Freddie Mac MULTIFAMILY

MHROCs with ROC USA

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Speakers	Corey Aber, Vice President of Mission, Policy & Strategy, Freddie Mac Multifamily Sara Hoffmann, Director, Multifamily Research, Freddie Mac Multifamily Deb Winiewicz, Community Leader, Halifax Mobile Home Estates Association Paul Bradley, Founder, ROC USA

Corey Aber [00:00:00] Sometimes this podcast reminds me of blockbuster superhero movies.

Sara Hoffmann [00:00:04] Okay, I'm still getting used to this co-hosting duties here, and I'm still really excited about this, but that even feels like a stretch to me.

Corey Aber [00:00:11] No, it's not. Hear me out. So all these superhero movies, like they work on their own, but they're also all interconnected to get to a broader story. And it takes years to tell that story with — you get all the highs and the lows and there's always some reason to keep tuning in. And that's sort of like this podcast — 1ut with housing and a smaller production budget. On each episode, we cover different questions and stories centered around housing and the housing market, and all these stories fit together and help us understand this complex market from different perspectives.

Sara Hoffmann [00:00:44] Ah, okay. Now I get where you're going with this, and that makes sense, especially because all of those superheroes are heroes in their own worlds and are working together to make up even a greater hero or a greater story. So today's discussion on manufactured housing and resident-owned communities should fit right into our multiverse of housing topics. Hello and welcome to this episode of the Freddie Mac Multifamily podcast. I'm Sara Hoffmann.

Corey Aber [00:01:12] And I'm Corey Aber. Today on the show, we're going to spend some time on manufactured housing communities, the history of manufactured housing generally, and we'll take a deep dive into resident-owned communities, often called ROCs. This is a really unique part of the housing market, with its own specialized dynamics that have evolved over time and continue to evolve and help us understand all of this.

Today, we're joined by Paul Bradley and Deb Winiewicz. Paul has been helping homeowners form co-ops and acquire their manufactured home communities since 1988, and he's a leading nonprofit executive in the development and financing of these shared-equity, resident-owned communities and then he founded, ROC USA, which stands for Resident-Owned Communities USA in 2008. Today, ROC USA supports more than 300 ROCs and nearly 22,000 homeowners in 21 states. And Deb is a dedicated community leader at Halifax Mobile Home Estates Association, a resident-owned community about an hour south of Boston. Halifax Estates is a community for seniors with 430 homes. Though Deb is also on the board of ROC USA. So, Deb and Paul, thank you so much for being with us today.

Paul Bradley [00:02:22] Thank you, Corey and Sara. It's great to be here.

Deb Winiewicz [00:02:24] Thank you for having me today.

Sara Hoffmann [00:02:27] Paul, it'd be really helpful for me and hopefully our listeners to start at the beginning, but I think there are probably multiple origin stories that all come together: the start of ROC USA as well as the overall manufactured housing industry. So maybe it's a good starting place, just understanding manufactured housing and the different type of communities?

Paul Bradley [00:02:44] Sure, Sara. It is a fascinating history. Really, to take the second part of that first in terms of manufactured housing. Of course, the manufactured housing code or HUD (Department of Housing and Urban Development) code was developed in Congress in mid-1975 and implemented in June of 1976. And what Congress did with that Manufactured Housing Act is divide the recreational vehicle industry from the manufactured home, or at the time mobile home industry, and said, look, if we're going to have people living in these homes, these trailers permanently, we're going to have a building code that's up to the task of permanent housing. And it's why today you still see certain brands, Fleetwood, for instance, building both RVs and manufactured homes or HUD-code homes, is because prior to 1976, they were building RVs.

And prior to to 1975, what was going on in the business, of course, is, you know, what started off as travel trailers in the earliest days, the 1920s, these travel trailers grew larger — primarily longer, not wider at the time — and began being set more semi-permanently instead of just dragged behind the car for a weekend at a campground, the homes grew longer and began sitting seasonally or year round. And it was at that point when Congress said, look, people are living in these and let's let's create a permanent housing code. So that's the little touch point on manufactured housing. And of course, many of these, what were campgrounds, evolved into mobile home parks and eventually manufactured housing communities because there was a single parcel of land that a commercial owner was renting out to owners of these travel trailers, mobile homes, then then what became manufactured housing. So the mobile home park industry really stems from the campground industry and the manufactured housing industry stems from the recreational vehicle industry.

Corey Aber [00:05:04] So that's really interesting how that that started. And now we're, where we're at, we've seen that sort of expand or maybe even divide a little bit further as it's expanded. Right, so tell us a little bit about what's happened sort of in the last 30 years and how that that kind of breaks out.

Paul Bradley [00:05:20] Yeah, Corey. So, of course, tremendous popularity for mobile home parks as a land use in the 1960s and '70s and early '80s, and you saw a significant amount of development of manufactured housing communities or mobile home parks in that period, but very little, frankly, since the 1990s. And that has created, has created a real lack of supply, if you will, of communities, or homes and communities. That leads us to a point today where we haven't seen significant growth in the manufactured housing community sector. You've seen in some locations excess demand for for manufactured homes in communities because they are affordable. And a lot of pressure on these, on these communities and a lot of pressure on the homeowners in these communities.

Corey Aber [00:06:16] So this is sort of an interesting dynamic that's different from sort of what you might think of like traditional single-family ownership or multifamily apartment rental where you have someone owning the home but not necessarily the community in most cases, right? Somebody else owns the community. But but we've also seen over time more shift towards homeowners also coming together to own the community. So walk us through sort of how that evolved. And I think that has a lot to do with how ROC USA has evolved, but maybe predates you a little bit.

Paul Bradley [00:06:50] Yeah. Yeah. So really, beginning in the '70, you started to see some smattering — small smattering of of homeowners acquiring their communities, generally speaking, as cooperatives or associations. But that was really, you know, pretty limited and only in a few locations. Beginning in the 1980s in New Hampshire, the first resident-owned community that's a shared equity residential community, was developed in Meredeth, New Hampshire. And it's an interesting story, actually. There was an elderly property owner, husband and wife. He needed to go into the nursing home, she wanted a lifetime lease on their single-family home, and there were 13 mobile homes in the backyard, a mobile home park. And they had great relations with everybody in the neighborhood and the owners had great relations. So individually, homeowners went down to the local bank and said, "Hey, I want to buy our mobile home park." And the banker said, "Well, you don't have any experience. You don't have any down payment. I'm sorry, we can't do that." And then a graduate student from New Hampshire College showed up at class one day, and her professor, Michael Swack, said, "Well, why don't they organize a co-op? They can buy the land, and there's a startup loan fund in Concord, they could lend them the money." And so a year later, the Sisters of Mercy loaned the community loan fund $38,000. The loan fund turned around and loaned $38,000 to the Meredith Center Cooperative. So the Meredith Center Cooperative was the first co-op in New Hampshire, and that model was expanded in New Hampshire based on demand from homeowners to gain ownership of the land under their homes, access to financing through the community loan fund, and a state law that said community owner, if you're going to sell the property, you got to give the homeowners a chance to buy it. And so then the model expanded in New Hampshire to by by 2008 — so we'll go from 1984 to 2008 — it expanded from one community to 88. And interest from around the country, frankly, about how could we make resident ownership work in our state. And so I was charged with the task of figuring that out. And launched ROC USA in 2008 to scale resident ownership across the country. And as you stated upfront, Corey, now in 21 states, but ROC USA takes its name seriously. Our intent is to serve the entire country.

Corey Aber [00:09:39] So certainly want to want to dig into some of that a little bit more. But I also want to understand, just let's look at one community. And Deb, you are you are a leader of one community in Halifax. So tell us a little bit about sort of the origin of your community, how how resident ownership works, and we'll probably ask you some more questions from there.

Deb Winiewicz [00:10:03] Like Paul said, our community was one of the ones that originated in the '70s. It was family built and until 2017 it remained in that family. There was one remaining daughter in that family. We're a very large community, we're actually the largest ROC — resident-owned community — in the country. We're 430 homes, 154 acres and over 600 people. And in 2017, she had decided she wanted to sell. And she had received an offer from an out-of-state investor. And lucky for us, Massachusetts is one of the states that has right of first refusal. So we were notified that it was an option for us. ROC USA came and spoke to us. What that option meant. We were able to secure $27 million and the residents voted to become resident owned. And now we're six years in and best thing we ever did.

Sara Hoffmann [00:11:19] So that's really interesting, Deb. Do you think you can elaborate a little bit more on some of those right, of first refusals and how the residents voted? You know, does it need to be a majority or just, you know, a certain percent to be able to then form it into a resident-owned community?

Deb Winiewicz [00:11:36] It did and I can tell you that we had over 90% to vote in favor of it. So, it was clearly wanted by all the residents.

Sara Hoffmann [00:11:51] And is that a typical rate for people voting into the ROC community?

Paul Bradley [00:11:57] Yeah, our minimum standard is 51% of homeowners — owner-occupied homes voting in favor of resident ownership. But that's that's the bare minimum. And that's a low, that's the low end of the spectrum obviously. Typically 75 to 100% of owner, owner occupants are members of the co-op and voting in favor of the co-op purchasing. Even during COVID with socially distanced community organizing, we had co-ops voting 100% to acquire their communities, and that's something that's actually changed a little bit. And, you know, for podcasts like this, many more people understand the industry and the option of resident ownership now. And so it's not the — you know, early on it was a new concept to a lot a lot of people. Now people understand the manufactured housing industry better and resident ownership better.

Corey Aber [00:12:53] So thinking back you know Deb and Paul to like the the formation of Halifax. So let's just go back to like — Paul how did how did you and ROC USA understand that there was a need at Halifax, and Deb, how did you meet meet Paul? How did all that come together?

Deb Winiewicz [00:13:09] Well, it, well in Massachusetts, because we have the right of first refusal, the attorney general notifies that it's ROC USA, that there is a park about to be sold, so they know and they can come and make it known how it works. We had many meetings, many discussions, and at the end of the day it's what the residents decided to do. And because ROC USA was an an integral part of helping us find the funding because it was a big sale. It was $27 million.

Corey Aber [00:13:54] Oh, that's, that is a tremendous thing to take on.

Deb Winiewicz [00:13:58] It is. And so today what we are running in our community is a $27 million not-for-profit corporation.

Corey Aber [00:14:08] Paul, ROC USA provides some some support, not just in helping a community to get started, but fill us in a little bit on how that works and how you and Deb have stayed in touch over the years with with the community.

Paul Bradley [00:14:24] So ROC USA provides three basic services, and we do so in partnership with local nonprofits in many cases. So in the case of Massachusetts, with the Cooperative Development Institute or CDI. But the three core services are one, just creating an opportunity for homeowners to make a decision about resident ownership in states like Massachusetts with right of first refusal — obviously, the state law provides that. In states without right of first refusal, we're actually very active in the industry talking to community owners and introducing the idea that they could sell to the homeowners when they're ready. And a lot of industry players find that really interesting and something that they'd like to explore further, which is great.

The second thing we provide is pre- and post-purchase technical assistance and training. So in Massachusetts, the Cooperative Development Institute staff would be on-site working with the Halifax's State membership and board through the entire purchase process and after the purchase, providing ongoing technical assistance and training. Not property management — co-ops hire third-party property managers, but really organization coach, leadership development, technical assistance around the co-op model and the operation of the community.

And then third, we provide financing. So in many cases, through a national CDFI, or Community Development Financial Institution, called ROC USA Capital, but in other cases through state programs in states like in Oregon, some very attractive financing available through the state. And so it's done a variety of ways in and around the country, but we're always there with financing available if that's the best best financing that's available. So those are the three legs of the stool, creating opportunities; providing pre- and post-purchase technical assistance; and providing financing.

Sara Hoffmann [00:16:25] What about the benefits to the tenants or homeowners? Maybe I'll start with you, Deb, specifically with what you're seeing in Halifax Estates.

Deb Winiewicz [00:16:34] Well, from from a tenant — and I think I can speak for all resident-owned community, not just my own — but it provides security. It provides peace of mind. If if you can just imagine owning your home, but you don't own the land that it sits on and at any time somebody can come along and buy that and you don't know what's going to happen. But once you become resident owned, you collectively own the land that your home sits on. So it's a peace of mind. It's security. It's preserving that affordable community long term. And then there should be more of it, there really should be more of it. On a community level, it's an opportunity for the residents to actually use their skills, use what they did at work. Retired plumbers, you may have an accountant join the Finance Committee. They're able to use their talents and they're proud of it. They come forward and volunteer.

Corey Aber [00:17:49] So, Deborah, there are a few lessons that you all learned in the early days of of forming the community.

Deb Winiewicz [00:17:56] There is. And I think it it's a mindset change when you're owned by an outside entity you just kind of go about your business. And once you become resident owned, you realize that you need to take care of what you own. And the more volunteers that you have, the less you have to collectively pay for. So it's that change in mindset of taking care of what you own, repairing what you own, and moving it forward. It's a mindset change.

Paul Bradley [00:18:34] I'm really glad you raised that as a mindset change, Deb, because stop and think about this housing stock. What most people, everyday people think about mobile homes and mobile home parks is — and Corey and Sara, you probably get this all the time — oh, well, that depreciates, doesn't it? People have an assumption about homes in communities, mobile homes as a depreciable asset. Well, that is ingrained in communities as well. And it's a shift in the mindset to think about this as a homeownership asset and worthy of of ongoing upkeep and investment because you can get something back out of it.

You know, something we assume as housers, right, that everybody has that mentality. Well, not for a housing stock that's been so put down over time and had structure, an actual structure undermining the value of the home. What do I mean? I mean, owning a home, as Deb said, on rented land where the commercial investor can close the property down and evict you and your home. Imagine the the not just the chaos that would introduce to a neighborhood, but to the value of people's homeownership asset. Right? Or personal property financing that, you know, if you buy a house, a home that's 15 years old, you can get a personal property loan on. But lo and behold, you sell it six years later as a 21-year-old home and there's not a personal property lender who will lend on that home. What would happen in the site-built market if we had financing cliffs like that? There'd be there wouldn't be asset appreciation in single-family homeownership if you couldn't finance a 21-year-old house or a 120-year-old house. So there's some structural basic problems that that lead to this idea that this is a depreciable asset and functionally and too many cases, it is. We fundamentally believe that if we want to correct that situation, it starts with owning the land, control over the land for the reasons Deb cited, security and control.

Corey Aber [00:20:55] So let's let's talk — so we spend a lot of time so far of talking about New England and, you know, New Hampshire, Massachusetts. But you're ROC USA, you're in 21 states. Tell me about the landscape elsewhere in the country. I imagine there's some variability there.

Paul Bradley [00:21:12] There's variability on virtually every, in every way, both in terms of the quality of communities, sort of the makeup of the industry, on the level of local interest and support for this as a as an affordable housing stock. I'm thinking, you know, state housing policy or local housing policies, state housing financing opportunities. I was in a, reviewing a property in New Mexico recently where the town housing's affordable housing plan was the elimination of all the mobile home parks, effectively inviting developers to buy and re-, redevelop these properties as subdivisions. I mean, if that's the local housing policy, you know, starting point, that is problematic both for the folks in in those communities and for anybody looking to preserve and improve these properties as manufactured housing communities, because you know the problems are are, you know, the problems show up if that's the stated policy with, well, we have a vacant site, can we replace, you know, can we put a new home on that vacant site? And uphill battle to get an approval to put a new home on a site. Right? So tremendous variability in terms of the perception and the willingness of the public sector to preserve and improve these properties.

The one universal thing I would say is for, you know, good quality communities and really, you know, in the, in the, in the business, you know, A, B and C properties, tremendous interest among the homeowners to gain security. Every homeowner I've ever met with walks around with a pit in their stomach for the very risks that Deb mentioned, which is, oh, our property has been owned for 20 years, but we really worry when they sell, who is going to buy it? Tremendous, tremendous vulnerability. Homeowners feel that and that's why, you know, the universal thing I see around the country is tremendous interest to gain security either through long-term leases, nonprofit ownership or resident ownership.

Sara Hoffmann [00:23:40] Are there specific policies at the state or municipality level that help support ROC communities?

Paul Bradley [00:23:48] Great question, Sara. So it's interesting, just this legislative session, Maine and Connecticut passed right of first refusal laws. So all of New England now has state law that effectively provides homeowners the opportunity to buy their communities. Colorado passed right of first refusal in 2020, and Oregon has improved their law. So we're seeing an uptick in state legislatures that are interested in at least giving the homeowners a fighting chance to buy the land. And I'm hearing that in red and blue states and purple states across the country at this late stage of this current affordable housing crisis. So that's that's one thing that's going on, Sara.

The other thing we're seeing an unprecedented level of of investment by municipal and county government in the preservation of affordable housing through resident ownership. And it it comes at a good time because there's been such a intrusion, such a surge in private equity coming into the manufactured housing sector that prices have risen dramatically. And there's a underlying hidden affordability crisis here. When this next crop of home, park owners sell, we're going to see some significant increases. It's been happening. Anybody who who puts Google search on manufactured housing or mobile homes sees it every day. You know, investor, new investor buys the community and raises the rents dramatically, that's daily news.

Corey Aber [00:25:33] And as you mentioned as well, there's the risk of closure and repurposing of of the communities. Just looking at the manufactured housing community market more broadly, not just the resident-owned side, I think some states are have a larger share of manufactured housing communities than than others and how does that line up with that sort of distribution of resident-owned communities?

Paul Bradley [00:26:01] Yeah, the distribution of residential communities, at least shared-equity, resident-owned communities really follows our footprint, and as I noted earlier, our nonprofit partners. So you'll see on our map that ROCUSA.org, you'll see in Meet the Communities, you'll see co-ops across the northern part of the country and then some some outposts in Missouri and Texas and North Carolina. But that's because that's where we had nonprofit partners or in the case of Missouri, a long-time family owner who wanted to sell to the homeowners, needed to retire, and and asked us to please come and help that group of homeowners, which we were happy to do in 2021. So that that is why our footprint is what it is today. But we're more agile now, too. We have developed a national team that can work on opportunities in in any state now. So so we're now, we now really have a 49-state service area. There are a significant number of co-ops in Florida, Corey. Those are market rate co-ops, and those are done with a different financing package altogether and no public sector involvement. But there are, you know, close to 800 market rate manufactured housing co-ops in Florida — largely serving the retiree communities there. But that's a, that's a very sizable market.

Sara Hoffmann [00:27:42] Paul, you mentioned shared equity and limited equity and then are those also market rate. Do you mind diving into those differences a little bit for us?

Paul Bradley [00:27:49] Happy to. So really in the mobile home park sector, there are two types of co-ops that have been acquiring the land. The first and the oldest were market rate co-ops — lots in Florida, quite a few in California, and a smattering in various states across the country. These are organized by, generally speaking, realtors and attorneys in concert with a small group of homeowners in the community. And the small group of homeowners could come up with a significant amount of equity, i.e., out of their savings accounts, buy a share that might be valued at $15,000 or $50,000. And the members would put their membership-share equity together to form the down payment, and borrow a first mortgage from a bank, and buy the land, and so they would have larger share values and their shares would appreciate over time. That's that is the model today in Florida.

When the community loan fund came in to this in the early ’80s, you know, the focus was working in low- and moderate-income neighborhoods and making sure that the homeowners in the community could afford the share and become an active member of the co-op. So right from the earliest days, I think the original membership share might have been $100. And these are fixed shares. So a member buys a share for $100 or $250 — has to be less than a $1,000. And they they pay that upfront or over time and they get that same $250 or whatever back when they move out. It's a fixed equity share, which for the mathematicians and finance people in the audience, now you recognize there's very little equity coming to the table to close this deal. So you see the public sector and nonprofit sector playing a significant role in the financing of limited equity or shared equity co-ops, because the the equity portion of the deal has to be loaned to the co-op and therefore, you see subordinate lenders in this space. The upside, though, for the homeowner, while the land is, their equity share in the land is fixed, their house value, generally speaking, is, they're selling their house into the private market and selling it for market value. So they enjoy asset appreciation and home equity in their home, but they, the, their share of the land, if you will, is a fixed equity share. And further, because we're a nonprofit, the IRS requires of us to ensure that the underlying land, the mobile home park, can't be sold for a windfall profit. So there's no profit motive for the homeowners to get together in a shared equity co-op and sell the community. It literally preserves the community permanently, which is, which is the social objective here, while also providing folks an opportunity to build equity in their homes. It's a middle way, affordable housing strategy.

And on the market rate side, you have seen in the newspapers over the last two, two or three years, market rate co-ops selling out back to private investors. And that's done because if 30% of the homeowners are members, they can enjoy quite a windfall profit by selling that asset back to the private market and cashing it, cashing in on their their investment.

Corey Aber [00:31:39] Thank you for that, Paul. Deb, I want to ask you a question somewhat going back to what we were talking about earlier, but thinking about, you know, a homeowner or an aspiring homeowner entering a — one think about it, maybe just a nonresident-owned community. So when you're thinking about the, just purchasing a manufactured home — in your own experience or some of your neighbors — how how have people tended to think about that, that transaction when weighing sort of the difference between owning the home and not owning the land? And how has that changed now that you've become a resident-owned community?

Deb Winiewicz [00:32:17] I think more people — we have both in the area, and I think we see more people seeking us out — they’re looking for a resident-owned community. We often do deal with people looking for homes because we sell our own homes here in the community through volunteers. And oftentimes they will ask us, are you a resident-owned community? That's what they're looking for. They read the newspapers, they know what's happening to other communities and they want that security.

Paul Bradley [00:32:51] The other thing people are buying into and they buy into a shared-equity resident-owned community — and we have data dating back over a decade now on our national portfolio — site fees in co-ops are being raised about 1% on average across our portfolio, our loan portfolio. And private industry over that period of time has been anywhere between 3.9 and 5.9% annual increase. And so that's what's behind resident-owned communities providing on average site fees $50 below market after five years of ownership and $100 below market after 10 years of ownership. And and we actually hire an appraiser and have a longitudinal study on that very question. So we're, you know, documenting the savings for co-op members and that word's getting out as well. But I think Deb's correct. I think the baseline is and and we heard this when we were testing resident-owned communities as a title for these communities versus co-ops, people didn't know what it was, but they understood it was resident owned and they said, well, that sounds like it's a more secure situation, we'd be interested in that. As opposed to people saying, “A co-op, What's that? We don't know what a co-op is.” So so it comes right back to basic security.

Corey Aber [00:34:18] What about, Deb, anecdotally, what have you seen in Halifax?

Deb Winiewicz [00:34:21] Well, next week we're coming up to our our annual meeting where we collectively, all the membership vote on the budget. And what is inflation? About 8% right now? And we're looking at a 2% increase — way below.

Sara Hoffmann [00:34:42] So, Deb, I would love to hear more about how you came to be on the ROC USA Board and how everything's connected across all the communities.

Deb Winiewicz [00:34:49] Well, through the ROC Association. The ROC Association has three directors: New England, Middle and West. And every three years there is an election. And I put my name in and my community nominated me for it. And I was elected by the communities in New England to represent them. And holding that position is holding also the seat on the ROC USA Board. And the association is peer-to-peer network from coast to coast all across the country where it makes individual communities one big community and where you help each other with legislation, you help each other with communities. We do meet on Zoom and there are people from all over the country.

And within the association there is two committees. One is outreach and education, and that committee goes and speaks to communities who are thinking about being resident owned and telling them about their own community, how it works. You might provide some training assistance with the technical advisor, and we have a Policy and Advocacy Committee and they do a lot of legislation work. Three, of the three of us who are directors last year went to Washington, to the Capitol, and spoke to legislators there for federal funding. We have invited legislators to visit our communities and learn about who we are and what we do so they’re, they're very active committees. And again, they are made up of people in ROCs all over the country.

Corey Aber [00:36:46] Now, that's fantastic. And so when you when you've met with your peers in communities across the country and you start thinking about some of the, you know, their their lessons and experiences and even, you know, the challenges they face or decisions they face when trying to form. What are some things that stand out across across all those communities?

Deb Winiewicz [00:37:07] Right now, I would say infrastructure. And it goes back to today's economy, supply, what a project costs five years ago has now almost doubled if you're replacing septics — and and that's where more states are also stepping up and providing some funding and federal funding for the first time. So we're seeing tremendous growth and opportunity and interest, in seeing that we continue what we're doing and helping us with that is infrastructure.

Corey Aber [00:37:44] That's great. As you talk to to communities that are considering forming, are there some things they have concerns about or what they're worried about when they're considering? And what do you share with them to sort of get them over the hump there?

Deb Winiewicz [00:37:58] We do. And I think hearing from somebody who is actually living in a resident-owned community puts their mind at ease because at some point you might say, is this too good to be true? Because you've gone from being scared of what's going to happen to you to being provided a wonderful opportunity. And when you hear from some, you say, “Yeah, this is real and if they can do this, we can do this and help them do it.” So I think it eases their mind that they can do this and they will succeed at it.

Corey Aber [00:38:33] Paul and Deb, thank you so much for sharing, sharing your stories here today. Let's just look ahead. So what's the story going to look like over the next 10 or 15 years? What are you looking forward to?

Deb Winiewicz [00:38:44] I think with the trend that we’re seeing, I think resident ownership is going to have tremendous growth. I think it’s going to have a support, and I think we're seeing a change in the perception that Paul spoke of in the beginning of trailer parks. I think we're starting to lose that stereotype of what a park is and who the people are that live in it. So I think that's changing and I think it's it's really going to see tremendous growth.

Paul Bradley [00:39:20] And I think we're going to come upon that growth based on people's changing views of the, of these communities and the housing stock and the capabilities of the homeowners and community leaders in these communities. That has me incredibly optimistic. The changes that we're seeing at a local level among public officials, among, in financial institutions, you know, the chief credit officer for TD Bank came and visited Halifax, a state cooperative. They have a very substantial loan there and he could not be more impressed with with what was going on at Halifax. And the chief credit officer for the sixth largest bank in the country is not, is is not an easy person to impress. So continued, great work at the community level and as more community operators see the opportunity to sell to the homeowners, I think we'll see continued growth there. And as more public sector actors get involved, I think what, we're already seeing more and more support there. So I support Deb's point of view here. I think we'll see tremendous growth and opportunities in the next decade.

Corey Aber [00:40:35] Well, thank you so much for being on the show with us today and looking forward to seeing that growth with you.

Paul Bradley [00:40:42] Sounds great, Corey.

Deb Winiewicz [00:40:44] Thank you.

Corey Aber [00:40:47] The Freddie Mac Multifamily podcast is produced and supported by a team of our Freddie Mac colleagues, including our production leads Jenny Nguyen and Raquel Sands and audio producer Dalton Okolo. To listen to more and keep up with the latest episodes, be sure to subscribe wherever you get your podcasts and check out our website, mf.freddiemac.com/research for the full catalog of podcast episodes and original Freddie Mac research.