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Subject: I strongly support and urge passage of the proposed HB3007 - Opportunity for Tenants to Purchase Their Manufactured Home Parks

- I strongly support and urge passage of the proposed HB3007 Opportunity for Tenants to Purchase Their Manufactured Home Parks
- There are already laws on the books which require landlords to negotiate with tenants and which both sides acknowledge don't work well for either landlords or tenants.
- The MH coalition worked this issue through about 20 drafts and over 3 years. The landlords agreed to it in 2011, then said they needed more time to understand it, then after another year and a half of review and many changes to address their concerns, in November 2012 simply refused to negotiate further. You can't negotiate with someone who refuses to talk.
- Among the significant compromises and improvements to current law in this bill are: (1) If a landlord gets an unsolicited offer, the landlord is free to accept that offer with no delay; (2) if a landlord decides to sell, without having first received an unsolicited offer, the landlord must notify the tenants and allow them to compete to buy the park; (3) the landlord can take the best offer; this is not a first right of refusal; and (4) tenants who want to compete to buy a park must meet certain requirements at short intervals or lose their right to compete.
- Park owners advertise their parks as communities, a place where you can retire and share your last years with good neighbors in a close and

supportive community. That term, community, is a deliberate marketing strategy. Wouldn't it be the right thing for landlords to do, when they choose to sell their homes and cash out their investments, to allow their residents – their customers, the people they encouraged to invest in their communities by buying or moving their homes there – to *COMPETE* to buy it, at a fair and full price?

- Resident ownership (or nonprofit ownership) is the only way to limit future rent increases which make parks unaffordable for many, especially seniors living on fixed incomes.
- Also the only way to avoid the risk of closure, bad park management, failure to make repairs.

Thank you,

Deanna Abelsen

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