New Hampshire is a relatively affluent and overwhelmingly White state with a median household income of $66,633, compared to $53,889 among the United States as a whole. There are more than 36,000 manufactured homes in the state, accounting for 5.8% of the total housing stock, in which 4.9% of the state’s total population lives. Owners of manufactured homes are better positioned for wealth-building than renters, in part due to the high costs of rent. Owners of manufactured homes in New Hampshire are some of the best positioned among all owners of manufactured homes in the United States due to the high number of resident-owned communities.

New Hampshire has 123 Resident-Owned Communities (ROCs) — the highest number of ROCs in any state. The high number of ROCs can be attributed to the New Hampshire Community Loan Fund, which has helped convert communities to resident ownership since 1984. ROC-NH, a program of the Community Loan Fund, provides the resources necessary for residents to purchase and manage their communities. When parks are up for sale, ROC-NH helps resident groups form cooperatives to investigate whether purchasing their parks is in their best interests. The Community Loan Fund then finances the cooperative’s purchase of the park, after which ROC-NH provides ongoing technical assistance and training. Purchasing their communities gives residents the security of knowing that they cannot be displaced by the sale of the land beneath their homes. Additionally, this cooperative model allows homeowners’ lot rents (the fee they pay for the use of the land) to be invested in community improvements, rather than directed to an outside investor-owner.

These resident-owned communities provide “affordable housing for nearly 7,000 families” and make up about 20% of all manufactured home communities in New Hampshire. In addition to the community-purchasing support, the Community Loan Fund also offers fixed-rate purchase and refinance loans to families in ROCs and on land they own. These loans and technical assistance help create stability and wealth generation for owners of manufactured homes in New Hampshire.

For many low- and moderate-income households, manufactured housing is more affordable than other types of housing.

Manufactured housing is a major portion of the affordable housing stock.

Manufactured housing is more affordable, compared to only 23% of all housing.

Housing is “affordable” if total housing costs account for 30% or less of household income for households earning incomes below 50% of area median income.

Note: This Data Snapshot is designed to assess the role of manufactured housing in state and local markets and the extent to which manufactured housing contributes to a set of solutions for affordable housing needs in New Hampshire. Sources: 2011-2015 American Community Survey five-year estimates.

1 New Hampshire Community Loan Fund, Resident-owned communities in NH, June 2017.
2 Data is not available about the number of ROCs in California and Florida.
3 New Hampshire Community Loan Fund, Building value and security in manufactured-home communities, June 2017.
4 New Hampshire Community Loan Fund, Bringing conventional mortgages to manufactured homes, June 2017.
WHO LIVES IN MANUFACTURED HOMES?

Compared to all homeowners in New Hampshire, owners of manufactured homes are the most likely to be 65 years or older, White, born in the US and only speak English than any other housing type. They are better positioned economically and educationally than renters in New Hampshire, but often fall behind homeowners when it comes to education and income.

Owners of manufactured homes have lower levels of educational attainment: 17% of owners of manufactured homes have Associate’s degrees or higher, compared to 49% of all homeowners and 32% of renters. The median income of owners of manufactured homes ($41,421) is also lower than that of all homeowners ($81,607) but higher than all renters ($38,446). Additionally, 14% of owners of manufactured homes receive SNAP benefits, compared to three percent of all homeowners and 20% of renters.

HOMEOWNERSHIP

Residents of manufactured homes in New Hampshire are more likely to own their homes compared to residents of all other types of housing.

Note: The homeownership rates in this document are the percentage of occupied housing units that are owner-occupied, based on the 2011-2015 American Community Survey 5-Year Estimates.

HOME FINANCING

Owners of manufactured homes are less likely to have a mortgage and, presumably, more likely to have a personal property loan. Why does this matter? Personal property loans tend to have higher interest rates, shorter prepayment periods and fewer protections for owners. Homes financed with personal property loans tend to be titled as personal property, like cars. In many cases, lenders use depreciation tables, similar to those in the auto industry, to value existing homes, leading to losses in value for the owner. This makes it much harder for homeowners to build wealth through homeownership.

MEDIAN HOUSEHOLD INCOME

<table>
<thead>
<tr>
<th></th>
<th>Manufactured Homeowners</th>
<th>All Homeowners</th>
<th>All Renters</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>$41,421</td>
<td>$81,607</td>
<td>$38,446</td>
</tr>
</tbody>
</table>

EDUCATION

Owners of manufactured homes are less likely to have completed high school or postsecondary education than both renters and all homeowners.

JOBS

More than a quarter of all residents of manufactured homes in New Hampshire work in six industries, including construction, food services and education.
SNAP BENEFITS
More than 14% of owners of manufactured homes receive benefits from the Supplemental Nutrition Assistance Program (SNAP formerly known as food stamps). Owners of manufactured homes are more than four times as likely to receive SNAP benefits compared to all homeowners, but are six percent less likely than renters to receive benefits.

AGE
Residents of manufactured homes have the oldest population across all housing types in New Hampshire, with 32% of the population being 65 years of age or older. Owners of manufactured homes are younger (12% aged 15-34) than all homeowners (8% aged 15-34), and renters are the most likely to be young (34% aged 15-34) in New Hampshire, reflecting the inability for young people to purchase traditional site-built homes.

HOUSEHOLD COMPOSITION
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RACE/ETHNICITY
Across all housing types, an overwhelming majority of New Hampshire residents are White. Renters are the most diverse residents, while manufactured home residents tend to be the least racially diverse.

Note: The income and demographic data presented on pages 2 and 3 come from the 2011-2015 American Community Survey 5-Year Estimates.
Innovations in Manufactured Homes (I’M HOME) is a national initiative managed by Prosperity Now which seeks to ensure that owners of manufactured homes have the opportunity to build wealth through homeownership by improving the quality of new and replacement development, enhancing homeowners’ ability to enjoy long-term land security, expanding access to safe home financing and encouraging a supportive policy environment.

**Language and Nativity**

New Hampshire is primarily comprised of those who only speak English, and owners of manufactured homes are the most likely to speak only English across all housing types. Owners of manufactured homes receive benefits.

**Length of Residency**

A quarter of all owners of manufactured homes moved into their homes in 2010 or later during the economic recovery period following the recession. However, only 14% of all homeowners moved in 2010 or later, while 61% of renters moved during that same time period. This indicates lower rates of traditional home purchases and less stability among renters, but greater buying power among residents of manufactured homes.

**In What Condition Are Most Manufactured Homes?**

The majority of manufactured homes in New Hampshire are built after 1980, which indicate a level of quality. Before the U.S. Department of Housing and Urban Development began regulating the construction of these homes in 1976, there were no consistent building standards for manufactured homes, so older units are more likely to be in need of repair or replacement.

<table>
<thead>
<tr>
<th>Built Before 1959</th>
<th>Built 1960 to 1979</th>
<th>Built 1980 to 1999</th>
<th>Built 2000 or Later</th>
</tr>
</thead>
<tbody>
<tr>
<td>2%</td>
<td>37%</td>
<td>46%</td>
<td>15%</td>
</tr>
</tbody>
</table>

I’M HOME

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