



## EXIT Survey: CLT Homeseller

### COMPARISON OF CLT HOME WITH HOMEOWNER'S SUBSEQUENT HOUSING SITUATION

→ 14. What will be the homeowner's new address after leaving his/her CLT home?

Street address: \_\_\_\_\_

Town & state: \_\_\_\_\_

→ 15. What type of housing does the homeowner expect to occupy after leaving his/her CLT home?

*(Check ONE only)*

- |                                                             |                                                             |
|-------------------------------------------------------------|-------------------------------------------------------------|
| <input type="checkbox"/> Own a house, townhouse, or duplex, | <input type="checkbox"/> Rent a house, townhouse, or duplex |
| <input type="checkbox"/> Own a condominium                  | <input type="checkbox"/> Rent a condominium                 |
| <input type="checkbox"/> Own a mobile home                  | <input type="checkbox"/> Rent a mobile home                 |
| <input type="checkbox"/> Own a co-op apartment              | <input type="checkbox"/> Rent an apartment                  |
| <input type="checkbox"/> Nursing home or medical facility   | <input type="checkbox"/> Move in with family or friends     |
| <input type="checkbox"/> Other: _____                       |                                                             |

→ 16. Why did the homeowner decide to resell his/her CLT home?

*(Please check all that apply.)*

- |                                                                       |                                                                          |
|-----------------------------------------------------------------------|--------------------------------------------------------------------------|
| <input type="checkbox"/> Buying another CLT home                      | <input type="checkbox"/> Moving out of the area                          |
| <input type="checkbox"/> Buying a market-rate home                    | <input type="checkbox"/> Moving so kids can go to better school(s)       |
| <input type="checkbox"/> Moving into rental housing                   | <input type="checkbox"/> Moving closer family or friends                 |
| <input type="checkbox"/> Getting married                              | <input type="checkbox"/> Moving closer to employment                     |
| <input type="checkbox"/> Getting divorced                             | <input type="checkbox"/> Dissatisfaction with neighborhood               |
| <input type="checkbox"/> Death, incapacity, or infirmity of homeowner | <input type="checkbox"/> Financial burden of owning a CLT home too great |
| <input type="checkbox"/> Other: _____                                 | <input type="checkbox"/> Other: _____                                    |

*In the following questions (17 – 23) the NEXT housing situation of the CLT homeowner (i.e., the home and neighborhood s/he will occupy after leaving the CLT) is compared with the home and the neighborhood s/he occupied while living in a CLT home. (For each, please check ONE option only).*

→ 17. How does the TOTAL SIZE of the next home compare to the CLT home?

- \_\_\_\_ Next home is BIGGER than the CLT home.  
\_\_\_\_ Next home is SMALLER than the CLT home..  
\_\_\_\_ Next home is about the SAME SIZE as the CLT home.

→ 18. How does the CONDITION (repair and maintenance of buildings and grounds) of the next home compare to the CLT home?

- \_\_\_\_ Next home is in BETTER condition.  
\_\_\_\_ Next home is in WORSE condition.  
\_\_\_\_ Next home is in about the SAME CONDITION as the CLT home.

→ 19. How does the MONTHLY COST of the of the next home compare to the CLT home?

- \_\_\_\_ Next home has LOWER monthly housing cost than the CLT home.  
\_\_\_\_ Next home has HIGHER monthly housing cost than the CLT home.  
\_\_\_\_ Next home has about the SAME monthly housing cost as the CLT home.

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- **20. How does the LOCATION (convenience to services, work, or school) of the next home compare to the CLT home?**  
\_\_\_\_ Next home is in a MORE CONVENIENT location than the CLT home.  
\_\_\_\_ Next home is in a LESS CONVENIENT location than the CLT home.  
\_\_\_\_ Next home is in an EQUALLY CONVENIENT location as the CLT home.
- **21. How does the SAFETY of the next neighborhood compare to the neighborhood in which the homeowner lived while occupying a CLT home?**  
\_\_\_\_ The next neighborhood is SAFER than the neighborhood in which the homeowner's CLT home is located.  
\_\_\_\_ The next neighborhood is LESS SAFE than the neighborhood in which the homeowner's CLT home is located.  
\_\_\_\_ The next neighborhood is JUST AS SAFE as the neighborhood in which the homeowner's CLT home is located.
- **22. How does overall NEIGHBORHOOD QUALITY of the next neighborhood compare to the neighborhood in which the homeowner lived while occupying a CLT home?**  
\_\_\_\_ The next neighborhood is a BETTER neighborhood than neighborhood in which the homeowner's CLT home is located.  
\_\_\_\_ The next neighborhood is a WORSE neighborhood than neighborhood in which the homeowner's CLT home is located.  
\_\_\_\_ The next neighborhood has about the SAME quality as the neighborhood in which the homeowner's CLT home is located.
- **23. How does the STABILITY of the homeowner's next housing situation compare with the stability experienced by the homeowner while occupying a CLT home?**  
\_\_\_\_ Compared to living in a CLT home, the homeowner worries LESS about someday losing his/her home and having to move.  
\_\_\_\_ Compared to living in a CLT home, the homeowner worries MORE about someday losing his/her home and having to move.  
\_\_\_\_ Compared to living in a CLT home, the homeowner doesn't feel less worried or more worried about someday losing his/her home and having to move.

### EVALUATION OF CLT EXPERIENCE

- **24. If the departing homeowner is planning to buy a market-rate home after leaving the CLT, why is this possible now when it wasn't possible before? What changes occurred in the person's life during his/her time as a CLT homeowner that enabled him/her to make the leap into market-rate homeownership? (Please check all that apply.)**
- |                                                                            |                                                                              |
|----------------------------------------------------------------------------|------------------------------------------------------------------------------|
| <input type="checkbox"/> Built personal savings while owning a CLT home    | <input type="checkbox"/> Earned equity from reselling CLT home               |
| <input type="checkbox"/> One or more members of household got a job        | <input type="checkbox"/> Got married, so now have a two-income household     |
| <input type="checkbox"/> One or more members of household got a better job | <input type="checkbox"/> Better credit history than before owning a CLT home |
| <input type="checkbox"/> Gained confidence and skills as CLT homeowner     | <input type="checkbox"/> Other: _____                                        |
- **25. How would the homeowner describe the amount of EQUITY s/he received when reselling the CLT home? (Please check only ONE.)**
- More** than I had expected to receive; a very good return on my initial investment.
  - Equal** to what I had expected; a fair return on my initial investment.
  - Less** than I had expected, but still okay because of the other benefits of owning a CLT home.
  - Less** than I had expected – and NOT okay; I was mildly disappointed.
  - Less** than I had expected – and NOT okay; I was greatly disappointed.
  - Not sure or no opinion.**

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- **26. How would the homeowner describe the amount of PERSONAL CONTROL that s/he was able to exercise over his/her own home (e.g., occupancy, improvements, subletting, financing, etc.) while owning and occupying a CLT home? (Please check only ONE.)**
- I had nearly all of the independence and control of a “traditional homeowner”; the CLT did little to limit my use or improvement of the home, until it came time for me to sell.
  - I had less independence and control than a “traditional homeowner,” but this was acceptable.
  - I had less independence and control than a “traditional homeowner.” This was mildly irritating.
  - I had less independence and control than a “traditional homeowner.” This was greatly irritating.
  - Not sure or no opinion.

- **27. During the homeowner’s occupancy of a CLT home, did his/her involvement in activities and organizations aimed at improving conditions in the surrounding neighborhood increase, decrease, or stay about the same, as compared to the amount of neighborhood involvement prior to buying a CLT home? (Please check only ONE.)**
- Neighborhood involvement increased by a lot.
  - Neighborhood involvement increased by a little.
  - Neighborhood involvement stayed about the same.
  - Neighborhood involvement decreased by a little.
  - Neighborhood involvement decreased by a lot.
  - Not sure or no opinion.

- **28. ADVANTAGES. What were the THREE things about owning and occupying a CLT home that you liked the most? (Please select up to THREE choices and then RANK them by placing a #1 beside the most important, #2 beside the next most important, and #3 beside the next most important.)**
- |                                                   |                                                               |                                                                 |
|---------------------------------------------------|---------------------------------------------------------------|-----------------------------------------------------------------|
| <input type="checkbox"/> Low downpayment          | <input type="checkbox"/> Opportunity to own a home            | <input type="checkbox"/> Quality/safety of neighborhood         |
| <input type="checkbox"/> Affordable monthly costs | <input type="checkbox"/> Ability to alter and improve home    | <input type="checkbox"/> Proximity to schools, services, stores |
| <input type="checkbox"/> Size of home             | <input type="checkbox"/> Stable and predictable housing costs | <input type="checkbox"/> Support of CLT’s staff                 |
| <input type="checkbox"/> Condition of home        | <input type="checkbox"/>                                      | <input type="checkbox"/> Involvement in the CLT                 |
| <input type="checkbox"/> Other: _____             |                                                               | <input type="checkbox"/> Other: _____                           |

- **29. DISADVANTAGES. What were the THREE things about owning and occupying a CLT home that you liked the least? (Please select up to THREE choices and then RANK them by placing a #1 beside the most important, #2 beside the next most important, and #3 beside the next most important.)**
- |                                                        |                                                               |                                                              |
|--------------------------------------------------------|---------------------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Monthly mortgage too high     | <input type="checkbox"/> Monthly utilities too high           | <input type="checkbox"/> Monthly lease fee too high          |
| <input type="checkbox"/> Size of home                  | <input type="checkbox"/> Quality of neighborhood              | <input type="checkbox"/> Too much oversight/control by CLT   |
| <input type="checkbox"/> Condition of home             | <input type="checkbox"/> Quality of schools, services, stores | <input type="checkbox"/> Personal responsibility for repairs |
| <input type="checkbox"/> CLT’s limits on resale equity | <input type="checkbox"/> CLT’s limits on subletting           | <input type="checkbox"/> CLT’s limits on improvements        |
| <input type="checkbox"/> Other: _____                  |                                                               | <input type="checkbox"/> Other: _____                        |

- **30. How would the homeowner rate his/her OVERALL EXPERIENCE in owning a CLT home?**

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
VERY GOOD	GOOD	FAIR	POOR	VERY BAD