**FAA Market Research & Analysis**

**For purposes of determining fair and reasonable pricing**

**of Antenna & Equipment Space**

**Contract No.:**

**Previous Contract No. (if applicable):**

**City:**

**State:**

**Facility type:**

**Purpose:** *Describe the purpose of your market research. What are you trying to determine? For example: “The purpose of this market research is to determine fair market value for the purposes of negotiating a succeeding lease.” or “The purpose of this market research is to determine the availability of real property for the purposes of conducting a competitive acquisition.”*

**Description of Property-***Describe the real property we are acquiring as completely as possible. Delete any sections that are not applicable and add any that are.*

**Property Owner Name (for succeeding lease):**

**Postal Address or description of location of Facility site:**

**Property zoning description:**

**Description of FAA’s leased premises or requirement:**

**Current Annual Rental Amount: $**

**Current Lease Term in Years:**

**Describe any Special Stipulations/Lessor requirements:**

**Data:** *Collect your data from a variety of sources when possible.*

*Tailor your research to similar sites in finish and location (including nearby FAA sites within the REMS inventory only when you have exhausted other potential sources of information). For example, look for similar spaces nearby or look for other nearby towers and ask the tower owner for a rate sheet or to share rates on similar towers in the area. Use online sources for tower rates.*

*Describe each source and how the information can be validated. Reference attached documentation if necessary. Edit/Delete/Add as needed for your scenario.*

**Source 1- Incumbent**

Name:

Company Name:

Telephone number:

Description of Pricing Methodology:

Other tenant categories and rates:

Additional details affecting the property valuation:

**Source 2: Online Source**

Name:

Company Name:

Website:

Description of Pricing Methodology:

Additional details affecting the property valuation:

**Source 3: Other Federal/State/Local Agency or Public Source**

Name:

Website:

Description of Pricing Methodology:

Additional details affecting the property valuation:

**Source 4: Other Market Participants (brokers, property managers, appraisers, investors, owners, and airport managers):**

Name:

Title/Company:

Description of Pricing Methodology:

Additional details affecting the property valuation:

**Source 5: FAA Real Estate Management System (REMS):** *Only use REMS comps as a last resort and only if you have thoroughly documented a lack of external comps in the sections above. Describe how you chose the comps from REMS including any search filters/parameters.*

ATID/Facility ID City/State Lease Number Annual Rental Lessor

FAA Comp. #1

FAA Comp. #2

FAA Comp. #3

**Analysis of Data:** *Describe your analysis process and calculations. It may be difficult to find true comparable data for FAA’s unique inventory and there may be times when FAA “sets the market” for our equipment type. Because of this, it is particularly important that you clearly articulate your attempts to gather information and your subsequent rationale here. Show your math.*

**Conclusion of values:** *Describe your conclusion of value here. Make sure that whatever you stated above as the PURPOSE of this market research is resolved within this section.*

**Prepared By:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Date**:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Accepted By RECO: Date:**