

# SAMPLE PRICING

**2019**  
**SAMPLE SALES PRICES FOR THE SAN FRANCISCO INCLUSIONARY HOUSING PROGRAM**  
 derived from the  
**Unadjusted Area Median Income (AMI)**  
**for HUD Metro Fair Market Rent Area (HMFA) that Contains San Francisco**  
 Published by the San Francisco Mayor's Office of Housing and Community Development

The prices below are samples only. The actual price for an Inclusionary Housing Program unit will be determined at the time of pricing according to the method explained in the San Francisco Inclusionary Affordable Housing Program Monitoring and Procedures Manual, including an adjustment for unbundled parking.

Current Median Income (4 pers HH, 100%): \$123,150  
 30 Year fixed interest rate 4.15%  
 Bedroom Size  
 Monthly Condo Association Fee ----->

|                        |                      | STUDIO    | ONE       | TWO       | THREE     | FOUR      |
|------------------------|----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                      |           |           |           |           |           |
| MEDIAN INCOME @        | <b>70% OF MEDIAN</b> | \$60,350  | \$68,950  | \$77,600  | \$86,200  | \$93,100  |
| AVAIL FOR HOUSING @    | 33%                  | \$19,916  | \$22,754  | \$25,608  | \$28,446  | \$30,723  |
| ANNUAL CONDO FEE       |                      | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%              | \$2,332   | \$2,692   | \$3,058   | \$3,355   | \$3,546   |
| AVAILABLE FOR P+I      |                      | \$10,527  | \$12,153  | \$13,802  | \$15,143  | \$16,005  |
| SUPPORTABLE MORT       |                      | \$180,473 | \$208,344 | \$236,616 | \$259,604 | \$274,382 |
| DOWN PAYMENT           | 10%                  | \$20,053  | \$23,149  | \$26,291  | \$28,845  | \$30,487  |
| AFFORDABLE PRICE       |                      | \$200,525 | \$231,494 | \$262,907 | \$288,449 | \$304,869 |
| BEDROOM SIZE           |                      | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                      | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                      |           |           |           |           |           |
| MEDIAN INCOME @        | <b>80% OF MEDIAN</b> | \$68,950  | \$78,800  | \$88,700  | \$98,500  | \$106,400 |
| AVAIL FOR HOUSING @    | 33%                  | \$22,754  | \$26,004  | \$29,271  | \$32,605  | \$35,112  |
| ANNUAL CONDO FEE       |                      | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%              | \$2,847   | \$3,282   | \$3,722   | \$4,091   | \$4,342   |
| AVAILABLE FOR P+I      |                      | \$12,851  | \$14,814  | \$16,801  | \$18,466  | \$19,598  |
| SUPPORTABLE MORT       |                      | \$220,302 | \$253,962 | \$288,023 | \$316,569 | \$335,978 |
| DOWN PAYMENT           | 10%                  | \$24,478  | \$28,218  | \$32,003  | \$35,174  | \$37,331  |
| AFFORDABLE PRICE       |                      | \$244,779 | \$282,181 | \$320,026 | \$351,743 | \$373,309 |
| BEDROOM SIZE           |                      | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                      | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                      |           |           |           |           |           |
| MEDIAN INCOME @        | <b>90% OF MEDIAN</b> | \$77,600  | \$88,650  | \$99,750  | \$110,850 | \$119,700 |
| AVAIL FOR HOUSING @    | 33%                  | \$25,608  | \$29,255  | \$32,918  | \$36,581  | \$39,501  |
| ANNUAL CONDO FEE       |                      | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%              | \$3,364   | \$3,871   | \$4,383   | \$4,830   | \$5,138   |
| AVAILABLE FOR P+I      |                      | \$15,188  | \$17,475  | \$19,786  | \$21,803  | \$23,191  |
| SUPPORTABLE MORT       |                      | \$260,362 | \$299,581 | \$339,199 | \$373,765 | \$397,574 |
| DOWN PAYMENT           | 10%                  | \$28,929  | \$33,287  | \$37,689  | \$41,529  | \$44,175  |
| AFFORDABLE PRICE       |                      | \$289,291 | \$332,867 | \$376,888 | \$415,295 | \$441,749 |
| BEDROOM SIZE           |                      | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                       | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|-----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                       |           |           |           |           |           |
| MEDIAN INCOME @        | <b>100% OF MEDIAN</b> | \$86,200  | \$98,500  | \$110,850 | \$123,150 | \$133,000 |
| AVAIL FOR HOUSING @    | 33%                   | \$28,446  | \$32,505  | \$36,581  | \$40,640  | \$43,890  |
| ANNUAL CONDO FEE       |                       | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%               | \$3,879   | \$4,461   | \$5,048   | \$5,566   | \$5,933   |
| AVAILABLE FOR P+I      |                       | \$17,511  | \$20,136  | \$22,785  | \$25,126  | \$26,785  |
| SUPPORTABLE MORT       |                       | \$300,191 | \$345,199 | \$390,606 | \$430,730 | \$459,170 |
| DOWN PAYMENT           | 10%                   | \$33,355  | \$38,355  | \$43,401  | \$47,859  | \$51,019  |
| AFFORDABLE PRICE       |                       | \$333,546 | \$383,554 | \$434,007 | \$478,589 | \$510,189 |
| BEDROOM SIZE           |                       | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                       | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|-----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                       |           |           |           |           |           |
| MEDIAN INCOME @        | <b>105% OF MEDIAN</b> | \$90,500  | \$103,450 | \$116,400 | \$129,300 | \$139,650 |
| AVAIL FOR HOUSING @    | 33%                   | \$29,865  | \$34,139  | \$38,412  | \$42,669  | \$46,085  |
| ANNUAL CONDO FEE       |                       | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%               | \$4,136   | \$4,757   | \$5,380   | \$5,934   | \$6,331   |
| AVAILABLE FOR P+I      |                       | \$18,673  | \$21,474  | \$24,284  | \$26,787  | \$28,581  |
| SUPPORTABLE MORT       |                       | \$320,106 | \$368,123 | \$416,310 | \$459,212 | \$489,968 |
| DOWN PAYMENT           | 10%                   | \$35,567  | \$40,903  | \$46,257  | \$51,024  | \$54,441  |
| AFFORDABLE PRICE       |                       | \$355,673 | \$409,026 | \$462,566 | \$510,236 | \$544,409 |
| BEDROOM SIZE           |                       | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                       | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|-----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                       |           |           |           |           |           |
| MEDIAN INCOME @        | <b>110% OF MEDIAN</b> | \$94,800  | \$108,350 | \$121,950 | \$135,450 | \$146,300 |
| AVAIL FOR HOUSING @    | 33%                   | \$31,284  | \$35,756  | \$40,244  | \$44,699  | \$48,279  |
| ANNUAL CONDO FEE       |                       | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%               | \$4,394   | \$5,050   | \$5,712   | \$6,302   | \$6,729   |
| AVAILABLE FOR P+I      |                       | \$19,834  | \$22,797  | \$25,784  | \$28,448  | \$30,378  |
| SUPPORTABLE MORT       |                       | \$340,020 | \$390,817 | \$442,013 | \$487,695 | \$520,766 |
| DOWN PAYMENT           | 10%                   | \$37,780  | \$43,424  | \$49,113  | \$54,188  | \$57,863  |
| AFFORDABLE PRICE       |                       | \$377,800 | \$434,241 | \$491,126 | \$541,883 | \$578,629 |
| BEDROOM SIZE           |                       | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                       | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|-----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                       |           |           |           |           |           |
| MEDIAN INCOME @        | <b>120% OF MEDIAN</b> | \$103,450 | \$118,200 | \$133,000 | \$147,800 | \$159,600 |
| AVAIL FOR HOUSING @    | 33%                   | \$34,139  | \$39,006  | \$43,890  | \$48,774  | \$52,668  |
| ANNUAL CONDO FEE       |                       | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%               | \$4,911   | \$5,640   | \$6,373   | \$7,041   | \$7,525   |
| AVAILABLE FOR P+I      |                       | \$22,171  | \$25,458  | \$28,769  | \$31,785  | \$33,971  |
| SUPPORTABLE MORT       |                       | \$380,081 | \$436,435 | \$493,189 | \$544,891 | \$582,362 |
| DOWN PAYMENT           | 10%                   | \$42,231  | \$48,493  | \$54,799  | \$60,543  | \$64,707  |
| AFFORDABLE PRICE       |                       | \$422,312 | \$484,928 | \$547,988 | \$605,434 | \$647,069 |
| BEDROOM SIZE           |                       | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

|                        |                       | 1 Person  | 2 Person  | 3 Person  | 4 Person  | 5 Person  |
|------------------------|-----------------------|-----------|-----------|-----------|-----------|-----------|
| ASSUMED HOUSEHOLD SIZE |                       |           |           |           |           |           |
| MEDIAN INCOME @        | <b>130% OF MEDIAN</b> | \$112,050 | \$128,050 | \$144,100 | \$160,100 | \$172,900 |
| AVAIL FOR HOUSING @    | 33%                   | \$36,977  | \$42,257  | \$47,553  | \$52,833  | \$57,057  |
| ANNUAL CONDO FEE       |                       | \$7,056   | \$7,908   | \$8,748   | \$9,948   | \$11,172  |
| TAXES @                | 1.1630%               | \$5,426   | \$6,229   | \$7,037   | \$7,777   | \$8,321   |
| AVAILABLE FOR P+I      |                       | \$24,494  | \$28,119  | \$31,768  | \$35,108  | \$37,564  |
| SUPPORTABLE MORT       |                       | \$419,910 | \$482,053 | \$544,596 | \$601,856 | \$643,958 |
| DOWN PAYMENT           | 10%                   | \$46,657  | \$53,561  | \$60,511  | \$66,873  | \$71,551  |
| AFFORDABLE PRICE       |                       | \$466,566 | \$535,614 | \$605,107 | \$668,729 | \$715,509 |
| BEDROOM SIZE           |                       | STUDIO    | ONE       | TWO       | THREE     | FOUR      |

Notes:  
 1. Median Income on this chart is from 2019 SF MOHCD Inclusionary Income Limits (AMI Chart).  
 2. Interest rate is based on FreddieMac 10 yr rolling average of annual average rates for 30 yr Fixed Rate  
 See URL: <http://www.freddiemac.com/pmms/pmms30.htm>  
 3. FY2019-2020 Annual Tax Rate is 1.163%, see: <http://sftreasurer.org/property-taxes>

Effective Date: 05/03/2019