



HOUSING NOW

June 2024

2024 SUMMER OUTING

AUGUST 7, 2024 - DRUMLIN'S COUNTRY CLUB

800 Nottingham Road, Syracuse, NY 13224

TICKETS WENT ON SALE MAY 31, 2024

Early bird pricing only available through midnight on June 30, 2024

Use Promo code GOLF2024 for \$25 off!

GOLF: at the prestigious Drumlins Country Club. Golfers will check-in at 8:00 am with a shotgun start at 8:30 am. Registration includes greens fees, golf cart, buffet, beverages and prizes. Breakfast and lunch are included for all golfers. The clam bake and lunch will begin when the golfers start coming in from the course, around 1:00 pm.

Check out our website and watch your mail & email for more info!

<https://www.nyhousing.org/events/2024-summer-golf-outing>

NEED OVERNIGHT ACCOMODATIONS?

Embassy Suites: 6646 Old Collamer Road, East Syracuse, NY 13057

Reserve your room by calling 315-446-3200

Or reserve online: <https://www.nyhousing.org/events/2024-summer-golf-outing>

Group Name: NY Housing Association Special Group Rate is \$169 plus tax

Cutoff Date 07-07-2024

Housing Now serves as a medium of exchange of ideas and information on the factory-built housing industry to our members. No responsibility is assumed by the publisher for its accuracy or completeness. The views expressed and the data presented by contributors and advertisers are not to be construed as having the endorsement of the New York Housing Association, unless specifically stated.



DOCUMENTING RESIDENT VIOLATIONS

Violations happen every day and most likely, you have had an issue with at least one resident. What is the difference between a good landlord and a bad one? The way the violations are handled. What does a good landlord do? They treat every resident the same and document every violation for every resident.

Wouldn't it be fantastic if every resident was perfect? Some come close, but others absolutely do not. Whether they are late with rent, misuse your unit, have trouble following your rules, or something else, you must know the proper way to deal with violations. Knowledge is power, and it can very well protect you from liability.

So what is a violation? Very simply, it is a breach of contract. When a person first comes to you about renting a home or leasing space in your community, they should read your rental agreement and rules and regulations. Make sure the terms of your lease are reasonable. Let them know things like: when rent is due; if you have any quiet hours; mowing or shoveling responsibilities; etc.

How should you handle violations? At first, you can try to meet your resident in person to have a discussion. Try to have an employee with you to witness your conversation. If that does not solve the problem, send a written notice. Make sure you include all of the residents' names who appear on the lease, include your contact information, physically sign and date the notice, and confirm correct delivery. Notices can be handed directly to the resident, posted in a conspicuous place, or sent via certified mail. Keep a copy of the envelope before sending and keep a copy of the return receipt with the original notice. Make sure you have the certified document number, too. If you post the notice on their door, be sure to take a date and time-stamped photo.

Would it be okay to call the resident in violation? Yes, but make sure you document your calls in writing. Include the date and time of your call, and whether or not you left a message or spoke with someone directly. Write down as much detail from your call or message and include it in the residents' file. How about texting your resident? Make sure you have permission from them to use texts from management and provide them the opportunity to "opt-in" and "opt-out." Be sure to disclose any carrier/data charges that may apply.

If you are speaking to a resident about a complaint from another resident, like excessive noise, make sure you do not disclose the source of the complaint. There is no need to cause problems between residents by disclosing something told to you in confidence. Ask the resident with the complaint to put it in writing. Remember, almost anything could wind up in court one day.

The most important thing to remember? Document EVERYTHING. Include the who, what, where, when, and how of each situation. Who was involved; what happened; where did the problem take place; when did the problem take place; and be sure to use specific dates and times. Remember to note how the situation was resolved.

What else should be included? Keep in mind that a complaint could result in going to court. What would help your case? Pictures, witnesses, and copies of all documents and notices. Make sure you follow-up with all parties involved and place the follow-up documentation in each file.

Should you evict everyone who is in violation? Maybe not. Remember, good tenants are hard to find, and turnover can be expensive.



DISCOVER THE ALL-NEW

ASCEND™

LINE OF HOMES

YOUR LIFESTYLE BUILT BETTER

CONTACT:

Ron Major, Sales Manager
(800) 937-3911 ext.1611



**TITAN®
HOMES**

www.titanhomesny.com

© 2022 Champion Home Builders, Inc. All Rights Reserved.

WE ARE BLEVINS

THE INDUSTRY'S MOST TRUSTED
MANUFACTURED HOUSING SUPPLIER
FOR OVER 60 YEARS

www.BLEVINSINC.com

Unlock the **BLEVINS** Advantage:

Unmatched Expertise • Nationwide Reach
Quality Assurance • Comprehensive Inventory
Installation Excellence



TEXT OR CALL YOUR LOCAL BRANCHES

LIVERPOOL, NY: 800.237.7813

HARRISBURG, PA: 800.568.1240

Blevins



Follow

NYHousingAssn

on Instagram!



FirstCredit
CORPORATION OF NEW YORK, INC.



**MH Lending
You Can Trust
Since 1985**

Manufactured Home
Lending in Land Lease
Communities

518-725-5000

Info@firstcreditcorp.com
www.firstcreditcorp.com

First Credit Corporation of New York, Inc. NMLS Entity ID 3228

STATISTICAL SURVEYS, INC.

You have seen our figures quoted by manufacturers. Now you can have a report on your sales territory. Monthly cost is \$19.00 per report. To order, complete the form below:

Company _____

Address: _____

City _____ State _____ Zip: _____

Counties Desired:

1 _____ 2 _____

3 _____ 4 _____

5 _____

On a monthly basis you will receive:

- Top 30 manufacturers statewide
- Top 30 cities statewide
- A five-county report that lists sales by county, by brand and by type

Send to: Cheri Curtis, Statistical Surveys, Inc.
PO Box 88004, Grand Rapids, MI 49518-0004
Phone: 616-281-9898 Fax: 616-281-1876

Real Estate Agents Matter!

Sell your park today with our trusted team.

We want to earn your business!

**TIME TO
SELL**



JERRY CURRE
PRESIDENT
LICENSED REAL ESTATE
BROKER



LUCIEN P. CURRE
VICE PRESIDENT
CERTIFIED REAL ESTATE
GENERAL APPRAISER



TIMOTHY GOLAN
LICENSED REAL ESTATE
SALESPERSON



DANIEL S. SHELDON
LICENSED REAL ESTATE
SALESPERSON

No listing required!

All deals confidential!

Long list of Qualified Buyers!

Over 55 years of experience!

FREE valuation of your park! No obligation!

As interest rates increase, park values decrease.

Let's work together!

Call your trusted adviser today:

585-224-0100 x 202

FOR MORE INFORMATION, VISIT: WWW.ROCHCOMREALESTATE.COM
OR EMAIL JERRY CURRE AT JERRY@ROCHCOMREALESTATE.COM

COURT RULING ADVANCES MHI & TMHA'S CASE AGAINST DOE

Early in May, MHI, along with the Texas Manufactured Housing Association (“TMHA”), scored a victory for the industry that allows for continued efforts to challenge DOE’s Energy Conservation Standards. On May 1, 2024, the Federal District Court for the Western District of Texas issued an Order granting in part and denying in part the Department of Energy’s (“DOE”) Motion to Dismiss.

When MHI and TMHA initially brought this suit against the DOE, they challenged DOE’s May 2022 energy efficiency standards. After publishing the Enforcement Notice of Proposed Rulemaking, DOE filed a motion to dismiss with the Court seeking to dismiss all of MHI’s and TMHA’s claims arguing that the Court should wait until the DOE has finished its enforcement rulemaking process before deciding the claims. The Court disagreed with the DOE’s argument and stated that “[w]aiting until a new compliance date to bring this suit constitutes a sufficient hardship for the manufactured housing industry.”

MHI and TMHA argued, and the Court agreed, that their claims are fit to be decided because, regardless of any adoption by the DOE on enforcement rules, MHI and TMHA’s challenges are to the underlying Energy Rule standards. In the Order, the Court stated, “The Court will also not benefit from further factual development on the majority of the issues because many of Plaintiffs’ issues with the Standards Rule will not be resolved or further informed by the DOE’s additional enforcement rulemaking.” The Court further held that, despite DOE’s arguments, MHI’s and TMHA’s claims that DOE violated its statutory mandate to consult with HUD in promulgating the Energy Rule will not be impacted by any future consultation with HUD on the Enforcement Rule.

While the Court dismissed MHI’s and TMHA’s claims that relate to the DOE’s failure to consider enforcement costs, the Court is allowing all other

remaining claims to survive and noted that MHI and TMHA can amend their complaint after the DOE has completed its enforcement rulemaking process. This ruling is a positive step forward for the manufactured housing industry’s challenge to the DOE energy standards.

MHI PUSHES BACK AGAINST GOVERNMENT OVERREACH

MHI and a coalition of business advocacy organizations sent a letter supporting the creation of the “Repealing Big Brother Overreach Act” by Senator Tommy Tuberville (R-AL) and Congressman Warren Davidson (OH-8), which would repeal the entire Corporate Transparency Act (CTA).

Since its introduction, the CTA has sparked numerous debates and coalition letters due to its poor construction and overreach. Intended to prevent money laundering by requiring shell companies to report information regarding their beneficial owners to the Department of the Treasury, the CTA’s poor construction has led to a situation where any legal entity with 20 employees or less or \$5 million or less in revenues would be required to regularly report and update the Treasury Department’s Financial Crimes Enforcement Network (FinCEN). More than 32 million submissions are expected in 2024, with an additional 5 million annual submissions in future years. Multiplying the submissions number by the number of people who fall under the broad definition of beneficial owner for each company turns the CTA into perhaps the largest data collection regime in the history of the federal government outside of the Tax Code. Small, law-abiding businesses are unfairly burdened with the vast majority of the reporting requirements and penalties.

MHI will continue to defend and uplift the voices of small business owners around the country by challenging the CTA.



<https://hcr.ny.gov>
<https://nyhousingsearch.gov>

NEW HOUSING SEARCH, APPLICATION, LOTTERY AND WAITLIST TOOL COMING SOON!

NYS Homes and Community Renewal (HCR) is thankful for your dedication to creating and preserving affordable housing. Your commitment is vital as we deal with our ongoing housing crisis.

In order to improve the way New Yorkers search for available affordable housing and to comply with current law, HCR will phase out **NYHousingSearch.gov** and launch **HousingSearch.ny.gov** in early 2025.

While the current **NYHousingSearch.gov** has limited capabilities, the new **HousingSearch.ny.gov** will provide more robust functionality for owners and the public and will consolidate listings and lotteries/waitlists for all HCR-funded projects - including Mitchell-Lama - into one website.

HousingSearch.ny.gov includes several new features including allowing owners to accept electronic applications, run lotteries, and use their project's waitlist to fill vacancies. It also replaces Mitchell-Lama's legacy Automated Waitlist (AWL) system. The functions available to owners and applicants on the current website will remain similar in the new system. Applicants currently on Mitchell-Lama waitlists will still be able to check their position on the waitlist and update their contact information on the new website.

In order to get the new website up and running by early 2025, owners should prepare by gathering information about the HCR-funded projects they supervise. Starting in November 2024, owners will be provided access to the system to input information about their projects. Please note that this is a target date and we will provide updates on our landing page, **hcr.ny.gov/housing-search**, if there are any changes.

Information may include:

- Building Address(es)
- Unit details (apartment number, bedrooms, square feet)
- Floor #
- Income AMI %
- Rent AMI %
- Gross Allowable Rent
- Utility Allowance
- Net Allowable Rent
- Unit Type/Funding (LIHTC, SLIHTC, ESSHI, PBV, Market, etc.)
- Accessible Set Aside Units (mobility, visual, and/or hearing impairment)

Owners will also be required to create new online accounts to manage information about their projects, applications, lotteries, and waitlists. Owners can prepare by creating an **[ny.gov business account](#)**.

Please note that the new website will only be available for HCR-funded and HCR-supervised projects. Owners listing market-rate units on the current website will need to find a different means to advertise those units.

More information and updates about the transition to the new website will be available on **hcr.ny.gov/housing-search**.

We will be in touch with you as we start requesting the unit data. Thank you again for your dedication and partnership.

**From the HCR Office of Housing Preservation
Statewide Asset Management**

Pleasant Valley Homes, Inc.

Modular | Manufactured | Park Models



www.pinegrovehomes.com

570.345.6500



PLEASANT VALLEY
HOMES
DESIGN FOR LIFE



PINE GROVE
HOMES
SINCE 1982



FORK
CREEK

Quality Craftsmanship in the Amish Tradition

IN PERSON AREA MEETINGS: NEW WINDSOR & PITTSFORD

NYHA is hosting two in-person Area Meetings this year. The first will be held on June 12th in New Windsor, and the second will be held on June 26th in Pittsford. These Area Membership Meetings are FREE of charge for NYHA Members and will last for approximately 3 hours.

Topics to be discussed include: 2023 Legislative Summary; 2024 Legislative Outlook; Title Surrender; Right of First Refusal; HCR Manufactured Home Replacement Program; HCR SONYMA Financing; Maximizing NYHA Online Resources; State and National News; Local Concerns and Questions; and NYHA Coming Events.

Want to SPONSOR this meeting? We are looking for a maximum of three sponsors for each of these meetings. For the low price of \$50, Sponsors will get 10-15 minutes to speak to our attendees. Attendee numbers vary for each meeting, but we generally have 40-50 people from the MH industry in NY at each meeting. The majority of attendees are Community Owners/Managers.

To register as an attendee or a sponsor, please

Email: info@nyhousing.org Visit: www.nyhousing.org/events Call: 518-867-3242

We hope to see you there!



www.redmanhomesofpa.com

1-800-733-6267

WE OFFER A FULL SUITE OF LENDING PROGRAMS FOR CONSUMERS & BUSINESSES NATIONWIDE.

RETAIL PROGRAMS:

- » Consumer lending programs for applicants of all credit scores
- » Specialty loan programs (park model, non-owner occupied home loans, land-in-lieu, plus more!)
- » Competitive and flexible rates and terms

INVENTORY FINANCE:

- » Competitive rates tailored to your specific floor planning needs
- » No "due-in-full" date... **EVER!**
- » No curtailments for 12 months

RETAIL & INVENTORY CONTACT:
866.709.6989 | sales@21stmortgage.com
www.21stmortgage.com

COMMUNITY PROGRAMS:

- » **CASH** Program: New inventory at no up-front cost to you. Used and rental options available.
- » Affordable consumer financing with 12-23 year terms is available for all credit scores.
- » Financing available for rental homes in your community with a 10-15 year term.

COMMUNITY CONTACT:
844.343.9383 | prospect@21stmortgage.com
www.21stcommunitylending.com

This document is for information purposes only and we reserve the right to change any part of this policy without notice.
This document is not for consumer use. This is not an advertisement to extend consumer credit as defined by
Regulation Z. NMLS #2280



LET US HELP YOU...
**CONTACT
US TODAY!**



Your Clayton eBuilt Home

- Solar - ready
- SmartComfort® by Carrier® HVAC heat pump
- Rheem® hybrid heat pump water heater
- Argon gas low-E windows
- ecobee® smart thermostat
- ENERGY STAR® Frigidaire® appliances
- Pfister® bathroom fixtures
- LED lighting
- Insulated exterior doors
- Additional home insulation
- Sealed duct system
- Whole house ventilation system



Homes so energy efficient,
you can save

40-50%

on annual utility costs¹

SAVE MONEY on Energy Bills

Average monthly energy cost comparison² between a multi-section Tempo® home built to eBuilt™ standards and a traditional off-site built home:

Albany, NY

Electric Utilities

eBuilt[™]
Home
\$238

Traditional
Off-Site
Home
\$396

Estimated Annual Savings:
\$1,896

Gas Utilities

eBuilt[™]
Home
\$155

Traditional
Off-Site
Home
\$208

Estimated Annual Savings:
\$628

eBuilt™ homes meet the US Department of Energy's ZERO ENERGY READY HOME national requirements.

Sources

¹ https://www.energy.gov/sites/default/files/2022-11/ZERH%20Name%20and%20Logo%20Use%20Guidelines_0.pdf

² Energy savings are based on electrical and gas energy consumption using NREL® BEopt™ to estimate annual electrical and gas energy consumption of a home built to DOE Zero Energy Ready Home™ guidelines compared to the same home built only to industry and HUD standards in the cities listed. Estimates are based on calculations for multi-section Tempo Let It Be and Shout models.

SCAN TO TAKE
an eBuilt™ home tour!



COMING EVENTS

Jun 12	Area Meeting	Newburgh – Homewood Suites	9am – 12pm
Jun 12	CE Course	Newburgh – Homewood Suites	1pm – 4pm
Jun 13	21B & Mechanics	Newburgh – Homewood Suites	9am-4pm
Jun 26	Area Meeting	Pittsford Hilton Garden Inn	9am – 12pm
Jun 26	CE Course	Pittsford Hilton Garden Inn	1pm – 4pm
Jun 27	21B & Mechanics	Pittsford Hilton Garden Inn	9am – 4pm
Jul 9	Monthly Meet-Up	Remote	11 am – 12 pm
Aug 7	Summer Outing	Drumlin's Country Club	Syracuse, NY
Aug 13	Monthly Meet-Up	Remote	11 am – 12 pm
Sep 10	Monthly Meet-Up	Remote	11 am – 12 pm
Oct 16-17	74 th Annual Convention	Turning Stone Resort, Verona, NY	
Nov 12	Monthly Meet-Up	Remote	11 am – 12 pm
Dec 10	Monthly Meet-Up	Remote	11 am – 12 pm



LIKE NYHA ON FACEBOOK!

Search for our NEW Facebook page:

NY Housing Association

**RISK MANAGEMENT
MADE SIMPLE**



Written Insured Warranties for Manufactured Homes



800-247-1812 x2188
sales@mhonline.com
www.mhonline.com

ATTORNEY RECOMMENDATIONS

The NYHA office gets many requests from members throughout New York looking for names of Attorney's with knowledge and experience on Manufactured Housing issues. Sometimes our Attorney members are too far away or are too busy to take on new clients. If you have an Attorney to recommend, suggest they contact the Association office via phone (800-721-HOME) or email (info@nyhousing.org) to be added to our list. The current list can be found at: <https://www.nyhousing.org/news/attorney-recommendations>

Real Homes. *Really Affordable.*

UMH Properties, Inc.

is a real estate investment trust that owns and operates 7 manufactured home communities in the state of New York. It is our mission to provide the **best quality affordable housing** for residents of all ages.

Find a Community Near You!

Brookview Village
Greenfield Center, NY
518-893-2989

Kinnebrook Estates
Monticello, NY
845-794-6066

Collingwood
Horseheads, NY
607-739-4623

Waterfalls Village
Hamburg, NY
716-648-3789

D&R Village
Clifton Park, NY
518-383-9977

Woodland Manor
West Monroe, NY
315-676-2016

Youngstown Estates
Youngstown, NY
716-648-3789



UMH Properties, Inc.
Established in 1968

3499 Route 9 North | Freehold NJ 07728

www.umh.com 800.504.0670

NYSE:UMH





All the essential elements



ATLANTIC[®]
HOMES

2551 Champion Drive | Claysburg, PA 16625
www.atlantichomespa.com

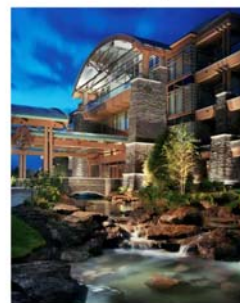
SAVE THE DATE!

New York Housing Association
74th Annual Convention
October 16-17, 2024



Turning Stone[®]

Resort • Casino • Golf • Spa • Showroom • Meetings



5218 Patrick Road
Verona, NY 13478

MHD Empire Service Corp.
YOUR 1ST CHOICE IN MANUFACTURED HOME LOANS



Great Rates! Great Service!

- Low rate financing
- Best service available
- Quick credit decisions
- Purchases and refinances
- In communities or on private land
- New and pre-owned
- Secure online application



Call us today at
866-870-2612

www.mhdempire.com
Company NMLS #51371



**Attractive, Affordable,
Family Homes**

Contact us to learn how
you can be a part of the
growing family of
Master-Craft Builders.



**Scan to visit
our website!**

Mifflinburg, PA | 570-966-1053
Master-Craft, a Division of Ritz-Craft Corporation

CHECK OUT THE MEMBERS ONLY PAGE:
www.nyhousing.org/members-only



EAGLE RIVER HOMES

*21 S. Groffdale Road, PO Box 336
Leola PA 17540
(P) 717 656-2381*

*www.eagleriverhomes.net
Visit us on Facebook & Instagram*



COAST TO COAST.....YOUR INDUSTRY LEADER



The Manufactured Housing Insurance Leader

- Professional Advice
- Prompt Claim Handling
- Inventory, Cargo & Installation Coverage
- General Liability, Automobile, Toter Coverage
- Property
- Umbrella
- Employee Theft
- Non-Owned Debris Removal
- Rental Homes
- Proud Member of the NY Manufactured Housing Association

Tom Normoyle
800-289-1501
tnormoyle@haylor.com

Program Highlights Through HF&C

- Dealer Physical Damage coverage offers an all-in-one coverage form for inventory, cargo, tools and equipment, labor value, and environmental displays.
- General Liability Rates that apply per home sold for retailers, and per site for community owners.
- Business Income Coverage responds to loss of income resulting from direct damage to NON owned homes in your community.
- Enhanced Property Coverage that includes additional amounts of coverage for monies and securities, and computer equipment.
- General Liability extensions giving aggregate limits per location, and automatic additional insured wording.
- Automobile coverage that includes hire physical damage coverage and rental reimbursement expense.
- Bonding capabilities to satisfy licensing or permit requirements.

Insuring All You Value