

## Market Analysis Form for Homeownership Developments

1. Brief summary of the organization's history in providing homeownership opportunities.
2. Clearly define and describe the market area in which the development is located.
3. Provide a brief summary of demand for the product in the market area. How have you determined housing demand?
4. How have you identified/will you identify potential homebuyers for the development?
5. Discuss the approach used in setting the sales price for the development. How does the development compare with other housing inventory in the market area?
6. Identify the current supply of real estate available in the proposed market that is comparable at or below the proposed sales price of your development.

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Supporting materials: In support of the narrative, above, please complete the following

Attachment A Homebuyer Pipeline

Attachment B Comparable Properties. *Comparables must include at least one similarly deed restricted property and one non-restricted property*

Attach C: Provide a FEMA flood map for the location of the proposed development unless provided elsewhere in the application.

Attach D: Provide a map of the market area that indicates location of the development, proximate amenities, and each of the comparables listed in Attachment B.

**Market Analysis for Homeownership Projects  
Attachment A: Homeownership Interest**

<b>Upcoming Closing - Home Sales</b>							
<b>Name</b>	<b>Existing Tenant in our rental development</b>	<b>City of Current Residence</b>	<b>Program Income Range Qualified % of AMI</b>	<b>Status</b>	<b>Size of House</b>	<b>Closing Schedule</b>	<b>Home Sale Address</b>
<b>PRE - SALES / PRE-APPROVED APPLICANTS</b>							
<b>Name</b>	<b>Existing Tenant in our rental development</b>	<b>City of Current Residence</b>	<b>Program Income Range Qualified % of AMI</b>	<b>Pre-qualifying institution &amp; amount</b>	<b>Size of House</b>	<b>Closing Schedule</b>	<b>HOUSE DESIRED</b>
<b>Ready to buy in 3-6 Months</b>							
<b>Name</b>	<b>Existing Tenant in our rental development</b>	<b>City of Current Residence</b>	<b>Program Income Range Qualified % of AMI</b>	<b>Status</b>	<b>Size of House</b>	<b>Pending Issues</b>	<b>HOUSE DESIRED</b>
<b>Ready to buy in 6-24 Months</b>							
Summary:							

**Market Analysis Form for Homeownership Properties  
Attachment B: Comparable Properties**

List below three (3) **comparable properties** and indicate the source of information for each comparable. Applicant must provide at least **one similarly deed restricted property** in addition to at least **one non-restricted property**.

a. Comparable No. 1: (Show location on Map D)

Address of Property	_____
Total No. of Units	_____
City	_____
Distance from proposed development	_____
Type (SF, Townhouse, Flat, etc.)	_____
Unit Amenities (AC, balconies, etc.) (list)	_____
Sales price	_____
Sales price/gross living area	_____
Date sold if applicable	_____
Length of time on market	_____
Actual Age	_____
Number of off street parking	_____
Room count	_____
Universal design	_____
Bedrooms	_____
Baths	_____
Data Source	_____

If multifamily complete table below.

Unit	Square Feet/Unit
	s.f.
	s.f.
	s.f.
	s.f.

State basic similarities and differences between proposed development and comparable.

b. Comparable No. 2: (Show location on Map D)

Address of Property \_\_\_\_\_  
 Total No. of Units \_\_\_\_\_  
 City \_\_\_\_\_  
 Distance from proposed development \_\_\_\_\_  
 Type (SF, Townhouse, Flat, etc.) \_\_\_\_\_  
 Unit Amenities (AC, balconies, etc.) (list) \_\_\_\_\_  
 \_\_\_\_\_  
 Sales price \_\_\_\_\_  
 Sales price/gross living area \_\_\_\_\_  
 Date sold \_\_\_\_\_  
 Length of time on market \_\_\_\_\_  
 Actual Age \_\_\_\_\_  
 Number of off street parking \_\_\_\_\_  
 Room count \_\_\_\_\_  
 Universal design \_\_\_\_\_  
 Bedrooms \_\_\_\_\_  
 Baths \_\_\_\_\_  
 Data Source \_\_\_\_\_  
 \_\_\_\_\_

If multifamily complete table below.

Unit	Square Feet/Unit
	s.f.
	s.f.
	s.f.
	s.f.

State basic similarities and differences between proposed development and comparable.

c. Comparable No. 3: (Show location on Map D)

Address of Property \_\_\_\_\_  
 Total No. of Units \_\_\_\_\_  
 City \_\_\_\_\_  
 Distance from proposed development \_\_\_\_\_  
 Type (SF, Townhouse, Flat, etc.) \_\_\_\_\_  
 Unit Amenities (AC, balconies, etc.) (list) \_\_\_\_\_  
 \_\_\_\_\_  
 Sales price \_\_\_\_\_  
 Sales price/gross living area \_\_\_\_\_  
 Date sold \_\_\_\_\_  
 Length of time on market \_\_\_\_\_  
 Actual Age \_\_\_\_\_  
 Number of off street parking \_\_\_\_\_  
 Room count \_\_\_\_\_  
 Universal design \_\_\_\_\_  
 Bedrooms \_\_\_\_\_  
 Baths \_\_\_\_\_  
 Data Source \_\_\_\_\_  
 \_\_\_\_\_

If multifamily complete table below.

Unit	Square Feet/Unit
	s.f.
	s.f.
	s.f.
	s.f.

State basic similarities and differences between proposed development and comparable.