Out

For more information, contact regina@wma.org.

JANUARY

Update on New Laws

January 16, 2025 or
January 23, 2025 or
January 30, 2025

For more information, contact info@wma.org.
(See registration form on page 27.)

FEBRUARY

Coffee Talk

February 6, 2025 — 10:00 – 11:00 a.m.

Topic: 2025 Manufactured Housing Industry Outlook

MARCH

Coffee Talk

March 6, 2025 — 10:00 – 11:00 a.m.

Topic: Overview of WMA's 2025 Legislative Lineup

APRIL

Coffee Talk

April 3, 2025 — 10:00 – 11:00 a.m.

Topic: How to Utilize FormsRUs

WMA — REPRESENTING OWNERS OF MANUFACTURED
HOME COMMUNITIES SINCE 1945

The purpose of the *WMA Reporter* is to act as an industry resource; to generate interest in association activities; and to promote a positive image of manufactured home communities.

Consumer Price Index

Percent Change — October 2024

MONTHLY DATA	All Urban Consumers (CPI-U)			Urban Wage Earners and Clerical Workers (CPI-W)		
	Percent Change			Percent Change		
	Year Ending		1 Month Ending	Year Ending		1 Month Ending
	Sep 2024	Oct 2024	Oct 2024	Sep 2024	Oct 2024	Oct 2024
US City Average	2.4	2.6	0.1	2.2	2.4	0.1
Los Angeles / Long Beach / Anaheim, CA	2.8	3.0	0.0	2.6	2.7	0.0
BI-MONTHLY (Published for odd months)	Year Ending		2 Months Ending	Year Ending		2 Months Ending
	July 2024	Sep 2024	Sep 2024	July 2024	Sep 2024	Sep 2024
Riverside - San Bernardino - Ontario, CA	2.8	1.4	0.0	2.8	1.5	0.0
San Diego – Carlsbad, CA	3.5	2.5	0.3	3.3	2.2	0.4
BI-MONTHLY (Published for even months)	Year Ending		2 Months Ending	Year Ending		2 Months Ending
	Aug 2024	Oct 2024	Oct 2024	Aug 2024	Oct 2024	Oct 2024
San Francisco / Oakland / Hayward, CA	2.7	2.4	0.0	2.4	2.3	0.2

Release date November 13, 2024. For the latest data, visit <https://www.bls.gov/regions/west/cpi-summary/home.htm>.

Packages
Starting At
\$199/mo.

Get your inventory sold.

With a proven formula for success,
by a 5-star team of tech marketing experts.

Lead Generation | Sales Automation | Digital Marketing

Schedule a demo today:
 (866) 524-4744 ext. 108
sales@bigrigmedia.com

BIGRIGMEDIA®
www.bigrigmedia.com



NEWS & INFORMATION

Doug Johnson | Executive Director

WMA Finance Director to Retire

It is with a heavy heart that I announce the pending retirement of Betsey Soderston — WMA’s Director of Finance for nearly 40 years. Betsey’s stewardship of WMA’s finances and investments all these years has been nothing less than extraordinary.

Clean audits year in and year out are a testament to Betsey’s steadfast commitment to the highest accounting standards.

She plans to retire in early February next year, but will serve as an advisor for a period of time after her retirement begins. Betsey will be sorely missed by the entire WMA team, the Board of Directors, and by all our members. Her contributions to this association are incalculable, and we will be forever grateful. We all wish her a happy, healthy and enjoyable retirement.

Betsey plans to woodwork, garden, and cook more often in her spare time. I can personally attest to the fact that she makes the best cheesecake in the world! Most of all, she is looking forward to more travel adventures and spending time with family and friends.

Betsey, thanks for everything. ■

Proposition 33 Defeated, Proposition 34 Passes

November’s election results were very bad news for Michael Weinstein — the rent control crusading founder and president of the AIDS Healthcare Foundation (AHF). His third attempt at the ballot box to expand rent control to every corner of California failed miserably (60% – 40%).

He lost similar measures in 2018 and 2020. All three were primarily funded by revenue generated from AHF and its federal drug discount program. AHF spent more than \$49 million on the YES on Proposition 33 campaign. If it had passed, the Costa-Hawkins Rental Housing Act of 1995 would have been repealed, thereby allowing local governments to impose rent control ordinances on exponentially more housing units throughout the state.

Sponsored by the California Apartment Association (CAA) and other housing interest groups, passage of Proposition 34 will foreclose Weinstein’s ability to use AHF to fund a fourth statewide rent control measure.

The new law — specifically targeting and cleverly applying only to AHF — requires healthcare organizations the size of AHF and with a \$2 billion budget to spend their revenues on direct patient care and not on political pet projects like the expansion of rent control.

CAA spent \$44 million on the YES on Proposition 34 campaign, and it just barely passed (50.8% – 49.2%). Opponents of Proposition 34 called it a revenge initiative, and Weinstein vowed to fight on. A lawsuit chal-

lenging the constitutionality of the measure is expected to be filed in court soon. ■

Welcome New Members

- Casa Alondra Mobilehome Park,
San Jose
- Country Villa Mobile Park,
Galt
- Cravens Manufactured Homes,
Paso Robles
- Sundance Mobilehome Park,
Escondido
- Sunset Estates,
El Dorado Hills
- Westlake Mobilehome Park,
Lakeport

Doug Johnson is WMA’s Executive Director and can be reached at 2295 Gateway Oaks Drive, Suite 240, Sacramento, CA 95833; phone 916.448.7002, extension 4025; fax 916.448.7085; or by email at doug@wma.org.

Manufactured Home Community Financing



Wells Fargo Commercial Real Estate understands that making business decisions in the current environment is more challenging than ever. Our experienced bankers can provide the financial guidance you need to help navigate your company's most pressing issues. With our industry knowledge, products, and services, we're confident we can help keep your business moving forward.

Learn more at wellsfargo.com/mhc.

Tony Petosa
760-505-9001
tpetosa@wellsfargo.com

Nick Bertino
858-336-0782
nick.bertino@wellsfargo.com

Matthew Herskowitz
760-840-3608
matthew.herskowitz@wellsfargo.com



CAPITOL UPDATE

Chris Wysocki | Legislative Advocate

New Faces, but Old Battles to Be Fought Again

As the French writer Jean-Baptiste Alphonse Karr wrote in 1849, and the American singer Bon Jovi sang in 2010, “The more things change, the more they stay the same.”

This universal truth is sure to play itself out in the California Legislature in the upcoming 2025 – 26 Legislative Session, with 35 open seats that will be filled with new legislators — almost a 30% turnover in one election.

Last year’s legislative session was one of the most successful ones in recent history for WMA, and we were successful because of strategic lobbying tactics, enhanced parkowner communication with legislators, and park tours to educate lawmakers about the benefits offered by manufactured housing communities.

The question for the next two years is whether we will be able to *continue* defending our industry while also utilizing relationships with newly elected lawmakers to pass meaningful legislation that will ease the restrictions placed on our industry in past years.

One issue that will certainly rise from the ashes is an effort to impose statewide rent control on mobilehome parks. WMA has successfully defeated these efforts for the past two years, but we expect the author to once again introduce the idea in the 2025 – 26 session. With a pending lawsuit about the constitutionality of a previously signed rent control law that fo-

cused on a small number of parks, WMA will engage in an aggressive lobbying campaign against the measure if it is again introduced.

Another issue that was defeated last year was an effort to give residents of mobilehome parks a right of first refusal to purchase a mobilehome park that has been put up for sale. WMA was able to defeat this ill-conceived and unconstitutional measure last year, and we are gearing up for another fight on this issue.

With so many new legislators, WMA will educate new lawmakers about the constitutional and practical problems of this legislation in California.

In addition to the obvious battles to come, we fully expect the tenant organizations to sponsor legislation to make it more difficult to operate and manage a mobilehome park.

A key reason we were so successful last year, however, is that WMA and our parkowners have done extraordinary work in educating lawmakers about the realities of providing housing in such a highly regulated industry.

So please be on the lookout for invitations to either host or attend park tours in your area with lawmakers. These tours are essential in our efforts to defeat bad legislation and enact positive changes for our industry.

With such a large freshman class of Assemblymembers and Senators, WMA will seize upon opportunities

to sponsor several bills affecting manufactured housing communities across the state. Potential ideas that WMA is exploring include:

1. Starting the process of turning over water systems inside of parks to certain private water companies under the jurisdiction of the California Public Utilities Commission.
2. Allowing parkowners to recoup legal costs associated with successfully defending baseless failure-to-maintain lawsuits.
3. Allowing parkowners to evict residents who physically threaten other residents or park employees.
4. Evaluating the Mobilehome Residency Law Protection Program (MRLPP) and how money is being spent by adopting key provisions of the MRLPP audit performed by the California State Auditor.
5. Simplifying the emergency preparedness plans provided to residents upon the signing of a rental agreement and reducing the liability of parkowners in the event of a natural disaster.

These are just some of the many issues the WMA Legislative Committee will discuss as the new Legislature begins to get busy in January.

While the new legislative session officially begins on December 2, 2024, with the swearing in of new and re-elected lawmakers, the bill introductions will begin in earnest in January and February of 2025.

Anttec
Service Company, Inc.

- ☑ Gas System Maintenance Programs
- ☑ Gas Leak Surveys
- ☑ Cathodic Protection Installation
- ☑ Leak Repairs
- ☑ Meter Change-outs
- ☑ Qualification Classes for Park Management
- ☑ Annual Check-out of existing Cathodic Protection Systems
- ☑ Member of WMA since 1976
- ☑ Product Sales including Gas, Electric and Water Meters

Serving Southern California
California Contractor License #658925

Toll Free
(888) We Fix Leaks
933-4953

*Veteran
Owned
and
Operated*

This is also the time of year WMA could really use your help to assist us in the development of ideas for new laws that would help the manufactured housing community industry. January 24, 2025, is the last day to submit bill requests to the office of Legislative Counsel, so we would appreciate hearing from our members by January 6 about legislative ideas.

To submit your idea, please email me at chris@wma.org with the subject line "Legislative Idea." Your participation would be greatly appreciated.

As we head into the new legislative year, there are many reasons to be optimistic. However, we cannot let our guard down, and that is why our lobbying team, our coalition partners, and our members will be acting in unison to protect and defend the manufactured housing community industry in California.

In a state plagued with astronomical housing costs, mobilehome parks are a relatively small — but vitally important — part of solving the housing crisis.

It is an honor to work with such an amazing group of entrepreneurs and housing providers who genuinely care about their customers — the tenants who pay their rent to live in quality mobilehome parks.

Thank you for the opportunity to serve, and please call or email me with any questions.

In the meantime, have a wonderful holiday season. I look forward to another great year for WMA. ■

Chris Wysocki is WMA's Legislative Advocate and can be reached at 2295 Gateway Oaks Drive, Suite 240, Sacramento, CA 95833; phone 916.288.4026; fax 916.448.7085; or by email at chris@wma.org.



LOFTIN | BEDELL
ATTORNEYS AT LAW

Guidance. Creative Solutions. Dedication

With 40+ years of experience in the manufactured home industry, **Loftin | Bedell, P.C.** provides clients with valuable experience, knowledge, and a business minded-goal oriented approach, especially in the face of ever changing regulations and laws.

MH & RV Park Ownership, Operations, & Enforcement • Litigation • Acquisitions, Sales & Creative Exit Strategies • Title 25 & Regulatory Compliance



LOFTIN | BEDELL, P.C.

Ariel R. Bedell, Esq.
2121 Palomar Airport Road
Suite 200
Carlsbad, CA 92009
www.loftinbedell.com



REGIONAL FOCUS

Saulo Londoño | Regional Representative

Rent Control Deregulation in Argentina

Voters in Argentina recently elected Libertarian President Javier Milei, signaling a desire to move the country away from its big government, centrally controlled economy.

President Milei took office and immediately began implementing sweeping economic reforms. Among a series of bold moves that sparked strong controversy, the newly elected President eliminated rent control, a move that aligned directly with his libertarian economic stance.

This policy decision has significant implications for housing markets and provides a case study for our industry in California.

Argentina's former rent control laws, enacted during President Alberto Fernández's term, aimed to protect tenants from skyrocketing rents amidst economic turmoil. These laws closely resembled many of the ordinances and regulations we are accustomed to here in California.

Similar to our situation here, rent control laws in Argentina led to a reduced supply of rental properties as landlords withdrew from the market or converted properties for other uses.

Javier Milei's administration took action to reverse this trend by removing rent caps and deregulating



Libertarian President Javier Milei was elected by voters in Argentina.

the rental market, with the goal to encourage investment in rental properties by allowing the market to determine rent prices, thereby increasing the supply of available housing.

Impact on the Market

Before Milei repealed rent control, Argentinian landlords hesitated to offer their units for rent. High inflation and strict regulations pushed landlords to set excessively high rents to hedge against future inflation, with many choosing to pull their units from the market altogether.

With Argentina's inflation reaching 211%, by the end of 2023 an estimated one in seven homes in Buenos Aires was sitting empty as land-

lords chose not to rent them out. After the repeal of rent control, Buenos Aires experienced a doubling of available rental units. All indicators show a strong increase in housing availability as owners are more inclined to rent out properties without price restrictions.

The Statistical Observatory of the Real Estate Market of the Real Estate College reported an increase of 195% in the supply of rental housing in Buenos Aires. *The Wall Street Journal* reported that by June 2024, rental listings throughout Argentina had increased by 184%.

At the same time, market rents adjusted to their new freedom and added competition quickly helped stabilize prices. That same *Wall Street Journal* report indicated a 40% decline in the real price of rental properties when adjusted for inflation after the repeal of rent control.

Lessons for Our Industry in California

Rarely do we find a real-world example of rent control deregulation and the positive impacts of this policy decision. Let the Argentinian scenario spur discussions between opinion makers in California's government about the drawbacks of this policy. After all, if the State of California or local governments remove rent control laws, there

would certainly be a similar supply response, with more lots becoming available for rent as owners no longer face mandatory price caps. At the same time, community owners will likely compete more aggressively on amenities and services to attract residents, leading to better living conditions.

In California, where rent control debates are ongoing, the Argentinian experiment offers a lens through which our industry can analyze the effects of deregulation, and gives us food for thought on how we can use these results to better advocate for sustainable housing policy at the local and state levels.

Meanwhile, Argentinian tenants who now have to navigate market-driven rents benefit from more housing options and better living conditions due to increased competition among landlords. As long as their new government holds the line against rent control, the free market will continue to dictate the real price of rental housing units, and everyone will benefit as a result.

When *Newsweek* magazine asked Ryan Bourne from the Cato Institute about the policy change by the new Argentinian government, he concluded: "Milei cut rent control and other tenan-

cy regulations. The result confirmed economic theory: the supply of rental accommodation is surging, and rents have fallen."

While the direct outcomes for housing providers in California may differ, the principles of supply and demand, competition, and market freedom remain relevant.

As we observe things develop in Argentina as well as here at home (our most recent election results give us much to chew on), we must stay engaged in policy discussions, preparing to adapt to or influence any changes that could impact our industry. ■

Saulo Londoño is WMA's Regional Representative for the Northern California/Bay Area. He can be reached at 714.227.4009, or by email at saulo@wma.org.

COMMUNITY FINANCING



Michigan MHC

- 27,000,000 Loan Amount
- 600 + Homesites
- Non-Recourse
- Full Term Interest-Only
- 35 Days from Application to Closing!

Meet Our Team!



ANTHONY DIMARCO
Managing Director



GERARD D. DIMARCO JR
Managing Director



PIERCE REDMOND
Vice President

A leading national lending source for MHC's, RV Parks, Self Storage, and Multifamily Assets.



securitymortgage.com
(855) 423-0230



Leasing: Setting Sail for 2025

Dateline September 2020, Sacramento, California

AB 2782 (Stone) passed with 42 votes in the Assembly, reincarnated from failed SB 999 (Umberg), previously defeated in the Assembly Housing and Community Development Committee.

Background

The reintroduction of a bill previously killed is known as a “Jail Break.” The controlling party set a negative precedent by allowing a bill killed in policy committee to be inserted into another bill that bypassed the committee process to be passed on the Floor with a bare minimum of votes.

WMA and our allies (CMPA, the California Association of Realtors, and the Security Investment Company) worked this bill tirelessly, and that is a significant reason why AB 2782 passed with a bare majority.

Snapshot of AB 2782

Leases exempted by Civil Code Section 798.17 can no longer be offered after February 13, 2020.

The “Section 798.17 lease” is valid if entered into before February 13, 2020, even if extended or assigned thereafter; that “798.17 lease” remains exempt until January 1, 2025 (unless the court grants an injunction requested by WMA to prevent AB 2782 from taking effect, as discussed below). If not enjoined, then on January 1, 2025, rent ad-

justment terms in “Section 798.17 leases” are nullified. Instead, a local rent control ordinance (“RCO”) will apply, if applicable.

Parkowners and Leases

AB 2782 nullifies the *state*-law exemption of “798.17 leases” from an RCO. On the other hand, AB 2782 has no effect on long-term leases exempted by an RCO (“local exemption lease”).

A local exemption is separate from state law requiring cities or counties to exempt “798.17 leases.” Management may have other options to explore with counsel. Spend 15 minutes with your attorney; it is well worth it.

For “798.17 leases,” as of January 1, 2025, counsel may advise charging the last rental rate under the lease and turning to the RCO for determining time and amount of increases after January 1, 2025. Counsel may suggest other options as well.

Remain mindful that California is home to more than 500 local governments, 90+ rent control laws, and thousands of mobilehome parks. Each one varies.

No single strategy is necessarily right for everyone. The strategies discussed herein reflect the views of the author; come January 1, if AB 2782 is not enjoined, confusion is likely to reign over the status of long-term leases, where they can be rescinded for failure of consideration (i.e., loss

of the “rent control” exemption), and what effect the RCO that independently recognizes exempt long-term leases might continue to have in light of AB 2782.

That is why it is vital for the reader to obtain legal counsel as soon as possible, before January 1.

WMA Challenges Sunsetting of 798.17 Leases

WMA recognizes that mutually agreed-upon leases have been very carefully considered, thoroughly negotiated, and backed up with costly concessions, “gifts of value,” and other long-term consideration.

In December 2022, WMA and the owners of Sandalwood Estates sued California to stop AB 2782 and allow “798.17 leases” entered into prior to February 13, 2020 to continue to be exempt.

The thrust of the challenge is that AB 2782’s retroactive elimination of the “rent control” exemption in existing leases across the entire state unconstitutionally impairs the obligations of contracts under the Federal Constitution.

AB 2782 destroys long-term contracts that were legal when entered. AB 2782 eviscerates them ex post facto, thus destroying the long-term stability of mobilehome residents.

AB 2782 essentially criminalizes conduct that was previously lawful.

Premier Property Rights Advocate for the Manufactured Housing and R.V. Park Industries for Over 40 Years.



John H. Pentecost
Shareholder &
Managing Partner

Hart Kienle Pentecost represents community owners and park management companies to help address any and all of the legal issues that arise on a daily basis in this highly regulated industry.

- ADA/Fair Housing Act Compliance
- Evictions
- Failure to Maintain
- Ground Leases
- Leases/Rental Agreements
- Park Rules
- Rent Control
- Residency Documents
- Rule Enforcement
- Sales/Refinancing
- Utility Issues
- And more!

(714) 432-8700 • www.hkplawfirm.com

4 Hutton Centre Drive, Suite 900 • Santa Ana, CA 92707



LET US DEAL WITH THE HEADACHES

- Clint Lau

We manage investor-owned, resident-owned and municipally-owned parks of all sizes, specializing in:



COMMUNITY OPERATIONS



ACCOUNTING & FINANCIAL



HUMAN RESOURCES

To learn more visit LFMGMT.com or scan the QR code



(310) 798-1102
info@LFMGMT.com

At present, WMA is seeking a preliminary injunction to maintain the *status quo*: i.e., stop AB 2782 from taking effect on January 1, 2025.

Current Status

A decision of the court whether to grant a preliminary injunction against enforcement of AB 2782 is currently pending. In the meantime, what are the options? Permutations? What strategy should management consider? It depends on the type of long-term lease.

A Brief Digression

There are two types of long-term leases:

First, there is the long-term lease that is exempt from rent control because mandated by Civil Code Section 798.17 (“798.17 lease”).

Second, there are long-term leases exempt from rent control by the RCO that — *independent of state law* — exempt long-term leases from local rent control (“local exemption lease”).

If granted, the injunction would allow existing “798.17 leases” to remain in place and enforceable until final judgment. Regardless of whether the injunction is granted, the “local exemption leases” continue to be in effect and are not affected by AB 2782.

Here’s the distinction: AB 2782 wipes out “798.17 leases” on January 1, 2025; but AB 2782 has no effect on “local exemption leases” authorized at the local level.

“Local Exemption” Leases

Many owners erroneously believe that *all* long-term leases expire January 1, 2025. *Wrong*. “Local exemption leases” are not affected in any

way by AB 2782. “Local exemption leases” remain enforceable in accordance with the local ordinance.

While there are over 500 local governments in California, there are less than 100 rent control laws, and each is different. Check carefully to see whether you have a “798.17 lease” or a “local exemption lease.”

If the Injunction Is Granted

If granted, AB 2782 (798.17 rent increase nullification set for January 1, 2025) will be enjoined from taking effect by court order. If enjoined, AB 2782 will be held in abeyance until a final judgment. Trial is set for August 4, 2025.

Prior to trial, the parties will file cross-motions for summary judgment in an effort to resolve the dispute over AB 2782’s constitutionality on the basis of the parties’ briefs and evidence (i.e., without a trial). So, members with “798.17 leases” should stay informed for further developments.

Members with “local exemption leases” should stay informed of all local developments regarding modifications of rent control ordinances, including reduction of heavy taxpayer burden with long-term accords that reduce staffing and cost.

If the Injunction Is Not Granted

If not enjoined, AB 2782 will take effect January 1, 2025 as to “798.17 leases” (absent reconsideration motions, and pursuit of immediate appellate relief):

- “Local exemption leases” continue in full force and effect, unabated.
- “798.17 leases” also continue on, but rent increase provisions become inoperative.

Such can be modified in two respects, in addition to any other changes deemed to be advisable. For example:

1. For each lessee, prepare and distribute a written memorandum (notice, addendum, supplement, as per your local practice) that all references to Civil Code Section 798.17 are deemed deleted (because that code section no longer applies to rent increase provisions of the lease), to be kept on file by the tenant and attached to the lease agreement.
2. By written memorandum, perhaps inserted on monthly invoicing, that the “798.17 lease” will continue in effect, subject to compliance with the RCO.
3. Confirm the next scheduled time and amount of rent adjustments to conform to the requirements of the RCO after January 1, 2025.
4. Promptly determine whether or not a petition, application or other written demand to the local rent control agency is appropriate for approval of a rent adjustment as agreed to in a lease.
5. Promptly determine whether management should seek a base rent determination to make rents reflect general market conditions under decisional case law (*Vega v. West Hollywood*, etc.). Seeking a base rent determination may be time sensitive. A short statute of limitations applies. Don’t sit on your rights.
6. Add a “reservation of rights” to monthly invoicing or other recurring notification

while collecting restricted rents (less than corresponding lease rates). Conversely, where the regulated rate is higher than the lease rate, seek individualized legal assistance for options.

Government also often forces confiscation of uncollected, banked/reserved rent increases. In order to avoid later claims of surprise from recoupment efforts when the law allows (if AB 2782 is eventually invalidated), management should state that all rights and remedies to reimbursement of any balance are reserved.

That reservation of rights might further include anti-waiver protections to avoid waiver or estoppel by collecting reduced payments under rent control. Consider disclosure of the amount of accruing shortfall as it increases.

Owners are required to comply with an RCO during the pendency of AB 2782 litigation in the event the injunction is not granted.

Based on the likelihood of eventual victory, tenants should be reminded that full “798.17 lease” rates may apply in the future. In that case, if AB 2782 is ultimately struck down, management reserves the right to collect the full accrued shortfall due.

Likewise, in such case, the exemption in the “798.17 lease” will be restored and become effective again. This means that such leases may be subject to further assignment and extension. Talk to your lawyer.

More Complications

The reason we emphasize that legal counseling is necessary for a clear understanding is because the rules are rather arcane.

For example, some ordinances specify that leases are exempt only if the lease complies with Civil Code “Section 798.17,” or “Section 798.17 as amended,” or “Section 798.17(b).” Whether or not such leases are deemed to be a “798.17 lease” or “local exemption lease” cannot be answered here.

LAWYER SPEAK: A city adopting an ordinance may specify that lease exemptions are conditioned on just a subpart of a larger statute (Section 798.17, for example). The incorporated subpart is generally construed to reflect an intent for that text to apply, verbatim, excluding subsequent updates or modifications.

On the other hand, the phrase “as amended,” for example, is generally construed to reflect an intention to incorporate subsequent changes to

the incorporated text. These legal principles may have dispositive implications for your situation. Again, talk to your lawyer to determine applicability and strategy.

A Final Point

Once a long-term lease is rescinded or lapses, it cannot likely be revived unless “renewed” with a new agreement. And if AB 2782 is nullified, no new “798.17 leases” are allowed after February 13, 2020.

Keep your leases in effect, and modify to comply with rent adjustment provisions of an applicable RCO, until we know the fate of AB 2782.

If given the opportunity, owners may choose to maintain the *status quo*, and *extend* the existing leasehold if possible. A small point, but a very important point. Renewing

an agreement starts over, arguably extinguishing any of the previous vested rights in the former lease.

Conclusion

No new long-term lease agreements are allowed in reliance on any exemption under state law, but preserving the right to exempt long-term leases can still be accomplished with new solutions. Cities and counties may adopt leasing exemptions

The “memorandum of understanding,” a rent accord, or other mutual understanding is far cheaper for the taxpayer and means a higher quality of life than the strife of adversarial annual battles over rent increases.

The interest in a quiet retirement for seniors deserves more than throwing out the baby with the bath water.

Of course, “local exemption leases” continue on in forward-thinking local governments, and may be offered, enforced, assigned and modified by mutual agreement as the interests of the parties dictate. ■

Terry R. Dowdall specializes in mobilehome park law and has represented parkowners for over 40 years. He is an advisor to WMA's Legislative Committee and Committee to Save Property Rights. He can be reached at 714.532.2222 phone; 714.532.3238 fax; or by email at trd@dowdalllaw.com.

Visit us at

wma.org



Manufactured Housing Group

Serving The Mobile Home Park Industry

Property Management

- Accounting & Financial Reporting
- Asset Supervision
- Staffing
- Payroll & Benefit Administration
- Capital Improvements

Brokerage Services

- Acquisition
- Disposition
- Opinions of Value
- Due Diligence
- Consulting



April Simmons
Managing Director
(916) 960-5776
asimmons@tri-pm.com
CA DRE #01729593



John Gallagher
President
(916) 960-5777
jgallagher@tri-pm.com
CA DRE #01049566

TRI Property Management Services, Inc. @tri-pm.com Manufactured Housing



FEATURE ARTICLE

Rex Frazier | Personal Insurance Federation of CA

California's Insurance Crisis Must Be Addressed Quickly

The California property insurance market is still struggling. Years of state policy choices set the stage for today's troubles. The current crisis affects businesses, homeowners, and mobilehome parks, and the solutions are both complicated and difficult.

The core problems with California's insurance market are threefold:

1. California has an antiquated price control system that prevents rates from reflecting true risk.
2. It takes way too long to receive approval from the California Department of Insurance (CDI) for a rate change.
3. The California FAIR Plan will bankrupt the insurance industry if it is not reformed. Fortunately, the state can fix each of these problems.

There is no doubt that Insurance Commissioner Ricardo Lara inherited a bad situation because of decisions made (and not made) by the previous Insurance Commissioner, Dave Jones.

Commissioner Jones refused all reasonable proposals to fix the problems we knew about during his tenure from 2010–2018. Instead of updating our old-fashioned system, he doubled down to keep it and, instead, provoked conflict

with the insurance industry — culminating in litigation with California's largest insurer, State Farm, when he ordered their property rates to be reduced by 7% and directed them to refund \$75 million in "excess premiums" collected.

After five years and millions in legal expenses, he lost the case entirely. Meanwhile, he publicly talked about the dangers of climate change and a hotter, drier future. Did he think this future would involve fewer insured losses requiring rate reductions? This was a devastating period for insurers.

After the fires of 2017 and 2018 resulted in insured losses equal to 24 years of insurer underwriting profit, the property insurance market reacted predictably — by shrinking.

Fortunately, Commissioner Lara has accurately diagnosed the problems and has proposed a comprehensive set of solutions, which he calls the "Sustainable Insurance Strategy" (SIS), which insurers view as reasonable, but not ideal.

As for the antiquated price control system, Commissioner Lara has agreed to two critical reforms. First, he will allow insurers to predict future wildfire losses using forward-looking models — rather than the current system, which requires insurers to use their average wildfire losses over the last 20

years. Why, when we are so worried about a hotter, drier future, should insurers predict future losses by looking back 20 years?

Second, he will allow insurers to include their actual costs of reinsurance when calculating their rates. Currently, California prohibits this. Insurers buy reinsurance from global insurers to increase their financial capacity to insure Californians.

Without reinsurance, insurers would only have enough financial capacity to serve 60%–70% of California homes. California is the only state remaining in the country with this approach.

Commissioner Lara understands these policy choices are causing our current problems, but he is requiring insurers to demonstrate that using these tools will result in increased insurer service of high-risk areas. While no other state requires this, insurers have agreed to this requirement.

As for the timing of rate approvals, California needs to improve. Current law promises a 60-day approval time. But the reality is that rate filings are a minimum of six months and, often, can go longer than a year. High inflation eats away the benefits of long-delayed rate approvals.

Commissioner Lara has agreed to a new system, requiring the CDI to

publish its rate review status at 60 days and every 30 days thereafter.

After 120 days, the CDI would be required to make an offer to an insurer about which rate it would approve. Currently, insurers can go months with no update on their rate reviews.

Lastly, the California FAIR (Fair Access to Insurance Requirements) Plan could take down the insurance industry. The FAIR Plan is the market of last resort. It is *NOT* a government program.

There is no taxpayer backstop for it. It is a high-risk source of fire insurance that satisfies mortgage lender requirements. If it runs out of money, California law requires property insurers to refund it, on an unlimited basis.

Current law does not address whether insurers can recoup that money from their policyholders.

Commissioner Lara has proposed that insurers be liable for up to \$1 billion a year of assessments, but could recoup any additional FAIR Plan assessments from their customers. This is an important reform to prevent insurer insolvencies following massive FAIR Plan assessments.

Overall, insurers view the SIS as containing the necessary reform elements to allow renewed operations in California.

Commissioner Lara's staff is attempting to finalize regulations to implement the SIS by the end of this year, which would allow insurers to make new, modern filings by mid-2025.

With these reforms, we can collectively turn our focus away from bad policy choices and toward hazard and risk reduction. Importantly, we face a difficult discussion about landscape and community mitigation standards. For many communities

that enjoy natural splendor, a discussion about vegetation management and development into high-risk areas will be difficult. We look forward to this next step. ■

Rex Frazier serves as President of the Personal Insurance Federation of California. He represents PIFC's member companies before the California State government and provides advice on legislative, regulatory, litigation, and political matters. He can be reached at 916.442.6646, or by email at rfrazier@pifc.org.

Don't miss the helpful tools **WMA** offers to members at the **RESOURCE CENTER.**

wma.org/resource-center

METERMAN INC



UTILITIES PRO

951-672-6909

GAS • WATER • ELECTRIC • SEWER

Beyond The Meter Installers



Servicing mobile home parks since
1991! *Call us today ...*

951-672-6909 / Metermaninc.com



- Directional Boring
- Utility Pipeline, transformer Installation & Repairs
- Fire Hydrant/Backflow Testing & Installation
- Cathodic Protection & Gas Leak Surveys
- Operator Qualification
- O&M / Subpart N Manuals & certifications

24 hour emergency service
Competitive Bids & pricing!

C-10 C-16 C-36 A GENERAL ENGINEERING CA 729180 Owner: Randy Cornelius



FEATURE ARTICLE

Frank Kalcic | Kalcic Properties, Inc.

A New Legislature Presents New Opportunities

Now that the 2024 election has come and gone, candidates who won in the election are preparing to be sworn into office on December 2, which marks the beginning of the 2025–26 legislative session.

WMA had many successes last year, including: defeating statewide rent control, stopping an effort to give tenants a right of first refusal to purchase a mobilehome park, and requiring park managers to certify under penalty of perjury that they can help facilitate evacuations of their mobilehome park in the event of a natural disaster.

We do not yet know the threats that await us in the Legislature in 2025, but our WMA legislative team is busy building relationships with the more than 35 new lawmakers elected on November 5.

The number of moderate Democrats in the Senate and Assembly increased substantially in the election, and the Republicans gained seats for the first time in several election cycles.

Theoretically, this should help us stop many of the bad legislative ideas introduced by progressive liberals who believe housing should be free and that property owners are just greedy people taking advantage of the poor.

The ideological makeup of the 2025–26 Legislature is decidedly more centrist than years past, and our legislative team is actively re-

cruiting authors for new laws that may help mobilehome parkowners continue providing housing for our tenants around the state.

The Legislative Committee is working on drafting specific language for bills with our staff, our legal advisors, and our members.

Because of the composition of the incoming Legislature, our goal is to be more proactive on the legislative front while also defending our industry from lawmakers who do not share a fundamental belief in private property rights.

As we progress through the next year, my hope is that our members will once again step up and become involved in the legislative process by contacting lawmakers when asked to do so by our legislative team. Last year, the thousands of messages our members sent to lawmakers about the most impactful bills helped secure the ultimate defeat of those bills.

I further hope our members will make themselves available and participate in educational park tours with key lawmakers that are being arranged by our WMA staff.

These park tours allow lawmakers and policy makers to view and learn firsthand the challenges our industry faces every day because of laws passed in Sacramento.

These tours were instrumental in WMA defeating bills that would

have hindered our ability to operate quality parks in California.

Dozens of parkowners have participated in these tours, and they often lead to long-term relationships between parkowners and legislators — something highly encouraged by our legislative team.

Our staff at WMA does the best they can to defend us and make policy arguments on our behalf, but there is no real substitute for a parkowner talking to a lawmaker he or she personally knows about the impact of proposed legislation affecting our industry.

We assume another effort to impose statewide rent control on mobilehome parks will be made. We also assume tenant groups will find a legislator to introduce a bill to give tenants a right of first refusal to purchase a mobilehome park.

Our legislative team believes that the increased number of centrist Democrat lawmakers, elected in large part because of the WMA PAC, may help convince their more liberal colleagues about the negative consequences of targeting manufactured housing communities that already have a difficult time staying in business and providing quality housing options for their residents.

The WMA PAC supported many centrist Democrats because of their proven history of supporting private property rights.

800.346.7958



ALBANO
INSURANCE SOLUTIONS
License #0442296

WE HAVE THE SOLUTION

Industry Leaders in Mobilehome Park Business Since 1957

We are a full service independent insurance agency with a broad range of carriers for all types of **COMMERCIAL** and **PERSONAL Insurance** needs.

- Access to Hard to Place Property Markets
- General Liability, Property and Package Policies
- Flood Including Flood Business Income
- Difference in Conditions (Earthquake & Flood)
- Tenant Discrimination
- Excess/Umbrella Liability
- Mobilehome Dealers
- Employment Practices Liability
- Property Managers E&O
- Many more coverage options available



CONTACT US

Megan Mckinnon (mmackinnon@albanoins.com)

Angie Heinz (aheinz@albanoins.com)

Megan Ellinghouse (megan@albanoins.com)

Josh Horch (josh@albanoins.com)

albanoins.com

Over the next couple of months, we will know which legislators are serving on policy committees that have jurisdiction over mobilehome parks.

Most bills in the Assembly go through the Housing and Community Development Committee; in the Senate, they tend to go through the Senate Judiciary Committee.

Because there are more moderates in the Legislature, WMA will be lobbying the Speaker of the Assembly and the President Pro Tempore of the Senate to select committee members who believe in private property rights.

Regardless of who ends up serving on these committees, however, it

will be essential to have our members become involved in passing laws WMA supports and defeating those we oppose.

I know we are all busy with running our businesses, but spending a little bit of time getting involved in the legislative process is worth the effort. It is important to defend our ability to keep operating with minimal interference from Sacramento.

Thank you for being a member of WMA. Our staff works very hard. They also work smartly and efficiently. With your support, they have accomplished more than we could have realistically expected.

Hopefully, we can continue the successes we have enjoyed and benefited from in recent years.

Have a great holiday season and get some rest because the Legislature will soon be in full swing. We can repeat the successes of the past few years, but it is going to take all of us working together. ■

Frank Kalcic is Managing Partner of Kalcic Properties. He is also Chair of WMA's Legislative Committee.

See past issues of the *Reporter* at wma.org/wma-reporter.

Alston, Alston & Diebold

Attorneys at Law



*Representing owners and operators of
manufactured home communities in California.*

Alston, Alston & Diebold is a law firm specializing in mobilehome park law and general business litigation. We have extensive experience in evictions, failure-to-maintain actions, discrimination, rent control, park closures, leases and rules. Other areas of emphasis include: corporate and LLC formation, real estate, business, and employment law.

27201 Puerta Real, Suite 300, Mission Viejo, CA 92691
phone 714.556.9400 ♦ fax 714.556.9500 ♦ email: info@aadlawyers.com ♦ aadlawyers.com



THE LEADER IN MOBILE HOME PARK SOLAR

FULL-SERVICE PROVIDER OF SOLAR INTEGRATION, MONITORING & MAINTENANCE,
ELECTRICAL CONTRACTING, ENERGY MANAGEMENT SOLUTIONS, AND UTILITY UPGRADES.



CLSB # A, C10-972616

WWW.SHOREBREAKENERGY.COM
949.502.0800

TURNKEY UTILITY UPGRADES & SERVICES

- ELECTRIC
- GAS
- WATER
- SEWER
- EXPANSIONS
- STORM DRAIN



"We are very pleased with Shorebreak Energy and their team on the execution of our solar energy systems. Their turnkey solar and infrastructure solutions have become a valuable tool in upgrading our communities."

- Pat Zilis - President Hometown America



STORZ MANAGEMENT COMPANY

MANAGEMENT SERVICES FOR MANUFACTURED HOME COMMUNITIES



“CREATING VALUABLE
COMMUNITIES SINCE 1971”



WHAT SETS US APART

UNRIVALED EXPERIENCE
40+ YEARS

PURCHASING POWER
UNIQUE ACCESS FOR
CLIENTS

LEADER IN INNOVATION
NEWEST TECHNOLOGY FOR
IMPROVED EFFICIENCY

**PROPRIETARY SYSTEMS
AND TECHNIQUES**
INCREASED ASSET VALUE

READY TO PUT YOUR
INVESTMENT IN EXCEPTIONALLY
CAPABLE HANDS?



LET'S GET IN TOUCH!

(916) 989-5333
INFO@STORZCO.COM
STORZCO.COM



800-541-5559 info@americanasphalt.com 24200 Clawiter Road, Hayward, CA 94545

We Pave The Way To A Beautiful Community

Since 1983, we have been your trusted advisors in the mobile home community for asphalt and concrete pavement maintenance including:

- ✓ Asphalt Repairs
- ✓ Concrete
- ✓ Sealcoating
- ✓ Slurry Seal
- ✓ Striping



Registration Form



MANUFACTURED HOUSING COMMUNITY MANAGER

WMA MCM 2025 Update on New Laws Webinar

Thursdays,
January 16, 2025
January 23, 2025
or
January 30, 2025

Register Today!
Limited Space Available!

New Laws Effective
January 2025

Join us for an informational webinar. Our presenters will discuss new laws impacting the mobilehome industry such as AB 2247, AB 2387, SB 1190, SB 1408, and many more.

Attendees will be able to ask questions toward the end of the webinar.

Participants will earn six units of MCM credits. Webinar will be 1.5 hours in duration.

All details can be found at wma.org/NewLawsJan25.

For online registration, go to
wma.org/event-registration.

Name _____ Email Address _____

Name _____ Email Address _____

Community/Firm _____ Membership # _____

Address _____ City, State _____ Zip _____

Phone Number _____ Fax Number _____

Registration Fees

Registrations for	Member Rate	Non Member Rate	Sub Totals
January 16	\$149	\$298	\$ _____
January 23	\$149	\$298	\$ _____
January 30	\$149	\$298	\$ _____
		# of Registrants	X _____
		Grand Total	\$ _____

Dates: January 16, January 23 or January 30
Time: 10:00 – 11:30 a.m.

This webinar will be presented via Zoom. Link will be sent prior to the webinar in a separate email. To ensure registration is received, contact info@wma.org.

Registration Policies: To qualify for member rates, attendees must be either community owners or managers of member communities, work directly for a S&I member or be directly employed by a member management company. Managers or assistant managers directly employed by a non-member community, but managed by a member management company, do not qualify for member rates.

No refunds for "no shows." Please register at least five business days prior to the event. **Full payment for registrations must be received prior to the event. Zoom link will be provided 48 hours prior to the webinar. Contact info@wma.org for assistance.**

Please return this form with your check or credit card information completed below.

Confirmations will be delivered via email; course materials will be provided at the seminar. **Protect your financial information — please DO NOT email this form to WMA. Faxing is a secure protocol.**

Check/Money Order Visa Mastercard AMEX Discover

Name on Card _____

Card # _____ Exp _____

Billing Address _____

City _____ State _____ Zip _____

Signature _____ Email Address _____

address 2295 gateway oaks drive, suite 240 | sacramento, ca 95833
phone 916.448.7002 | fax 916.448.7085 | email info@wma.org



We build beautiful,
affordable homes

At Manufactured Home Works, we use our extensive experience and knowledge to provide the widest variety of services for manufactured homeowners, potential buyers, and the owners and managers of land lease communities in Southern California. We pledge to work tirelessly to ensure that your residents become happy homeowners. Our time-honored values form our time-tested practices.

In Southern California us at **1-800-NEW-HOME**
Outside of Southern California call us at 714-600-2054
or visit www.home-works.net

INDUSTRY LEGISLATION

December 2024 | Provided by *CapitolTrack*

LEGISLATION SPONSORED BY WMA

[AB 661](#)

(Patterson, Joe)

Utility services: electronic communication.

The Mobilehome Residency Law, prescribes various terms and conditions that regulate tenancies in mobilehome parks. That law requires management to post written notice on the mobilehomes of all affected homeowners and residents of a mobilehome park of an interruption in utility service at least 72 hours in advance, as specified. This bill would authorize management, upon voluntary, written consent, as defined, of the homeowner or resident, to provide that notice through electronic communication, as defined.

Sponsored by WMA

Position: Sponsored

Status: 6/26/2024 - Signed into law

[AB 3200](#)

(Hoover)

Master-metered mobilehome parks and manufactured housing communities: transfer of water systems.

Would require the Public Utilities Commission to authorize and establish a pilot program for specified water corporations to accept the transfer of ownership and operational responsibility of water systems in master-metered mobilehome parks or manufactured housing communities, and provide that the exemption described above does not apply to the maintenance or provision of water service by a water corporation pursuant to that pilot program, as specified. The bill would authorize the owner of a master-metered mobilehome park or manufactured housing community that provides water service to residents to transfer ownership and operational responsibility to the water corporation providing service in the area in which the park or community is located, or as the park or community owner and the serving water corporation mutually agree. The bill would impose specified duties on a water corporation and on the owner of the mobilehome park or manufactured housing community in connection with the transfer. The bill would require the commission to establish procedures for initiating and completing the transfer, as provided, including by requiring the owner of the mobilehome park or manufactured housing community to provide written notice of the intent to transfer ownership and operational responsibility of a water system in a mobilehome park or manufactured housing community to the water corporation. The bill would require the commission to authorize the water corporation to recover in its revenue requirement and rates all costs to acquire, improve, upgrade, operate, and maintain transferred mobilehome park or manufactured housing community water systems. The bill would also require the commission to adopt a standard form contract for these transfers that would be the basis for an expedited approval of the transfer. The bill would prohibit costs related to the transfer of ownership process from being passed through to the park or community residents, but would provide that those costs would be recoverable in rates. The bill would authorize the mobilehome park or manufactured housing community owner, by written notice, to stop the transfer process at any time.

Sponsored by WMA

Position: Sponsored

Status: Assembly Dead

[SB 1108](#)

(Ochoa Bogh)

Mobilehome parks: notice of violations.

The Mobilehome Parks Act establishes requirements for the construction, maintenance, occupancy, use, and design of mobilehome parks. Current law generally requires the Department of Housing and Community Development to enforce the act, except that a city, county, or city and county may assume the responsibility for the enforcement of the act upon the approval of the department, as provided. Current law makes a violation of the act a crime. Current law, until January 1, 2025, requires an enforcement agency, after conducting an inspection and determining that a violation exists, to issue a notice to correct the violation to the registered owner of the manufactured home or mobilehome and provide a copy to the occupant thereof, if different from the registered owner. Current law requires the registered owner to be responsible for the correction of any violations for which a notice of violation has been given. For violations other than imminent threats to health and safety, as provided, current law requires the notice of violation to allow 60 days from the postmarked date of the notice or date of personal delivery for the elimination of the condition constituting the alleged violation. Current law repeals these provisions on January 1, 2025. This bill, commencing January 1, 2027, would require an enforcement agency that issues a notice of violation to be responsible for exhausting all administrative and legal recourse against a resident who fails to correct violations before looking to the mobilehome park owner or operator for corrective action, as provided. By requiring local officials to perform these additional duties, the bill would impose a state-mandated local program.

#1

MULTIFAMILY & COMMERCIAL RE COMPANY IN THE WORLD

CBRE Manufactured Housing & RV Resorts (MHRV)

FINANCED



110 SITES - BAY AREA, CA
Life Insurance Company

FOR SALE



382 SITE PREMIER MHC
Western US (please contact us)

FINANCED



100 SITES - MINNESOTA
Credit Union Financing

FOR SALE



STABLE W/STRONG OCCUPANCY
Lancaster, California

FINANCED



230 SITES - SOUTHERN ARIZONA
Credit Union Financing

FOR SALE



MHC IN COMPETITIVE MARKET
Hemet, California

TRANSACTIONED



200+ SITE 4 STAR MHC
Los Angeles County

FOR SALE



FILL AND RATE UPSIDE MHC
Las Vegas, Nevada

The above includes featured current activity.
Please contact to review additional offerings and sales information.

Recent & Proven Sales History

200+ Site 4 Star MHC - California

62 Site MHC - California

125+ Space 55+ MHC - Pacific Northwest

400+ Space MHC - Southwest

62 Space All Age MHC - California

12 Space 55+ MHC - Oregon

Park Sales, Lending & Advisory

Park Sales

Park Loans



NORM SANGALANG
SENIOR VICE PRESIDENT
CA LIC. 01294930
+1 619 944 6676
norm.sangalang@cbre.com



ERIK EDWARDS
SENIOR VICE PRESIDENT
CA LIC. 01841329
+1 760 402 1942
erik.edwards@cbre.com

The **Leading Team** of Park Brokers

- National Top Producing MH/RV Sales
- Client Focused Reputation & Outcomes
- Serving Family, Private & Institutional Clients

& Park **Lending Solutions**

- Direct to Fannie Mae & Freddie Mac
- Complete CMBS, bank, life co, debt fund access
- Broadest range of possible lenders & structures



Top Producers

MHRV
Specialists



300+

Career Sales
Transactions



Since the 90s

Park Specialists
For 25+ Years

**Call us to sell,
buy or refi today**

+1 619 944 6676

CBRE

Position: Sponsored

Status: Senate Vetoes

LEGISLATION OPPOSED BY WMA

[AB 2022](#)

(Addis)

Mobilehome parks: emergency preparedness.

The Mobilehome Parks Act generally regulates various classifications of mobilehome and related vehicle parks and imposes enforcement duties on the Department of Housing and Community Development (department) and local enforcement agencies. Current law requires every park with 50 or more units to have a person who is responsible for, and will respond in a timely manner to, emergencies concerning the operation and maintenance of the park that resides in the park and has knowledge of emergency procedures relative to utility systems and common facilities under the ownership and control of the owner of the park, and familiarity with the emergency preparedness plans for the park. This bill would, starting January 1, 2027, require that person who is responsible for emergencies concerning the operation and maintenance of the park to have knowledge of emergency procedures relative to access to park entrances and exits.

Position: Oppose

Status: Assembly Vetoes

[AB 2399](#)

(Rendon)

Mobilehome park residences: rental agreements: Mobilehome Residency Law Protection Program.

The Mobilehome Residency Law, governs the terms and conditions of residency in mobilehome parks and prescribes the content of a rental agreement for a tenancy. Current law requires that a copy of the Mobilehome Residency Law be provided as an exhibit and incorporated into the rental agreement by reference, as specified. Current law also requires that a copy of a specified notice containing the rights and responsibilities of homeowners and park managers be included in the rental agreement and requires management to provide a copy of the notice to all homeowners each year, as specified. The Mobilehome Residency Law Protection Act, until January 1, 2027, establishes the Mobilehome Residency Law Protection Program within the Department of Housing and Community Development, which requires the department to provide assistance in taking complaints, and helping to resolve and coordinate the resolution of those complaints, from homeowners relating to the Mobilehome Residency Law. This bill would require the above-specified notice to additionally include information about the Mobilehome Residency Law Protection Program, as specified.

Position: Oppose

Status: 9/22/2024 - Signed into law

[AB 2539](#)

(Connolly)

Mobilehome parks: sale: notice: right of first refusal.

The Mobilehome Residency Law requires the owner of a mobilehome park who enters into a written listing agreement with a licensed real estate broker for the sale of the mobilehome park or who offers to sell the mobilehome park to any party to provide written notice of the owner's intention to sell to specified members of a resident organization formed by homeowners for purposes of converting the mobilehome park to condominium or stock cooperative ownership interests and for purchasing the mobilehome park. Current law requires the owner to provide this notice not less than 30 days nor more than one year before entering into the listing agreement or offering to sell the mobilehome park. Current law prohibits an offer to sell a park from being construed as an offer unless it is initiated by the park owner or their agent. Current law provides various exceptions to this notice requirement, including that no notice is required unless the resident organization has first furnished the park owner or park manager with a written notice of the name and address of the president, secretary, and treasurer of the resident organization, as specified. This bill would require the owner to provide the above-described notice if they accept an offer from any buyer. The bill would also require the owner to provide the above-described notice to all residents of the mobilehome park and the Department of Housing and Community Development not less than 120 days nor more than one year before entering into the listing agreement or offering to sell the mobilehome park. The bill would grant the resident organization a right of first refusal to the mobilehome park and give them 120 days from the time they receive the above-described notice to make an offer.

Position: Oppose

Status: Assembly Dead

[AB 2778](#)

(Muratsuchi)

Mobilehome Affordability Act: mobilehome parks: rent caps.

Would enact the Mobilehome Affordability Act. The bill would prohibit the management of a mobilehome park from increasing the gross rental rate for a tenancy for a mobilehome space more than 3% plus the percentage change in the cost of living, as defined, or 5%, whichever is lower, of the lowest gross rental rate charged for a tenancy at any time during the 12 months prior to the effective date of the increase, as specified. The bill would prohibit management from increasing the gross rental rate for a tenancy in more than 2 increments over a 12-month period, after the tenant maintains the tenancy over a 12-month period. Notwithstanding these provisions, the bill would authorize management to increase the rental rate by 5% after a transfer of a mobilehome park, as specified.

Position: Oppose

Announcing WMA's Anniversary in 2025



The 80th anniversary is symbolized by the mighty oak tree.

Strong, resolute, and enduring.

Much like WMA's steadfast commitment to providing outstanding services to you, our loyal members.

May we continue to thrive and grow taller together as we celebrate this milestone anniversary.

Thank you for your membership in WMA.

More details coming soon in 2025!

Status: Assembly Dead

[SB 1095](#)

(Becker)

Cozy Homes Cleanup Act: building standards: gas-fuel-burning appliances.

The Manufactured Housing Act of 1980 (the “act”), requires the Department of Housing and Community Development coach. The act defines “manufactured home” and “mobilehome” to mean a structure that meets specified requirements, including that the structure is transportable in one or more sections and is 8 body feet or more in width, or 40 body feet or more in length, in the traveling mode, or, when erected onsite, is 320 or more square feet, and includes the plumbing, heating, air-conditioning, and electrical systems contained within the structure. The act specifies that it does not prohibit the replacement of water heaters or appliances for comfort heating in manufactured homes or mobilehomes with fuel-gas-burning water heaters or fuel-gas appliances for comfort heating that are not specifically listed for use in a manufactured home or mobilehome, as specified. This bill would extend those provisions to also apply to electric water heaters and electric appliances for comfort heating that are not specifically listed for use in a manufactured home or mobilehome.

Position: Oppose_Unless_Amended

Status: Senate Dead

[SB 1103](#)

(Menjivar)

Tenancy of commercial real properties: agreements: building operating costs.

Current law requires a landlord of a residential dwelling to give notice to the tenant a certain number of days before the effective date of a rent increase depending on the amount of the increase, as specified. This bill would apply this requirement to leases of commercial real property by a qualified commercial tenant, as defined. The bill would specify, in all leases for commercial real property by a qualified commercial tenant, that a rent increase would not be effective until the notice period required by these provisions has expired. The bill would also specify that a violation of these provisions would not entitle a qualified commercial tenant to civil penalties. The bill would require a landlord of a commercial real property to include information on these provisions in the notice.

Position: Oppose

Status: 9/30/2024 - Signed into law

LEGISLATION SUPPORTED BY WMA

[AB 1999](#)

(Irwin)

Electricity: fixed charges.

Current law authorizes the Public Utilities Commission to adopt new, or expand existing, fixed charges, as defined, for the purpose of collecting a reasonable portion of the fixed costs of providing electrical service to residential customers. Under current law, the commission may authorize fixed charges for any rate schedule applicable to a residential customer account. Current law requires the commission, no later than July 1, 2024, to authorize a fixed charge for default residential rates. Current law requires these fixed charges to be established on an income-graduated basis, with no fewer than 3 income thresholds, so that low-income ratepayers in each baseline territory would realize a lower average monthly bill without making any changes in usage. This bill would prohibit modifications to the amount of the income-graduated fixed charge from exceeding changes in inflation, as provided. The bill would make the provisions authorizing the income-graduated fixed charge inoperative on July 1, 2028. The bill, commencing July 1, 2028, would instead permit the commission to authorize fixed charges that, as of January 1, 2015, do not exceed \$5 per residential customer account per month for low-income customers enrolled in the California Alternate Rates for Energy (CARE) program and that do not exceed \$10 per residential customer account per month for customers not enrolled in the CARE program.

Position: Support

Status: Assembly Dead

[AB 2247](#)

(Wallis)

Mobilehome Parks Act: enforcement: notice of violations: Manufactured Housing Opportunity and Revitalization (MORE) Program: annual fee.

The Mobilehome Parks Act establishes requirements for the construction, maintenance, occupancy, use, and design of mobilehome parks. Existing law requires the Department of Housing and Community Development to enforce the act, unless a city, county, or city and county has assumed responsibility for enforcement. A violation of these provisions is a misdemeanor. Current law requires an enforcement agency to enter and inspect mobilehome parks to ensure enforcement of the act, as specified. Current law requires an enforcement agency in developing its mobilehome park maintenance inspection program to inspect the mobilehome parks that the enforcement agency determines have complaints that have been made to the enforcement agency regarding serious health and safety violations in the park. Current law requires enforcement agencies, not less than 30 days before an inspection, to provide individual written notice of the inspection to the registered owners of the manufactured homes or mobilehomes, the occupants thereof, and the owner or operator of the mobilehome park, as specified. Existing law repeals these provisions on January 1, 2025. This bill would extend that repeal date to January 1, 2030.

Position: Support

Status: 9/22/2024 - Signed into law



*Dedicated to
Service,
Professionalism
And Integrity.*

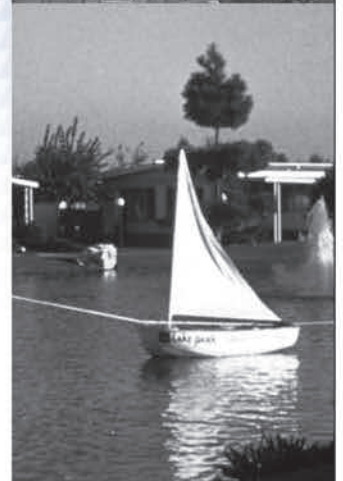


- ▶ **Insuring Manufactured Housing Communities Since 1964**
- ▶ **WMA Service and Industry Member Since 1970**
- ▶ **Licensed and Serving All of the Western United States**
- ▶ **A Full Service Insurance Agency Offering a Broad Range of Products Specific to the Need of the Manufactured Housing Community Owner**

Alvarado Pacific Insurance Services is happy to announce it's partnership with:



7777 Alvarado Rd., Ste. 605, La Mesa, CA 91941
Toll Free: 1-800-479-4600 tel: 619-668-4600
www.alvaradopacific.com
License 0520661



[AB 2291](#)

(Alanis)

Mobilehomes.

Current law requires the Department of Housing and Community Development, in administering the Mobilehome Residency Law Protection Program, to contract with one or more qualified and experienced nonprofit legal services providers and refer complaints selected for evaluation, and which are not resolved, to these nonprofit legal service providers for possible enforcement action, as specified. This bill would require the department to conduct regular surveys of complainants referred to a nonprofit legal services provider, as specified. The bill would require the department to monitor updates from a nonprofit legal services provider to detect any inappropriate denial of services and would require the department to respond immediately to correct any denials.

Position: Support

Status: Senate Dead

[AB 2387](#)

(Pellerin)

Mobilehome parks: additional lots: exemption from additional fees or charges.

The Mobilehome Parks Act (act) generally regulates various classifications of mobilehome and related vehicle parks, and imposes enforcement duties on the Department of Housing and Community Development and local enforcement agencies. The act authorizes any person to file an application with the governing body of a city or county for a conditional use permit for a mobilehome park. The act requires a person, before operating a mobilehome park, and each year thereafter, to obtain a valid permit from the enforcement agency in order to operate the park. The act also requires the owner of a mobilehome park to obtain a permit to create, move, shift, or alter park lot lines. This bill would, subject to specified exceptions, authorize an owner of an existing mobilehome park that is subject to, or intends to qualify for, a valid permit to operate the park, to apply to the enforcement agency to add additional specified lots to the mobilehome park not to exceed 10% of the previously approved number of lots in the mobilehome park, if the owner has not had their permit to operate suspended. The bill would require the owner to apply to the enforcement agency for, and obtain from the enforcement agency, all required permits pursuant to the act before adding additional lots. The bill would exempt the additional lots from any business tax, local registration fee, use permit fee, or other fee, except those fees that apply to the existing lots in the park, and would prohibit the owner from reducing the size of, or interfering with, certain existing facilities without first complying with specified requirements for creating, moving, shifting, or altering lot lines.

Position: Support

Status: 9/22/2024 - Signed into law

[AB 2997](#)

(Patterson, Joe)

Subdivisions: manufactured homes.

The Manufactured Housing Act of 1980 defines “manufactured home” for these purposes to mean a structure that meets specified requirements, including that the structure is transportable in one or more sections and is 8 body feet or more in width, or 40 body feet or more in length, in the traveling mode, or, when erected onsite, is 320 or more square feet, and includes the plumbing, heating, air-conditioning, and electrical systems contained within the structure. The California Environmental Quality Act (CEQA) requires a lead agency, as defined, to prepare, or cause to be prepared, and certify the completion of, an environmental impact report on a project that it proposes to carry out or approve that may have a significant effect on the environment or to adopt a negative declaration if it finds that the project will not have that effect. This bill would exempt the review and approval, conditional approval, or denial of a subdivision for a manufactured home development project from CEQA if the project satisfies specified conditions. In this regard, among other things, the bill would require the manufactured home development project to (1) be located on a site that is zoned for residential use and that is no larger than 10 acres, (2) consist of no more than 100 manufactured homes, and (3) include a childcare facility. The bill would require all of the housing units of the project be manufactured homes and subject to specified state building standards. The bill would require a project proponent subject to these provisions to certify to the local government that certain wage and labor standards will be met, including a requirement that all construction workers be paid at least the general prevailing rate of wages, as specified.

Position: Support

Status: Assembly Dead

[SB 1052](#)

(Seyarto)

Mobilehomes.

The Mobilehome Residency Law Protection Act, until January 1, 2027, establishes the Mobilehome Residency Law Protection Program within the Department of Housing and Community Development to assist in taking and resolving complaints from homeowners relating to the Mobilehome Residency Law. Current law requires the department, in administering the program, to contract with one or more qualified and experienced nonprofit legal services providers and refer complaints selected for evaluation, and which are not resolved, to these nonprofit legal service providers for possible enforcement action, as specified. This bill would require a nonprofit legal services provider contracted with the department to provide the department, in its role as the contract manager overseeing the performance of nonprofit legal services contracts, with full access to information regarding the status of each case and the services provided to complainants. The bill would prohibit laws relating to the attorney-client privilege or attorney work product doctrine that protect the confidentiality of communications or records from preventing disclosure, as

SCAN TO JOIN OUR
EMAIL LIST!



MARTINEZ & ASSOCIATES, INC.

BROKERAGE | PROPERTY MANAGEMENT | CONSULTING

Martinez & Associates, Inc. is an advisory commercial real estate brokerage firm specializing in the investment sales of Mobile Home Parks, Apartments Self Storage Centers, Campgrounds and RV Parks. For over 23 years, Martinez & Associates has represented both buyers and sellers to become the years, Martinez & Associates has represented both buyers and sellers to become the **preeminent** commercial brokerage firm in California. We have a **proven track record** of success that begins with a thorough understanding of our individual clients' goals and real estate needs.

Our **mission** is to **continuously analyze** our clients' real estate portfolios, **maximize revenue**, and seek out additional income streams for our clients by **increasing** their real estate holdings and **overall wealth**.

If you are curious about the current **value** of your commercial property, have questions regarding other properties in your area, or would like rental or sales **comps**, we would be happy to provide this information for you and your partners/family. We offer financial **analyses** and **market** information at **no cost or obligation** to you. Please contact us at one of our numbers below if you are interested in one or all of these services.

Additionally, if you are in need of **property management services** or currently employ a management company that is not fulfilling your properties needs, please contact us for a **free confidential evaluation** and to discuss our management approach and strategy. Our company employs a **team of high-level managers**, leasing agents, contractors, vendors and maintenance individuals who provide the best results for our properties and our clients. Let us show you how **we stand out** from other firms!

VMA's FEATURED LISTING'S

ORANGE GROVE TP



LOCATION: BAKERSFIELD, CA

SPACES: 51 TOTAL SPACES

LOT SIZE: 3.36 AC

PARK TYPES: ALL-AGE COMMUNITY

Contact Victor Martinez
at 909 945 8989 for
more information!

PINES SENIOR MHP



ADDRESS: 10530 WALKER DRIVE,
GRASS VALLEY, CA 95945

SPACES: 28 TOTAL SPACES

YEAR BUILT: -

LOT SIZE: 2.86 AC

PARK TYPE: ALL-AGE COMMUNITY

Contact Adrian Garcia
at 909 945 8878 for
more information!

JUST SOLD

VILLANOVA MHP



ADDRESS: 700 W VILLANOVA ROAD
OJAI, CA 93023

SPACES: 25 TOTAL SPACES

SALE PRICE: \$3,000,000

DEL CIELO MHP



ADDRESS: 3210 SANTA MARIA WAY
SANTA MARIA, CA 93455

SPACES: 185 SPACES

SALE PRICE: \$20,950,000

VMA OVERVIEW

325
TOTAL
LISTINGS
SOLD

23+
YEARS OF
EXPERIENCE

78+
MANAGED
PROPERTIES

5500+
MANAGED
SITES

FOR INFORMATION ON RECENT SALES, NEW LISTINGS OR A CONFIDENTIAL ANALYSIS CONTACT:

3595 INLAND EMPIRE BLVD,
BUILDING 2 - SUITE 2100
ONTARIO, CALIFORNIA 91764

VMA.COM

Victor M. Martinez

VICTOR@VMA.COM

909 945 8989

909 945 8929

866 759 8585

provided. To the extent any information disclosed to the department includes confidential information subject to the attorney-client privilege or work product protection, the bill would prohibit any described disclosure from constituting a waiver of that privilege or protection.

Position: Support

Status: Senate Dead

[SB 1211](#)

(Skinner)

Land use: accessory dwelling units: ministerial approval.

The Planning and Zoning Law authorizes a local agency, by ordinance, to provide for the creation of accessory dwelling units (ADUs) in areas zoned for residential use, as specified. That law prohibits, if a local agency adopts an ordinance to create ADUs in those zones, the local agency from requiring the replacement of offstreet parking spaces if a garage, carport, or covered parking structure is demolished in conjunction with the construction of, or is converted to, an ADU. This bill would also prohibit the local agency from requiring the replacement of offstreet parking spaces if an uncovered parking space is demolished in conjunction with the construction of, or is converted to, an ADU.

Position: Support

Status: 9/19/2024 - Signed into law

OTHER LEGISLATION

[AB 2187](#)

(Bryan)

Office of Tenants' Rights and Protections.

Current law provides that there is in state government, in the Business, Consumer Services, and Housing Agency, the Civil Rights Department under the direction of an executive officer known as the Director of Civil Rights, who is appointed by the Governor. Among other responsibilities, the department is required to issue publications that in its judgment will tend to promote goodwill and minimize or eliminate discrimination in housing, as specified. This bill would, upon appropriation by the Legislature, establish the Office of Tenants' Rights and Protections in the Business, Consumer Services, and Housing Agency, administered by a director appointed by the Governor, and would require that office to create and maintain an up-to-date, digestible, and language-inclusive list of statewide tenants' rights and protections.

Status: Assembly Dead

[AB 2216](#)

(Haney)

Tenancy: common household pets.

Would prohibit a landlord, before the landlord has accepted a prospective tenant's application for a dwelling unit, from asking the prospective tenant or otherwise inquiring into whether the prospective tenant plans to own or otherwise maintain a common household pet in the tenant's dwelling unit. The bill would require a prospective tenant, no later than 72 hours before entering into a rental agreement, to inform the landlord if the prospective tenant plans to own or otherwise maintain a common household pet.

Status: Senate Dead

[AB 2257](#)

(Wilson)

Local government: property-related water and sewer fees and assessments: remedies.

The California Constitution specifies various requirements with respect to the levying of assessments and property-related fees and charges by a local agency, including notice, hearing, and protest procedures, depending on the character of the assessment, fee, or charge. Current law, known as the Proposition 218 Omnibus Implementation Act, prescribes specific procedures and parameters for local jurisdictions to comply with these requirements. This bill would prohibit, if a local agency complies with specified procedures, a person or entity from bringing a judicial action or proceeding alleging noncompliance with the constitutional provisions for any new, increased, or extended fee or assessment, as defined, unless that person or entity has timely submitted to the local agency a written objection to that fee or assessment that specifies the grounds for alleging noncompliance, as specified. This bill would provide that local agency responses to the timely submitted written objections shall go to the weight of the evidence supporting the agency's compliance with the substantive limitations on fees and assessments imposed by the constitutional provisions. The bill would also prohibit an independent cause of action as to the adequacy of the local agency's responses.

Status: 9/25/2024 - Signed into law

[AB 2304](#)

(Lee)

Unlawful detainer: case records.

Current law requires the court clerk to allow specified persons access to case records, including the court file, index, and register of actions, filed in unlawful detainer actions that are limited civil cases. Current law requires that this access must be given to any other person 60 days after the complaint has been filed if judgment against all defendants has been entered for the plaintiff within 60 days of the filing of the complaint, and other persons as specified. Current law exempts from these requirements records in a case that seeks to terminate a mobilehome park tenancy if the statement of the character of the proceeding in the caption of the complaint clearly indicates that the complaint seeks termination of a mobilehome park tenancy. The bill would delete the exemption for access to case records for cases that seek to terminate a mobilehome tenancy, as specified.

Status: 9/27/2024 - Signed into law

Park Owners/Management Save Thousands with Factory Direct Wholesale Cost!

(And, You Get Our 36 years Experience at No Cost!)



Look What Our Clients Have to Say!

“Our home is beautiful, exactly as designed, and SUCH amazing quality.” – Shelby G., 2024

“We are so happy for our new home and the memories we'll be able to create, thank you for helping make this possible” – The Barbers, 2024

“We had a very positive experience. We love our home. The support the whole way through was excellent.” – Glen W., 2024

No Job is Too Big or Too Small! Plus, We Will Finance It!

- ✓ Sale & Removal of Existing Home
- ✓ Lot Prep, City Permits & Designing
- ✓ Delivery, Set-Up, Skirting, Steps
- ✓ Awnings, Sheds, Driveways, Walkways
- ✓ Utility Upgrades, A/C, Landscaping
- ✓ Project Supervision from Start to Finish

#1 Volume Dealer in California!

Visit our New Model Homes on Display! Locations to Choose From.
You Name It, We Have It. Homes Available at Every Price Point!



**We Have Homes In
Stock—Ready to Go!**

**Call Sean Feeney
(760) 801-6912**



[AB 2373](#)

(Rendon)

Mobilehomes: tenancies.

Current law makes it unlawful for a person to take various actions in connection with the construction and operation of a mobilehome park unless that person has a valid permit issued by the enforcement agency, as specified. The Mobilehome Residency Law governs the terms and conditions of residency in mobilehome parks and prescribes the content of a rental agreement for a tenancy. The Mobilehome Residency Law Protection Act, until January 1, 2027, requires the Department of Housing and Community Development to provide assistance in resolving and coordinating the resolution of complaints relating to the Mobilehome Residency Law. Under the Mobilehome Residency Law, management of the mobilehome park may only terminate a tenancy for certain reasons. These specified reasons include nonpayment of rent, utility charges, or reasonable incidental charges, or change of use of the park or any portion thereof. This bill would prohibit a tenancy from being terminated and a notice of termination from being issued for the above-described reasons unless the park has a valid permit to operate issued by the enforcement agency in accordance with certain provisions of the Mobilehome Parks Act.

Status: 9/22/2024 - Signed into law

[AB 2493](#)

(Pellerin)

Tenancy: application screening fee.

Current law authorizes a landlord or their agent, when they receive a request to rent a residential property, to charge an application screening fee to cover the cost of obtaining information about the applicant. Current law also prohibits a landlord or their agent from charging an applicant an application screening fee when they know or should have known that no rental unit is available at that time or will be available within a reasonable period of time, unless the applicant agrees in writing. Current law also requires a landlord or their agent, if an applicant that has paid an application screening fee makes a request, to provide a copy of the consumer credit report to the applicant who is the subject of that report. This bill would instead authorize a landlord or their agent to charge an application screening fee only if the landlord or their agent, at the time the application screening fee is collected, offers an application screening process, as specified. This bill would also prohibit a landlord or their agent from charging an applicant an application screening fee when they know or should have known that no rental unit is available at that time or will be available within a reasonable period of time.

Status: 9/29/2024 - Signed into law

[AB 2747](#)

(Haney)

Tenancy: credit reporting.

Would require a landlord of a dwelling unit of residential real property to offer any tenant obligated on a lease the option of having the tenant's positive rental payment information, as defined, reported to at least one nationwide consumer reporting agency, as specified. The bill would require, for leases entered into on and after April 1, 2025, the offer of positive rental payment information reporting to be made at the time of the lease agreement and at least once annually thereafter, and for leases outstanding as of January 1, 2025, the offer of positive rental payment information reporting to be made no later than April 1, 2025, and at least once annually thereafter. The bill would authorize a tenant to request, and would require a landlord to provide, additional copies of the written election of positive rental payment information reporting at any time. The bill would authorize a tenant who elects to have positive rental payment information reported as described in these provisions to subsequently file a written request to stop that reporting and would require the landlord to comply with that request. The bill would prohibit a tenant who stops positive rental payment information reporting from electing reporting again for at least 6 months. The bill would authorize a landlord to charge a tenant that elects to have positive rental payment information reported the lesser of \$10 per month or the actual cost to the landlord to provide the service, unless the landlord does not incur any actual cost to provide positive rental payment reporting. The bill would prohibit a landlord from taking certain actions if a tenant fails to pay the landlord's rent reporting charge. The bill would exempt from these provisions a landlord of a residential rental building that contains 15 or fewer dwelling units, unless specified conditions are met, and an assisted housing development, as defined.

Status: 9/19/2024 - Signed into law

[SB 1148](#)

(Blakespear)

Electrical service: master meters.

Current law requires the Public Utilities Commission to require every residential unit in an apartment house or similar multiunit residential structure, condominium, or mobilehome park issued a building permit on or after July 1, 1982, with certain exceptions, to be individually metered for electrical and gas service. This bill would add an exception from the requirement that every residential unit be individually metered for electrical service for a multifamily site, as defined, that includes deployment of an electrical generation and energy storage facility and that meets specified requirements, including, among other things, that deployment of the electrical generation and energy storage facility is capable of providing backup electricity to the multifamily site using renewable energy resources, that the owner of the multifamily site does not increase rent in association with the costs of the deployment's components or lease agreement, that each tenant's electricity costs are less than what the effective fully bundled rate would have been if billed by the relevant load-serving entity, and that the owner bills the nonresidential meters and residential tenants for electricity usage directly, as measured by private submeters installed by the owner for each individual unit at the site, as specified.



Keeping All Your Utilities Running Smoothly

24/7

**Electric, Gas and Water Utility Contractor
Beyond the Meter Gas and Electric Services**

Family owned and operated since 1970

Orange • Riverside • San Bernardino • Los Angeles • San Diego

24-Hour Emergency
714-630-3377

www.PSUC.net

714-630-3374
800-724-5757

Position: Neutral

Status: Senate Dead

SB 1190

(Laird)

Mobilehomes: solar energy systems.

This bill would make any covenant, restriction, or condition contained in any rental agreement or other instrument affecting the tenancy of a homeowner or resident in a mobilehome park, in a subdivision, cooperative, or condominium for mobilehomes, or in a resident-owned mobilehome park that effectively prohibits or restricts the installation or use of a solar energy system, as defined, on the mobilehome or the site, lot, or space on which the mobilehome is located void and unenforceable. The bill would make it unlawful for the management or the ownership to prohibit or restrict a homeowner or resident from installing or using a solar energy system on the home or the site, lot, or space on which the mobilehome is located or to take other specified actions in connection with the installation or use of a solar energy system, except as specified. The bill would exempt imposition of reasonable restrictions on solar energy systems, as defined. The bill would require a solar energy system to meet applicable health and safety standards and requirements imposed by state and local permitting authorities. The bill would make any entity that willfully violates these provisions in a subdivision, cooperative, or condominium for mobilehomes, or a resident-owned mobilehome park liable to the homeowner, resident, or other party for actual damages occasioned thereby, and for a civil penalty paid to the homeowner, resident, or other party in an amount not to exceed \$2,000.

Status: 7/18/2024 - Signed into law

SB 1408

(Roth)

Mobilehome parks: vehicle removal.

The Mobilehome Residency Law authorizes management, upon the expiration of 7 days, to remove a vehicle from a driveway or designated parking space, when the vehicle remains in violation of a park rule, as specified. Current law provides an exception from these provisions for vehicles that pose a significant danger, as specified. This bill would prohibit management from removing a vehicle used or required by the homeowner for work or employment, or which advertises any trade or services on the vehicle, from a homeowner's or resident's driveway or designated parking space, or a space provided by management for parking vehicles, unless any part of that vehicle extends into the park roadway or otherwise poses a significant danger, as specified.

Status: 7/2/2024 - Signed into law

SB 1474

(Allen)

Public utilities: intervenor compensation.

Current law provides compensation for reasonable advocate's fees, reasonable expert witness fees, and other reasonable costs to public utility customers for preparation for and participation in a hearing or proceeding of the Public Utilities Commission. Current law requires the commission to award a customer compensation if certain requirements are satisfied, including that the customer's presentation makes a substantial contribution to the adoption of the commission's order or decision. Current law requires a customer who intends to seek compensation to file and serve on all parties to the proceeding, within 30 days after the prehearing conference is held, a notice of intent to claim compensation. This bill would instead require a customer who intends to seek compensation to file and serve on all parties to the proceeding a notice of intent to claim compensation within 30 days after the prehearing conference is held or within 30 days of becoming a party to the proceeding, whichever is later.

Status: Senate Dead

Copyright © 2008-2024 CapitolTrack. All rights reserved.



visit us at: Ire-inc.com

183 Sargent Court
Monterey, CA 93940

t: 831.373.3013
f: 831.373.2582

email: amhpkng@gmail.com

RECENTLY SOLD

- Bel-Aire MHP — Riverside County
- Las Encinas MHP — Ventura County
- Pond-Derosa MHP — Monterey County
- Arlington Heights MHP — Plumas County
- Woodgate MHP — Contra Costa County

IN ESCROW

4-star mhp, El Dorado County

Want to check the market? Call for a no-obligation value!

2025
WMA's
Editorial
Calendar



reporter

Dear Reader,

Do you have an article idea for the *Reporter*? The *Reporter* features articles by industry experts, providing valuable management tips, information on property rights, legislation, utility systems, legal issues and a host of other topics.

Would you like to write an article? We are always looking for writers!

Do you want to advertise in the *Reporter*? Each month, WMA has a topic-themed magazine. See the Editorial Calendar on the next page of this issue for each month's topic. To advertise in the *Reporter*, go to wma.org/news-0 and download the 2025 Editorial Calendar for the monthly topics, submission dates, color, sizing, and pricing information.

Contact Regina Sánchez
regina@wma.org or 916.288.4034

GREGORY BEAM & ASSOCIATES, INC

We represent mobilehome park and RV community owners and management companies in all aspects of mobilehome/RV law.

We are dedicated to providing personalized representation, advice and counseling in areas such as:

- Warehouse liens, abandonments and foreclosures
- Enforcement of rules
- Evictions
- Residency Documents
- Zoning and land use issues

With over 30 years of experience, we provide the most accessible, cost efficient, responsive team of attorneys and paralegals to serve your specialized needs.

We are a full-service law firm to meet our clients' general business needs as well, including real estate law and business litigation.

Gregory B. Beam, Esq.
949.598.5800

25201 Paseo De Alicia, Suite 105, Laguna Hills, CA 92653

2025 EDITORIAL CALENDAR

WESTERN MANUFACTURED HOUSING COMMUNITIES ASSOCIATION

WMA Reporter

Regina Sánchez
Director of Communications & Events
Advertising Sales & Submissions
Extension 4034
regina@wma.org

916.448.7002 or 800.669.8847

WOULD YOU LIKE TO
write an article?
Want to advertise?
Here are all the
details on submitting
information to us!

wma.org

ISSUE	TOPIC	ADVERTISING/ARTICLE DEADLINE
January 2025	2024 Convention Highlights	December 6, 2024
February	WMA & Your Communities	January 10, 2025
March	Lending and Finance	February 7, 2025
April	Property Rights	March 7, 2025
May	Membership	April 4, 2025
June	Utilities	May 2, 2025
July	Local Government/Grassroots	June 6, 2025
August	2025 Convention Preview	July 3, 2025
September	Political Action	August 1, 2025
October	2025 Convention & Expo Program	August 29, 2025
November	Property Management and Resident Relations	October 3, 2025
December	State Legislation	November 7, 2025
January 2026	2025 Convention Highlights	December 5, 2025

Editorial Calendar is subject to revision.



Don't forget to order copies of the 2025 Rights & Responsibilities

Please note that AB 2399 (Rendon) was signed into law, which amends the Notice of Rights and Responsibilities. Changes were made to the form this year, and by law, you must provide this information to all residents annually.

Go to wma.org
and search for 2025 Rights & Responsibilities
to order now!



Look for your Service & Industry LISTING Contract to be emailed soon! The forms will be emailed to the main contact person listed in our database. All updates are due by January 10, 2025.

This information goes into the printed *S&I Directory* and on WMA's website.

There are advertising opportunities in the *Directory* too. Make sure you reserve your space now!

For any queries, please contact Regina Sánchez at regina@wma.org or 916.288.4034.



Western Manufactured Housing Communities Association (WMA) WMA Application for Service and Industry Membership — 2024 –2025

Service and Industry (S&I) Membership:

Consists of manufacturers of homes, sellers of homes, and suppliers of materials, products, or services related to the manufactured housing industry, or firms engaged in the business of management and marketing services on behalf of community owners. See the listing below to determine if your company falls within this membership category.
(Note: Firms owning mobilehome/manufactured housing communities must maintain Community Membership for each property.)

COMPANY INFORMATION

FIRM NAME _____

STREET ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ EMAIL _____

CONTACT NAME _____

CONTRACTOR'S, BROKER'S, ENGINEER'S, OR OTHER LICENSE # _____ STATE IN WHICH ISSUED _____

TITLE OF LICENSE _____ REGION SERVED _____

DESCRIPTION OF COMPANY SERVICES — Describe services(s) provided and/or types of products sold. This description will be included in your company's listing in WMA's S&I Directory, and the "Industry Services" section of our website. Limit is 40 words.

Listing Category (Select from the list below): _____

- | | | |
|-----------------------------------|--------------------------------------|--|
| Accounting | Construction and Materials | Manufactured Home Sales |
| ADA Compliance | Consultants | Manufactured Home Supplies |
| Allied Associations | Electrical Equipment and Contractors | Manufactured Housing Community |
| Appraisal Services | Energy Conservation Services | Closures/Conversions |
| Asphalt Maintenance | Financial Lending | Manufactured Housing Community Inspections |
| Attorneys | Gas Systems | Real Estate |
| Billing Services | Insurance Services | Residential Screening Services |
| Collection Services | Management Services | Solar Power |
| Communications/Answering Services | Manufactured Home Builders | Tree Care |
| Computer Services/Software | Manufactured Home Demolition | Utilities |

Visa Mastercard American Express Check Enclosed

MEMBERSHIP INVESTMENT

ANNUAL DUES.....\$900 \$ _____

Voluntary Candidate PAC Contribution @ \$250..... \$ _____

Amount of Check Enclosed \$ _____

CREDIT CARD NUMBER _____ EXPIRATION DATE _____

BILLING ADDRESS AND ZIP CODE _____

CARD HOLDER'S NAME _____

Dues payments to WMA, as well as contributions made to Political Action Committees, are not deductible as charitable contributions for federal income tax purposes. WMA dues may be deducted as an ordinary and necessary business expense. In compliance with the Omnibus Budget Reconciliation Act of 1993, 79% of your 2024 – 2025 membership dues is deductible as a business expense. Further information on this law should be obtained from your tax advisor.

I certify that neither this firm nor any of its principals owns a mobilehome/manufactured housing community. Should ownership be acquired, the Association will be notified and the community membership application(s) will be submitted. Applicant understands that dues are nonrefundable and agrees to uphold the WMA Code of Ethics and to maintain membership in good standing.

AUTHORIZED SIGNATURE _____ DATE _____

MAIL TO: WMA | 2295 GATEWAY OAKS DRIVE, SUITE 240 | SACRAMENTO, CA 95833
QUESTIONS? CONTACT US AT PHONE: 916.448.7002 | FAX: 916.448.7085 | EMAIL: info@wma.org | VISIT OUR WEBSITE: wma.org
PROTECT YOUR FINANCIAL INFORMATION — PLEASE **DO NOT** EMAIL THIS FORM TO WMA. FAXING IS A SECURE PROTOCOL.

"WMA—Advancing and Protecting the Manufactured Housing Industry."



Community Membership Categories

- Community Membership: Consists of mobilehome/manufactured housing communities, including communities that rent spaces to recreational vehicles.
501(c)(3) Community: Consists of mobilehome/manufactured housing communities that are nonprofit corporations.
Resident-Owned Community: Consists of mobilehome/manufactured housing communities that are resident-owned.

COMMUNITY INFORMATION (Please complete a separate application for each community.)

COMMUNITY _____ NO. OF SPACES _____
COMMUNITY ADDRESS _____ COUNTY _____
MAILING ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE _____ EMAIL _____

DOES THIS COMMUNITY RECEIVE MAIL DELIVERY? YES NO
IF YES, INCLUDE IN MAIL LIST? YES NO
Do you have operational fire hydrants? Yes No
Do you have long-term leases? Yes No
Do you permit subleasing? Yes No
What are the age rules? All Age 55 62
Do you provide master-meter utility services?
Electric: Yes No Gas: Yes No
Propane: Yes No Water: Yes No
Utility District: PG&E SoCal Gas SoCal Edison SDG&E
Other: _____

OWNER INFORMATION

NAME _____
MAILING ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE _____ EMAIL _____

SEND BILLS TO: OWNER MANAGEMENT COMPANY (IF MANAGEMENT COMPANY, PLEASE COMPLETE INFORMATION BELOW):

MANAGEMENT COMPANY (if applicable)

FIRM _____ CONTACT _____
MAILING ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE _____ EMAIL _____

MEMBER REFERRAL INFORMATION (if applicable)

NAME _____
COMMUNITY/FIRM _____
MAILING ADDRESS _____
CITY _____ STATE _____ ZIP _____
PHONE _____ EMAIL _____

MEMBERSHIP INVESTMENT

Total Number of Spaces @ \$10.95 per space..... \$
Minimum Annual Dues — \$435 (40 spaces or less)
\$925 for 501(c)(3) or Resident-Owned Communities
Voluntary Candidate PAC Contribution @ \$9.00 per space
Amount of Check Enclosed

Visa Mastercard American Express Check Enclosed

CREDIT CARD NUMBER EXPIRATION DATE

BILLING ADDRESS AND ZIP CODE

CARD HOLDER'S NAME

Community Members maintaining a controlling interest in more than one community must secure a separate membership for each community under his or her control. In the case of limited partnership or ownership syndications, the General Partners shall be considered to have a controlling interest for purposes of this section. — WMA Bylaws, Article V, Section 2.

I certify that this application complies with the aforementioned bylaws requirement. Should ownership in any additional community not listed on this application be acquired, the association shall be notified and the appropriate application submitted. Applicant understands that dues are nonrefundable and agrees to uphold the WMA Code of Ethics and to maintain membership in good standing. Dues payments to WMA, as well as contributions made to Political Action Committees, are not deductible as charitable contributions for federal income tax purposes. WMA dues may be deducted as an ordinary and necessary business expense. In compliance with the Omnibus Budget Reconciliation Act of 1993, 79% of your 2024 – 2025 membership dues is deductible as a business expense. Further information on this law should be obtained from your tax advisor.

AUTHORIZED SIGNATURE _____ DATE _____

WMA — Advancing and Protecting the Manufactured Housing Industry.

WMA ORDER FORM

Now members can place orders online! Login at wma.org and go to wma.org/shop-wma. OR you may want to subscribe to WMA Forms Online! Login and go to wma.org/forms-online.

FOR WMA MEMBERS



Western
Manufactured Housing Communities
Association

NCR forms sold in lots of 25; single forms sold in pads of 50. Asterisk (*) indicates single forms:

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
MANUALS				
316	Disaster Preparedness Manual	_____	\$20	\$_____
302	Guide to Mobilehome Park Residency Forms & Documents	_____	\$50	\$_____
317	Title 25 Tabbed Version	_____	\$50	\$_____
310	WMA Guide: Mobilehome Park Statutes and Regulations (MRL, Mobilehome Parks Act and Title 25)	_____	\$75	\$_____

FORMS FOR RESIDENT-OWNED HOMES (MEMBERS ONLY)

Prospective and New Residents

202	PROSPECTIVE AND NEW RESIDENT PACKAGE	_____	\$175	\$_____
<i>The above package includes the following forms:</i>				
172	Additional Occupant Agreement.....	_____	\$8	\$_____
171	Application for Approval of Additional Occupant	_____	\$8	\$_____
102*	Application for Residency	_____	\$19	\$_____
107	Approved Animal Agreement and Rules	_____	\$8	\$_____
177	Consent to Obtain Consumer Credit Report	_____	\$8	\$_____
114	Information for Prospective Homeowners	_____	\$8	\$_____
104	Mobilehome Park Rental Agreement Disclosure	_____	\$12	\$_____
176*	Notice of Rights and Responsibilities	_____	\$10	\$_____
113	Notice of Zoning or Use Permit Lease of Park	_____	\$8	\$_____
154	Notice Regarding Negative Credit Information.....	_____	\$8	\$_____
105	Notice to Homeowner.....	_____	\$8	\$_____
115	Privacy Statement.....	_____	\$8	\$_____
178	Prospective Purchaser Evaluation—Notice to Prospective Purchaser.....	_____	\$15	\$_____
179	Prospective Purchaser Evaluation—Notice to Selling Homeowner	_____	\$8	\$_____
109	Prospective Resident Receipt for Financial Report Fee	_____	\$8	\$_____
112	Statement Regarding Rental Agreement	_____	\$12	\$_____
111*	Standard Twelve-Month Rental Agreement.....	_____	\$19	\$_____
110*	Standard Rental Agreement for a Term of Less Than Twelve Months	_____	\$19	\$_____
163	Swimming Pool and/or Spa Release Agreement	_____	\$8	\$_____
183	Tenancy Information and Standards	_____	\$8	\$_____
<i>(effective 07.01.2016)</i>				

Disclosure

204	DISCLOSURE PACKAGE	_____	\$45	\$_____
<i>The above package includes the following forms:</i>				
120	Manufactured Home and Mobilehome Transfer Disclosure Statement (Lots of 10).....	_____	\$20	\$_____
104	Mobilehome Park Rental Agreement Disclosure	_____	\$12	\$_____
121	Natural Hazard Disclosure Statement.....	_____	\$12	\$_____
122	Flood Hazard Disclosure Statement.....	_____	\$8	\$_____

Rules and Regulations Violations

206	RULES AND REGULATIONS VIOLATIONS PACKAGE	_____	\$125	\$_____
<i>The above package includes the following forms:</i>				
125	7 Day Notice to Comply with Rules and Regulations ...	_____	\$12	\$_____
126	14 Day Notice of Intent to Charge for Space Maintenance.....	_____	\$12	\$_____

ITEM #	DESCRIPTION	QTY	PRICE	TOTAL
Rules and Regulations Violations (continued)				
166	14 Day Notice of Intent to Remove Personal Property ..	_____	\$12	\$_____
127*	Incident Report.....	_____	\$10	\$_____
167	Inventory of Personal Property Removed.....	_____	\$12	\$_____
128	Just a Reminder	_____	\$8	\$_____
164	Notice of Intention to Tow Vehicle.....	_____	\$8	\$_____
129	Notice of Meeting Regarding Proposed Amendment to Park Rules and Regulations.....	_____	\$8	\$_____
106	Notice to Occupant.....	_____	\$8	\$_____
144	Proof of Service.....	_____	\$19	\$_____
165	Proof of Service of Notice of Intent to Tow Vehicle.....	_____	\$19	\$_____
130*	Resident Objection Form.....	_____	\$10	\$_____
131	Vehicle Violation Notice	_____	\$8	\$_____

Termination of Tenancy

208	TERMINATION OF TENANCY PACKAGE	_____	\$140	\$_____
<i>The above package includes the following forms:</i>				
140	3 Day Notice to Pay Rent or Quit and 60 Day Notice to Terminate Possession	_____	\$19	\$_____
141	3 Day Notice to Perform Covenants or Quit and 60 Day Notice to Terminate Possession	_____	\$19	\$_____
142	60 Day Notice to Terminate Possession for Non-Payment of Rent and/or Non-Performance of Covenants	_____	\$19	\$_____
161	Mobilehome and Manufactured Home Sale or Transfer Repair/Improvement Notice	_____	\$12	\$_____
151	Notice of Belief of Abandonment.....	_____	\$19	\$_____
185*	Notice of Disposition of Abandoned Mobilehome	_____	\$10	\$_____
184*	Notice of Intent to Dispose of Abandoned Mobilehome	_____	\$10	\$_____
187*	Notice to County Tax Collector Regarding Disposal of Abandoned Mobilehome	_____	\$10	\$_____
186*	Notice to County Tax Collector Regarding Disposal of Mobilehome Using Warehouse Lien.....	_____	\$10	\$_____
143	Notice to Legal Owners, Junior Lien Holders or Registered Owners.....	_____	\$8	\$_____
144	Proof of Service.....	_____	\$19	\$_____
160	Resident's Notice of Termination of Tenancy	_____	\$8	\$_____

Miscellaneous Forms

210	MISCELLANEOUS FORMS PACKAGE.....	_____	\$115	\$_____
<i>The above package includes the following forms:</i>				
103	Acknowledgement for Third Party Payment of Rent	_____	\$12	\$_____
150	Agreement with Heir, Joint Tenant or Personal Representative of the Estate	_____	\$8	\$_____
170	Approval of Installation of Accommodation for Disabled Resident	_____	\$8	\$_____
169	Master Meter System Public Awareness Message	_____	\$8	\$_____
181	Notice of Application of Pesticide to Common Area Without Licensed Pest Control Operator	_____	\$8	\$_____
182	Notice of Application of Pesticide to a Dwelling Unit Without a Licensed Pest Control Operator	_____	\$8	\$_____

Contents of Miscellaneous Forms Package continued on page two.

Subtotal Page One

Go to page 2 for payment information.

\$_____

WMA Partners with formsRus.com



Your one-stop for secure WMA online forms, e-Signing and workflow



FormsRus.com is a **Go Green** enterprise level online solution to handle all of your business documentation from one place.

- ✓ Access the most recent **WMA** forms
- ✓ Quickly and easily fill out **WMA** contracts and forms
- ✓ Save time by using auto-populate fields and auto-math functions
- ✓ E-mail, print, fax, e-sign or save your documents
- ✓ Custom forms and workflow portals available

- ✓ Streamline your business and reduce operating costs by eliminating the printing, storage and clutter of endless paper files
- ✓ Reduce your overall business risk with uniform standards of practice
- ✓ Access your document library anytime from anywhere
- ✓ Works on all tablets and smartphones

Contact WMA to learn more today!



Relationships Matter.



Connecting Our Solutions to Your Challenges

- Claim-Litigation Strategies
- Property & Liability
- Workers' Compensation
- Commercial Auto
- Employee Benefits
- Management Liability
- Claims Management
- Loss-Control Services

MEMBERS LOOK!



Make sure you get an up-to-date quote for this year's policy. Also, tell your non-member community friends that WMA's group Workers' Comp program is now accepting qualifying non-member communities — tell them they can now join the group!

Call Ray Avila at 209.423.2251 or raymond.avila@relationinsurance.com.

ENDORSED PROVIDER



Western
Manufactured Housing Communities
Association

Pan American Insurance
Raymond Avila
Raymond.Avila@Relationinsurance.com
209-423-2251