

## **Redwood Townhomes – Residents Q&A**

### **Q. Will there be an option to purchase a home at Redwood?**

A. Based upon documents we have reviewed and based upon conversations with one of the owners (HANDS), we believe the answer is YES, for those who are residing in Redwood when the time comes, there will be an option to purchase the home.

### **Q: Are the units “Rent to Own” and what does that mean?**

A: On one document we read the term “Lease to Own” was part of the language. That can mean different things in different situation, but for this specific situation it means that only those who are leasing a home at Redwood will be given the option to purchase and own that home.

### **Q: Has any of a resident’s rent been set aside for a potential down payment.**

A: No. That was not the type of “Lease to Own” intended for Redwood. If that were ever to become the case, it would have to be spelled out specifically in the lease.

### **Q: When will there be an option to purchase?**

A: That option can only happen after the conclusion of 15 years from the time these homes were placed in service. This would start in 2025.

### **Q. Who owns Redwood, LLC?**

The owners of Redwood are Housing And Neighborhood Development Services (aka: HANDS) out of Erie, Pa. and PIHRL, out of Cleveland, OH.

### **Q. How much will the homes cost?**

Because so many factors are at play, it isn’t possible to answer that at this time. Some of the key factors are the debt expenses of the owners and the appraisal value of the homes in 2025. We have asked for some broad projections and will pass those on when we have them.

### **Q. Will ownership be like a condo or like owning the whole townhouse and land?**

In various documents the language seems to suggest it would be more like purchasing a condominium with Home Owner Association rules and regulations as well as Home Owner Association fees that would cover expenses for common areas. That is one of the issues where we are working on further clarification.

**Q. What role does Luminest play?**

Luminest holds no ownership in Redwood, but rather we act as the Managing Agent for the owners. While we work within our boundaries related to management, the current owners have the final say and specifically will make the decisions related to purchase of the homes.

**Q. What should I be doing now to prepare for possible ownership?**

Whether you decide to purchase a home at Redwood or anywhere else, preparation is the key. Understanding mortgages, having a savings account, developing and maintaining a good credit score, having a stream of income all play into being ready to purchase and qualifying for a mortgage. It is our desire to help in substantial ways to bridge the gap in making home ownership affordable for those who will qualify.

We are working with PATHWAYS to help prepare those who are serious. Be sure to connect with Ben Thompson ([bthompson@luminest.org](mailto:bthompson@luminest.org) or 717-977-3900) to sign up. Also continue to read the monthly newsletter for details.

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