

Learning More About Your Real Estate Market

The analyst should use these checklists as guidelines for learning more about the subject property and the surrounding community.

Types of Information

1. Population—past, present, and future
2. Population composition—sex, race, age, marital status, households and families, mobility and migration, age, and other pertinent statistics
3. Health and education—school systems, hospitals, and other health facilities
4. Other services and facilities—cultural, law enforcement, recreation, religious, welfare, communications, transportation
5. Labor force, employment and earnings employment by type of industry and occupation, trends, etc.
6. Retail and service outlets—size, type, location
7. Local government property taxes, local budget breakdown, local services provided, special programs
8. Local financial institutions—mortgage lenders, investment institutions, branch locations
9. Utilities—types, locations, zoning regulations, neighborhood characteristics
10. Housing—types, locations, zoning regulations, neighborhood characteristics
11. Climate and geography—temperature, humidity, precipitation and snow, topography, soil condition
12. Other factors

Sources of Information

1. Local sources
 - a. Governmental agencies
 - i) Housing authorities
 - ii) Local planning agency
 - iii) Economic or Industrial Development Commission
 - iv) Tax assessor's office
 - v) Town clerk's office
 - vi) Planning and Zoning Commission
 - vii) Town engineer's office (Public Works Department)
 - b. Private sources
 - i) Chambers of commerce
 - ii) Local financial institutions

- iii) Voter's organizations
- iv) Real estate appraisers
- v) Real estate brokers

2. Regional sources

- a.** Regional planning agencies
- b.** Economic development councils
- c.** Regional councils of government
- d.** Boards of Realtors®
- e.** State labor department regional offices

3. State sources

- a.** Governmental agencies
 - i) Department of Commerce (economic development)
 - ii) Department of Community Affairs (planning and housing)
 - iii) Department of Environmental Protection (land use)
 - iv) Department of Health (vital statistics)
 - v) Department of Transportation (commutation and transportation)
 - vi) Department of Labor (employment, income, and wages)
 - vii) State library (depository of government publications)
 - viii) Banking commission
 - ix) Real estate commission
- b.** Colleges and universities
 - i) Center for Real Estate and Urban Economic Studies
 - ii) Institute of Public Service
 - iii) College of Agriculture and Natural Resources
 - iv) Institute of Water Resources
 - v) Social Sciences Data Center
- c.** Office of State Planning
- d.** Department of Welfare
- e.** Private sources
 - i) Business and individual associations
 - ii) Financial institutions/associations

- iii) Association of Realtors®
- iv) Professional societies and organizations
- v) Consumer groups

4. Published data sources

- a.** U.S. Census Data
- b.** Income
 - i) Population
 - ii) Employment
- c.** *U.S. Statistical Abstract* (demographic information)
- d.** *Federal Reserve Bulletin* (income and economic data)
- e.** *Sales Management—Survey of Buying Power*
- f.** *Dollars and Cents of Shopping Centers*
- g.** *U.S. Census of Manufacturing*
- h.** *U.S. Census of Agriculture*
- i.** Significant national economic data
- j.** Survey of current business
- k.** Cost of doing business survey
- l.** Various trade and professional organization yearbooks