

Fulfill the Promise

California Manufactured Housing Institute 2008 Membership Report



Silvercrest



Financing



*Targeted
Product*



*Inventory
Management*



Marketing

Windows of Opportunity



Karsten Homes



Jess Maxcy - President



Billie Tribbett
Director of Local Government
Relations



Connie Lamphear
Membership Services



Kim Lear - Controller/
Administrative Assistant

Dear CMHI Member:

2007 recorded only our second decline in annual shipments of factory constructed homes since 1995. Only two down years in the past thirteen is a pretty good run. Unfortunately, most forecasters in our industry familiar with the California market, are predicting that 2008 will be a near mirror image of last year.

Fortunately there will be...
windows of opportunity.

It is axiomatic that in every downturn markets shift. Financing options, buyer profiles, price points and products all change and therein lies opportunity. Companies who anticipate and respond to those changes can profit.

It is clearly evident that new underwriting guidelines for mortgages will change buyer profiles. Qualified buyers will:

- understand the cost of financing and will not expect to pay a financing premium just because they are buying a manufactured home
- expect a professional sales approach
- expect a more sophisticated product and will readily recognize value
- expect a turnkey, hassle free home delivery.

It is also a fact that when producers and retailers of factory constructed housing recognize windows of opportunity, they can respond to customer needs with targeted products and deliver high value faster than any other form of housing.

While declining sales volume necessarily leads to a reduction in retailer inventory and model displays, we need to maintain high product visibility for potential buyers. If home buyers cannot see properly displayed models, they are not likely to consider manufactured housing.

Toward that end, CMHI is currently planning a ten model, four day home show in Sacramento in April and an eight model, eight day home show in Ontario in the last week of April and first week of May. Additionally, we will continue and improve our retailer support program for local home show participation. For fiscal 2006/07, we supported fifteen home displays in venues attracting over 2.3 million people. We will strive to do even better this year.

We look forward to your participation and thank you for your support of our effort to ensure that manufactured housing is a viable and visible housing choice for California families.

For their special contributions, I would like to convey my personal appreciation to the members of our Board of Directors, our Chapter Chairpersons, Committee Chairpersons and our staff.

Sincerely,

CMHI - WHO WE ARE AND WHAT WE DO

The California Manufactured Housing Institute (CMHI) is a private non-profit trade and professional association of nearly 300 companies representing builders of manufactured and factory-built (modular) homes, retailers, supplier companies, financial service organizations and developers/community owners.

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

CMHI Organization

All policy decisions of CMHI are made by the Board of Directors. The Board is comprised of five manufacturers, five retailers, five financial services representatives, three suppliers and three developer/community owners. A fundamental characteristic of the Board of Directors is that each division has an equal voice. This structure allows adjudication of contradictory issues that arise from time to time through an internal forum that can produce a resolution benefiting the entire industry. This structure allows the industry to speak with one voice.

The Board meets quarterly, alternating the location of its meetings throughout California, in an effort to remain accessible to members in all regions of the State. Meetings of the Board of Directors are open to the general membership, which is invited to attend and offer opinions and advice on any agenda item.

There are five officers of the Board of Directors. They are the Chairman, two Vice-Chairmen, Secretary and Treasurer. These officers are elected annually by the Board of Directors and together form the Executive Committee. This Committee oversees the financial and personnel functions of the Association. Each division within CMHI is represented on the Executive Committee.

How Your Dues Money is Budgeted

31% is for Advertising and

Promotion - The largest portion of this is for retailer assistance.

14% is for Legislative Activities - State and Local. This includes the cost of our Legislative Advocate in Sacramento plus all of our work that is focused on local governments and redevelopment agencies.

40% is for Administering the Association - This includes staff costs and all other general expenses in operating the Association.

12% is for Member Services and Communications - This includes our Annual Convention, *ManuFacts*, our newsletter, *The Resource*, our quarterly publication and updating and maintaining our website.

1% is for Federal Relations - This money goes to the support of our National Association (MHI), in Washington D.C.

2% is for Foundation Activities - This money is contributed toward the charitable arm of the Association as a voluntary allocation of member dues.

Chapters

To better serve our membership, CMHI supports chapters in Sacramento, Orange County (includes the Inland Empire) and San Diego. Our chapters meet quarterly with a program design that informs members on current topics of interest and provides opportunity for an exchange of ideas concerning anything affecting our industry and CMHI.

Our Sacramento Chapter is the longest continuous running chapter in CMHI. This chapter was responsible for restarting CMHI's participation in consumer shows in Northern California.

The Orange County Chapter reactivated in 1998. The Orange County and Inland Empire members have shown enthusiastic interest in this chapter with excellent attendance and support for our Southern California Home Show.

The San Diego Chapter was reactivated in 1999. It has steadily increased in attendance and is responsible for several new CMHI members.

Committees and Task Forces

Several ad hoc and standing committees have been established

to advise the Board of Directors. Standing Committees include Consumer Awareness, Legislative, Membership, Annual Convention, Jerry Golden Memorial Golf Tournament, Political Action, Finance and the Executive Committee.

Political Action Committee

The California Manufactured Housing Political Action Committee (CMHPAC) is dedicated to providing educational information and support to legislators as they strive to reach informed decisions on issues affecting our customers and industry. The Committee is funded by voluntary contributions from member companies.

Disbursements are governed by the Political Action Committee.

Contributions to the Political Action fund during 2007/2008 were made by the following:

5 Star Homes
 Accent Homes of Manteca
 Aloha Manufactured Homes
 Alpert, Barr & Grant, APLC
 Angel & Associates
 Arena Manufactured Homes
 BCM Sales Corp.
 Bessire & Casenhiser
 Blue Carpet Mfd. Homes
 Budget Finance Co.
 Busch, Carr and McAdoo
 California MH Education
 California Southwestern Ins.
 Canyon View Sales
 Capitol Mobile Home Sales
 Cavco Industries, LLC
 Champion Home Builders
 Charles Marcotte MH Sales
 Claraben Homes
 Coastal Home Solutions
 Coastline Construction/Awning
 Cole Realty & Mortgage
 Dinuba Downs MH Community
 E.P.M. - Lake Park Sales
 Eagle Mobile Home Center
 Express Escrow Co.
 Factory Housing
 Family Homes
 First Home Associates
 First Pacific Financial
 Fleetwood Homes
 Flyin'J Homes
 Frontier Mobile Home Sales
 Greenway Construction
 Hughes Westbrook Insurance
 Hydro-Fire Systems
 Ideal Manufactured Homes
 J & H Asset Property Mgmt.
 John Day Home Center
 Kasco Homes
 Kerman Mobile Homes
 Kinro, Inc.
 Land/Home Financial
 M & W Home Sales
 Macy Homes
 Ma Williams M/H Sales
 Manufactured Home Center
 Manufactured Housing Insurance
 Matrix Financial
 Mesa Homes
 Metro Housing Redevelopment
 Mobile Home Mansions, Inc.
 Modern Mobile Homes
 Modular Lifestyles
 Move-In Homes
 North Pacific
 NuTrend Homes
 Oaktree Homes
 Oliver Technologies
 Origen Financial
 PFS Mortgage
 Pacific Development Solutions
 Paco Steel & Engineering
 Pinnacle Transportation
 RADCO
 Salstar Enterprises
 Santiago Communities
 Sav-On Manufactured Homes
 Sierra Homes
 Silvercrest/Western Homes
 Skycrest Enterprises
 Sterling Home Sales
 Storz Management Co.
 TJT, Inc.
 TLC Manufactured Homes
 Triad Financial Services
 Trinity Housing Group
 Valley Mobile Homes
 Viva Manufactured Homes
 Wallace Homes
 Z Awnings



Gene Erbin - Legislative Advocate

OUR VOICE IN SACRAMENTO

CMHI is represented in Sacramento by Mr. Gene Erbin, a partner in the firm of Nielsen, Merksamer, Parrinello, Mueller and Naylor. Gene's experience in the legislative arena and the reputation of his firm are key assets for CMHI. While Gene works for the passage of CMHI sponsored legislation, he also monitors all legislative and regulatory issues that could positively or negatively impact our industry and customers.

Mr. Erbin's work as a liaison with our industry regulators is of special importance in maintaining the excellent relationships we enjoy with the agencies involved with our industry.

CMHI has a long history of sponsoring and supporting legislation for the benefit of our homeowners and industry. As the industry "watch dog", we also oppose legislative and regulatory issues that are not in our best interest. Our primary focus is to support legislation that ensures, maintains or improves the value of factory constructed housing as a viable option for current and potential homeowners.

2007 LEGISLATIVE ACCOMPLISHMENTS

CMHI sponsored SB 538(Battin), which clearly defines what a manufactured home is and is not, was signed into law by Governor Schwarzenegger on October 12, 2007.

Also sponsored by CMHI, AB 339(Cook), which amends Section 18035(f) of the Health and Safety Code to clearly define when a dispute between parties to an escrow exists, was signed into law by the Governor.

Status reports on our legislative activities are available on our website at www.cmhi.org.

2008 LEGISLATIVE AND REGULATORY PROGRAM

For the legislative year 2008 we'll be focused on the following:

- **Installation Standards:** We will work closely with HCD to ensure that our installation requirements are in concert with those required by the Federal Manufactured Housing Improvement Act of 2000.
- **Dispute Resolution:** Also required in the Manufactured Housing Improvement Act is a viable dispute resolution program. With HCD's help, we will monitor our progress under the HUD administered program.

STATE AGENCY RELATIONS

Department of Housing and Community Development

Maintaining a cooperative professional relationship with HCD is essential to the well being of the factory constructed housing industry in California. Throughout its history, CMHI has worked with HCD as a valuable partner in our efforts to provide safe, durable, high value and quality homes. With these as common goals, cooperation and mutual respect have been the hallmarks of our relationship with the Department of Housing and Community Development.

Department of Transportation

The Department of Transportation's primary responsibility is public safety on the state's highways.

In an effort to ensure the safe and timely shipment of our member's products, CMHI maintains a good working relationship with Cal-Trans.

In ad-hoc meetings with Cal-Trans officials, we have successfully negotiated alternatives to cumbersome shipping requirements and moratoriums.

CMHI also works with the Transportation Department of local jurisdictions on transportation and safety issues.

LOCAL GOVERNMENT

Billie Tribbett, CMHI's Director of Local Government Relations, serves as our industry liaison with California's 520 cities and 58 counties, the League of California Cities, the California State Association of Counties and the California Redevelopment Association.

Maintaining a dialogue with local governments and monitoring their actions affecting housing construction and land development are essential elements of CMHI's local government relations program. CMHI's goal is to develop and disseminate information and technical assistance that local government officials and planners perceive as accurate and reliable. This information can be used by local governments as resource materials for designing regulatory and fee structures that are sensitive to the industry and that recognize the role factory constructed housing plays in the state's shelter market.

Likewise, CMHI attempts to keep abreast of changing local regulatory strategies outlined in a myriad of local codes, housing elements and special reports. CMHI worked with the following:

- **Redevelopment Agencies:** CMHI met with the agencies in Riverside and San Bernardino Counties regarding the upgrading of existing mobilehome parks, as well as, further utilizing manufactured housing in their infill and blight abatement programs. Additionally, we had meetings or correspondence with the Redevelopment Agencies of Barstow, San Bernardino, Tulare, Rialto, Encinitas, Sonoma, Hemet and Manteca cities. In addition, we met with Seifel Consulting in San Francisco, a highly respected planning consultant for communities throughout California.
- **Housing Conferences:** We participated in the 2007 Housing Conference as a panel member hosted by the County of Riverside; UC

Riverside, Center for Sustainable Suburban Development; the BIA, Riverside Chapter; and the State of California, Department of Housing and Community Development. CMHI served with other housing industry experts to deliver a presentation on "Approaches to Affordable Housing." In a second opportunity, CMHI served as the presenter for the Randall E. Lewis Seminar Series at UCR discussing "Factory Constructed Homes: An Option for Affordable Housing." Attendees to both seminars included all facets of planning, redevelopment and local government officials.

- **Development Fees:** Virtually every area in California is faced with increases or changes to their existing Development Impact Fees or new fee programs. CMHI ensured that these changes or additions did not alter existing exemptions for manufactured housing.
- **General Plan Updates:** CMHI worked with the County of San Bernardino as they finalized their new 20-year Housing Element and updated their General Plan. As a result, definitions were modernized and the inclusion of language that encourages the use and incorporation of manufactured housing in community planning was included.

FEDERAL GOVERNMENT

CMHI represents the industry on Federal Issues through membership in the Federated States Division of the Manufactured Housing Institute. CMHI has played an important role by informing its members about actions proposed and taken by the Federal Government; by giving advice to trade association representatives about how proposals will affect the industry in California; and by assisting CMHI members notify the California Congressional Delegation about industry support for or in opposition to proposals and actions.

MEMBERSHIP BENEFITS

GOVERNMENT AFFAIRS

CMHI provides effective representation and advocacy for industry-related matters before local, state and federal governments. This responsibility is one of the Institute's highest priorities. CMHI provides a liaison to not only legislative bodies such as the State Legislature and city councils, but also to regulatory bodies such as the Department of Housing and Community Development, the Department of Transportation and local planning and building departments.

CONSUMER REFERRAL

Several thousand consumers contact CMHI each year. They want to know who builds homes, where they can be purchased, how they can get them financed and where they can site them. CMHI responds to those inquiries by providing professional consumer literature, a DVD showing modern factory constructed housing, and a list of retailers and manufacturers to contact. CMHI also maintains a consumer oriented interactive website.

INDUSTRY INFORMATION

CMHI is a clearinghouse for information about the factory constructed housing industry. CMHI updates member companies on government policies, marketing trends, public relations and technical matters by issuing newsletters, special bulletins, technical reports, brochures and direct advice. We are the industry's information **Resource!**

NETWORKING AND EDUCATION

Regional Chapter meetings promote new ideas, strategies for success, industry trends and business contacts.

Seminars covering important topics affecting the factory constructed housing industry are held as the need arises. Members can be assured that significant issues will be brought to their attention with a full and professional explanation of how each member is impacted.

Quarterly board meetings, offer members an opportunity to help the Institute develop policies that allow the industry to grow. All members are encouraged to attend and participate.

PUBLICATIONS

- **ManuFacts** - a newsletter focusing on recent events, legislation, local development activity, national industry news, member news, sales and marketing information.
- **The Resource** - a periodic newsletter focusing on trends in land use, financing and marketing.
- **Community Development Files** - Newsletters reporting on recent developments and products throughout California.
- **Special Bulletins** - urgent fact-sheets that interpret and report complex events and regulatory decisions.
- **Consumer Brochures** - a variety of professionally produced materials that promote the purchase of factory constructed homes.
- **Outlook** - an annual publication that updates business statistics, marketing trends, construction data and consumer demographics.

PUBLIC AND CONSUMER AWARENESS

CMHI's Public and Consumer Awareness programs promote the factory constructed housing industry to groups and individuals who lack awareness and understanding of today's manufactured and factory-built homes. These groups include potential homebuyers, local and state government regulators, real estate interests, developers, finance institutions and the general public.

Throughout 2007, our consumer awareness effort was focused on displaying our members' manufactured and factory built homes in high traffic venues and local home shows. Venues featuring our home displays included the Southern California Home and Garden Show in Anaheim, the Total Home Show in

Sacramento, the National Date Festival in Indio and the Del Mar Fair in San Diego. During 2007 over 2.2 million people attended events where our homes were on display. This effort, to enhance consumer awareness, has become a significant priority of our Consumer Awareness Committee.

CMHI belongs to the League of California Cities, the California State Association of Counties and the California Redevelopment Agency for the purpose of providing information to their members about today's factory built homes.

CMHI has participated in statewide conferences on affordable housing that were sponsored by the Department of Housing and Community Development and the California Housing Finance Agency. In 2003, our participation included the installation of a model two-story manufactured home on an infill lot in inner-city Oakland. The purpose was to demonstrate to those state-wide local government officials and other interested parties, the ability of our industry to quickly and affordably produce houses on infill and scattered lots, compatible with any neighborhood.

MEDIA RELATIONS

CMHI identifies public issues and perceptions and develops programs to help build relationships with the public, the press and local decision makers. A professional public relations firm stands ready to spread our stories at every appropriate time.

ADVICE AND REFERRAL

A trade association is unique in that it has the widest possible perspective on industry trends and outlooks. Because our association is free of competitive business challenges, association staff can give advice and offer referrals within its membership, a service that simply cannot be duplicated by any other organization.

INDUSTRY COOPERATION

Members have access to a wide range of industry information because CMHI maintains liaisons and/or memberships with several

organizations including the California Building Industries Association, the Manufactured Housing Institute, the Western Manufactured Housing Communities Association, and The Manufactured Housing Educational Trust, the California Park Owners Alliance, the Golden State Mobilehome Owners League, Manufactured Housing Executive Council, California Redevelopment Association, the League of California Cities and the California State Association of Counties. We also belong to the Shelter Group, a coalition of associations involved in the housing industry.

MEMBERSHIP STATUS

There are five divisions within CMHI. They are Retailers, Manufacturers, Suppliers, Community Owners/Developers and Financial Services. There is also an affiliate division for those who wish to be a part of CMHI and whose business does not specifically fit one of the five principal divisions.

Membership status by division at the end of 2007 was:

Retailers	122
Manufacturers	12
Suppliers	36
Community Owners/ Developers	24
Financial Services	34
Affiliates/Branches	58
Honorary Members	22
	<hr/>
	308



CMHI FOUNDATION

MISSION STATEMENT

The mission of the CMHI Foundation is to provide assistance for financially destitute and struggling families and individuals in acquiring both temporary and permanent housing to bolster their self-esteem and to provide assistance in meeting their ongoing financial needs in a charitable and benevolent environment.

FUND BALANCE

We are pleased to announce that thanks to the generosity of members of our industry, the fund balance of the CMHI Foundation as of December 31, 2007 was \$124,641. \$30,000 of this balance is reserved for a potential project in Northern California.

CONTRIBUTORS

On behalf of the Foundation, we want to express our sincere appreciation to those who supported our Foundation in its charitable efforts this past year:

5 Star Homes
Accent Homes of Manteca
Alltech Homes, LLC
Aloha Mobile Homes
Angel & Associates
Arena Manufactured Homes
BCM Sales Corporation
Bessire & Casenhiser
Erik Bloemendaal
Blue Carpet Homes
Budget Finance Co.
Busch, Carr & McAdoo
California Manufactured Housing Education
California Suncoast Homes
Canyon View Estates
Capitol Mobile Home Sales
Cavco Industries, LLC
Charles Marcotte MH Sales
Champion Home Builders
Claraben Homes
Coastal Home Solutions
Coastline Construction/Awning
Cole Realty & Mortgage
Cottage Homes by Loy
Dinuba Downs MH Community
Don & Mary Stewart
Eagle MH Center
Eric Day
Evans & O'Brien
Express Escrow Co.
Factory Direct Homes
Factory Housing
Family Homes
Fleetwood Homes – Woodland
Flyin'J Homes
First Credit Corp.
First Home Associates
First Northern Bank of Dixon
First Pacific Financial
Foundation Works

G.E. Commercial Distr. Finance
Gary Barr
Genesis Homes, AZ
Gordon Collins
Greenway Construction
Hughes-Westbrook Insurance
Hydro-Fire Systems
Ideal Manufactured Homes
Inland Empire Escrow - Norco
J & H Asset Property Mgmt.
Jack & Kim Lear
Jane Gorsky
Jess Maxcy
John Day Home Sales
John Greer
Jon Nord
Karsten Homes/Clayton
Kasco Homes
Kerman Mobile Homes
Kinro
Land/Home Financial
Laura Slobojan
Laurel Creek Homes
M & W Home Sales
Macy Homes
Manteca Homes
Manufactured Home Center
Manufactured Home Mortgage
Manufactured Housing Insurance Services
manufactured homesource.com
Ma Williams Manufactured Home Sales
Mesa Homes
Metro Housing Redevelopment
Mobile Home Mansions
Modern Mobile Homes
Modular Home Pro
Modular Lifestyles
Move-In Homes
North Pacific
North Valley Bank
Oak Tree Homes
Oliver Technologies
Origen Financial, LLC
Pacific Manufactured Homes
Paco Steel & Engineering
Pinnacle Transportation
Plus Events
Quality Communities
Robert West
RADCO
San Diego MH Coalition
Salstar Enterprises
Santiago Communities
Sav-On Manufactured Homes
Sierra Homes
Silvercrest/Western Homes
Skycrest Enterprises
Sterling Home showcase
Storz Management
TLC Manufactured Homes
TJT, Inc.
Textron Financial
Triad Financial Services
Trinity Housing Group
US Financial Network
Wallace Home Sales
Warren Jones
Welcome Homes-California
Westland Distributing
Z Awnings

WE MAKE A DIFFERENCE

For most of us it's easy to be diverted from the fact that our country is at war. For others, the reminder is constant...

Just a few months ago, before departing for a tour of duty in Iraq, army Specialist Jerral Steel Hancock was determined to make sure his pregnant wife and three year old son were in a safe environment while he served his country. So he purchased a manufactured home in the Desert Sands manufactured housing community in Lancaster, California.

Jerral's mom, Stacie Tscherny, wanting to be close to her son's family, also purchased a manufactured home in a park within walking distance of Jerral's.

With his family's housing needs secured, Specialist Hancock joined 160,000 other Americans serving their country in Iraq.

All was well until...Memorial Day 2007, Jerral's 21st birthday, when the Abrams M-1 tank he was driving was hit by an EFP (Explosively Formed Penetrator). Under intense enemy fire it took seventy minutes for two severely wounded soldiers to pull Specialist Hancock from the burning tank.

Flown to two field hospitals for life saving surgeries and then to a hospital in Germany, Jerral Hancock fought for his life.

Suffering from severe burns, the amputation of his left arm at the shoulder, and a spinal cord injury rendering his right arm nearly useless and causing paralysis from his chest down, Jerral was prepared for transfer to Brooke Army Medical Center in San Antonio, Texas.

When he left Germany, his Purple Heart was placed in a cloth bag and sent with him. His mom said, "I found out they send the Purple Heart home with you if they don't think you're going to make it." Embroidered on the bag was Anastasia Lutheran Church. As if by fate, Anastasia is the name of Jerral's daughter who at the time was only 28 days old!

Jerral's mom and wife were with him around the clock in San Antonio. As a result, his mom lost her job. Keeping up with house payments for both Jerral and his mom was very, very difficult.

The California Manufactured Housing Institute Foundation (CMHIF) first learned of Specialist Hancock's troubles on July 9th. On July 11th, our Orange County members were made aware of his situation during a Chapter Meeting and a fund raising drive was started with a Chapter contribution of \$1,383.00. Two retailers immediately matched the contribution bringing the total to \$4,149.00. Within days, a Southern California retailer challenged others to match her \$1,000.00 contribution. Several responded with \$1,000.00 checks, one for \$2,000.00.

CMHIF then contacted the mortgage lender, Origen Financial, about the situation and the company agreed to significantly reduce the payoff on Jerral's home.

While Jerral's injuries are severe and his recovery will require much of him, a small part of his burden has been lifted. Thanks to the support of our members and friends, on July 27th, just 18 days after learning of Jerral's situation, we paid off the balance on his home!

On August 20th, Jerral was transferred to a polytrauma unit at the V.A. Hospital in Palo Alto. On the 27th, we were able to present him and his mom with the title to his home.

We can't change the world but, in Army Specialist Hancock's world we're making a difference.



CMHI MEMBERSHIP DIRECTORY

RETAILERS

5 Star Homes

Michael Stewart, Stanton
(714)891-6383
(760)744-5070, San Marcos

Accent Homes of Manteca

B. Jerald Madzier, Manteca
(209)823-1751

Accent Homes, Inc.

Vance Verderame, Half Moon Bay
(650)726-5503

Active Lifestyle Homes

Vincent Jacobs, La Quinta
(951)550-9295

Advantage Homes

Sandi Marple, Stanton
(714)890-1883
(805)474-4182-Arroyo Grande
(925)685-6571-Concord
(760)471-8000-Escondido
(510)887-0155-Hayward
(408)850-6565-San Jose
(408)363-9300-San Jose
(831)475-3300-Santa Cruz
(707)539-4500-Santa Rosa
(408)734-0336-Sunnyvale
(909)949-9977-Upland
(805)644-6201-Ventura

Alliance Manufactured Homes, Inc.

Pam Svendsen, Sunnyvale
(408)998-4663

Alltech Homes, LLC

George Corrigan, San Marcos
(760)471-0551

Aloha Homes

Jack Jenks, Oceanside
(760)414-9484

American Homes

Tim Wilkens, Napa
(707)255-9890

American Home Sales, Inc.

Nichoel Farris, Auburn
(530)885-4555

Anacapa Homes, LLC

Katherine Hackett, Ojai
(805)640-6575

Angel & Associates

Robert Angel, Santa Rosa
(707)577-1880 x113
Advantage Manufactured Homes
(707)577-1879-Santa Rosa
D & A Construction
(530)821-5850-Yuba City
Home Systems of No. California
(707)263-9494-Lakeport
Integrity Homes
(530)343-5611-Chico

(Angel & Associates – Continued)

Lake County
Manufactured Homes
(707)994-9292-Lower Lake
Manufactured Home Mortgage
(916)861-2292-Rancho Cordova
Manufactured Home
Systems, Inc.
(209)745-1288-Galt
Showcase Homes
(530)674-5944-Yuba City
Showplace Homes
(707)468-1201-Ukiah
Victory Homes
(530)669-3530 Woodland

Anza Valley Homes

Mary Loiselle, Anza
(951)332-9610

Apex Mobile Home Sales

Mathew Paradis, Bellflower
(562)925-6621

Arena Manufactured Homes

Kent Romain, Quartz Hill
(661)722-7733

BCM Sales Corporation

Pam Secor, Garden Grove
(714)894-3381

Blue Carpet

Manufactured Homes
Wally Pemper, Fountain Valley
(714)636-6666

Boulevard Equity Group

Rene Boisvert, Oakland
(510)444-8420

California Homes Realty

Claudia Caudle, Capitola
(831)464-1671
(209)667-8500-Turlock

California Manufactured Homes, Inc.

Beda Student, Escondido
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California Manufactured Housing Education

Vicky Derieg, Huntington Beach
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California Suncoast Homes

Kelley Brown, El Cajon
(619) 401-4093
Bob Bagby, Newport Beach
(949)554-0158

Capitol Mobile Home Sales

Erin Majalya, Sacramento
(916)922-7154

Casa Blanca Homes, Inc.

John Gonzalez, Santa Clarita
(661)298-4080

Castlerock Manufactured Homes

Curtis Ford, Huntington Beach
(714)847-4900

Clayton Homes

Dustin Youngdahl,
W. Sacramento
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LUV Homes
(530)823-5588, Auburn
(707)588-2725, Santa Rosa
(707)459-9588, Willits

Cloud Dancer Development, LLC

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CMJ Classic Homes, Inc.

Dennis Fechter, Chula Vista
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Coast Homes

Syd Balows, Fort Bragg
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Coastal Home Solutions, Inc.

Raymond Schmitt, Prunedale
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Cole Realty & Mortgage

Linda Cole, San Marcos
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Cole Housing

Donna Cole, Orange
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Community Asset Management

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Community Mobile Home Sales

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Concept Homes of the Desert

Thomas Miller, Pinon Hills
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Cottage Homes

Loy Geddes, Huntington Beach
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Crown Pacific Homes

Edward Jackson, Jr., Lakeside
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Designer Homes

Joshua Hobbs, Escondido
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Duppa Villa Mobilehome Sales

Ron Miller, Madera
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Eagle Manufactured

Home Center, Inc.

Gregory J. Hoberg, Victorville
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Enterprise Manufactured Homes

Ed Kinsley, Wildomar
(951)693-2450

Evans & O'Brien

Joan O'Brien, Sunnyvale
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(916)962-3400, Fair Oaks
(209)533-4200, Sonora
(831)475-4775, Soquel
(510)324-5100, Union City

Executive Homes

Bill Leveroni, Chico
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Factory Direct Housing, Corp.

Matt Fleming, El Cajon
(619)631-0675

Factory Housing

Patrick Fleming, Norco
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Family Homes

David Franzoni, Chino
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Feather River Homes, Inc.

John Beutler, Yuba City
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First Home Associates

Timothy Tyler, Costa Mesa
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Five Star Manufactured Homes

John Rose, Vista
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Flyin' J Homes, LLC

John Johnston, Lake Arrowhead
(909)336-0716

Freedom Homes

Robin Youngdahl,
W. Sacramento
(916)372-1190

Frontier Mobile Home Sales

Carl Yates, Santee
(619)562-6000

Glenhaven Homes

Stan Magill, Garden Grove
(714)322-8437

Gold Country Manufactured Homes, LLC

Raymond Pahl, El Dorado
(530)344-8000

Gold West Mobile Home Sales

Vittorio Cavina, Newport Beach
(760)559-4275

Golden West Homes of Chico

Larry Marple, Chico
(530)895-5540

Harbor View Homes

Karen Muzikar, Costa Mesa
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CMHI MEMBERSHIP DIRECTORY



Fleetwood Homes

Heritage Homes

Bob Lindsley, Escondido
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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 housing 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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