



Senior Bank Administration
MAC K3212-051
P.O. Box 196127
Anchorage, AK 99519

Wells Fargo Bank, N.A.

March 21, 2011

Senator French
State Capitol
Room 417
Juneau, AK 99801

RE: SB-104 Manufactured Housing Conversion Procedure Process

Dear Senator French:

Wells Fargo is writing to support SB-104, the Manufactured Housing Conversion Procedure Process bill.

SB-104 will amend state law in Alaska to provide a formal method of eliminating the certificate of title to a manufactured home, converting the home to real property when the home is or will be permanently affixed to real property, and obtaining a new certificate of title when a home previously affixed to real property is severed.

Alaska's current statutes do not meet the eligibility requirements to sell a mortgage loan for a manufactured home to Fannie Mae or Freddie Mac, including the process to legally classify the home as real property and placing the lender in first lien position.

Wells Fargo has had to turn away business to potential borrowers because Alaska does not have a clear method of converting a factory built home to real property, especially older manufactured homes that come back on the market for resale.

SB-104 would bring state definitions of manufactured homes into accordance with HUD definitions to create a system for title transfer and property conversion. Additionally, it would create a means for titling manufactured homes that have been affixed to property, but the title cannot be found.

We feel the bill will: (1) Help manufactured homeowners who have their manufactured home already affixed to real property be better able to gain access to credit and be able to more easily sell their homes; (2) Help manufactured homeowners in the state increase the value of their homes by allowing them to convert their manufactured homes to real property, including manufactured homes not covered by certificates of title or for which the certificates of title cannot be found; (3) Help lenders gain perfected security interests in manufactured homes; and (4) Help the Alaska Division of Motor Vehicles by putting

in place a formalized procedure for canceling a title when a manufactured home is put on a permanent foundation.

Thank you for the opportunity to provide comment on SB-104.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Strutz", written over the printed name.

Richard Strutz
Regional President
Wells Fargo Bank, N.A.
Anchorage, AK