To: [Owner Name/Board of Directors]

From: [Your Name/Company Name]

Date: [Current Date]

Subject: Real Estate Sales Impact Analysis Regarding Proposed Fee Increase

Dear [Recipient Name],

As a real estate professional active in [Neighborhood/Building Name], I am writing to provide an analysis of how the proposed increase in association fees may affect property values and marketability within the community.

Based on current market data and buyer behavior, please consider the following impacts:

1. Buyer Qualification and Purchasing Power:
Higher monthly dues increase a buyer's debt-to-income ratio. This can reduce the maximum loan amount for which a potential buyer qualifies, effectively shrinking the pool of eligible purchasers for units in this association.

2. Comparative Market Analysis (CMA):
When compared to similar properties in nearby developments with lower fees, our listings may appear less competitive. Buyers often calculate the "total monthly carry," and a significant hike in dues may necessitate a decrease in listing prices to remain attractive.

3. Days on Market (DOM):
Properties with high carrying costs typically stay on the market longer. Extended vacancy or list times can lead to "stale" listings, often resulting in lower final sale prices.

4. Investor Interest:
For owners looking to sell to investors, increased fees directly diminish the Return on Investment (ROI) and cap rate, potentially eliminating cash-flow-sensitive buyers from the market.

While I understand that fee increases are often necessary for reserves and maintenance, it is crucial to balance these needs with the preservation of individual home equity. I recommend a transparent breakdown of the increase to provide to prospective buyers to justify the added value to the community.

I am available to discuss these market trends in more detail at your convenience.

Sincerely,

[Your Signature]
[Your Title]

[Phone Number]
[Email Address]