

The Official Magazine of the NCMHA

North Carolina

Manufactured And Modular Housing News

*Happy
New Year!*

WINTER 2024/2025

North Carolina MANUFACTURED AND MODULAR HOUSING NEWS

The official magazine of NCMHA

The North Carolina Manufactured and Modular Housing News is published as a benefit of membership in NCMHA.

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President's Message

by Billy Owens



On behalf of everyone at the association, we wish you a very Happy New Year! 2025 promises to be an exciting year for our industry, and I can't wait to get started!

Reflecting on 2024, our industry once again made a significant impact with the NC State Fair Display Home. Record attendance at the fair translated to record numbers for our home as well. The exposure we continue to receive is unparalleled. I want to extend my gratitude to everyone who dedicated their time to this project. From volunteers who engaged with the public to those who transported and set up the home, your efforts are greatly appreciated. Special thanks to Clayton Rockwell for providing the home, Blevins for donating the HVAC equipment, Batchelor Supply, Inc. for donating the skirting and Clayton Homes of Raleigh for providing the home decor. Excellent work!

We are all aware of the events that occurred in late September in the western part of our state, possibly the worst devastation our state has ever experienced. Many of our industry members, relatives, and friends have been affected by this tragedy. Our association joins millions of others in extending our deepest sympathies to those impacted.

Calendar of Events

Registered Housing Specialist Seminar & State Test

NCMHA, Raleigh, NC

Seminars & testing are held monthly, attendance is on a first come first serve basis. You must have a temporary license to attend. Submit your registration and you will be contacted with the first available date.

Mid-March 2025 - Date TBD

Board of Directors Meeting/ Legislative Day

NCMHA, Raleigh, NC

May 27th - May 29th, 2025

NCMHA 2025 Annual Meeting & MaHPAC Golf Tournament

Lumina at Wrightsville Beach

September 2025 - Date TBD

Board of Directors Meeting

NCMHA, Raleigh, NC

October 16th - 26th, 2025

2025 NC State Fair

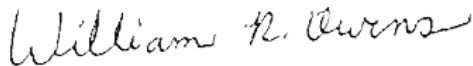
NC State Fair Grounds
Raleigh, NC

President's Message

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In response, our association is committed to helping in any way we can and has approved the donation of a home to a family in need. We are proud of our decision and as of this writing, the project is underway. Thank you to everyone working to make this dream a reality.

Once again, Happy New Year! I look forward to working with you in 2025!



President 2024/2025



"An organization, no matter how well designed, is only as good as the people who live and work in it"

-Dee Hock



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Leadership

Executive Committee

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Tonnie Prevatte, Clayton Homes, Inc.

2nd Vice President

Jeff Jones, Down East Realty & Custom Homes of Kinston

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Mark Johnson, Batchelor Supply, Inc

Secretary

Chris Cameron, Champion Home Builders

Immediate Past President

Joe Earnhardt, Clayton Rockwell

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Dascheil Propes, Atlantic Intermediaries

Service/Supplier Representatives

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Neal Locklear, Style Crest, Inc.

Retail Representatives

Tom Christ, Aggressive Properties & Development
(Independent)

J. Williams, Clayton Homes Inc. (Multi-lot)
Chris Lowry, Cavco Home Center

Manufacturer Representatives

Richard Smith, Fleetwood Homes of Virginia
(HUD)

Jimmy Holmes, Holmes Building Systems
Craig Thompson, Champion Homes (MOD)

Community/Developer Representatives

Michael Blackburn, Blackburn Development, LLC
Vito Montaperto, Dana Hill Community

Installation/Transportation Representatives

Donald Aheron, Nationwide Homes

Welcome New Members



**The Buyers Agency
DBA Moto Homes
Greensboro, NC**

**J.H. Freeman LLC
Wilmington, NC**

**Cameron Real Estate Hold-
ings, LLC
Richlands, NC**

**Having Homes, LLC
Whitsett, NC**

**SoComplicated, LLC
Morganton, NC**

**Williams Dynamic Solutions,
LLC
Rolesville, NC**

**Warf's of Conway Mobile
Home Parks, LLC
Julian, NC**

**Dove Real Estate Holdings
LLC
Hope Mills, NC**

**Foundry Companies
Bethesda, MD**

**Affordable Residential
Construction, LLC
Henderson, NC**

**Champion Homes -
BDM-Mid-Atlantic Region
Salem, VA**

**Affordable Development
Group, LLC
Cary, NC**

**RDI NC MHP, LLC
Goldsboro, NC**

**Stephen Kent Rentals, Inc.
Murphy, NC**

**Specialville Estates, LLC
Chapel Hill, NC**

**Assurance Financial
Concord, NC**

**Catawba Valley Builders LLC
Connelly Springs, NC**

**KA Manufactured Homes, LLC
Fuquay Varina, NC**

**Harms MHP Investments LLC
Wilmington, NC**

**90 Degree Modular WNC, LLC
Asheville, NC**

**Seawind Ventures LLC DBA
Breezy Builds
Supply, NC**

**Strategic Solutions Properties,
LLC
Jacksonville, NC**

**Hamilton Homebuilders - Lynn
Lynn, AL**

**Hamilton Homebuilders
Hamilton, AL**

**Simple Life
Jacksonville Beach, FL**

**Home Town America, LLC
Oxford, NC**

**Clayton Lewistown HBF #956
Lewistown, PA**



2024 State Fair Home

With close to one million visitors at this years NC State Fair, the Display House saw a large number of visitors as well. The 1,685 sq. ft. Energy Smart Zero™ manufactured home, sponsored by NCMHA and built by Clayton Homes, Rockwell featured an open floor plan with an abundance of amenities and upgrades.

The three bedroom, two bath home featured:



- * Rheem Hybrid Heat Pump Water Heater
- * Lux Argon Gas Low-E Windows
- * Carrier SmartComfort Heat Pump
- * Energy STAR Certified Appliances
- * LED Lighting Throughout
- * Ecobee Smart Thermostat
- * Next-Gen Insulation
- * Solar Panel Ready



With this event being the biggest and most effective public relations event of the year, we could not do it without our member's help. A special thank you to the following sponsors of this project:

- » Clayton, Rockwell for supplying the home
- » Batchelor Supply, Inc. for providing the skirting
- » Blevins for providing the HVAC
- » Clayton Homes of Raleigh for providing the home decor



And, a special thank you to our 70+ volunteers!



Member



Clayton Homes of Raleigh and Oakwood Homes gathering supplies to be donated to Western North Carolina!



Corey Sefers from CS2RK Investment Properties volunteering in the Charlotte area with Team Rubicon, a humanitarian group, by helping homeowners clean up their homes from all the mud.



Will Hill and the Clayton Oxford team collecting supplies. With the help from Will's 10U baseball team, they were able to fill a box truck and two pick-up trucks with much needed supplies for Western North Carolina.

We're heavily invested in WNC with our parks, development, retail, and setup ops. To date we've donated right at 30k in food, water, diapers, formula, chainsaws, gloves, fuel, and building materials to the hardest hit areas – specifically Burnsville and Spruce Pine.

- Jake Aaron, ACME Homes

We believe in making a difference

Spotlight

Down East Homes Participates in Toys for Tots



Helping children in need is truly a blessing, and Down East Homes was honored to be part of such a wonderful cause. With the creativity, hard work and collaborative spirit of team members at every one of the 10 Down East Homes locations, they were able to match every toy donated with another brand new unwrapped toy - making it a huge success. Each and every one of them went above and beyond to achieve a record amount of toys - all going to Western North Carolina.

Thank you to all our members for helping make a difference!

Nationwide Homes supports Hurricane Relief Efforts



"We saw the images on TV, but the reality (of the damage) was even worse," said Don Aheron, General Manager, Nationwide Homes.

Nationwide Homes and LGS Home Builders got to work. "LGS reached out to us, asking how we could help," Don said. "Many builders wanted to assist, but they were having a problem sourcing supplies and logistics. That was something we could definitely help with." Nationwide Homes donated high-quality materials like flooring, cabinets and vinyl siding. These supplies, stored securely in a 40-foot steel container delivered on their own trucks, were donated for anyone in the area who needed help rebuilding their lives.

For one family, the Holmans, Nationwide personally installed new cabinets in their kitchen, then stocked those cabinets with food they collected by having a food drive. They also gave the Holmans a \$500 gift card. Nationwide's contributions didn't stop with the Holmans. "The Holmans were the first family we helped, but we hope to help many more," said Don. By filling the secure storage container with building materials, the team aimed to empower the broader Creston community in their recovery work.

Efforts like these underscore the power of compassion and the responsibility we have to one another. For the Creston community, each home rebuilt is a step toward reclaiming normalcy, a testament to the strength of community and the resilience of the human spirit. Even in devastation's wake, hope prevails.





PROUDLY ANNOUNCES

**HOME TO BE DONATED TO A
DESERVING FAMILY IN
WESTERN NORTH CAROLINA!**

NC Manufactured and Modular Homebuilders Association stands with our Western North Carolina communities as they rebuild from the devastation of Hurricane Helene. In addition to the thousands of donations our members have already given, we are planning to partner with organizations and relief efforts to donate a home to a family in need.

Our 800+ members across North Carolina stand in solidarity with these hard hit communities and look forward to rebuilding our great state one house at a time!

Be on the lookout for additional updates and information as we work through this process.



Save the Date

May 27th - May 29th

The 2025 Annual Meeting is scheduled for Tuesday, May 27th - Thursday, May 29th at the Lumina on Wrightsville Beach!

The Lumina will be offering a special rate of \$280 Oceanfront and \$260 Soundview to NCMHA members Monday, May 26th through Saturday, May 31st so bring your family and enjoy a few extra days of sun and relaxation (special rate is dependent on availability and is not available over Memorial Day weekend).

This year we will be kicking off the week with a MaHPAC Luau on Tuesday, May 27th at 6:30 p.m. at the Lumina Resort. We will then lead off Wednesday morning with our annual MaHPAC golf tournament at the Wrightsville Municipal Golf Course followed by an afternoon Mixology class. The Mixology class will be scheduled for late afternoon so that any golfers that would like to participate in both events have plenty of time to get back to the hotel before the class starts.

Wednesday evening we will be hosting the Welcome Reception/Casino night where you can test your luck and enjoy some heavy hor d'oeuvres and lighthearted competition at the gaming tables. While enjoying Casino Night, you will also have the opportunity to bid on some great items at the Silent Auction.

Thursday morning, after the buffet breakfast, we will be moving right into the business meeting where you will elect your association officers; meet with other members of your division to elect board representatives and discuss any issues. After the Division Meetings, award winners will be announced followed by our guest speaker, Jones Loflin.

Jones' work with the manufactured and modular home community includes Clayton Homes, Blevins and several state level manufactured housing associations. Jones believes the key to success is being passionate about certain things in life, including family, spiritual beliefs, career and relationships. One of his favorite quotes is by Zig Ziglar: "Go as far as you can see, and when you get there you can see farther."

So mark your calendars now as this is an event you won't want to miss! This event could not be possible without the generous support of our membership. If you are interested in sponsoring any of our events, please reach out to Kim Mruk at kim@nc-mha.org or by calling the association at 919-872-2740. Additional information can be found on our website regarding hotel reservations, meeting registrations as well as registering for the MaHPAC golf tournament, Luau and/or the Mixology class.

LEGISLATIVE UPDATE



North Carolina General Assembly

The NCGA reconvened on November 19th with the primary focus on a second Hurricane Helene relief package. However, the session included much more than just disaster relief. The NCGA passed several constitutional amendment referendums and overrode the governor's veto of a bill requiring local Sheriff's departments to cooperate with Federal Immigration Enforcement Agencies. The relief package, Senate Bill 382, contained much more sweeping legislation than just hurricane relief. It contained over 100 pages to make changes in the structure of state government.

Here are some of the highlights:

- The legislation would have the State Auditor, not the Governor, choose the members of the State Board of Elections which could be comprised of three members of one political party and two members of the other. The auditor would also select the chairs of each of the county boards.
- Various changes to the election laws (to help speed up the process of dealing with ballots)
- Tightening control over legislative appointments
- Legislative takeover of the entire Halifax Street Mall parking deck
- Reduce the Governor's appointment power over vacancies in the judiciary
- Limit the power of the Attorney General
- Abolish the Courts Commission
- Make the State Highway Patrol an independent department, with the Commander subject to General Assembly confirmation
- Allow the Treasurer an appointment to the Utilities Commission by eliminating an appointment from the Governor
- Repeal the Energy Policy Council and reallocate power to the Utilities Commission
- Allow OSFM to make uniform rules for temporary placement of Manufactured and Modular Homes in the disaster areas.
- Various energy emergency program changes
- Swine Waste Resource Credits
- Changes around multiple employer welfare arrangements
- Changes around the Commerce Major Events, Games, and Attractions Fund
- Making the schools for the blind and deaf independent state agencies
- Creating two new cooperative innovative high schools
- Various public education changes
- Move the Center for Safer Schools to the State Bureau of Investigation
- Repeal the Task Force for Safer Schools
- Various higher education changes
- Changes in local government downzoning



LEGISLATIVE UPDATE - CONTINUED

The temporary rules for manufactured and modular home placement would allow the OFSM to make uniform rules for the placement of our homes. This is for temporary placement only and would expire in March 2025. Here is the provision:

AUTHORIZE THE OFFICE OF THE STATE FIRE MARSHAL TO PROMULGATE RULES FOR TEMPORARY MANUFACTURED AND MODULAR DWELLINGS SECTION 1F.4.(a) Notwithstanding G.S. 143-139.1, G.S. 160D-911, or any other law to the contrary, the Office of the State Fire Marshal may adopt rules, and prepare guidance for local governments enforcing the North Carolina State Building Code and the State of North Carolina Regulations for Manufactured Homes, that relate to the placement, construction, installation, and connection of temporary manufactured and modular dwellings. Approval of temporary manufactured and modular dwellings shall be evidenced by labels or seals acceptable to the Office of the State Fire Marshal. All temporary manufactured and modular dwellings bearing labels or seals shall be deemed to meet the requirements of the North Carolina State Building Code, except as may be required for the enforcement of the Code relative to utility service connections to temporary manufactured and modular dwellings and enforcement of local ordinances governing zoning, utility service connections, and foundation permits. The Office of the State Fire Marshal may also adopt rules to ensure that any person that places, constructs, installs, and connects a temporary manufactured and modular dwelling meets the manufacturer's installation instructions and applicable provisions of the North Carolina State Building Code and the State of North Carolina Regulations for Manufactured Homes. For the purposes of this section, a "temporary manufactured and modular dwelling" is a manufactured housing unit that is designed for utilization as a temporary dwelling in the affected area. SECTION 1F.4.(b) Rulemaking. – The Office of the State Fire Marshal shall adopt emergency rules to implement the provisions of this section. SECTION 1F.4.(c) Expiration. – This section expires on March 1, 2025

The Bill passed the General Assembly and was VETOED by the Governor. The General Assembly later reconvened and voted to override the Governors VETO and the bill is now law.



NC Office State Fire Marshall- Manufactured Housing Board

During the last MHB meeting in October, OFSM presented a draft Bylaws for the Board consideration. The staff indicated that the need for adoption was to comply with legislation asking all Board and Commission established by the NCGA to provide a copy of the Bylaws, membership, and minutes to the Legislative Library before the end of the year. NCMHA spoke against the need to create Bylaws since the operation of the Board was already spelled out in legislation that created the Board. And that the Board only needed to respond to the Legislative Library that they don't have Bylaws and there is no need to create them since it was already state law. The Board decided that they should adopt Bylaws and met in early December to finalize their Bylaws. NCMHA has communicated with OFSM on suggested language and recommendations.



Industry News!

Scott Turner Nominated as HUD Secretary

President-elect Trump announced Scott Turner as his pick for Secretary of the U.S. Department of Housing and Urban Development (HUD).

“We are thrilled about the nomination of Scott Turner as HUD Secretary,” said MHI CEO Dr. Lesli Gooch. “We appreciated his engagement and attention to innovative housing solutions in his previous role at the White House during President Trump’s first term. We look forward to working with him again to elevate innovative housing and expand attainable homeownership.”

Turner visited three manufactured homes on the National Mall in 2019 and complimented MHI and the manufactured housing industry for its innovation and creativity. Scott Turner served as the inaugural Executive Director of the White House Opportunity and Revitalization Council (WHORC) during President-elect Trump’s first term. Collaborating with former HUD Secretary Ben Carson, Scott oversaw 16 Federal Agencies in implementing over 200 policy measure to advance economic development.

Following his NFL football career, Turner transitioned into politics and won a State House race in his home state of Texas. He is now the CEO of his family’s foundation, Community Engagement & Opportunity Council (COC), which aims to rejuvenate communities across the country through initiatives centered around sports, mentorship, and economic empowerment.

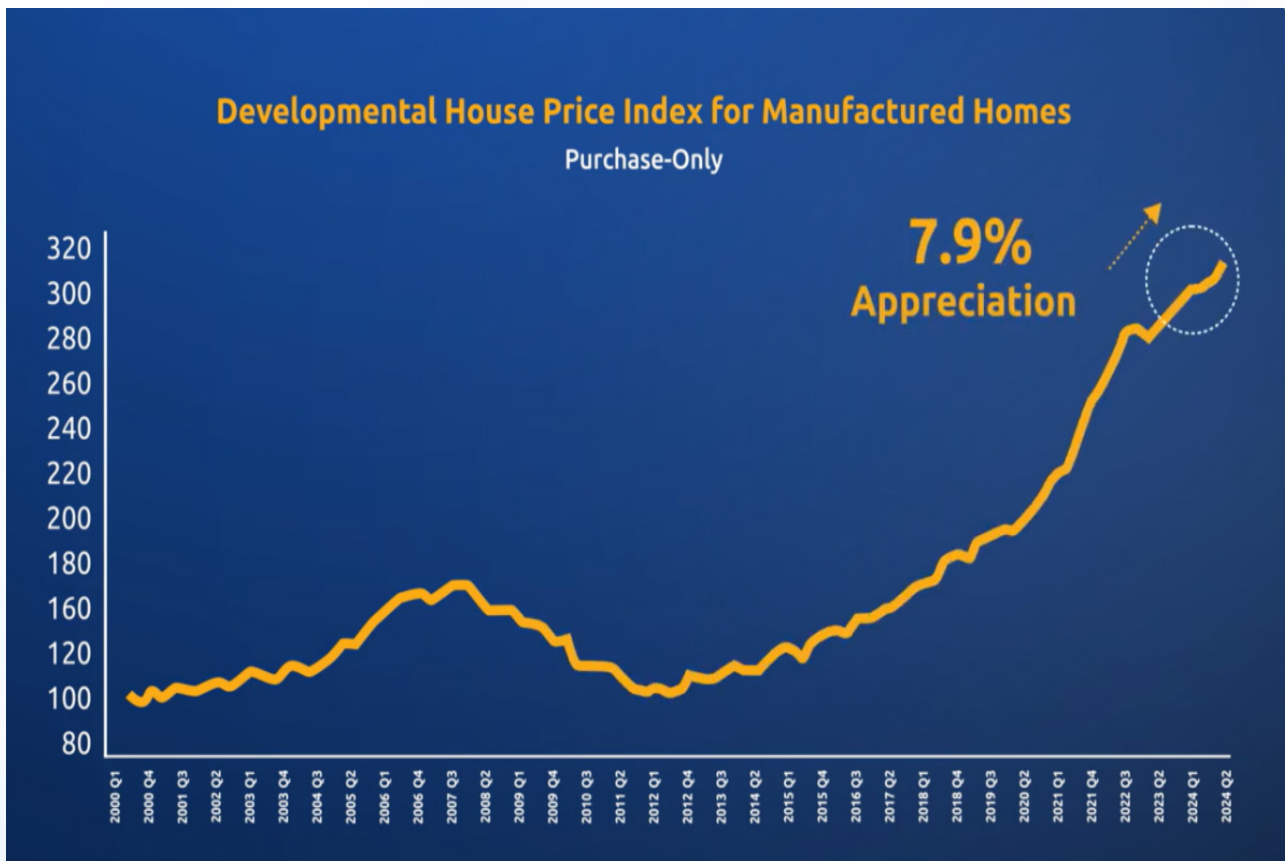


FHFA Releases New Manufactured House Price Index: Manufactured Homes Appreciated Nearly 8% Year-Over-Year While Site-Built Homes Increased 6%

Today the Federal Housing Finance Agency (FHFA) released its new Manufactured House Price Index. The Index is based on data from real-property conventional mortgages acquired by Fannie Mae and Freddie Mac. Fannie Mae and Freddie Mac are Government Sponsored Enterprises (GSEs). GSE loans are land-home. The majority of manufactured homes are purchased as home-only. According to Home Mortgage Disclosure Act data, land-home loans accounted for less than 14% of manufactured home loans in 2023. These were the key findings from the Manufactured House Price Index:

- The quarterly index found that manufactured home sale prices (purchase only) increased 7.9% from Q2 2023 to Q2 2024. In comparison, the FHFA's core House Price Index (HPI), which measures home prices for site-built homes, increased 5.7% during that same period.
- For all transactions, manufactured homes with conventional mortgages acquired by Fannie Mae and Freddie Mac appreciated 6.9% over the past four quarters while site-built home prices increased 5.9%.
- The median price of manufactured homes purchased with a real-property conventional mortgage issued through one of the GSEs, such as Fannie Mae or Freddie Mac, was \$231,000 in Q2 2024. The majority of manufactured homes are purchased as home-only. GSE loans are land-home. According to Home Mortgage Disclosure Act data, these loans accounted for less than 14% of manufactured home loans in 2023.

“FHFA’s new data resource on manufactured homes provides relevant, up-to-date information on an important but less-understood segment of the housing market,” said FHFA Director Sandra L. Thompson in the agency’s press release. “In a housing market with elevated home prices, manufactured housing remains an affordable option. This new data should help advance discussions on responsible efforts to expand homeownership opportunities.”



2024 Holiday Board Meeting

The 2024 Annual Holiday Board Meeting was held at the Carolina Hotel on the beautiful Pinehurst Resort and Country Club. After meetings with the Executive Committee and the Board of Directors, the board members were treated to a night of good food and some friendly competition during the Christmas White Elephant gift exchange.



Happy New Year

As we welcome 2025, we extend our deepest gratitude to all our members for their dedication and hard work! We look forward to working with all of you and wish you a year of growth and success!



Regional Shipment, % Change and Market Share					
Region	Through OCTOBER 2024		Through OCTOBER 2023		% Change
	Shipments	Market Share	Shipments	Market Share	
New England	1,298	1.5%	1,534	2.0%	-15.4%
Middle Atlantic	3,085	3.5%	3,183	4.2%	-3.1%
East North Central	7,437	8.5%	7,687	10.2%	-3.3%
West North Central	3,460	3.9%	3,051	4.1%	13.4%
South Atlantic	23,245	26.5%	19,168	25.5%	21.3%
East South Central	15,331	17.5%	11,935	15.9%	28.5%
West South Central	23,700	27.0%	18,748	25.0%	26.4%
Mountain	5,329	6.1%	4,900	6.5%	8.8%
Pacific	4,573	5.2%	4,586	6.1%	-0.3%
Outside US	0	0.0%	0	0%	0%
Destination Pending	182	0.2%	241	.3%	-24.5%
Total	87,640	100.0%	75,033	100%	16.8%

Top 10 States, % Change and Market Share							
State	Through OCTOBER 2024			Through OCTOBER 2023			% Change
	Shipments	Market Share	Rank	Shipments	Market Share	Rank	
Texas	15,494	17.7%	1	12,469	16.6%	1	24.3%
Florida	6,391	7.3%	2	6,257	8.3%	2	2.1%
North Carolina	5,706	6.5%	3	4,359	5.8%	4	30.9%
Alabama	4,977	5.7%	4	4,745	6.3%	3	4.9%
South Carolina	4,502	5.1%	5	3,358	4.5%	5	34.1%
Louisiana	4,489	5.1%	6	3,254	4.3%	6	38.0%
Georgia	3,928	4.5%	7	3,189	4.3%	7	23.2%
Kentucky	3,513	4.0%	8	2,462	3.3%	10	42.7%
Tennessee	3,439	3.9%	9	2,405	3.2%	11	43.0%
Mississippi	3,402	3.9%	10	2,323	3.1%	12	46.4%
TOTAL	55,841	63.7%		44,821	59.7%		24.6%

North Carolina Product Mix October 2024					
Shipments			Production		
Single Section	Multi Section	Total Shipments	Single Section	Multi Section	Total Shipments
261	364	625	264	377	641

North Carolina	2023	2024	% Change
Home Production	6,291	8,744	39.0%
Home Shipments	6,835	9,097	33.10%

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