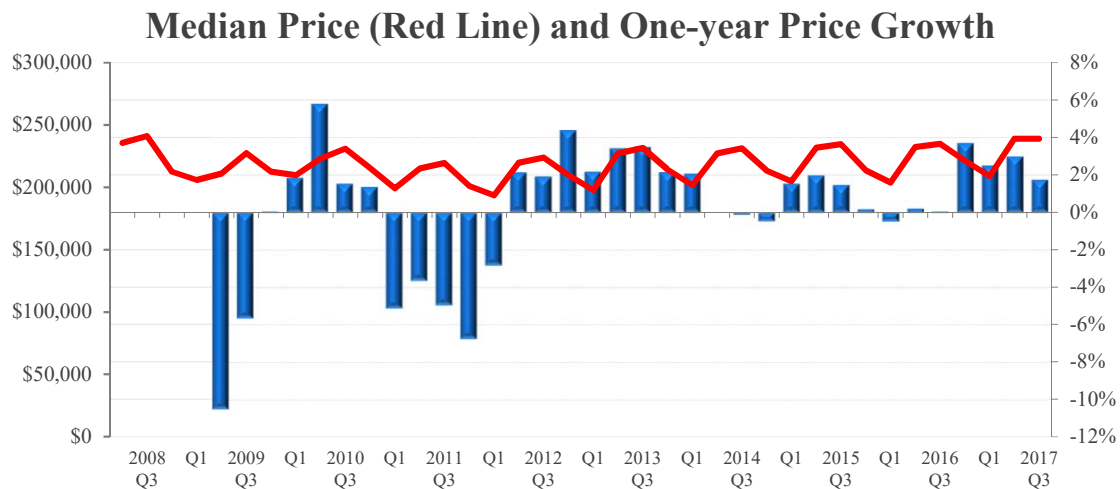


Philadelphia-Camden-Wilmington Area

Local Market Report, Third Quarter 2017

Today's Market...



Local Price Trends			
Price Activity	Philadelphia	U.S.	Local Trend
Current Median Home Price (2017 Q3)	\$238,900	\$252,933	Prices are up from a year ago, but price growth is slowing
1-year (4-quarter) Appreciation (2017 Q3)	1.7%	5.6%	
3-year (12-quarter) Appreciation (2017 Q3)	3.3%	16.9%	
3-year (12-quarter) Housing Equity Gain*	\$7,600	\$36,567	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$7,900	\$76,000	
9-year (36 quarters) Housing Equity Gain*	-\$2,200	\$51,533	

*Note: Equity gain reflects price appreciation only

	Philadelphia	U.S.	
Conforming Loan Limit**	\$424,100	\$636,150	Most buyers in this market have access to government-backed financing
FHA Loan Limit	\$379,500	\$636,150	
Local Median to Conforming Limit Ratio	56%	not comparable	

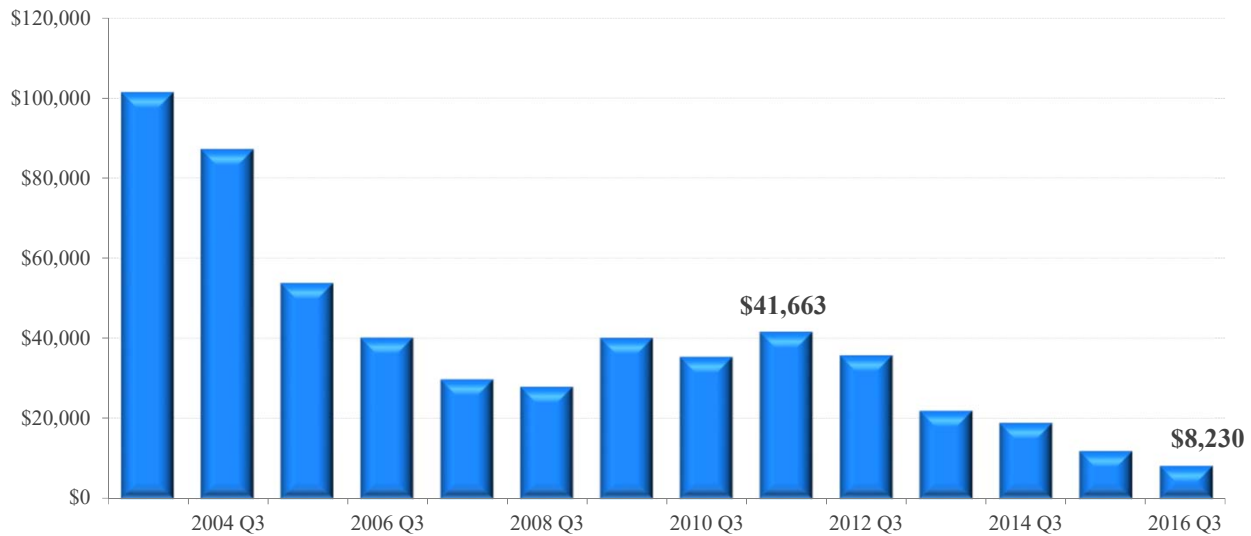
Note: limits are current and include the changes made in December 2016.

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 2017 NAR Regional Vice President representing region 2 is Allan ‘Dutch’ Dechert.

Benefits of Ownership: Total Equity Appreciation

Total Equity Accrued to Owner by Year and Quarter of Purchase



Total Equity Gained through 2017 Q3 from quarter in which home was of purchased**

Price Activity	Philadelphia	U.S.	Local Trend
1-year (4-quarter)	\$8,230	\$17,678	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$18,940	\$47,174	
5-year (20-quarter)*	\$35,872	\$80,998	
7-year (28 quarters)*	\$35,431	\$87,271	
9-year (36 quarters)*	\$28,018	\$64,363	
If purchase in 2005, the national price peak	\$53,832	\$39,800	

*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

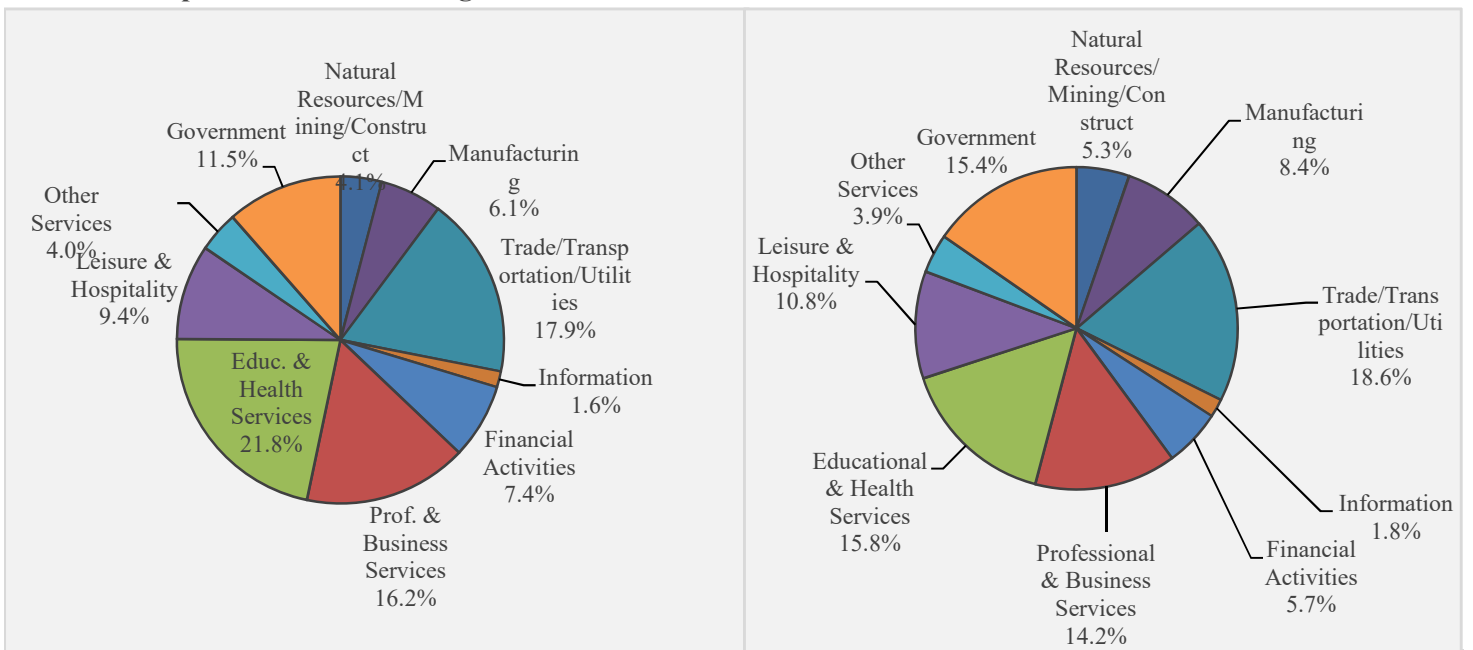
Drivers of Local Supply and Demand...

Local Economic Outlook	Philadelphia	U.S.	
12-month Job Change (Sep)	39,800	Not Comparable	Employment growth has eased, but remains positive
12-month Job Change (Aug)	54,600	Not Comparable	
36-month Job Change (Sep)	136,000	Not Comparable	Philadelphia's unemployment rate lags the national average, but has improved relative to the same period last year
Current Unemployment Rate (Sep)	4.6%	4.2%	
Year-ago Unemployment Rate	5.1%	4.9%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	1.4%	1.5%	

Share of Total Employment by Industry

Philadelphia-Camden-Wilmington Area

U.S.



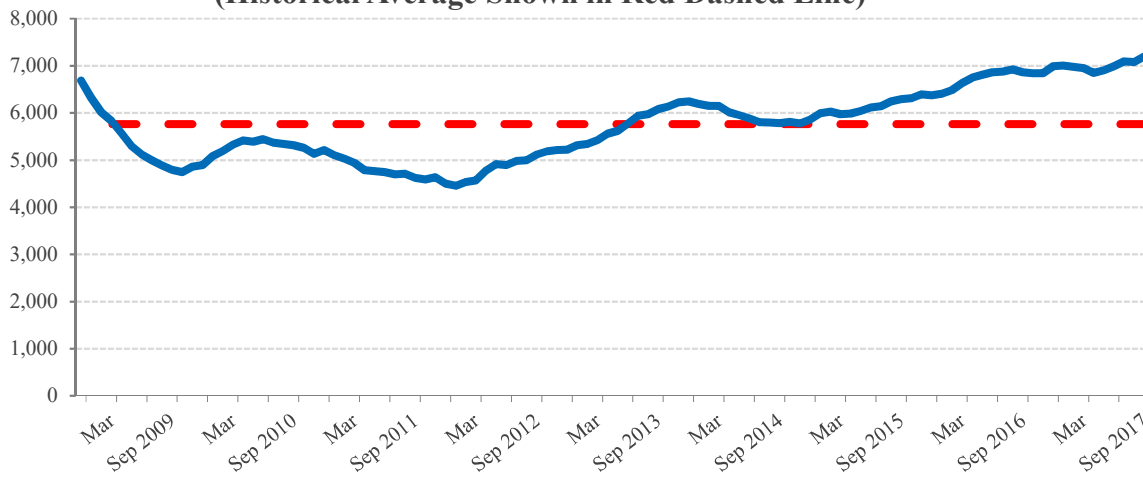
12-month Employment Change by Industry in the Philadelphia-Camden-Wilmington Area (Sep - 2017)

Goods Producing	NA	Information	-200
Natural Resources/Mining/Construction	2,000	Financial Activities	4,800
Natural Resources and Mining	NA	Prof. & Business Services	12,000
Construction	NA	Educ. & Health Services	10,500
Manufacturing	-200	Leisure & Hospitality	10,400
Service Providing Excluding Government	NA	Other Services	-1,000
Trade/Transportation/Utilities	1,600	Government	-100

State Economic Activity Index	Pennsylvania	U.S.	
12-month change (2017 - Sep)	3.0%	2.7%	The economy of Pennsylvania has outpaced the rest of the nation and improved modestly from last month's 2.87% change
36-month change (2017 - Sep)	7.1%	9.4%	

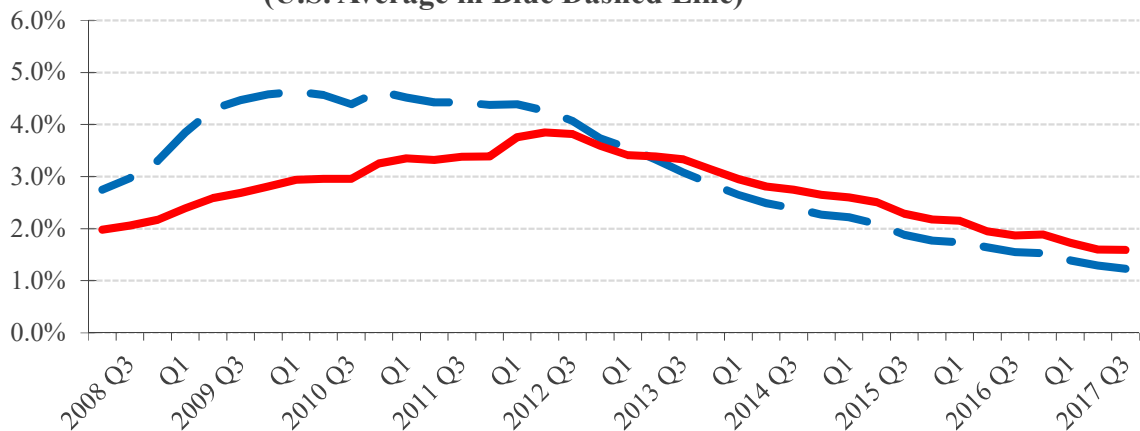
New Housing Construction			
Local Fundamentals	Philadelphia	U.S.	
12-month Sum of 1-unit Building Permits through Sep 2017	7,201	not comparable	The current level of construction is 25.0% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	5,762	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.
Single-Family Housing Permits (Sep 2017) 12-month sum vs. a year ago	4.9%	9.5%	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)



While new construction is the traditional driver of supply in real estate, foreclosures and short-sales now have a strong impact on inventories, particularly at the local level. Rising inventories, through construction or distressed sales, place downward pressure on the median home prices.

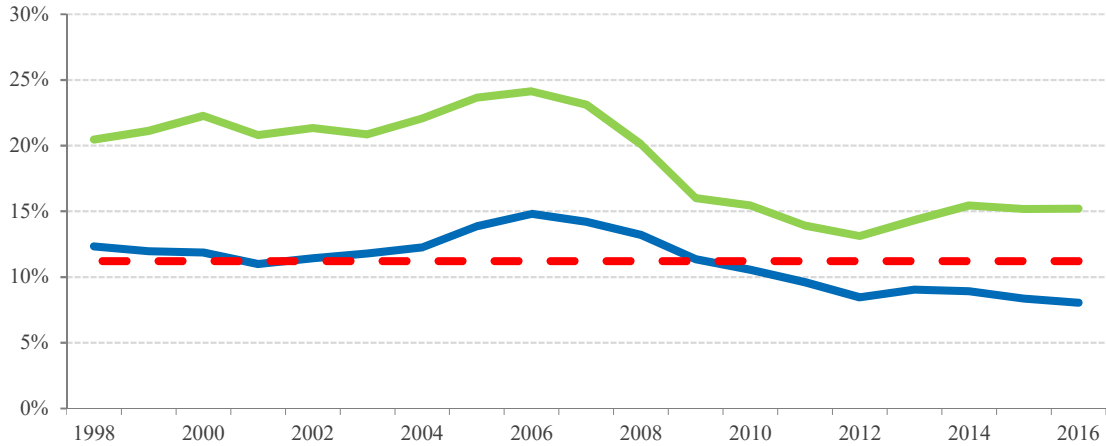
State Total Foreclosure Rate vs. U.S. Average (U.S. Average in Blue Dashed Line)



Affordability

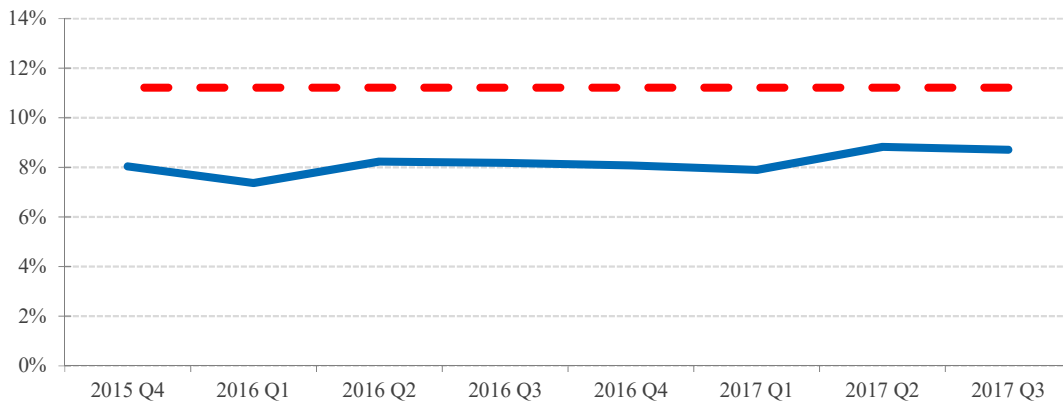


Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income
(Local Historical Average Shown in Red, U.S. Average in Green)

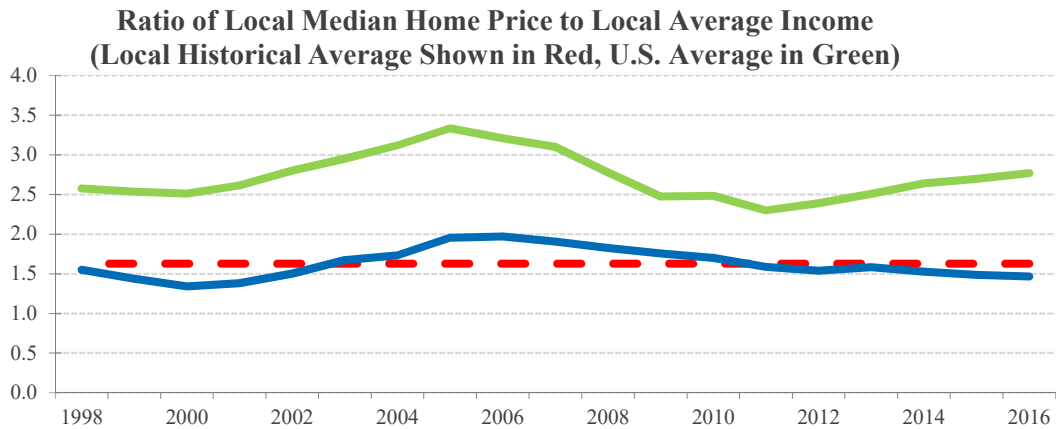


Monthly Mortgage Payment to Income	Philadelphia	U.S.	
Ratio for 2016	8.1%	15.2%	Historically strong and an improvement over the second quarter of 2017
Ratio for 2017 Q3	8.7%	16.5%	
Historical Average	11.2%	19.2%	More affordable than most markets

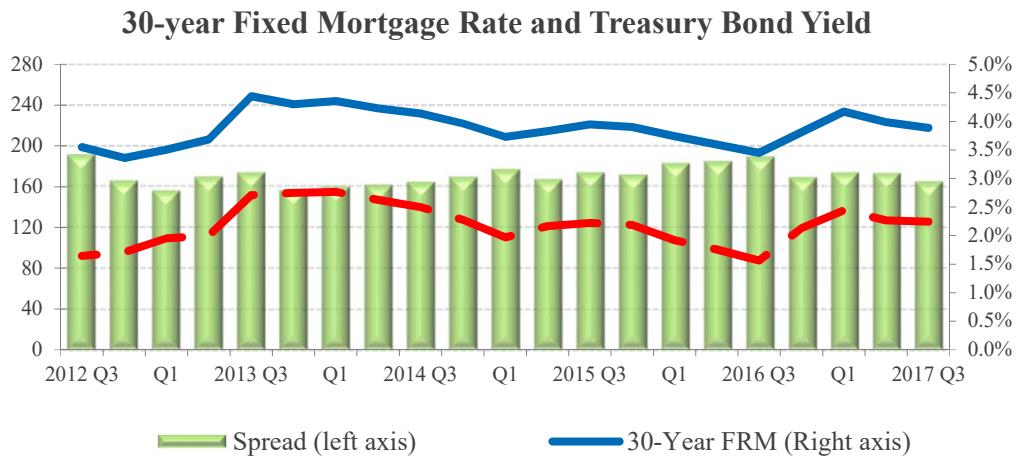
Recent Trend - Local Mortgage Servicing Cost to Income
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Philadelphia	U.S.	
Ratio for 2016	1.5	2.8	The price-to-income ratio has fallen and is below the historical average
Ratio for 2017 Q3	1.5	2.9	
Historical Average	1.6	2.7	Affordable compared to most markets



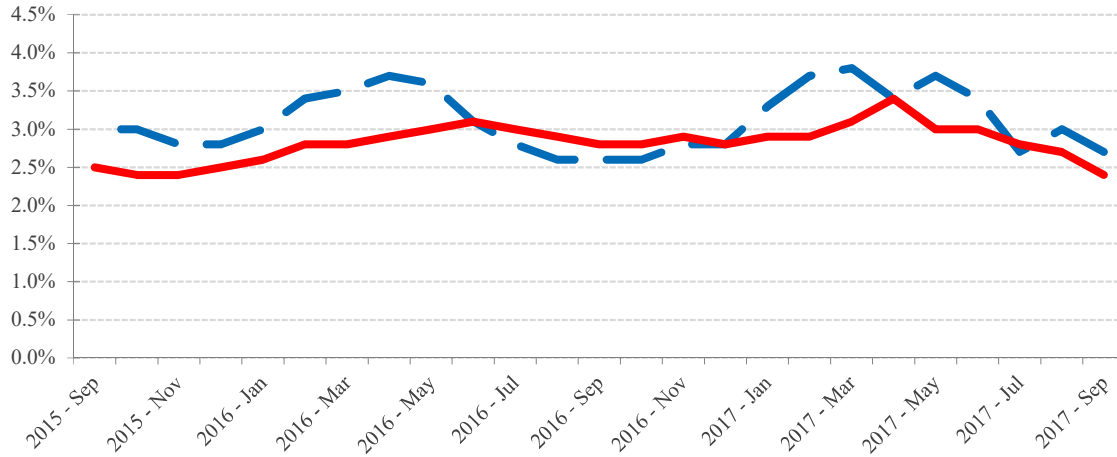
The Mortgage Market



While unemployment rate fell to 4.2% in September, its lowest level since 2001, the government’s 10-year Treasury note decreased to 2.2 percent in Q3 2017 from 2.3 in Q2 2017. As a result, Freddie Mac published that the average interest rate on a 30-year conventional home loan was 3.9 percent in Q3 2017 from 4.0 percent in Q2 2017. That means that mortgage rates still hover in the historically low range, a boon to first-time homebuyers. Homebuyers have excellent purchasing power at these mortgage rates, and while it may make sense for fewer households to refinance, there are still some households that can save cash with a refinance. Looking ahead, despite the recent decline in Q3 2017, NAR is forecasting the 30-year fixed rate mortgage to average 4.0 percent for 2017 and 4.6 percent for 2018, 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.	
2017 - Sep	2.4%	2.7%	REALTORS® expect weaker price growth in Pennsylvania than in the U.S. in the next 12 months. Their price expectations for the local market are more modest than a year ago.
Prior 12 months	2.8%	2.6%	



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/