State of California
Business, Consumer Services and Housing Agency
Department of Housing and Community Development
Division of Codes and Standards
Occupational Licensing Program

OCCUPATIONAL LICENSING
Information Booklet

HCD Occupational Licensing Website:
http://www.hcd.ca.gov/manufactured-mobile-home/licensing-certification/index.shtml

HCD OL Booklet 1 (Rev. 12/20)
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LIST OF ACRONYMS

BPC – California Business and Professions Code
CA – California
CCR – California Code of Regulations
CE – Continuing Education
CM or CM Unit – Commercial Modular
DAA – Design Approval Agency
DOJ – California Department of Justice
DRE – California Department of Real Estate
FBH – Factory-Built Housing
HCD – California Department of Housing and Community Development
HSC – California Health and Safety Code
HUD – U.S. Department of Housing and Urban Development
MHRF – Manufactured Home Recovery Fund
MH or MH unit – Manufactured Home, Multifamily Manufactured Home, or Mobilehome
OL – Occupational Licensing
QAA – Quality Assurance Agency
PE – Preliminary Education
SPCM – Special Purpose Commercial Modular
INTRODUCTION

This booklet is provided by the California Department of Housing and Community Development (HCD), Division of Codes and Standards, Occupational Licensing (OL) Program to provide basic information about the requirements for obtaining an HCD OL license.

The requirements for an HCD OL license are based on the laws and regulations in effect at the time this booklet was printed. This booklet summarizes the applicable laws and regulations in effect when this publication was written or revised, as noted on the cover. However, changes in the laws or regulations may have occurred since that time. If there is a conflict between this publication and the current laws or regulations, the current laws and regulations shall prevail.

The HCD requirements in this booklet pertain to the manufacture and sale of new/used manufactured homes, new/used multifamily manufactured homes, or used only mobilehomes (MH or MH units) and new/used commercial modulars (CMs or CM units), which are defined in Health and Safety Code (HSC) sections 18001.8, 18007, 18008, and 18008.7 respectively. HCD OL Program does not license the manufacturers, dealers, or salespersons of recreational vehicles (including park trailers), floating homes, special purpose commercial modulars (SPCMs) or factory-built housing (FBH), which are defined in HSC Sections 18009.3, 18010, 18012.5 and 19971. HCD does have construction requirements for FBH products; you can obtain additional information on the HCD Factory-Built Housing website at: https://www.hcd.ca.gov/building-standards/manufactured-modular-factory-built/factory-built-housing.shtml for more information on FBH. The California Department of Motor Vehicles (DMV) occupational licensing requirements apply to the manufacture and sale of recreational vehicles, park trailers, and SPCMs. For more information visit the DMV website at: https://www.dmv.ca.gov/portal/. HCD does have fire and life safety, electrical, and plumbing requirements for any occupied section of a SPCM, such as the cooking and selling area of a food truck or mobile kitchen.

California laws can be found on the California Legislative Information website at: https://leginfo.legislature.ca.gov/. The laws and regulations can also be found in the California Department of Housing and Community Development, Laws and Regulations, Volume 2, available for purchase on the LexisNexis website at: https://store.lexisnexis.com/search?query=department+of+housing+and+community+development.

The applicable California regulations can be found on the California Code of Regulations website at: https://govt.westlaw.com/calregs/Index?transitionType=Default&contextData=%28sc.Default%29.
TYPES OF HCD OCCUPATIONAL LICENSES

Any person in the business of manufacturing, distributing, selling, or leasing MH or CM units shall possess a valid HCD OL License. HCD OL licenses are issued to manufacturers, distributors, dealers, and salespersons. All licenses are renewed for a term of two (2) years. The following is a brief description of the different types of license classifications.

MANUFACTURER
Fee: $1164, plus another $1164 for each additional manufacturing location; plus $13 applicant verification fee for a sole proprietor type business, if applicable.

A manufacturer is any individual owner, general or limited partnership, Limited Liability Company, corporation, or other approved business structure producing from any location (including outside of California or the United States) MH or CM units for delivery to dealers or distributors for sale in California.

NOTE
An applicant verification fee is not applicable for other types of business ownership structures such as partnerships, limited liability companies, or corporations; or to sole proprietor owners who have already paid an applicant verification fee for another HCD OL license, 90-day certificate, temporary permit, or approval (course provider, instructor, or course).

DISTRIBUTOR
Fee: $1164, plus another $1164 for each additional distributor location; plus a $13 applicant verification fee for a sole proprietor type business, if applicable. Also see NOTE under MANUFACTURER information above.

A distributor is any individual owner, general or limited partnership, Limited Liability Company, corporation, or other approved business structure type that sells or distributes new MH or CM units to dealers.

DEALER
Fee: $1164, plus another $1164 for each additional dealership location; plus a $13 applicant verification fee for an individual owner type business, if applicable; plus a $250 Manufactured Home Recovery Fund (MHRF) fee if a MH unit type dealer’s license. The MHRF fee is not collected for applicants selling only CMs. A $100 MHRF fee is applicable for each separate dealership business location. More information regarding the MHRF can be found below in the Application Requirements section and on the MHRF website at https://www.hcd.ca.gov/manufactured-mobile-home/mobile-home-ombudsman/manufactured-housing-recovery-fund.shtml.
A *dealer* is any individual owner, general or limited partnership, Limited Liability Company, corporation, or other approved business structure proposing to purchase new MH and CM units from a manufacturer, distributor, or dealer and induces others to purchase or sell new or used MH and CM units.

**Exception**

Pursuant to Business and Professions Code (BPC) section 10131.6, persons holding a valid real estate broker’s license issued by the California Department of Real Estate (DRE) may sell *mobilehomes* which have already been registered with HCD or recorded with a county as a fixture improvement pursuant to HSC section 18551. BPC section 10131.6 provides additional information on permissible MH unit sales by real estate brokers.

**Note**

The term *mobilehome* as used in the above referenced BPC section includes manufactured homes and multifamily manufactured homes containing not more than two dwelling units.

**SALESPERSON**

Fee: $219, plus $13 applicant verification fee if not already collected or paid for with another HCD OL license; plus $25 MHRF fee if selling MH units. The MHRF fee is not collected for applicants selling only CM units.

A *salesperson* is any person employed by a dealer to sell, lease, or buy new or used MH and CM units. Salespersons induce others to sell, lease, or buy new or used MH and CM units. There are specific activities that do not require a person to obtain a salespersons license. HSC section 18013 identifies the activities that require a license and exceptions to the licensing requirement.

**90-DAY CERTIFICATE**

Fee: $134, plus $13 applicant verification fee, if not already collected or paid for another HCD OL license; plus $25 MHRF fee if selling MH units. The MHRF fee is not collected for applicants selling only CM units.

HCD may, on a one-time-only basis, issue a 90-day certificate to an applicant for this temporary limited salesperson’s license. This option is available for potential salespersons who wish to try MH and CM unit sales without first meeting the preliminary education (CM licenses are already exempted) and license examination requirements. This certificate permits the person to exercise limited salesperson privileges granted by the certificate, with certain restrictions and under direct supervision by the employing dealer or a designated supervising managing employee, for a period not to exceed 90 calendar days from the date of issuance. The certificate does not permit the certificate holder to execute any documents, contracts, or listing agreements; or accept any monies in a sale or lease transaction.

Neither an OL examination, nor preliminary education are required for MH unit applicants.
If the 90-day certificate holder chooses to obtain a regular salesperson license, they will have to complete the preliminary education (if applying for an MH salespersons license) and successfully pass the applicable OL examination.

**COMMON EXCEPTIONS TO LICENSING REQUIREMENTS**

1. Persons holding a valid real estate brokers license or valid real estate salespersons license issued by DRE and employed by a licensed real estate broker can sell MH units, which have been registered with HCD or recorded with the county recorder as a fixture improvement pursuant HSC section 18551.

2. A licensed California general building contractor may buy new manufactured homes directly from HCD-licensed manufacturers and sell new or used manufactured homes, as defined in HSC section 18007, pursuant to the conditions of HSC section 18062.9(a).

3. A non-profit corporation that is also a community housing development organization may buy new manufactured homes directly from HCD-licensed manufacturers and sell new or used manufactured homes, as defined in HSC section 18007, pursuant to the conditions of HSC section 18062.9(b).

**HCD OCCUPATIONAL LICENSE ELIGIBILITY**

License eligibility, notwithstanding applicant verification requirements, educational prerequisites, experience prerequisites, and licensing exams, which are explained below, is determined by HSC sections 18050.5, 18050.7, and 18053, and the applicable regulations contained in the California Code of Regulations (CCR), title 25, chapter 4.

**APPLICANT VERIFICATION REQUIREMENT**

In 1996, the U.S. Congress enacted federal legislation known as the Personal Responsibility and Work Opportunity Reconciliation Act. States are required to carry out the provisions of that Act by assuring that only U.S. citizens and qualified aliens are provided public benefits, which include manufacturer, distributor, dealer, and salesperson licenses; including approvals for course providers and course instructors.

As a result of that enactment, effective April 6, 1998, all HCD OL applicants must first verify that they are either a U.S. citizen or a qualified alien prior to approval of a license or approval.

U.S. citizens may submit a copy of their birth certificate, U.S. passport, naturalization certificate, etc. Qualified aliens (typically any lawfully admitted alien who is authorized to work in the U.S.) may submit a copy of their Immigration and Naturalization Service document (green card, etc.) or their entry point visa stamp on their foreign passport.

CCR, title 25, section 5806(b) defines an applicant as a person (individual or sole proprietor), not a partnership, Limited Liability Company, corporation, or other approved form of business structure. Therefore, partnerships, Limited Liability Companies, and corporations are excluded from this requirement for HCD OL licensing. HCD charges a
$13 application processing fee for verifying that the applicant, if an individual, qualifies for a public benefit, such as an HCD OL license or approval. CCR, title 25, section 5816 requires that applicants to HCD Codes and Standards programs use form HCD Benefits Status Form 1 to apply for verification. The form can be found on the HCD OL Applicant and Licensee Forms website at: https://www.hcd.ca.gov/manufactured-mobile-home/licensing-certification/occupational-licensing-application-forms.shtml.

For more information about applicant verification and work authorization, you can visit the United States Citizenship and Immigration Services website at: https://www.uscis.gov/.

**BACKGROUND INVESTIGATION REQUIREMENT**

Background investigations are conducted on all HCD OL applicants to determine eligibility and to protect buyers and sellers. An applicant’s failure to disclose all facts or information as requested on the application forms may result in the rejection of the application or the refusal to issue a license to the applicant.

Applicants are required to submit fingerprints through the California Department of Justice (DOJ) live scan fingerprinting program, unless specifically exempted by DOJ to use fingerprint cards or allowed by HCD to use fingerprint cards, such as for out-of-state manufacturer applicants. HCD requires applicants use form HCD OL 8016, for to apply for DOJ’s live scan program, which can be found on HCD’s Occupational Licensing Applicant and Licensee Forms website: https://www.hcd.ca.gov/manufactured-mobile-home/licensing-certification/occupational-licensing-application-forms.shtml. If you feel you qualify to use fingerprint cards instead of live scan, you may contact the HCD OL Program by phone at (800) 952-8356, email at OL@hcd.ca.gov or by mail at P.O. Box 278690, Sacramento, CA 95827-8690 to determine whether your application is exempt (the most common exemption is for out-of-state manufacturers). You can contact the HCD OL Program for additional and information, to obtain fingerprint cards, etc.

Persons with business or personal history irregularities, and/or criminal records may submit an abbreviated application, as specified in CCR, title 25, section 5021, for a manufacturer, dealer, distributor, or salespersons license, in order to learn of their eligibility before complying with the full application requirements found in CCR, title 25, section 5020.

**Note**

A probationary license may be issued in-lieu of HCD pursuing a license refusal, if there are mitigating factors, such as an “irregularity” or other issues of the applicant; if it is an isolated incident or if there is a history of multiple incidents; if it occurred recently or many years ago; if the applicant has completed their sentence, including probation or parole; if any applicable restitution has been paid in full or is not delinquent; if there is evidence that the applicant is rehabilitated, etc. The main concern is if there appears to be any significant risk to consumers.
EDUCATIONAL PREREQUISITES FOR
HCD OCCUPATIONAL MH UNIT LICENSES

The prerequisites must be completed before submitting an application.

SALESPERSON

1. Each person proposing to apply for a salesperson license to sell MH units must complete an HCD OL Program approved six (6) hour preliminary education (PE) course prior to applying for the license examination. Information about approved PE course providers is available at HCD’s OL Program office location, any of the HCD District Offices listed within this booklet, or on the HCD Preliminary and Continuing Education Course Providers website: https://www.hcd.ca.gov/manufactured-mobile-home/licensing-certification/continue-education-course-providers.shtml.

At the conclusion of a PE course, the course provider will issue a Certificate of Completion to each person completing the course. The Certificate of Completion is valid for a period of six (6) months and must be presented to HCD when applying to take the license examination.

*Exception*

The preliminary and continuing education course requirements do not apply to persons applying for a license to sell commercial modulars only. For other exceptions, refer to CCR, title 25, section 5302.

2. Applicants shall have arranged for prospective employment with a dealer who must sign the application, indicating their intention to employ the applicant as a salesperson once properly licensed.

DEALER

1. Each person that applies for a dealer license to sell MH units (not applicable to CM units) shall meet the minimum education or experience criteria specified in HSC section 18050.7. Qualifying criteria includes a bachelor’s degree from an accredited college, a valid salespersons license issued by HCD for two (2) years out of the last five (5) years immediately preceding submittal of the dealer application, etc.

For more details about the referenced laws, you may check the California Legislative Information website at: https://leginfo.legislature.ca.gov/.

Each person that applies for a dealer license to sell MH units must first complete an HCD OL Program approved six (6) hour preliminary education (PE) course prior to applying to take the license examination. Information about approved PE course providers is available at HCD’s OL Program office location, any of the HCD District Offices listed within this booklet, or on the HCD Preliminary and Continuing Education Course Providers website: https://www.hcd.ca.gov/manufactured-mobile-home/licensing-certification/continue-education-course-providers.shtml.
Exception
Persons who have an existing valid HCD license to sell MH units do not have to take another PE course, however they will be subject to continuing education (CE) requirements prior to the renewal of their license. An MH unit dealer or salesperson license that has expired, been surrendered, or cancelled may continue with the previous CE requirements for their old MH unit license if within a year of the former license expiration date, surrendered date, or cancelled date. CCR title 25, section 5302(f) specifies CE “requirements apply to applicants who held a MH-Unit dealer or salesperson license which has expired or was surrendered or cancelled within one (1) year of the new application for a MH-Unit dealer or salesperson license.”

At the conclusion of a PE course, the course provider will issue a Certificate of Completion to each person completing the program. The Certificate of Completion is valid for a period of six (6) months, and must be presented to HCD when applying to take the license examination. (Ref. CCR, title 25, section 5022(a))

IMPORTANT
a. If you fail to take your OL examination within six (6) months from the Certificate of Completion date, you will have to re-complete your PE course.

b. When you successfully pass your OL examination, you have six (6) months from passing the examination to submit your license application. If you submit your application for a license after six (6) months from passing the examination, you will have to re-take and pass the examination again. (Ref. CCR, title 25, sections 5020(f)(10) and (g)(5))

Exception
The preliminary and continuing education course requirements do not apply to persons applying for a license to sell only commercial modulars. For other exceptions, refer to CCR, title 25, section 5302.

2. The applicant shall possess an established place of business in California that complies with all requirements of HSC section 18045.5 and CCR, title 25, section 5013. The established place of business shall have an office and be in compliance with local construction standards and zoning regulations.

MANUFACTURER
Although there are no preliminary or continuing educational course prerequisites or OL examinations required for any manufacturer license, applicants must possess an established place of business that complies with all requirements of HSC section 18045.5 and CCR, title 25, section 5012. The established place of business shall have an office and a manufacturing area that complies with local construction standards and zoning regulations. HCD licenses manufacturers for manufactured homes, multifamily manufactured homes, and commercial modulars (CM).
HCD does not license manufacturers for recreational vehicles (including park trailers), special purpose commercial modulars (SPCMs), floating homes, or factory-built housing (FBH). However, HCD does approve SPCM and FBH design, fire and life safety, and construction.

**Notes**

1. Prior to approval and the construction of their structures, manufacturers of CMs, SPCMs, FBH, and multifamily manufactured homes must obtain the services of two (2) types of HCD certified “Third-Party” agencies. The two (2) types of agencies are known as a Design Approval Agency (DAA) and Quality Assurance Agency (QAA). For more information visit HCD’s [Manufactured and Factory-Built Housing Program](https://www.hcd.ca.gov/building-standards/manufactured-modular-factory-built/index.shtml) website at:

2. Manufacturers of manufactured homes must obtain the services of an approved design approval inspection and production inspection agency certified by the U. S. Department of Housing and Urban Development (HUD). For more information visit [HUD’s Office of Manufactured Housing Programs website](https://www.hud.gov/program_offices/housing/rmra/mhs/mhshome).

**HCD OCCUPATIONAL LICENSE EXAMINATION**

Before an application for a manufacturer’s license application will be accepted for processing, applicants must successfully complete a manufactured home (including multifamily manufactured homes and mobilehomes), or commercial modular examination. The successful completion of the examination is valid for a period not to exceed six (6) months.

**IMPORTANT**

Your exam results are valid for only six (6) months. If you submit your application for a license after six (6) months from passing the exam, you will have to re-take and pass the exam again.

Examinations consist of multiple-choice questions based on the California laws and regulations governing the sale of manufactured homes, multifamily manufactured homes, mobilehomes, and commercial modulars. Applicants for a dealer license must pay $110 for the exam and are permitted 120 minutes to complete 75 questions. Applicants for a salesperson license pay $86 for the exam and are permitted 90 minutes to complete 50 questions. A minimum score of 70 percent is required to pass each of the examinations. There is no limit on the number of times an applicant may attempt an examination, but the applicable fee will be charged for each examination taken.
CHEATING
Referring to a study guide or notes, or the taking of notes, is not permitted during the examination. Using cell phones or discussing the exam with other exam applicants, customers, or non-HCD staff is not permitted during the exam and considered cheating. Anyone found cheating while taking the exam will be automatically failed. Once the examination answer sheet has been corrected, review of the examination booklet or the answer sheet is not permitted.

The examination may be taken Monday through Friday during specific times, except state and federal holidays, at any of the HCD OL Program or District Offices listed in this booklet. Applicants should contact the HCD office where they wish to take the examination to schedule an appointment.

PREPARING FOR THE DEALER AND SALESPERSON EXAMINATION

As indicated earlier, the examination questions are based on applicable portions of the various laws and regulations governing MH and CM unit sales. Additionally, dealer and salesperson license applicants for MH units must attend a six (6) hour HCD OL approved preliminary education course, which should help prepare the applicant for the examination. Refer to the Education Prerequisites for HCD Occupational MH Unit Licenses of this booklet for any CE requirements.

HCD OL PROGRAM AND REGISTRATION AND TITLING DISTRICT OFFICES

Sacramento (HCD OL Program)
2020 W. El Camino Avenue, Suite 200, Sacramento, CA 95833
(800) 952-8356 or email OL@hcd.ca.gov
*Testing Time:* Monday through Friday, 8:00 a.m. – 2:00 p.m.

El Cajon (San Diego)
1530 Hilton Head Road, Suite 107, El Cajon, CA 92019-4655
(619) 441-2326
*Testing Time:* Monday through Friday, 9:00 a.m. – 2:30 p.m.

Riverside
3737 Main Street, Suite 400, Riverside, CA 92501
(951) 782-4431
*Testing Time:* Monday through Friday, 8:30am – 2:30pm

San Luis Obispo
3220 S. Higuera, Room 103 B, San Luis Obispo, CA 93401
(805) 549-3373
*Testing Time:* Monday through Friday, 9:00 a.m. – 2:30 p.m.
Important Note
It is highly recommended that an appointment be made with the appropriate office to take an exam since exam times may change, space is limited, and appointments will take priority over walk-in applicants.

Please contact one of the HCD offices listed and schedule an examination appointment.

APPLICATION REQUIREMENTS

Application forms and fee information necessary for applying for HCD licenses are specified in CCR, title 25, sections 5020 and 5040. In addition HSC section 18070.1 requires each applicant for a dealer or salespersons license to sell MH units pay a one-time fee of ($250 for a dealer’s main location and $100 for each additional location; and $25 for each salespersons license) for deposit into the Manufactured Home Recovery Fund (MHRF) before a new renewed license will be issued.

The MHRF allows buyers, sellers, and investors to recover a financial loss associated with the purchase, sale, or investment of an MH unit.

Exception
The MHRF fee does not apply to manufacturers or distributors; or to dealers or salespersons applying for a license to sell CM units only.

Notes
1. Applicants will be required to submit fingerprints to the California Department of Justice (DOJ) using a DOJ-approved live scan facility and an HCD OL 8016 form. In-state applicants may be approved by DOJ to use approved fingerprint cards, instead of the HCD OL 8016 form, in rare cases where there is no DOJ approved live scan facility nearby; or by HCD OL Program for out-of-state applicants, such as for applications involving an out-of-state manufacturer.

2. CCR, title 25, chapter 4, section 5020 requires that two (2) full facial photographs of all persons participating in the control of the business or for each salesperson are required be submitted as part of the application. These photos are not to be taken more than six (6) feet away and be sized no smaller than one (1) inch by one and a half (1.5) inches.

TIME REQUIRED FOR PROCESSING APPLICATIONS

In most cases, within seven (7) business days of receipt of an application, HCD’s OL Program in Sacramento, California will review and either accept the application or reject it for being incomplete or if it contains errors. If there are no issues with the application, a temporary permit may be mailed to the applicant. If rejected, the applicant will be informed of the deficiencies that must be corrected in order to make the application acceptable for processing.
TEMPORARY PERMIT

After an application is accepted for processing, a background investigation is commenced of HCD license records, DOJ criminal records, and any other pertinent information related to education, experience, character, honesty, integrity, and reputation. At this point HCD may issue a temporary permit valid for a period up to, but not to exceed, 120 calendar days pending the completion of the background investigation, and for dealers a place of business inspection. Depending on the situation, the HCD OL Program may issue a subsequent temporary permit. This temporary permit is sent to the applicant by U.S. mail.

NOTE

A temporary permit is not issued over the counter at any HCD OL Program or District Office.

COMMON CAUSES FOR APPLICATION PROCESSING DELAYS AND REJECTIONS

The following are the most common causes for application delays or rejections:

1. Incomplete application forms, e.g., missing signature(s); missing dates; missing information; conflicting information; not answering all applicable questions; not providing employment history for the minimum number of required years; not providing all requested information about criminal convictions, civil judgments, or bankruptcies; and not submitting applicant verification documentation, if required.

2. Insufficient education and/or work experience for manufactured home, multifamily manufactured home, and/or mobilehome dealer license applications.

3. Incorrect fees; the fees in this booklet have been updated to reflect the most current fees as of the time of this printing, however they are subject to change. To confirm the correct fees at the time of application submission, see Title 25, California Code of Regulations, section 5040.

4. Salesperson applications are not signed by the employing dealer.

5. Fingerprints or live scan submitted by the applicant that are deemed by DOJ or the FBI as unclassifiable (messy or smeared or unreadable).

6. Live scan forms submitted without the correct “Job Title or Type of License, Certification or Permit” entered. The FBI may not accept an incorrectly completed live scan form (HCD OL 8016).
HCD OCCUPATIONAL LICENSING PROGRAM
CONTACT INFORMATION

HCD’s OL application forms may be downloaded from HCD’s Occupational Licensing Applicant and Licensee Forms website: https://www.hcd.ca.gov/manufactured-mobile-home/licensing-certification/occupational-licensing-application-forms.shtml

If more information or clarification is necessary, please contact the HCD’s Occupational Licensing Program:

By phone at: (800) 952-8356

By email: OL@hcd.ca.gov

By Mail to:
Department of Housing and Community Development
Occupational Licensing Program
P.O. Box 278690
Sacramento, CA  95827-8690