

Dear Representative Wilson:

We 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 doesn'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. It is also the only way to avoid the risk of closure, bad park management and failure to make repairs

Sincerely,
Randall & Gloria Kimball
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