**FAA Market Research & Analysis**

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

**for Land Acquisitions**

**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.”*

**Property Identification:**

**Parent Tract Description** *Describe the parent tract as completely as possible. Delete any sections that are not applicable and add any that are.*

* Property Owners Name:
* Parent Tract Total Acreage:
* Facility’s Postal Address or general location (using cross roads or other landmarks):
* Tax ID or County Parcel Number:
* Parent Tract approved zoning description:

**Subject Tract Description** *Describe the portions of the parent tract we are acquiring as completely as possible. Delete any sections that are not applicable and add any that are.*

* Facility Site Acreage:
* Restrictive Easement (aka Clear Zone) Acreage:
* Access Road/ROW Acreage:
* Total Affected Acres:
* Current Rental Annual Amount:
* Total Term of Lease in Years:

**Data:** *Collect your data from a variety of sources when possible. Describe each source and how the information can be validated. Reference attached documentation if necessary. Edit/Delete/Add as needed for your scenario. The following are examples but you can add/delete as needed.*

**Source 1: Property Tax Assessor**

Name:

Telephone number:

Subject Property Description:

Assessed Land Value: $

Latest Date of Land Assessment:

Assessor or valuator opinion:

Other Comments:

**Source 2: Real Estate Agent/Broker**

Name:

Telephone number:

Opinion of value with property price range:

Additional details affecting the Subject property area determination:

**Source 3: Multiple Listing Service- On-Line Search Tool**

**Comparable Address #1:**

* Amount property sold: $
* Date Property Sold:
* Zoning Description:
* Total Acreage:
* Approximate distance from the subject:
* Price per acre calculation:
* Additional details:

**Comparable Address #2:**

* Amount property sold: $
* Date Property Sold:
* Zoning Description:
* Total Acreage:
* Approximate distance from the subject:
* Price per acre calculation:
* Additional details:

**Comparable Address #3:**

* Amount property sold: $
* Date Property Sold:
* Zoning Description:
* Total Acreage:
* Approximate distance from the subject:
* Price per acre calculation:
* Additional details:

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

Name:

Title/Company:

Description of Pricing Methodology:

Additional details affecting the property valuation:

**Analysis:** *Describe your analysis process and calculations including return on investment, parent tract vs subject tract valuation, loss of use, etc. 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:**