In a resident-owned community (ROC), homeowners form a nonprofit business called a cooperative. Each household is a Member of the cooperative, which owns the land and manages the business that is the community. Members continue to own their own homes individually and an equal share of the land beneath the entire neighborhood. Nearly 18,000 households have secured their future through resident ownership.

The money paid each month to lease the land, called a site fee, lot fee or rent, increases annually. These increases go toward expenses, like property taxes, park maintenance, and utilities, as well as infrastructure upgrades (improvements to roads, water, community improvements). In commercially owned parks, lot fees also provide profits for the landlord.

In a commercially owned community (aka a “mobile home park”), even though residents own their homes, the park owner controls the lot rent and the park rules. Each time the community is sold to a new owner, the rent is likely to increase. An estimated 22 million Americans live in manufactured homes.

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On average, monthly lot fees in resident owned communities in ROC USA® Capital’s portfolio increase by 0.9% annually, less than a quarter of the average 3.9% increase in commercially owned communities. (Source: MH Insider, July/August 2019).

**LOT FEES**

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**RENT TRENDS**

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**RENT INCREASE OVER TIME**

Monthly lot fee in a resident owned community after 15 years. Based on an initial $500 monthly lot fee increased by 0.9% annually.

Monthly lot fee in a commercially owned community after 15 years. Based on an initial $500 monthly lot fee increased by 3.9% annually.

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