



MANUFACTS

A bi-monthly publication from the
California Manufactured Housing Institute

HIGH VALUE HOUSING

August - September Issue
2025

In Memoriam

Celebrating the life of CMHI's
founding member - Ed Evans

Page 2

Executive Director Corner

Understanding PAC Contribution
Recognition and Reporting

Page 9

Member Spotlight

Get to know Boudreau Utility
Services

Page 15



Sadly, we inform you of the passing of CMHI's founding member
Ed Evans on August 25, 2025.

Ed's contributions to our industry are too long to list here but are recognized in his selection for the Jack E Wells memorial award in 1990, The Richard R. Percival Lifetime Achievement Award in 2000 and his induction to the RV/Manufactured Housing Hall of Fame in 2014.

His dedication to the better causes of our industry is demonstrated by recognizing that he received our Lifetime Achievement award in 2000 and then worked on our behalf for another 25 Years!

It is our hope that knowing it was a life well lived will bring comfort to Ed's family.

Edwin John Evans

27 February 1935 - 25 August 2025

Hard working. Forward looking.

Edwin John Evans was born on February 27, 1935. His parents Clara and William lived in Santa Ana, California.

On December 7, 1941, just shy of his 7th birthday, he watched as Japanese planes flew over his house in Pearl City, Hawaii, just after they had bombed Pearl Harbor.

Upon return to California, Ed and his mother moved back to Orange County to live with her father and Ed's grandfather, Emil Haase.

Ed graduated from Orange High School in 1952 with a tight group of friends who remained close to him until his passing. In his teens, he ran a sports fishing boat called the *Patience* out of Dana Point.

That's when the idea of being an officer in the US Navy, inspired him to get his degree. He received a BS in business from Long Beach State making him eligible for Officer Candidate School (OCS). And began active duty.

During this time, he met Jean Brennan; they married in 1957. He left active duty and started to sell life insurance. As his career in insurance faded, he reentered the Navy. It was 1961, Ed and Jean were expecting their first child, Elizabeth. Ed became the Gunnery Officer on the *USS Vammen* and spent several months in the Eastern Pacific.

By the end of 1962, Ed left active service and joined the reserve. Jean was expecting their second child. Alison was born in May 1963. Ed determined he was going to be his own boss and built 24 apartment units on a parcel of land that had been part of his grandfather's orange farm.

Through a close family friend, Ed was learning about the mobile home business. With Don McCalla and Jack Peterson, he formed EPM. It is a partnership that has endured. The trio opened their first Lake Park in Yorba Linda in 1969. Placentia, LA Habra, La Mirada, Brea, Santa Ana, Santa Ana North, and finally Soboba Springs followed.

Ed was passionate about property rights and mobile home parks. Because of his work with the Western Mobile Home Association, and the Manufactured Housing Educational Trust, he was inducted into the RV/Mobile Home Hall of Fame in 2014.

Ed loved mobile homes, but his joy was always at sea. He owned several boats and finally built his dream vessel, *Tailwalker*. He spent many happy summers cruising San Juan Islands and Canada. Ed married Marilyn Crabtree after a long courtship. On her passing, his childhood friend, Patti Thormahlen joined him for travel and adventure.

Ed leaves behind daughters Elizabeth Evans Henry Ibbetson and Alison Evans Dylewski; his grandchildren, Kyle Dylewski, Amy Dylewski, Emilie Dylewski, and Evans Henry; and great granddaughter Althea.

A little more than halfway through 2025 and we are on track to exceed our annual new home shipment forecast of 2,923 homes. Production and Shipments of new homes are up 17.2% and 20.5%, respectively over last year. Shipments of new homes through July at 1,853 are 104.9% of our forecast for the first seven months of 2025.

Don't rain on my parade!

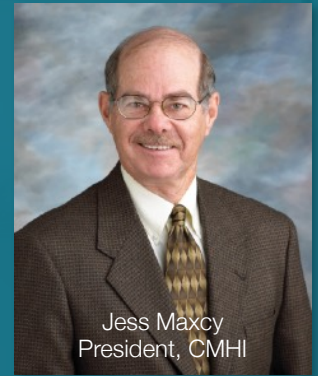
The second half of 2025 won't be free of challenges. The first two we will face in September are:

- The LoNox Furnace Mandate for home delivered in the Southcoast Air Quality Management and the San Joaquin Valley Air Pollution Control Districts.

We are working with MHI and our manufacturers to resolve this issue

- HUD Preemptive Fire Sprinklers Regulations. I believe the transition from the state regulations will be relatively easy and the new HUD Code Regulations are not significantly different from our California regulations. Watch for an HCD Information Bulletin and CMHI Special Bulletin.

If we stay on pace we could end the year with 3,130 new home shipments!



CALIFORNIA MANUFACTURED HOUSING DATA 2025 AT A GLANCE

Year-to-Date (July)	2024	2025	% Change
Production (Homes) (1)	1,444	1,740	20.5%
Shipments (Homes) (1)	1,583	1,856	17.2%
% Import Shipments	139 (8.8%)	116 (6.3%)	-16.5%
Registrations: No. California (2)	853	638	-25.2%
Registrations: So. California (2)	1,021	749	-26.6%
Total State (2)	1,874	1,387	-26.0%
Recorded as Real Property	526 (28.1%)	360 (30.0%)	-22.9%
Recorded as Financed	515 (27.5%)	454 (32.7%)	-11.8%
Average Sales Price: Single-Section	\$114,766	\$126,959	10.6%
Average Sales Price: Dual Section	\$219,515	\$220,924	0.6%
Average Sales Price: Multi-Section	\$348,451	\$324,406	-6.9%
Retail Inventory 2022	1,130	1,130	
Retailers Registrations New Home Sales YTD	176	162	-8.0%
Total Licensed Dealers		511	
Total Licensed Salespersons	1,186 EOY 2023	1,249 YTD June	5.3%

(1) Source: MHI/IBTS (2) Source: Sawtooth Research

- VIEWPOINT CONT'D -

CALIFORNIA MANUFACTURED HOUSING INSTITUTE

Top Ten CMHI member retailers based on new home sales as reported as HCD registrations. CMHI posts the results monthly based on the data published in the Sawtooth Research Group report. No other criteria is used to determine results.

CMHI TOP TEN NEW HOME RETAILERS YEAR-TO-DATE JULY 2025

Retailer	Location	YTD Sales	Personal Property	Real Property
1. Wholesale Manufactured Homes	La Habra	64	35	29
2. Pacific Homes	San Marcos	61	51	10
3. Advantage Homes	San Jose	56	52	4
4. Galaxy Homes	Santa Ana	48	43	5
5. Pacific Valley Homes	Perris	45	31	14
6. JMS Sales	Huntington Beach	42	42	0
7. Villa Homes	San Francisco	42	2	40
8. Alliance Manufactured Homes	Sunnyvale	39	39	0
9. Clayton Homes	West Sacramento	32	27	5
7. BoaVida Homes	Sacramento	35	35	0
TOTAL		464	357	107

The listed location includes sales from branch locations.

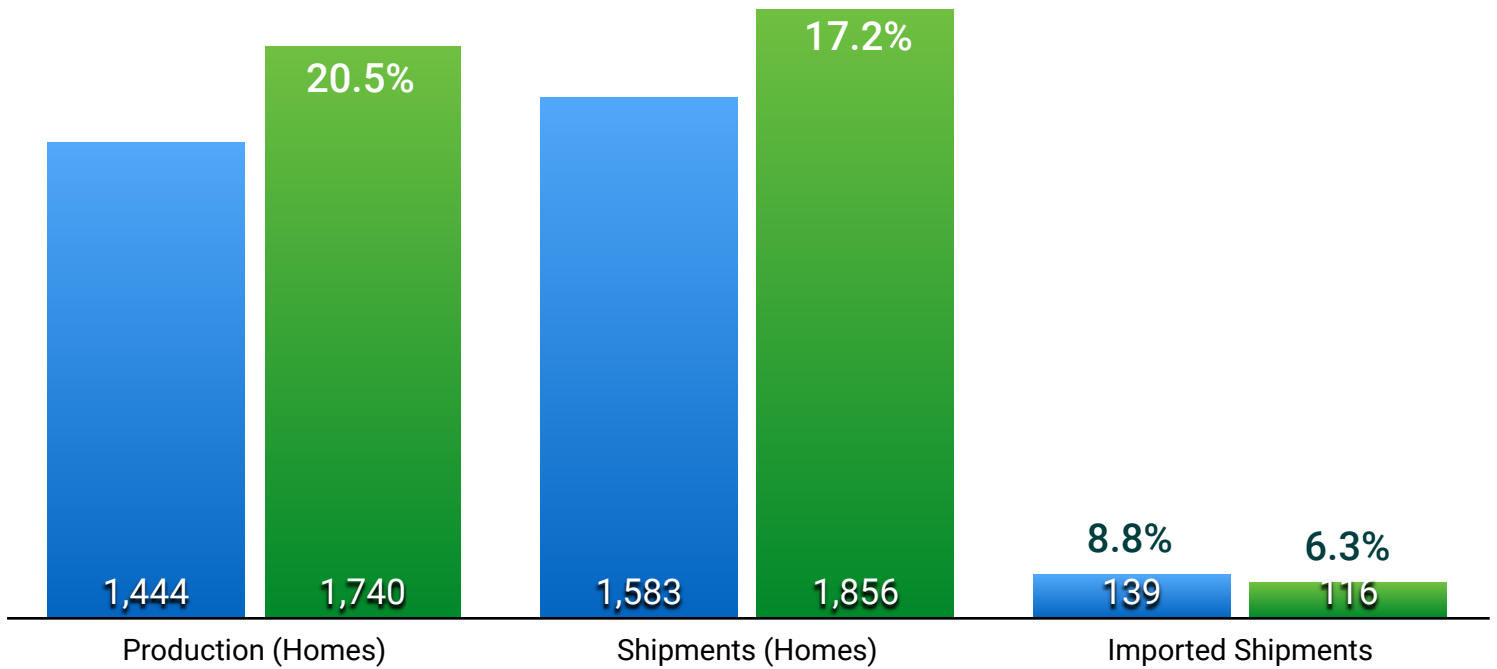
Notes:

1. CMHI's Top Ten Retailers accounted for 33.5% of total year-to-date registrations (464/1,387).
2. Seven of the Top Ten Retailers accounted for 29.7% of real property registrations (107/360).

2025 MANUFACTURED HOME PRODUCTION/SHIPMENTS YTD (JULY)

■ 2024

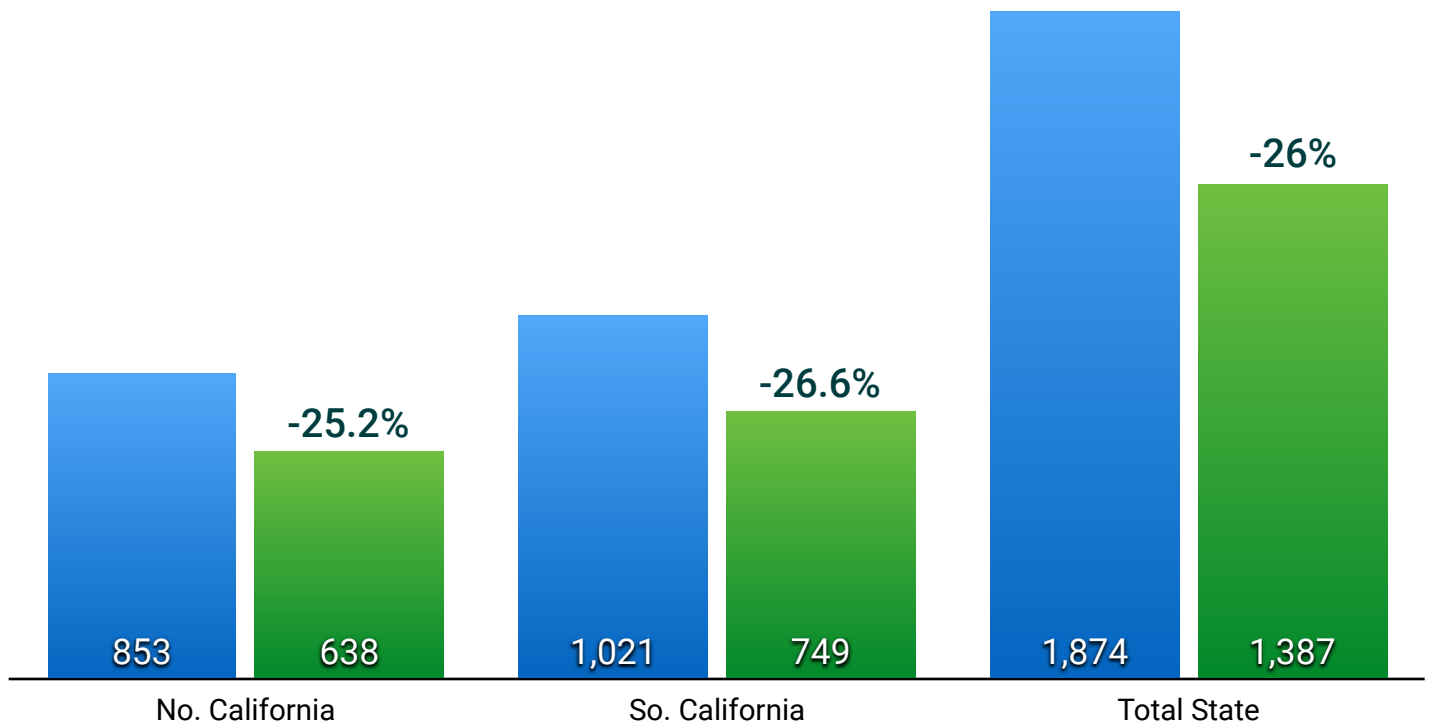
■ 2025



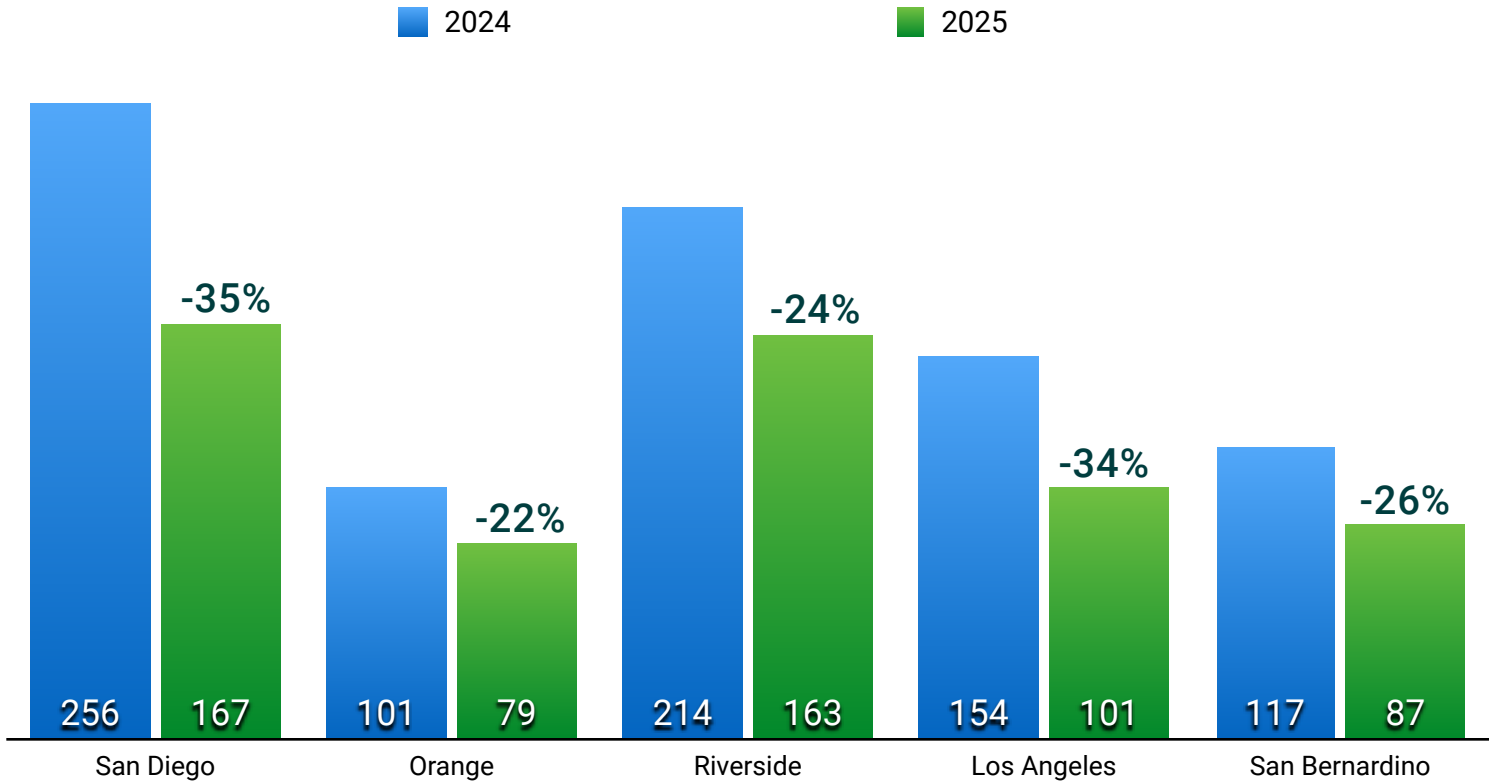
2025 REGISTRATIONS (NEW SALES) BY COUNTY OF HOMEOWNER YTD (JULY)

■ 2024

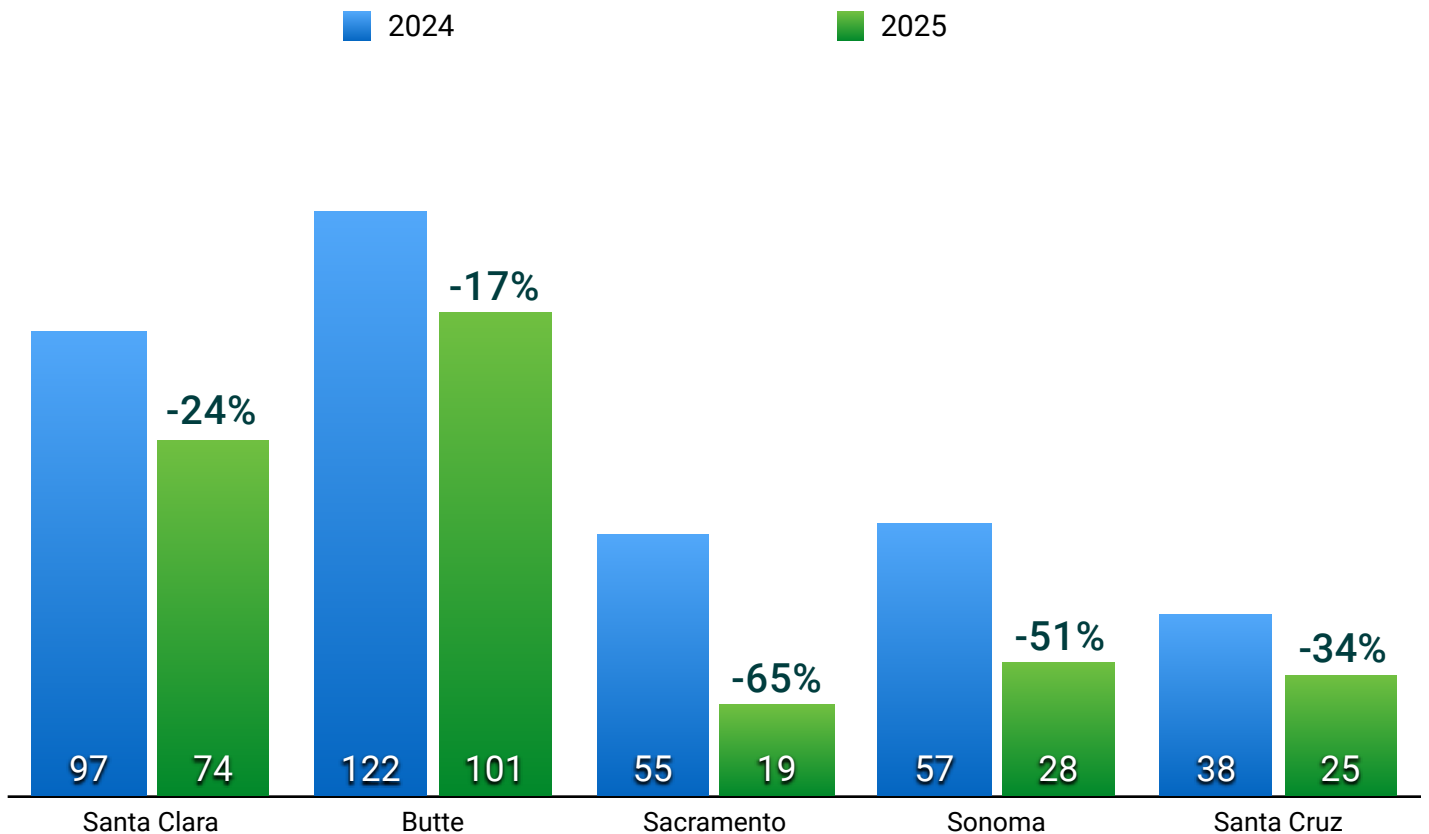
■ 2025



SOUTHERN CALIFORNIA REGISTRATIONS SELECTED COUNTIES BY COUNTY OF HOMEOWNER YTD (JULY)



NORTHERN CALIFORNIA REGISTRATIONS SELECTED COUNTIES BY COUNTY OF HOMEOWNER YTD (JULY)



CMHPAC 2025- 2026 CAMPAIGN

VOLUNTARY CONTRIBUTION FORM

- All CMHPAC contributions are strictly voluntary.
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- Corporate checks *CAN* be used for PAC contributions in California according to law.
- Corporate contributions are permissible in California according to law.
- There is no federal or state deduction or tax credit for PAC contributions made by businesses or individuals.
- Contributions to a PAC by individuals or corporations are limited to \$ 8,100 per calendar year.
- Contributions of any amount, more or less than the suggested guidelines are appreciated. *

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Understanding PAC Contribution Recognition and Reporting

As a reminder, CMHI's fiscal year runs from April 1st through March 31st. At the start of each fiscal year, we begin outreach regarding the CMHI Political Action Committee (CMHPAC) contributions. Members have the full fiscal year to contribute in order to be recognized at our Annual Convention. Contributions must be received before March 1st to guarantee recognition in the program.

This year, we're excited to introduce a new \$1,000 PAC recognition level, added above our long-standing \$500 Golden PAC Contributor level. These tiers highlight the generosity of our members and showcase the leadership role they play in supporting the manufactured housing industry.

Contributing early has an added benefit! Your company receives recognition and exposure throughout the entire year, maximizing the value of your support.

Every contribution, no matter the level, makes a meaningful impact. PAC funds are carefully used to support and advance the manufactured housing industry, and each contribution directly strengthens our collective voice.

It's important to note that recognition is tied to the fiscal year in which a contribution is made. For example, if a company contributes during the 2025–2026 fiscal year, it will be recognized on that year's contributor list. Contributions made in prior fiscal years—such as 2024–2025—are still deeply valued and were acknowledged at the time, but they do not roll over into the new fiscal year's reporting.

To contribute, please make checks payable to **CMHPAC**.

We greatly appreciate your continued support and encourage early contributions to maximize recognition and impact.

Together, we're building a stronger future for manufactured housing.

Supporting Our Industry Partners

CMHI will be in attendance at both Manufactured Housing Institute (MHI) and the Western Manufactured Housing Communities Association (WMA) upcoming events.

As the voice for manufactured housing in California, we know how important it is to build relationships, and strengthen the manufactured housing industry at the state and national levels. Their meetings bring together leaders and advocates who are shaping the future of our industry.

Together, we amplify our impact, share resources, and create opportunities that benefit our members.

Jamie Perez
CMHI – Executive Director

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CREDIT HUMAN NEWS: JAY JOHNSON - NEW BUSINESS DEVELOPMENT EXECUTIVE



Please congratulate Jay Johnson on his transition from his current role as Member Solutions & Loss Mitigation Manager to his new position as Business Development Executive on the West Region Sales Team. His deep understanding of member needs and his ability to identify effective solutions will be tremendous assets as he steps into this sales-focused role. Jay brings 30 years of manufactured housing industry experience, 18 of those with Credit Human, that will serve him well in his new capacity. He will be taking over Jim's territory and is enthusiastic about putting his industry knowledge to work for you. His first day will be July 21, following a vacation with his family that will allow him

to return refreshed and ready to hit the ground running!

LEGISLATIVE ACTION AS OF 09/05/2025

►Died in Committee

AB 635 Mobilehome Residency Law Protection Program

This bill would require the department to refer up to a total of 25 alleged violations of the Mobilehome Residency Law to the office of the Attorney General in any given fiscal year that the department in good faith efforts selects as the most severe, deleterious, and materially and economically impactful alleged violations. The bill would authorize the Attorney General to arbitrate, mediate, negotiate, or pursue any and all available judicial remedies in connection with any alleged violations of the law referred by the department. (Based on 4/10/2025 text)

Status: 7/17/25- Failed deadline pursuant to Rule 61 (a)(10). (Last location was JUD. On 6/24/2025) (May be acted upon Jan 2026)

AB 749 Mobilehome Parks: Closure, Cessation or Change of Use

This Bill would require a park owner, before closing or changing the use of a m/home park, to first offer residents or nonprofit organizations a right of first refusal at a price determined by a third-party appraiser approved by HCD.

Status: 08/28/2025- Failed deadline pursuant to Rule 61(a)(11). (Last location was APPR. SUSPENSE FILE on 8/20/2025) (May be acted upon Jan 2026)

►Still in Process

AB 806 M/Home Park Cooling Centers Amended

This bill would require m/home parks to establish 'cooling centers' for under specified heat



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conditions. Additionally, the bill would unconditionally permit homeowners to add cooling systems to their homes.

Thanks to work done by WMA, the bill has been amended to eliminate the requirements for cooling centers and preserves the parks right prohibit the installation of a cooling system on an individual home if the systems or an individual home if the system cannot be accommodated by the power service to the lot as specified.

SB 525 California Fair Plan – Manufactured Homes

CMHI supported SB525 ensures that the “California Fair Plan” provides homeowner insurance options for manufactured homes.

FAMILY HOMES RECEIVES PINNACLE AWARD FROM CLAYTON

Family Homes was honored in receiving the prestigious **Pinnacle Award** from Clayton. As described during the presentation—and as noted on the beautiful plaque—this award is given to Clayton’s top-performing dealership, recognizing excellence across all areas of operation. For being #1 in every aspect of the business.

CMHI celebrates with you in this great accomplishment. Congratulations David & Heidi Franzoni and to your amazing team at Family Homes.



VICKY G. DERIEG RETIRES



Dear Friends and Clients,

After 65 1/2 years in the mobile/manufactured housing industry (half in sales and half in education), I am retiring as of November 22, 2025.

When the Department of Housing completed my audit they advised me that all students would **ONLY** be able to take their quizzes in person in front of an approved proctor. That is limited to notaries public, active-duty armed force officers, attorneys, librarians, DOH representatives or approved course instructors or providers.

While other course providers may be able to have you go into their office to take your quiz for the class, I am not physically able to accommodate that, so it is with much regret that I must close these doors.

When I look back over my industry years, I marvel at the progress you have all made during that time. I believe we build homes that are every bit as beautiful as any on site-built home and I am convinced that they have better quality.

I have always enjoyed working in this industry and interacting with each of you. I thank you for the support and friendship you have given me. I will end my career without any regrets and wish you all much success.

Vicky G. Derieg, California Manufactured Housing Education

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Jeff and Betsy Gibson - Boudreau Utility Services

Every strong company has a story filled with vision, persistence, and teamwork. For Jeff and Betsy Gibson, it's a story of professional expertise, entrepreneurial spirit, and a shared passion for helping communities thrive. Together, they've shaped Boudreau Utility Services, a division of Boudreau Pipeline Corporation, into a trusted leader in underground utility upgrades for mobile home parks and community developments.

Jeff Gibson's journey in construction began in the 1970s, working alongside his brother to co-own and operate Gibson Brothers Construction. Together, they built over 200 mobile home parks, leaving a positive mark on numerous communities. Over the years, Jeff has earned several professional licenses, including those as a General Contractor, Electrical Contractor, and Plumbing Contractor, which gives him a unique ability to manage every aspect of a project. His broad expertise, paired with a genuine commitment to quality and safety, ensures that each project is handled with care and precision.

At the same time, Betsy was building her career with a large apartment developer in Atlanta. She launched a sub-meter billing business to help apartment residents manage their utility payments more easily. Her Business Management studies at the University of Georgia gave her the skills to lead and grow businesses in the utility and construction sectors. These early experiences gave Betsy a deep understanding of utility management and sparked her passion for making a positive difference.

While pursuing new opportunities, Jeff and Betsy met and quickly discovered their shared drive and complementary skills. They teamed up to launch GB Utility, Inc., a submeter billing business focused on apartment communities where energy conservation was particularly important. The company grew to serve over 100,000 units and earned recognition for its innovative spirit—including the development of a handheld device that made meter reading easier and more accurate. In 1998, Jeff and Betsy sold GB Utility, Inc. to Veba, Inc., a large German corporation.

Following this success, they established UtiliSource, Inc., a publicly held corporation in the deregulated electric and gas sector. UtiliSource was forced to close due to changes in California state laws, but it marked an important chapter in their entrepreneurial journey and reinforced their ability to innovate at scale.

In 2015, the California Public Utility Commission launched a pilot program to upgrade aging underground gas and electric utilities across the state. Recognizing both the need and the opportunity to help communities, Jeff and Betsy Gibson teamed up with Alan Boudreau of Boudreau Pipeline to form Boudreau Utility Services—a division dedicated to this important work.

Since then, they've successfully upgraded over 145 mobile home parks, bringing reliable utilities to more than 9,000 homes. Their dedication to safe, efficient, and cost-effective solutions has made Boudreau Utility Services a trusted partner in this specialized field.

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As part of the Boudreau Pipeline family, Boudreau Utility Services specializes in installing and modernizing vital underground systems—such as gas, electric, water, and sewer lines—for mobile home parks and community developments. With a reputation for reliability, skilled teams, and on-time delivery, the division takes pride in helping California communities grow stronger every day.

As housing demands grow and infrastructure modernization becomes even more important in California, Boudreau Utility Services is dedicated to its mission: providing the critical underground systems that help communities grow and thrive. By continuing to focus on innovation, safety, and integrity, Jeff and Betsy Gibson are excited to expand the division's reach—always staying true to the values that started it all.

What began as a shared vision between husband and wife has grown into a division that truly makes a difference across California. Alongside Alan Boudreau, Jeff and Betsy Gibson are proud to lead Boudreau Utility Services—helping build not just pipelines and infrastructure, but also the pathways to stronger, more sustainable communities.

As a sidenote, Jeff and Betsy also take pride in their family life. They have a blended family of six children, thirteen grandchildren, and seven great-grandchildren—a legacy that inspires their dedication to building stronger communities for future generations.

Jeff can be reached at jeff@boudreaupipeline.com 714-809-2120

Betsy can be reached at betsy@boudreaupipeline.com 714-612-7544



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- Won an award?
- Completed a new project?
- Got Married?
- Have a new baby or grand baby?
- Are you engaged?

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## THE ROAD TO HOUSING ACT OF 2025

On July 29, 2025, the Senate Banking Committee advanced the Renewing Opportunity in the American Dream (ROAD) to Housing Act of 2025, a large bipartisan housing bill aimed at expanding the nation's housing supply, improving housing affordability, and increasing oversight and efficiency of federal regulations and housing programs.

The bill contained eight distinct titles with related bills for each title included as sections. Manufactured housing received its own title, Title 3 – Manufactured Housing for America, with four related bills included as sections. The prominence of having a separate title and being in the top three titles of the bill highlights Congress's support for the industry. There are four sections to Title 3, and MHI's proposal to remove the statutory language requiring manufactured homes to be built on a permanent chassis is the first (Section 301). Sections 302 and 303 focus on FHA financing for modular construction projects and Accessory Dwelling Units. Section 304 includes language making the PRICE program, which was a congressional earmark intended to preserve manufactured housing communities, a permanently authorized program. The language regarding eligibility of grant recipients is problematic, and MHI is working to address that as the legislative process continues.

In addition to the manufactured housing bills of Title 3, the ROAD to Housing Act also included legislative solutions for overcoming local zoning challenges, making small dollar financing more available, incentivizing homebuilding, and building more homes in rural areas and opportunity zones, among other things. Both a [section-by-section](#) of the bill and the [full legislative text](#) are available for viewing.

The bill was passed by a unanimous vote and will now go to the full Senate for consideration. The House of Representatives has not yet moved on a similar package.

*Source: MHI News & Updates 08/07/25*

## MHI STATEMENT ON THE ROAD TO HOUSING ACT OF 2025

The Manufactured Housing Institute congratulates the Senate Banking Committee for passage of bipartisan legislation to address the nation's housing supply challenges. We are encouraged by the strong bipartisan statement this bill makes regarding the critical role that manufactured housing can have in helping to address the nation's housing supply and affordability challenges. The inclusion of an entire title—Title III: Manufactured Housing for America—dedicated to manufactured housing reflects growing recognition that we are an essential segment of the housing market and our industry's great potential to deliver more safe, affordable, efficient, and desirable home ownership opportunities for American families. We thank Chairman Scott and Ranking Member Warren for their leadership and support for manufactured housing.

We especially appreciate the focus on expanding the range of homes that can be built under the federal residential construction code – the HUD Code. Section 301 – the Housing Supply

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Expansion Act – is a forward-looking provision that, by removing outdated requirements that units be built on a permanent chassis, will help unlock innovative new design possibilities, allowing American manufacturers to produce a broader range of attractive and affordable housing options at scale to meet the needs of American families. We believe this is key to addressing our nation’s housing supply and affordability challenges—delivering high-quality, attainable homes to more communities across the country.

As this legislation moves forward, and for this provision to reach its full potential, it will be critically important that Congress reaffirm HUD’s exclusive authority over federal manufactured housing construction and safety standards (the HUD code). By ensuring that any standards promulgated by other federal agencies become effective only upon adoption into the HUD Code through the consensus standard and regulatory development process already established in law, Congress can help avoid confusing and divergent standards that undermine the bill’s central intention. Bringing this clarity will strengthen the cost affordability advantages that factory-built efficiencies bring to expanding homeownership opportunities for low- and moderate-income families throughout the country. We look forward to continuing our work with members of the Committee, Congress, and the administration to achieve this goal.

MHI also supports efforts to preserve affordable manufactured housing communities and thus appreciates the intention behind the inclusion of the PRICE program in Section 304. However, to avoid unintended consequences, we strongly recommend that the statute and any implementing regulations should ensure that where the program promotes “resident ownership” models, it ensures that it only supports such models in which residents in fact gain a direct and beneficial ownership interest in the land to protect residents from predatory models that fall short of this promise. MHI also recommends that eligibility criteria be tightened to ensure what we believe is the intent of the legislation – that all ownership types—nonprofit, for-profit, and resident-owned—should be eligible for preservation funding and that grant awards should be based on the best applications that achieve program intent without discrimination on the basis of ownership. We are eager to work with lawmakers to refine this language and ensure that preservation efforts are effective, equitable, and limit opportunities for predatory behavior.

ManuFacts is a bi-monthly newsletter published by the California Manufactured Housing Institute (CMHI) exclusively for member companies.

CMHI is a nonprofit trade association representing companies that build, sell and finance factory constructed homes and manage factory constructed home communities; and supply goods and services to the industry.

The Institute was founded to advance the availability and ownership of quality, high-value homes, marketed by licensed retailers, by promoting the purchase of factory constructed homes and the development of desirable sites and communities in California. The Institute's public, government and consumer relations programs are directed toward these goals.

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CMHI President - Jess Maxcy  
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In sum, we commend the Committee leadership and all the members of the Banking Committee for putting housing supply at the center of the national agenda and elevating manufactured housing as a national priority. MHI and our member companies look forward to continuing our work with Senators, Members of Congress, and the Administration to continue to strengthen this legislation and do our part to ensure it delivers on its full potential to expand housing opportunity for all Americans.

*Source: MHI Housing Alert 07/30/25*

## THE 'ONE BEAUTIFUL BILL' AND THE MANUFACTURED HOUSING INSTITUTE

After deliberation in the U.S. House of Representatives, the U.S. Senate, and then House again, the comprehensive reconciliation bill (H.R. 1, the One Big Beautiful Bill Act) has successfully passed through Congress and was signed by the President into law on July 4.

Several provisions in the bill reflect priorities that directly benefit the manufactured housing industry and its workforce:

- Permanent extension of lower individual tax rates.
- Section 199A deduction (qualified business income deduction of 20% of net income) is made permanent.
- In years 2025 thru 2029, increase in the state and local tax (SALT) deduction from \$10,000 to \$40,000 – phased out for taxpayers with MAGI over \$500,000
- Protection for business SALT deductions and 1031 like-kind exchanges
- Reinstatement of the deduction for mortgage insurance (MI)
- Significant boost in the volume of Low-Income Housing Tax Credits (LIHTC), along with provisions to create more flexibility for the use of the credits
- Immediate expensing for certain industrial structures applicable to facilities used in manufacturing, refining, and related industries.
- Opportunity Zones renewed, allowing new designation of Opportunity Zones with stricter low-income requirements and higher basis boost for Opportunity Zones in rural areas.
- Taxes on overtime pay and tips eliminated up to set caps of \$12,500 and \$25,000 respectively with slower income phaseout.
- The estate and gift tax is permanently extended and increased from \$10 to \$15 million starting in 2026.

While the bill includes many provisions that benefit the manufactured housing industry, it also ends the 45L tax credit for new energy-efficient homes by June 30, 2026. Other energy tax credits did not fare as well with shorter sunset periods

*Source: MHI News & Updates 07/2025*



# MANUFACTURED HOUSING SURVEY (MHS) OVERVIEW

The latest data from the U.S. Census Bureau for manufactured homes has just been released for June 2025. This includes updated data of the following: Shipments of New Manufactured Homes through April 2025, Manufactured Housing Shipment Summary Report by State by Month through March 2025, Manufactured Housing Units Annual Shipments to States 2025 YTD: Through March, and Average Sales Price of New Manufactured Homes by Region and Size of Home by Month of Shipment through January 2025. The link to the data can be found [here](#).

As we move through 2025, national and regional pricing trends continue to shape the manufactured housing market.

## National Average Sales Prices:

- \$121,700 in December 2024
- \$120,900 in January 2025

These figures reflect a slight softening in prices, potentially influenced by broader economic conditions and affordability pressures.

## Regional Price Highlights for January 2025:

- West: Highest average price at \$129,400
- South: Most affordable region at \$116,300
- Northeast: Smallest market, with notable price variability

## Regional Market Insights:

- Southern states continue to lead in both production and shipments.
- Western states exhibit higher price points, likely due to elevated land costs and regulatory complexities.
- Midwestern states maintain steady, modest shipment volumes with competitive pricing, offering a stable market environment.

## Key Takeaways for MHI Members:

- 2025 YTD data suggests a cautious start, but potential for increased production exists if economic conditions stabilize.
- Affordability remains a strength of manufactured housing, especially in high-cost regions.
- MHI continues to advocate for policy and zoning reforms to help unlock further growth and innovation, and expanded siting of manufactured homes

*Source: MHI News & Updates 07/10/25*



## MHI CEO NAMED ONE OF HOUSINGWIRE'S 'WOMEN OF INFLUENCE'

Congratulations to MHI CEO Dr. Lesli Gooch, named one of HousingWire's 2025 Women of Influence!

Under her leadership, MHI has made significant strides in advancing legislative priorities, including efforts to update federal housing regulations and construction codes to better reflect modern industry innovations.

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**CALIFORNIA MANUFACTURED HOUSING INSTITUTE**  
**Retailers Division**  
**PROFESSIONAL STANDARDS OF PRACTICE**  
**ADOPTED MARCH 15, 2001**

Members of the California Manufactured Housing Institute are expected at all times to follow standards of professionalism, competency and integrity in their business practices and relationships with their customers, employees, competitors and the general public. Compliance with this goal will include attention to the following areas:

- Be honest and fair in all dealings.
- Honor warranties and commitments within a reasonable time.
- Comply with the anti-trust guidelines and applicable Federal, State and local laws and endeavor to keep informed about the laws governing the industry.
- Advise in a manner that is truthful and fair.
- Enhance the public image of our industry.
- Compete fairly and avoid intentionally injuring or disparaging the business reputation of competitors.
- Improve business methods and encourage the free-enterprise system.
- Promote the positive aspects of manufactured home living.

**RETAILERS**

- Comply with the laws and regulations governing retailers and install manufactured homes to manufacturer instructions or to other standards in effect.
- Observe high standards of honesty in all transactions. Merchandise industry products and services without false promises or misrepresentations.
- Present to clients cost estimates and financial disclosures that are honestly prepared.
- Verify, to the greatest extent possible, that all information supplied by homebuyers is true and correct.
- Honor confidentiality and respect the privacy of others.
- Take action not to discriminate. Support in principle and practice equal opportunity for all and comply with Fair Housing Laws.
- Be honest and fair in all dealings and representations with financial institutions, subcontractors and suppliers.
- Contribute to the advancement of the retail profession through support of industry associations, standards, and education of industry members and the public at large.
- By example lead to a higher standard in our industry.

### **CMHI Officers**

Barry Cole, Manufactured Housing Insurance Services - Chairman  
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Belen Ramirez, Express Escrow - Advisor, Escrow Regulations  
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Brad Waite, Land Home Financial - Advisor Real Property Financing Issues  
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### **Foundation Board Members**

Todd Su, Advantage Homes  
Vicky Derieg, California Manufactured Housing Education  
Elizabeth Alex, Monarch Homes  
Ray Trosper, Dankat Industries



## **MARK YOUR CALENDARS** **2025/2026 CMHI & INDUSTRY EVENTS**



**Dec 4, 2025**

**CMHI Board of Directors Meeting**  
**CMHI Holiday Soireé**

[Disney Grand Californian Hotel & Spa](#)

1600 Disneyland Dr.

Anaheim Ca, 92802

Contact: Jamie Perez 951-683-4053 [jamie@cmhi.org](mailto:jamie@cmhi.org)

**March 25-26, 2026**

**CMHI Board of Directors Meeting**  
**General Members Meeting**  
**Jack E. Wells Award Banquet**

[Omni Rancho Las Palmas](#)

17900 Jamboree Rd.

Rancho Mirage, Ca 92802

Contact: Jamie Perez 951-683-4053 [jamie@cmhi.org](mailto:jamie@cmhi.org)

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**Barry Cole** has over 40 years of experience in California's manufactured housing marketplace. He is also a RV/MH Hall of Fame inductee and recipient of the California Manufactured Housing Institute Jack E. Wells Award  
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