

Quick Stats



Hot Topics

- Slight downtick in interest rates
- Future of 'Fannie' & Freddie
 - Downtown Philadelphia remains strong

For More Information Contact:

Ann Bailey, CCIM
 Phone: 302.792.1301 ext 229
 Cell: 215.292.6100
 abailey@jacksoncross.com

Jackson Cross Partners, LLC
 1600 Market Street, Suite 1300
 Philadelphia, PA 19103

409 Silverside Road, Suite 215
 Wilmington, DE 19809

www.jacksoncross.com

corner

WEB Apartment Association of Greater Philadelphia
 www.aagp.com

National Multi-Housing Council
 www.nmhc.org

National Apartment Association
 www.naahq.org

Delaware Apartment Association
 www.daaonline.org

New Jersey Apartment Association
 www.njaa.com

Mid-Summer Market Update

The Philadelphia regional MSA continues to remain very vibrant for apartments. On the leasing side, those geographic regions within close proximity to universities and hospitals have fared very well. With the economy in the "slow growth" mode, more twenty-somethings are opting to remain in school or to go back to some type of graduate education. The economic downturn has also seen an increase in "renters by choice" as more seniors opt to rent rather than purchase. This demographic is attracted by freedom from maintenance and are of the mindset that they will see little or no equity build-up in real estate, negating a benefit to purchase. Additionally, due to the constrained credit environment, many households are unable to purchase homes either because they don't meet the "new" financial qualifications and/or do not have the larger amount of required cash down payment lenders now require.

News You Can Use

Philadelphia MSA Regional Apt YTD Sales - Mid 2010

NAME	AREA	UNITS
Ashley Court	Clementon, NJ	56
Bently Woods	Glassboro, NJ	80
Washington Crossing	Allentown, PA	108
Summit Court	Bala Cynwyd, PA	28
Devon Park Apartments	Devon, PA	59
Walnut Crossing	Harrisburg, PA	134
Graham Hill Apartments	Mechanicsburg, PA	152
Beechwood Gardens	NE Philadelphia, PA	160
American Lofts	N Philadelphia, PA	40
QuWayne	NW Philadelphia, PA	92
Wexford Apartments	Pottstown, PA	60
Berkshire Towers	Reading, PA	90
College Arms Apartments	West Chester, PA	41
MacDade Terrace	Woodlyn, PA	160

Please contact Ann for more information on the above sales.

Daily Treasury Yield Curve Rates

5 YEAR	7 YEAR	10 YEAR
1.82	2.51	3.08

This has contributed to a strong demand for well-maintained rentals in the region.

On the sale side, once again, demand is outpacing supply. This is illustrated by the number of year-to-date sales in the Philadelphia, MSA. There is abundant capital, both private and institutional, seeking apartment investments with a focus on the mid-atlantic region. This is due to a relatively somewhat stable economy, economic diversity, strong rental demand and a constrained environment for new construction in our region. The number of distressed opportunities we may see in the future will be relatively small in comparison with other regions of the US. It appears that the economic "dip" here was not as deep as some were predicting and, in fact, that the worst may, indeed, be over. For multi-housing owners, this is a time of "adding value" through maintenance and interior/exterior upgrades. As we head into a more rapid growth cycle, it will be important for owners to offer an improved living environment. This strategy will be the key to tenant retention, rent growth and increased occupancy. ■

FOR SALE
LOFTS AT LIBERTY

1600 Chestnut Street - Philadelphia, PA 19102



- Mixed Use Residential - 54 units plus retail
- Located in the heart of Philadelphia Business District along the Chestnut Street retail corridor