



Hello there!

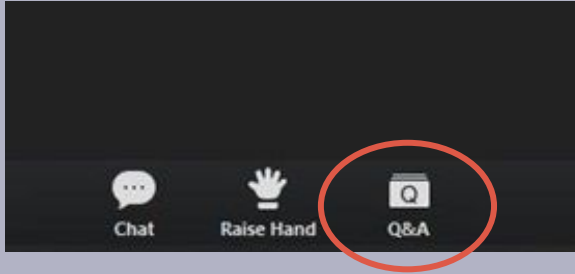
Welcome to the webinar

*Learn from the experts:
Paying for Your ADU in the Current Economy*

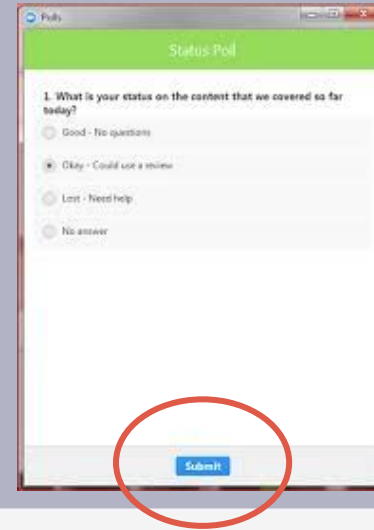
December 12, 2022


Napa Sonoma **ADU**

Zoom Logistics



Audience Q&A



Interactive polls

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Director

Napa Sonoma ADU Center

E-contact:

<https://napasonomaadu.org/stay-in-touch>



Scott Johnson

ADU Expert,
*Napa Sonoma
ADU Center*

+

Founder,
Pocket Housing LLC



About the Napa Sonoma ADU Center

Napa Sonoma  ADU

We're a nonprofit here to help
Napa & Sonoma County
homeowners build ADUs.



The ADU Process



1 GETTING STARTED

- Get inspired with design, layout, and project goals
- Learn about your property and your local ADU rules
- Meet with a planner



2 BUDGET & FINANCE

- Estimate costs and potential rental income with an ADU Calculator
- Explore financing options



3 DESIGN

- Consider pre-approved/pre-reviewed designs
- Hire your team
- Create an initial design



4 PERMITTING

- Prepare your application package and submit
- Revise application as needed
- Pay necessary fees



5 BUILDING

- Ensure funding is in place
- Monitor construction
- Pass all inspections



6 MOVE-IN

- Research being a landlord and create your lease terms
- Consider affordable pricing
- Find a tenant



Napa Sonoma ADU



HOLIDAY SPECIAL
ADU Consults just \$89

Must Sign Up by Dec. 31, 2022



County of Napa

**Affordable Accessory
Dwelling Unit**

Forgivable Loan Program

GUIDELINES

November 22, 2022



Get up to \$105,000 as a forgivable loan
to build an ADU
that is kept affordable for 5 years



Benefits of building an affordable ADU:



- Increase value of your home
- Create an additional revenue stream for your household
- Provide much needed affordable housing in desirable residential neighborhoods
- Promote sustainable, compact development and reduce environmental impact
- Create long-term flexibility on property
- Reduce cost of building ADU with loan that doesn't need to be paid back after renting unit to low-income resident for 5 years



ADU Webinars

Register for upcoming webinars
& view past webinars
on-demand:
napasonomaadu.org/aduevents



Register today:

Next webinar

**Wednesday, Jan 18
@ 6:00 PM**

Explaining
Napa County's NEW
Affordable ADU Loan
Program

ADU Construction Loan

Amortization	20 Year Fixed Rate
Draw Period	12 months, w/ Interest Only payments
Rate	4.375%
Loan Amount	Up to \$300,000



FOR ALL THAT YOU LOVE.



Charles Edington

National Account Executive

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Why RenoFi?

- Borrow up to 90% of a property's After-Renovation Value, (125% of Current Value)
- Second Lien = No need to refinance low rate on first mortgage
- No Draw Schedule = Homeowner gains full access to funds at closing
- Not subject to Fannie/Freddie/FHA/VA restrictions
- Borrow up to \$499,999
- Interest-Only Payment for Ten Years

renofi
Renovation
Loans

Standard Cashout
Refi

Standard Home Equity
Loan

Construction
Loan

Loan based of the after
renovation value



Borrow up to 90% post
reno



Refinancing always
required



Doesn't require inspections
& draws *



Learn More

- loan.renofi.com/b2b2c/
- www.renofi.com/how-it-works (Storyboard)

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renofi





Lindsay Moon

NMLS # 1918146, DRE # 02087248

- ❑ Licensed independent mortgage broker, & prefab builder & developer
- ❑ All loan products: In & Out of the Box Financing Solutions, competitive pricing, wholesale pricing
- ❑ Committed to finding ways to make financing more attainable, & construction greener, cheaper & faster
- ❑ 415.819.3794; Lindsay@Searchlightlending.com
- ❑ Learn More by visiting: <https://lindsaymoon.online/>

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L E N D I N G



Elizabeth Giron

NMLS # 2005088


- ▣ Licensed independent mortgage broker (Se Habla Espanol)
- ▣ All loan products: In & Out of the Box Financing Solutions, competitive pricing, wholesale pricing
- ▣ Committed to finding ways to make financing more attainable while being cost effective in a timely manner
- ▣ 415.827.5415; Elizabeth@searchlightlending.com
- ▣ Learn More by visiting: <https://searchlightlending.com/>

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L E N D I N G



ADU Noteworthies:

- ❑ WHY FINANCE? Keep your cash in hand, rates are still pretty low, better than a credit card, safer
- ❑ ADU's are an Investment – long-term pay-offs; immediate ROI will be subjective to the property & location
- ❑ Positives: increases value of home, creates a new private home, possibly creates a new income stream, community, solving for issues, low-cost housing
- ❑ Negatives: cost, pushback from building dept & neighbors, takes a lot of time and effort, losing storage and property taxes may increase
- ❑ Using a company to help you with the pre-construction and getting you build-ready is underrated
- ❑ It's becoming easier and easier, rules are more relaxed
- ❑ It's always a good time when it makes sense for you

A large wooden ADU (Accessory Dwelling Unit) is under construction. The building features a steep gable roof and a lower level with three arched openings. The exterior walls are made of light-colored wood siding. A red Sky Trak crane is positioned to the right, with its boom extending over the roof. A worker is visible on the roof, and another worker is standing near the crane. The background consists of a dense forest of tall evergreen trees.


The big ADU financing question:

Is there enough existing equity?

Yes: cash-out refinance or HELOC or HELOAN (one close, autonomy)

No: Construction loan – ACV (as-completed value, 2 closings, more expensive, much less autonomy)

Odd circumstance, investment property, multi-family, etc. – we've got solutions for that too!



Searchlight Menu

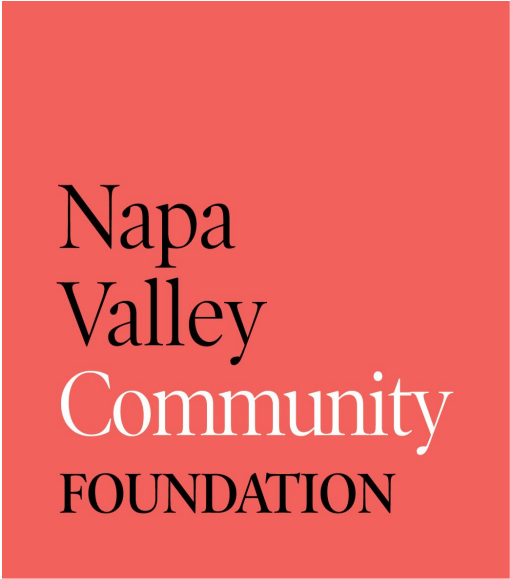
- Residential: conventional, non-QM, jumbo, multi-family, No Doc
- Commercial & Land
- Construction, 2nds (HELOC/HELOAN)
- Reverse, FHA, VA
- Private & Bridge
- SBA, Cannabis, Factoring/Receivables



**We are here to help
you!**

napasonomaadu.org

Thanks to our
foundation
supporters



COMMUNITY
FOUNDATION
SONOMA
COUNTY



...and
thank
YOU!

