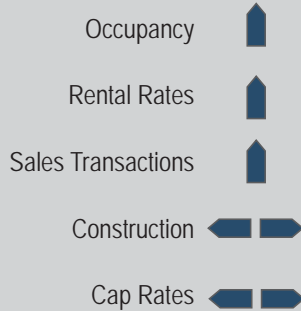


Quick Stats



Hot Topics

- Historically Low Interest Rates
 - Stronger Occupancy
 - Robust Rent Increases

For More Information Contact:

Ann Bailey, CCIM
 Phone: 610.265.7700 ext 125
 Cell: 215.292.6100
 abaily@jacksoncross.com

Jackson Cross Partners, LLC
 1010 West Ninth Avenue
 King of Prussia, PA 19406

300 N. Market St, Bld 1, Suite 100
 Wilmington, DE 19801

www.jacksoncross.com

News You Can Use

Philadelphia MSA Sales 2011

NAME	AREA	UNITS
1600 Chestnut St.	Philadelphia, PA	54
3717-19 Chestnut St.	Philadelphia, PA	29
Benjamin Franklin	Philadelphia, PA	412
Copley Place	Philadelphia, PA	158
Croydon Apts.	Philadelphia, PA	127
Deauville Apts.	Philadelphia, PA	96
Empirian Towers	Philadelphia, PA	570
Fernwood Apts	Philadelphia, PA	53
Frankford Gardens	Philadelphia, PA	112
Glademore	Philadelphia, PA	83
Johnson Arms	Philadelphia, PA	56
Larchmont	Philadelphia, PA	26
Leiper Court	Philadelphia, PA	80
Oregon Arms/Court	Philadelphia, PA	96
Penn Lee Court	Philadelphia, PA	62
Pepper Building	Philadelphia, PA	185
Ritz Conlyn	Philadelphia, PA	88
School Lane House	Philadelphia, PA	506
The Iroquois	Philadelphia, PA	133
The Stratum	Philadelphia, PA	136
Walnut Lane Apts	Philadelphia, PA	155
Wyngate	Philadelphia, PA	110
Wynnefield Manor	Philadelphia, PA	38
Longford Apts	Ambler, PA	36
Concord Court	Aston, PA	84
Hamilton Court East	Bensalem, PA	192
Park Avenue	Bensalem, PA	92
Renshaw Terrace	Chester, PA	78
St James Gardens	Chester, PA	228
Willow Gardens	Chester, PA	80
Londonbury @Millenium	Conshohocken, PA	309
Dublin Village	Dublin, PA	110
Almont Manor	Gilbertsville, PA	66
Oxford Rise	Glenmoore, PA	216
Livingstone Apts	Halboro, PA	39
Oak Terrace	Halboro, PA	14
Wellington Apts	Halboro, PA	136
Lansdowne Station	Lansdowne, PA	86
Ridgeway Court	Lansdowne, PA	66
Bucks Landing	Warminster, PA	456
Waterview	West Chester, PA	203
Northgate I	Camden, NJ	321
Cuthbert Manor	Collingswood, NJ	80
Haddon Crossings	Collingswood, NJ	80
Eagle Run	HiNella, NJ	120
Brookview	Marlton, NJ	116
Willow Ridge	Marlton, NJ	296
Naaman's Apts	Claymont, DE	274
Eagle Meadows	Dover, DE	298
Korman @ Stratford	Wilmington, DE	294
		7735

Please contact Ann for more information on the above sales.

*4th Quarter 2011
 Market Update*

2011 has proven to be a stellar year for our regional multi-housing. Occupancies and rents are up. Looking at apartments on a national level, the following presents a brief, macro snapshot:

- Most Desirable Asset Class
- Positive Market Fundamentals
- Rent & Occupancies Increase Nationally
- 1.5M New Rental Household Formations 2011
- Decline in Rate of Home Ownership

National statistics indicate an all-time low vacancy rate of 5.6% with rising rents. Some economists forecast that each 1% decline in home ownership rates represent the movement of one million households to rentals. No surprise that apartments continue to be a sought-after asset class. We see this trend continuing on through 2012.

The Philadelphia MSA (exclusive of the CBD) is progressing up with both modest rent increases and modest rises in occupancy. We continue to be in a somewhat supply constrained suburban market, with only approximately 3-4 new projects slated to come on line in 2012.

continued on page 2

**Daily Treasury Yield
 Curve Rates**

5 YEAR	7 YEAR	10 YEAR
.89	1.43	2.00

As of January 5, 2011

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

FOR SALE

1222-1224 Walnut Street,
Philadelphia, PA



16,000 Square Feet
Premier Location
40ft Walnut Street
Window Frontage

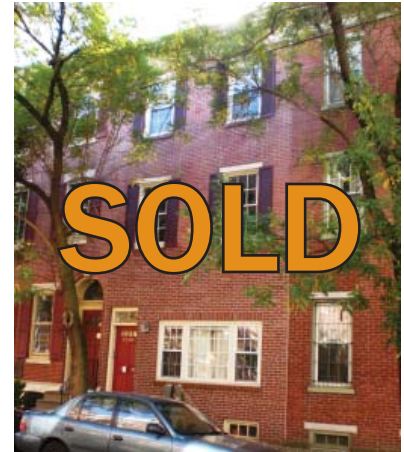
continued from page 1

The Center City Philadelphia market (commonly referred to as "downtown") is the proverbial "hole-in-the donut". Rent growth and occupancy has been outstanding. Newer Class "A" product is commanding rents of \$2.50-\$2.75/SF. Class "B" is generally in the \$1.50-\$1.75/SF range. Demand remains high fueled by a 24/7 vibrant retail and entertainment market. Looking forward to 2012, there are approximately 3-4 newer Class "A" apartment projects planned for the "west of Broad Street" area. The impact of these new projects will depend a great deal on timing, although it appears that the current market is healthy enough to absorb approximately another 1,000 +/- units.

On the capital markets front lending rates continue to be historically low. There are many more sources for either acquisition or refinancing, although Freddie Mac and Fannie Mae continue to be preferred. We are now seeing some regional banks and life companies coming back to the market. There are significant amounts of "homeless capital" (a term which refers to the large amounts of money looking to be placed—especially in multi-housing) and this has provided alternative financing choices.

On the 2011 sale side, there were approximately 48 transactions (over 50+ Units) which closed in the Philadelphia MSA. This represents a 32% increase over 2010. While a few of these sales represented "small portfolio" type acquisitions of distressed real estate, the majority were market driven sales which represented strong investor interest in apartments. We see 2012 shaping up to be robust and that spring leasing will continue with upward trends in rents and occupancy.

1244 Lombard Street
Philadelphia, PA 19147



- 100% Leased
- Currently Zoned as 6 Apartments
- Tenants pay Utilities

For More Information Contact:

Ann Bailey, CCIM
Phone: 610.265.7700 ext 125
Cell: 215.292.6100

Jackson Cross Partners, LLC
1010 W. 9th Ave,
King of Prussia, PA 19406
abailey@jacksoncross.com
www.jacksoncross.com

Jackson Cross Partners, LLC
300 N. Market Street
Wilmington, DE 19801