## INCOME THRESHOLDS

<table>
<thead>
<tr>
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<th>1-person</th>
<th>2-persons</th>
<th>3-persons</th>
<th>4-persons</th>
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</thead>
<tbody>
<tr>
<td><strong>HUD 80% AMI</strong></td>
<td>$45,500</td>
<td>$52,000</td>
<td>$58,500</td>
<td>$65,000</td>
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<td><strong>Income limit for most affordable housing programs</strong></td>
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<tr>
<td><strong>City 80% AMI</strong></td>
<td>$54,800</td>
<td>$62,640</td>
<td>$70,480</td>
<td>$78,240</td>
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<td><strong>Income limit for City Inclusionary Housing program</strong></td>
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<tr>
<td><strong>100% AMI</strong></td>
<td>$68,500</td>
<td>$78,300</td>
<td>$88,100</td>
<td>$97,800</td>
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<td><strong>Income limit for FTHB Financial Assistance program</strong></td>
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<tr>
<td><strong>120% AMI</strong></td>
<td>$82,200</td>
<td>$93,960</td>
<td>$105,720</td>
<td>$117,360</td>
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<td><strong>Income limit for existing City middle-income homeownership units</strong></td>
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Middle Income Family Housing Options

• Rental:
  • In the most recent CDD rent survey, only 15% of available units were 3-bedroom
  • Of these units, less than 10%, or only eight units, were affordable to a family of four at 100% AMI or $97,800 annual income

• Ownership:
  • As of 9/26, only 14 3 bedroom units are listed on MLS at prices affordable to a family of four at 100% AMI
  • Cambridge has fewer options than surrounding communities:
    o Arlington 31 listings
    o Watertown 37 listings
    o Somerville 74 listings
Median Home Sales Prices 2012

**Condominium**
- Cambridge $434,500
- Somerville $387,000
- Arlington $344,000
- Watertown $315,000

Cambridge prices are 12% higher than Somerville, 26% higher than Arlington, and 38% higher than Watertown

**Single Family**
- Cambridge $795,000
- Somerville $449,000
- Arlington $501,000
- Watertown $420,500

Cambridge prices are 77% higher than Somerville, 59% higher than Arlington, and 89% higher than Watertown

*Prices are for all size units*
Middle Income Affordability Gap
4-person family

**Rental**
- Median asking rent for a three bedroom unit: $2,750
- Income to afford median market rent: $110,000
- AMI level to afford median market rent: 112% for a family of four
- Maximum AMI for most affordable rental programs: 80% or $78,240 for a family of four

**GAP:**
80-112% AMI
Income range $78,240 - $110,000

**Ownership**
- Median condo sales price for a three bedroom unit 2012: $719,500
- Income to afford median three bedroom unit: $137,660
- AMI level to afford median market unit: 141% for a family of four
- Maximum AMI for most affordable homeownership programs: 100% or $97,800 for a family of four

**GAP:**
80-141% AMI
Income range $97,800 - $137,660
Challenges for Middle Income Housing in Cambridge

• The middle-income households we see unable to stay in Cambridge are mainly families with children, looking for larger units, particularly 3-bedroom units
• There is a scarcity of 3-bedroom supply at all levels of the market
• Middle-income renters and buyers have many more options in terms of housing size, style and price in nearby communities
• Many middle-income families, particularly buyers, would rather live in a community next to Cambridge versus purchasing a unit subject to the City’s deed restriction, which includes occupancy standards and limits price appreciation
• There is a demand for larger units serving families between 80% and 120% of Area Median Income (AMI), particularly homeownership units