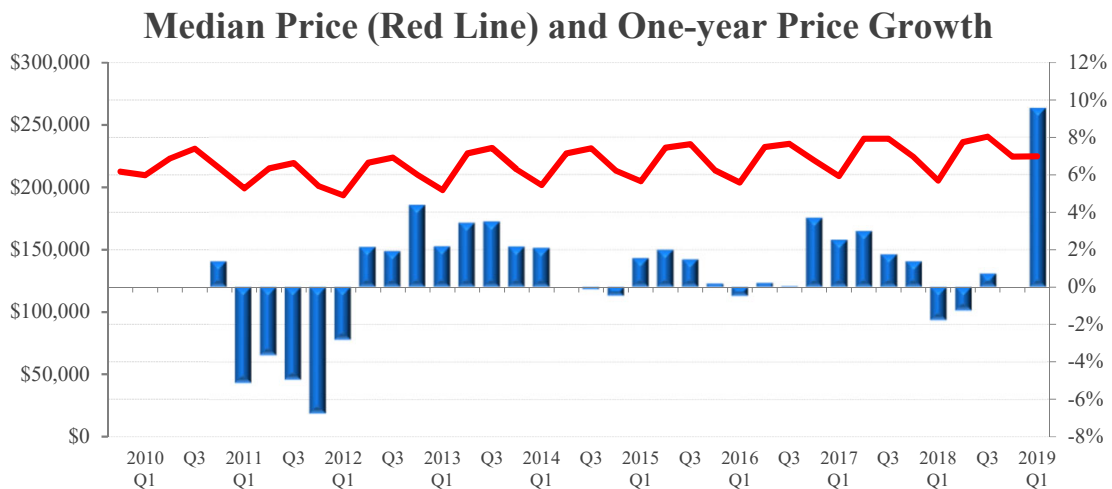


Philadelphia-Camden-Wilmington Area

Local Market Report, First Quarter 2019

Today's Market...



Local Price Trends			
Price Activity	Philadelphia	U.S.	Local Trend
Current Median Home Price (2019 Q1)	\$224,900	\$253,033	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2019 Q1)	9.5%	3.8%	
3-year (12-quarter) Appreciation (2019 Q1)	10.3%	17.3%	
3-year (12-quarter) Housing Equity Gain*	\$21,000	\$37,300	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$31,400	\$94,700	
9-year (36 quarters) Housing Equity Gain*	\$15,100	\$86,667	

*Note: Equity gain reflects price appreciation only

	Philadelphia	U.S.	
Conforming Loan Limit**	\$484,350	\$726,525	Most buyers in this market have access to government-backed financing
FHA Loan Limit	\$402,500	\$726,525	
Local Median to Conforming Limit Ratio	46%	not comparable	

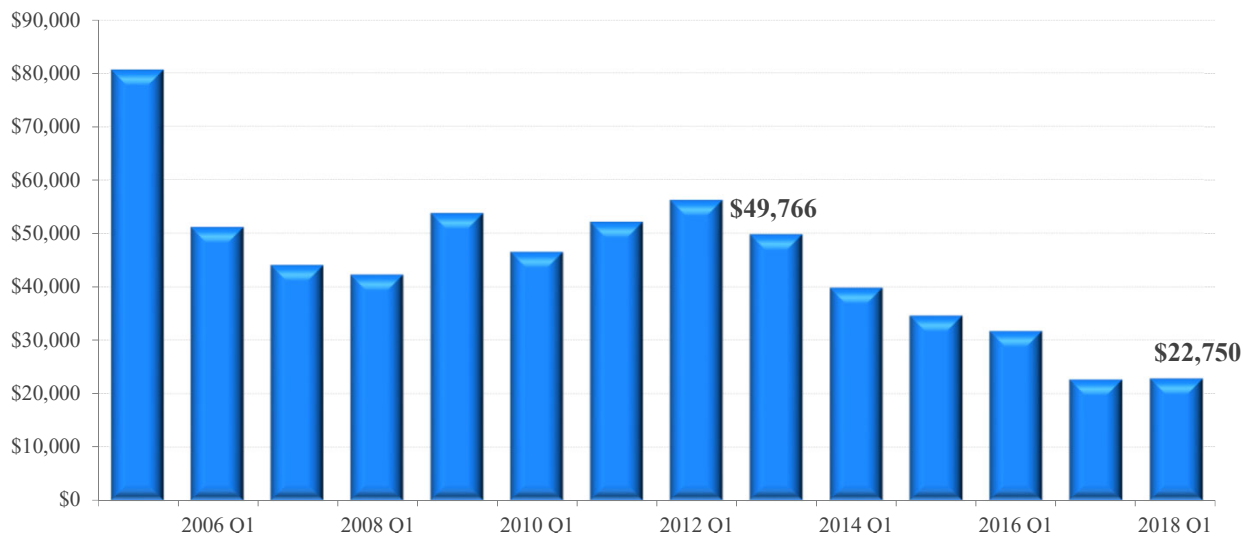
Note: limits are current and include the changes made on January 1st 2019.

Local NAR Leadership

The Philadelphia-Camden-Wilmington market is part of region 2 in the NAR governance system, which includes all of New York, New Jersey, and Pennsylvania. The 2019 NAR Regional Vice President representing region 2 is Guy Matteo.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained through 2019 Q1 from quarter in which home was of purchased**

Price Activity	Philadelphia	U.S.	Local Trend
1-year (4-quarter)	\$22,750	\$12,975	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$31,638	\$48,556	
5-year (20-quarter)*	\$39,738	\$75,592	
7-year (28 quarters)*	\$56,194	\$105,940	
9-year (36 quarters)*	\$46,451	\$98,477	
If purchase in 2005, the national price peak	\$80,631	\$70,013	

*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

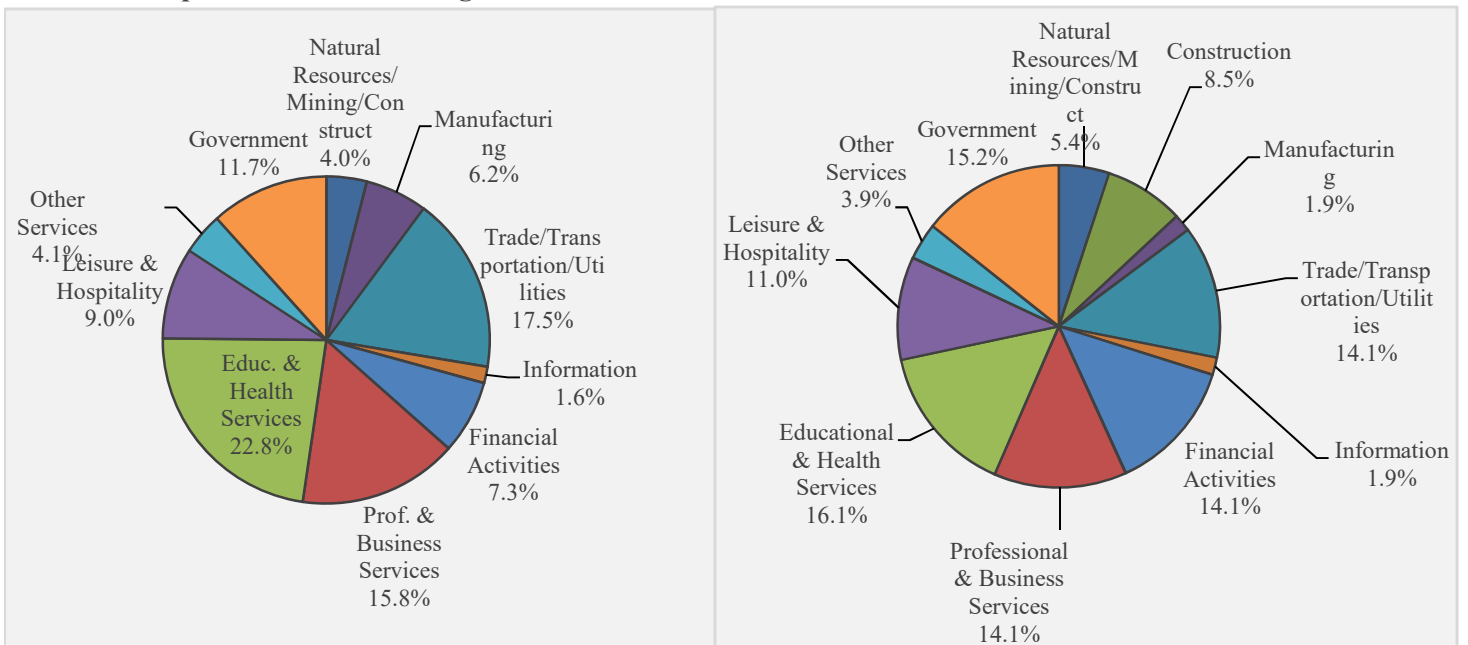
Drivers of Local Supply and Demand...

Local Economic Outlook	Philadelphia	U.S.	
12-month Job Change (Mar)	37,900	Not Comparable	Employment has held up and is on an upward trend
12-month Job Change (Feb)	30,700	Not Comparable	
36-month Job Change (Mar)	114,400	Not Comparable	Unemployment in Philadelphia is better than the national average and improving
Current Unemployment Rate (Mar)	3.7%	3.8%	
Year-ago Unemployment Rate	4.4%	4.0%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	1.3%	1.7%	

Share of Total Employment by Industry

Philadelphia-Camden-Wilmington Area

U.S.



12-month Employment Change by Industry in the Philadelphia-Camden-Wilmington Area (Mar - 2019)

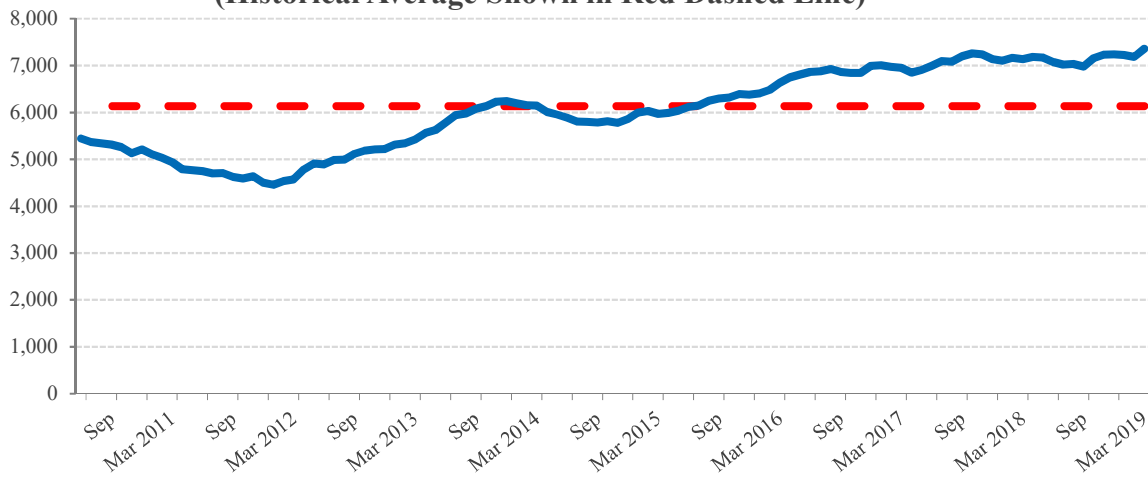
Goods Producing	NA	Information	-100
Natural Resources/Mining/Construction	6,600	Financial Activities	200
Natural Resources and Mining	NA	Prof. & Business Services	-2,000
Construction	NA	Educ. & Health Services	14,800
Manufacturing	1,600	Leisure & Hospitality	5,000
Service Providing Excluding Government	NA	Other Services	1,700
Trade/Transportation/Utilities	-500	Government	3,400

State Economic Activity Index	Pennsylvania	U.S.	
12-month change (2019 - Mar)	2.8%	3.0%	The economy of Pennsylvania is growing more slowly than the rest of the nation, but improved modestly from last month's 2.73% change
36-month change (2019 - Mar)	8.7%	9.2%	

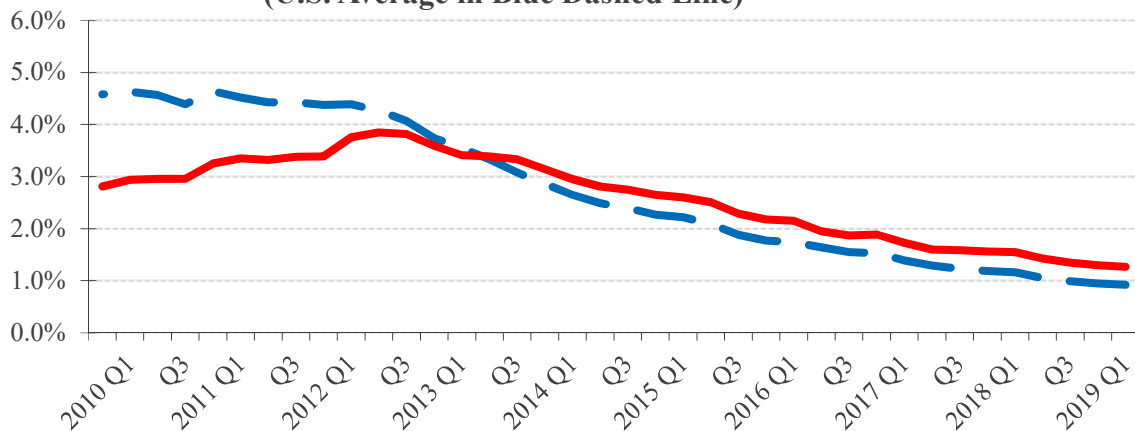
New Housing Construction

Local Fundamentals	Philadelphia	U.S.	
12-month Sum of 1-unit Building Permits through Mar 2019	7,359	not comparable	The current level of construction is 19.9% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	6,136	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.
Single-Family Housing Permits (Mar 2019) 12-month sum vs. a year ago	3.1%	1.0%	Construction is on the rise relative to last year, suggesting that the local inventory has stabilized

**Construction: 12-month Sum of Local Housing Permits
(Historical Average Shown in Red Dashed Line)**



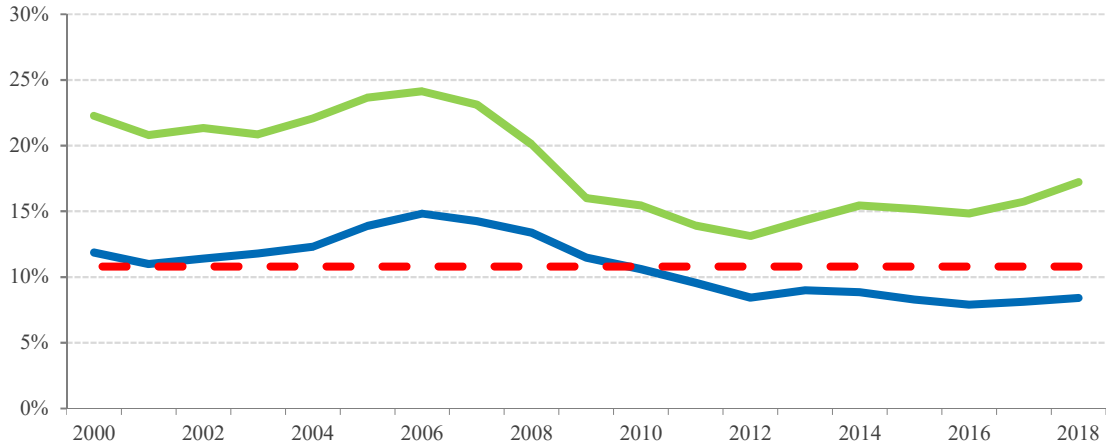
**State Total Foreclosure Rate vs. U.S. Average
(U.S. Average in Blue Dashed Line)**



Affordability

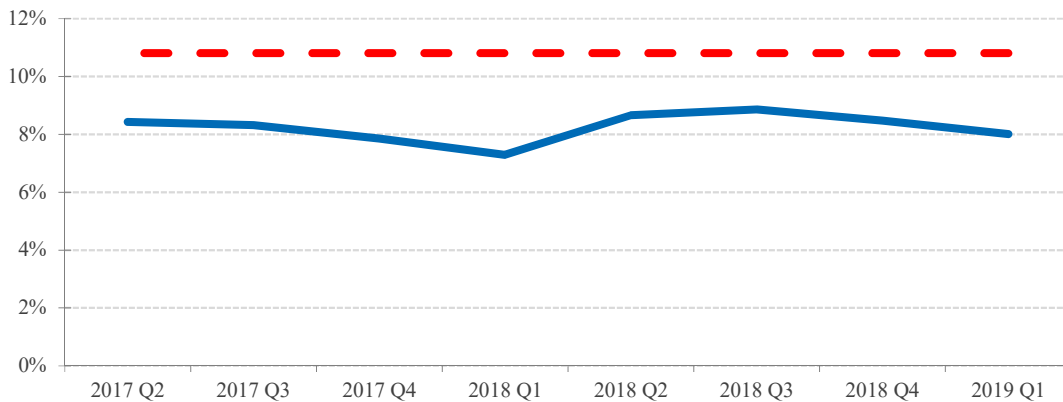


Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income
(Local Historical Average Shown in Red, U.S. Average in Green)

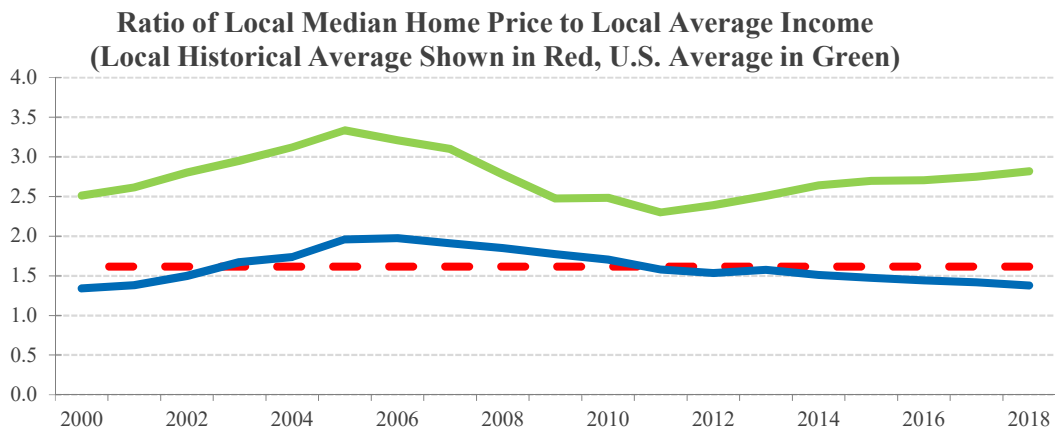


Monthly Mortgage Payment to Income	Philadelphia	U.S.	
Ratio for 2018	8.4%	17.2%	Historically strong and an improvement over the fourth quarter of 2018
Ratio for 2019 Q1	8.0%	15.9%	
Historical Average	10.8%	18.6%	More affordable than most markets

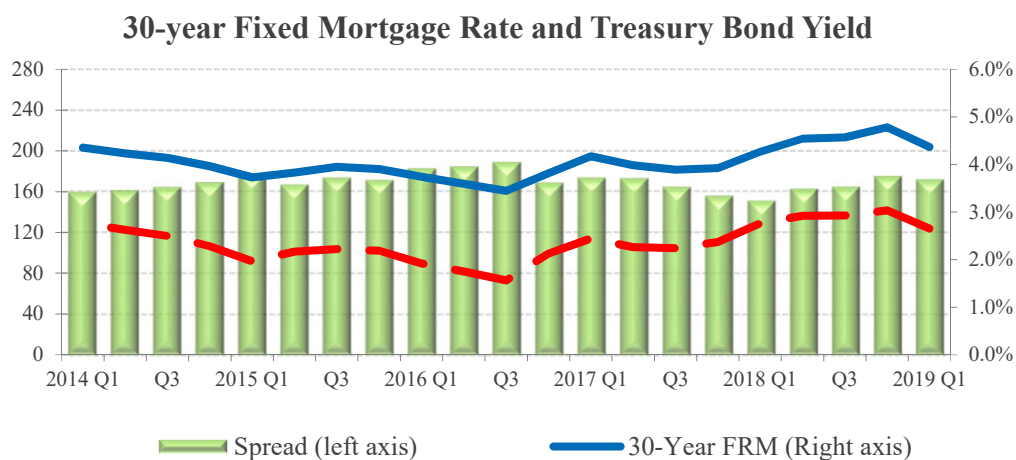
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Philadelphia	U.S.	
Ratio for 2018	1.4	2.8	The price-to-income ratio has fallen and is below the historical average
Ratio for 2019 Q1	1.3	2.7	
Historical Average	1.6	2.7	Affordable compared to most markets



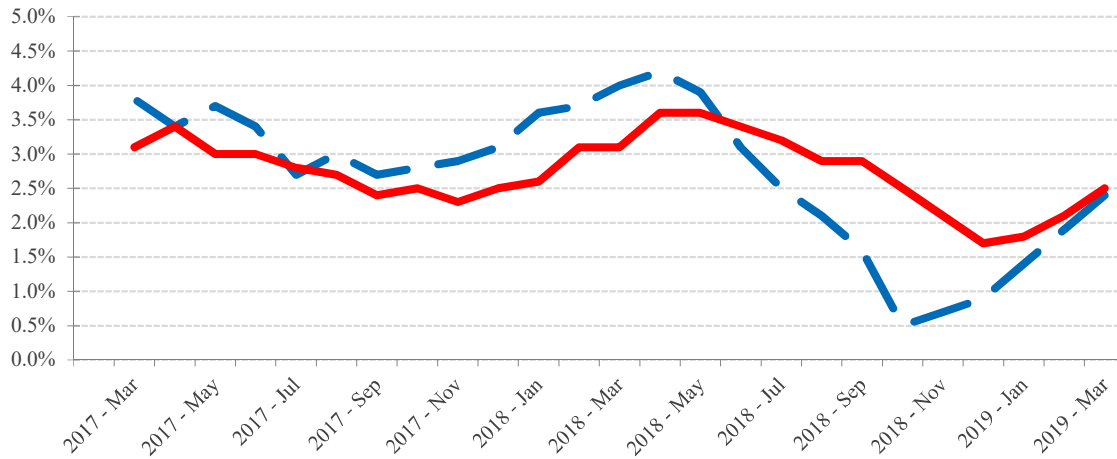
The Mortgage Market



Mortgage rates started off 2019 at very good levels. In fact, mortgage rates declined, starting the new year with the 30-year fixed rate mortgage dipping to 4.37 percent in Q1 2019 from 4.78 percent in the Q4 2018, according to mortgage finance provider Freddie Mac. After a year of gradual increases, mortgage rates are declining. Stock market volatility, global trade worries and the government shutdown are pushing rates down to their lowest levels since August. The government's 10-year Treasury note declined to 2.65 percent in Q1 2019 from 2.76 in Q1 2018. Looking ahead, NAR is forecasting the 30-year fixed rate mortgage to average 4.3 percent for 2019 and 4.6 percent for 2020, respectively.

REALTOR® Price Expectations

REALTOR® Price Expectations for the Next 12 Months
(U.S. Average in Blue Dashed Line)



Source: NAR

REALTOR® Price Expectations	Pennsylvania	U.S.	
2019 - Mar	2.5%	2.4%	REALTORS® expect higher price growth in Pennsylvania than in the U.S. in the next 12 months. However, their price expectations for the local market are more modest than a year ago.
Prior 12 months	3.1%	4.0%	

Geographic Coverage for this Report

The Philadelphia area referred to in this report covers the geographic area of the Philadelphia-Camden-Wilmington metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Burlington County, NJ; Camden County, NJ; Gloucester County, NJ; Bucks County, PA; Chester County, PA; Montgomery County, PA; Delaware County, PA; Philadelphia County, PA; New Castle County, DE; Cecil County, MD; Salem County, NJ

More information on the OMB's geographic definitions can be found at https://obamawhitehouse.archives.gov/omb/bulletins_default/