

EXHIBIT 5

MARKET ANALYSIS

In addition to a current community Affordable Housing Needs Assessment, which may be the housing portion of a broader community needs assessment, provide for:

1. **New Construction** of single-family or multi-family housing

- Document demand for new housing in the community
 - Include information on existing projects, projects under construction, and proposed projects the Applicant may be aware of that offer completion or will offer competition with the proposed project
 - Include information on the Applicant's / Developer's projects
- Survey or focus group demonstrating approval of a specific development plan. This is especially important with potential tenants/homeowners AND with existing neighborhood residents
- Quantify pool of potential income-qualified tenants/buyers

Note: A third-party, formal Market Study is required for low-income housing tax credit and other large or complex multi-funded projects

2. **Rental Rehabilitation**

- Describe property and condition
- Survey of existing households to determine their incomes, preference to continue to reside in project and their priorities for rehabilitation from the tenant perspective
- Identify potential source and recruitment plan for replacement families

3. **Homeowner Rehabilitation** for competitive applications (not required to access HOME funds under the [Single Family Noncompetitive Program](#))

- Determine the rehabilitation needs in the community based on property standards deficiencies
- Document number of eligible and interested households with rehabilitation needs
- Document number of eligible and interested contractors to perform the rehabilitation

4. **Single Family Development** (not required to access HOME funds for homebuyer assistance under the [Single Family Noncompetitive Program](#))

- Document number of eligible and interested households (e.g., waiting list)
- Document the availability of homebuyer classes to interested households