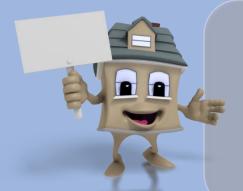


Accessory Dwelling Units (ADUs) Are They For You?



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What do we want to accomplish?



Understanding ADUs and how they can be a benefit



Do ADUs fit for you, and if so, what are your options.



Today's Agenda

1 What are ADUs, and what is their history

What is the current environment for ADUs

Why ADUs are a big topic today

4 Deciding if ADUs are for you

Options for creating ADUs





What is an ADU (Accessory Dwelling Unit?



Definition:

- Accessory dwelling units (ADUs) also referred to as accessory apartments, second units, or granny flats are additional living quarters on single-family lots that are independent of the primary dwelling unit.
- Department of Housing and Urban Development







ADUs in the Past

- The concept of ADUs infilling housing in established neighborhoods is not new.
- ADUs were popular on TV, and in our lives, in the past
- Historically ADUs have been built without permits
- Many unregistered ADUs locally





- Freddie Mac identified 1.4 million unique properties with ADUs.
- In 2019, 78,000 accessory units were either sold or rented, up from 36,000 units in 2009
- First-time ADU listings increased rapidly from 2009 to 2019, growing at an average annual rate of 8.6%.

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What is the Environment for ADUS

- Cities have been adopting ADUs
- Permitting Under State HB 2001
- Local governments often set their own terms and procedures
- Locally permitted, nationally mislabeled





- Nationally, we have up to a 6M unit shortage of housing
- It's harder to find affordable housing
- Locally, housing is needed to support the shortage of job applicants
- Tremendous amount of equity available to many homeowners over 55.
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Why Would You Consider an ADU?

- Provide needed housing
- Source of income
- Lower environmental impact than other dwellings
- Typically created by homeowners
- Help house a family member or friend



What Are the Challenges of ADUs?

- It cannot be bought or sold separate from the main home (exception)
- Dealing with planning and construction issues
- Patchwork of regulations
- ADUs are still relatively rare- Difficulty to assess appraised value.

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Question Break?





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How Do You Do It?

- Finance with an existing or new main house
- 2. Finance based on existing home equity
- 3. Finance independently of main home



Scenario #1 Which financing tool would be the most advantageous?

Gainfully employed, has tons of equity on their house, lives in the house, and wants to build a detached ADU on that property. Assuming they can take out enough cash out from a first mortgage or 2nd mortgage not based on after rehab value, then a cash out first mortgage or 2nd mortgage could be used. Which one depends on the terms of the existing first mortgage?



Scenario #2

Which financing tool would be the most advantageous?

For someone with little or no income, but with the same other factors at play

Could qualify as a primary residence, with income approval still necessary. However, if buying or refinancing as a primary residence with an ADU, they may use rents to qualify.



Scenario #3 Which financing tool would be the most advantageous?

Someone who is employed, but without any significant equity in their existing property?

Without material equity in the property, you need a form of renovation financing. This type of financing will allow for a future value of the proposed ADU by using an appraisal assuming the additional

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renovation.

Questions?





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The Mid Oregon Credit Union Home Loan Team

Dina Bliss



Ann Wunderlich-Conn



Trevor Lewis



Sloan Holloway



Jenny Kanoff



Angie Lopes

