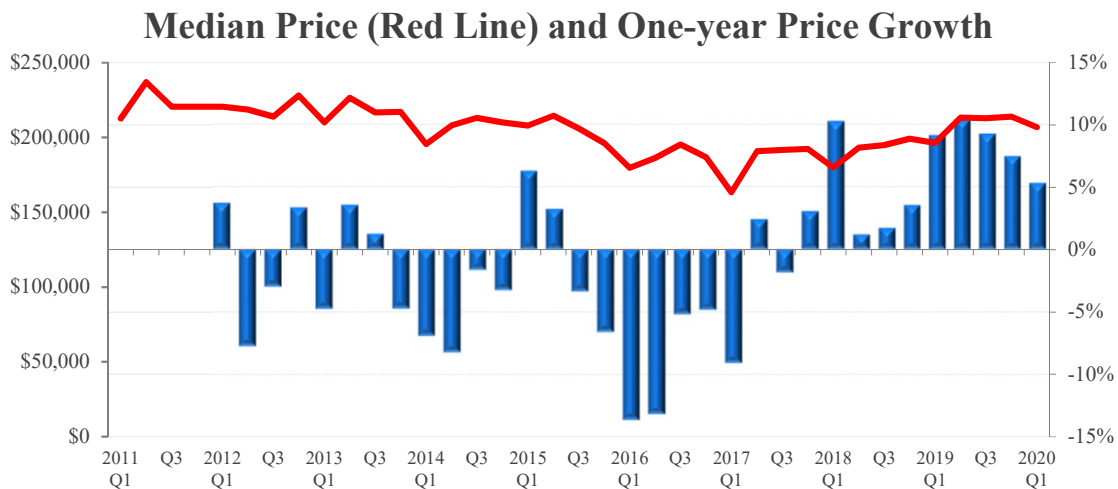


# Atlantic City-Hammonton Area

## Local Market Report, First Quarter 2020

including the impact of COVID-19 on the local economy

### Today's Market...



Local Price Trends			
Price Activity	Atlantic City	U.S.	Local Trend
Current Median Home Price (2020 Q1)	\$206,800	\$272,433	Prices continue to grow relative to last year
1-year (4-quarter) Appreciation (2020 Q1)	5.3%	7.7%	
3-year (12-quarter) Appreciation (2020 Q1)	26.6%	18.1%	
3-year (12-quarter) Housing Equity Gain*	\$43,500	\$41,733	Gains in the last 3 years have helped to pull the local market out of the post-recession price weakness
7-year (28 quarters) Housing Equity Gain*	-\$3,300	\$96,500	
9-year (36 quarters) Housing Equity Gain*	-\$5,900	\$114,500	

\*Note: Equity gain reflects price appreciation only

	Atlantic City	U.S.	
<b>Conforming Loan Limit**</b>	\$484,350	\$726,525	Most buyers in this market have access to government-backed financing
<b>FHA Loan Limit</b>	\$316,250	\$726,525	
<b>Local Median to Conforming Limit Ratio</b>	43%	not comparable	

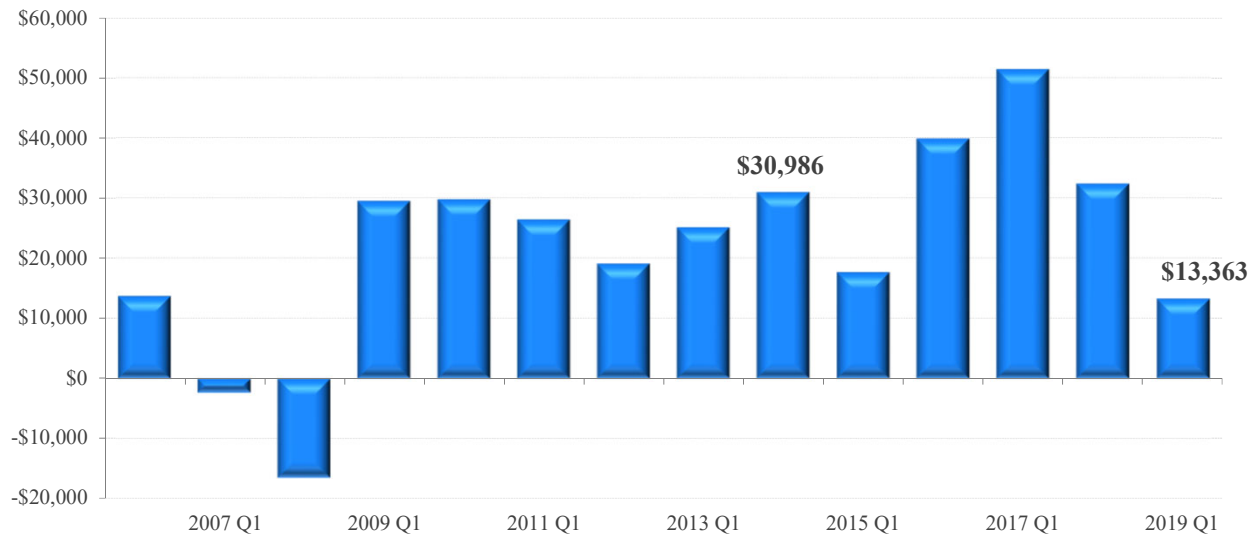
Note: limits are current and include the changes made on January 1st 2019.

#### Local NAR Leadership

The Atlantic City-Hammonton market is part of region 2 in the NAR governance system, which includes all of New York, New Jersey, and Pennsylvania. The 2020 NAR Regional Vice President representing region 2 is Drew Fishman.

# Benefits of Ownership: Total Equity Appreciation

## Total Equity Accrued to Owner by Year and Quarter of Purchase



### Total Equity Gained\*\* through 2020 Q1 from quarter in which home was of purchased

Price Activity	AtlanticCity	U.S.	Local Trend
1-year (4-quarter)	\$13,363	\$23,185	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$51,460	\$52,978	
5-year (20-quarter)*	\$17,698	\$87,425	
7-year (28 quarters)*	\$25,183	\$120,351	
9-year (36 quarters)*	\$26,497	\$138,556	

\*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

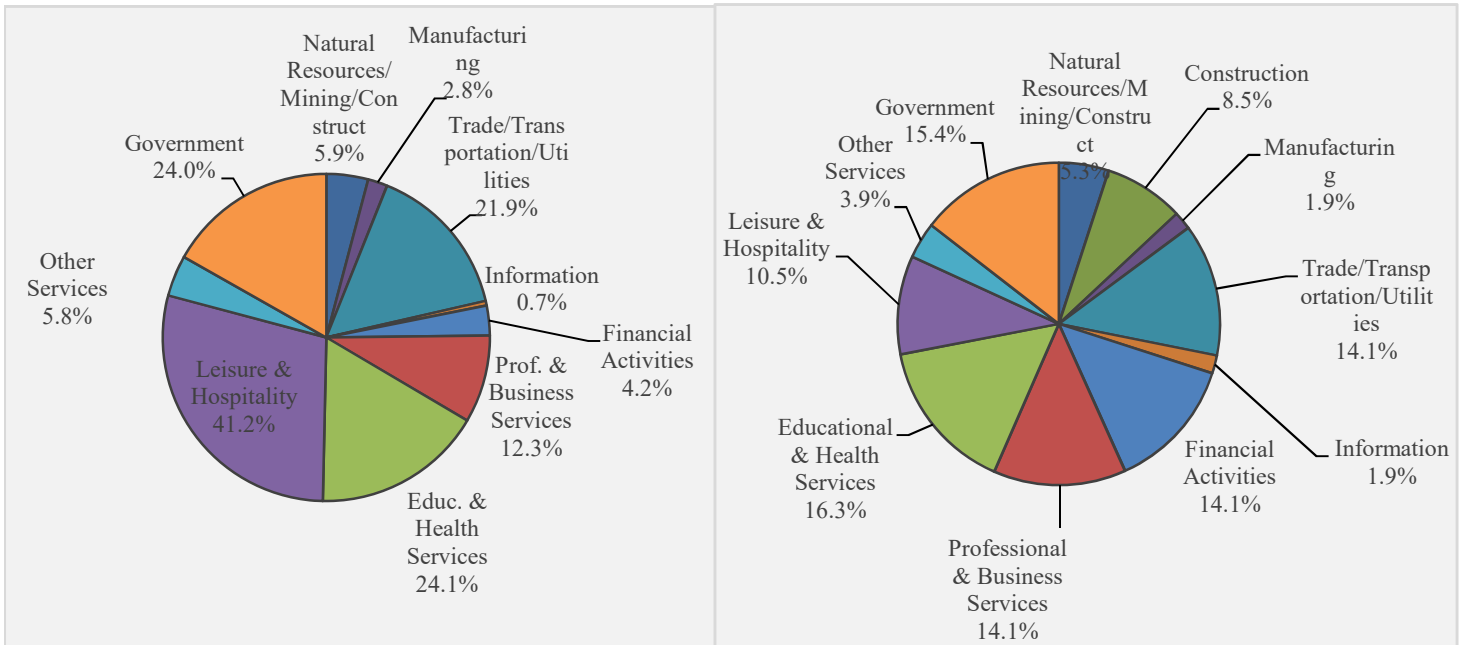
# Drivers of Local Supply and Demand...

Local Economic Outlook	Atlantic City	U.S.	
12-month Job Change (Mar)	-3,900	Not Comparable	Employment continues to decline and will weigh on demand in some areas
12-month Job Change (Feb)	-600	Not Comparable	
36-month Job Change (Mar)	2,100	Not Comparable	Atlantic City's unemployment situation is worse than the national average and weighs on confidence
Current Unemployment Rate (Mar)	5.7%	4.4%	
Year-ago Unemployment Rate	5.5%	3.8%	Local employment growth is poor and needs to improve
1-year (12 month) Job Growth Rate	-3.0%	1.3%	

## Share of Total Employment by Industry

Atlantic City-Hammonton Area

U.S.



12-month Employment Change by Industry in the Atlantic City-Hammonton Area (Mar - 2020)

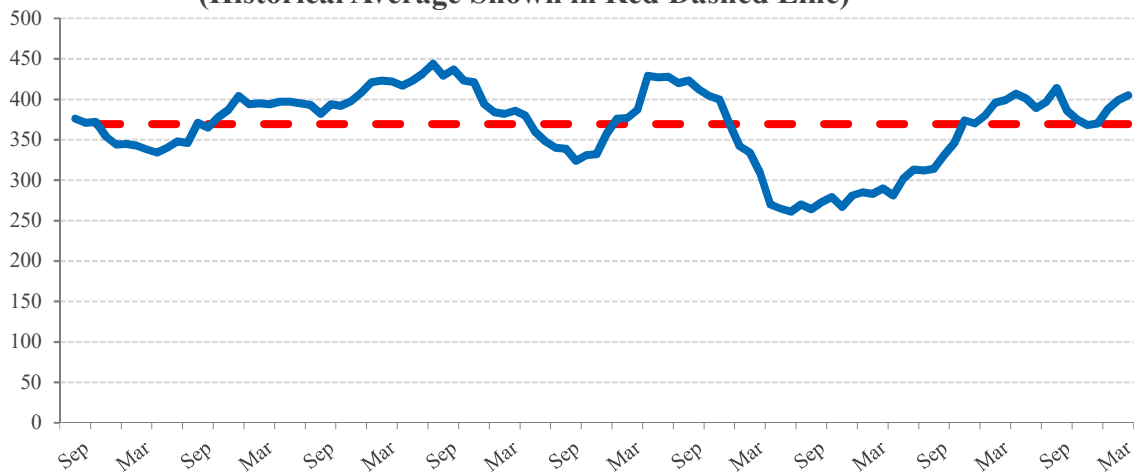
Goods Producing	NA	Information	0
Natural Resources/Mining/Construction	0	Financial Activities	100
Natural Resources and Mining	NA	Prof. & Business Services	900
Construction	NA	Educ. & Health Services	200
Manufacturing	300	Leisure & Hospitality	-2,300
Service Providing Excluding Government	NA	Other Services	-100
Trade/Transportation/Utilities	0	Government	300

State Economic Activity Index	New Jersey	U.S.	
12-month change (2020 - Mar)	1.9%	1.2%	The economy of New Jersey has outpaced the rest of the nation and improved modestly from last month's -15.94% change
36-month change (2020 - Mar)	NA	7.0%	

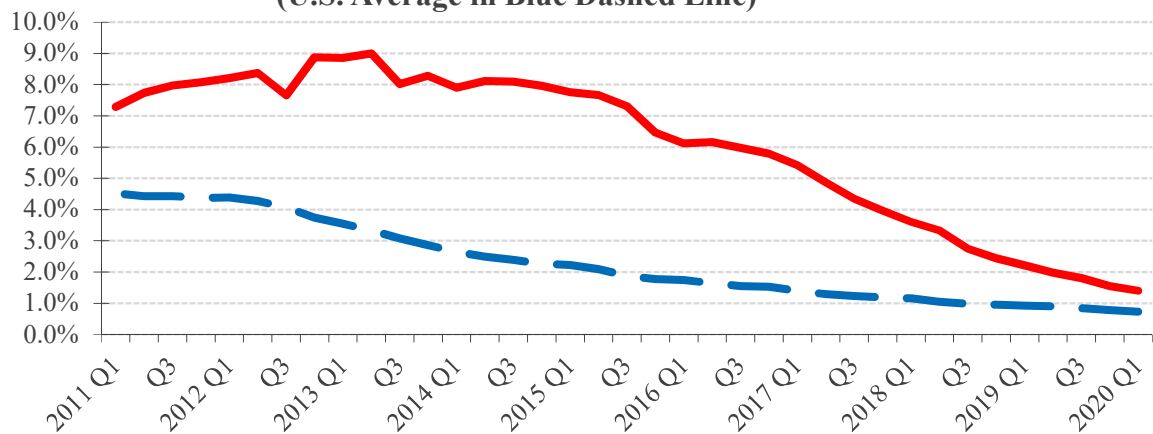
## New Housing Construction

Local Fundamentals	Atlantic City	U.S.	
12-month Sum of 1-unit Building Permits through Mar	405	not comparable	The current level of construction is 9.6% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	369	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) 12-month sum vs. a year ago	1.5%	5.5%	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)



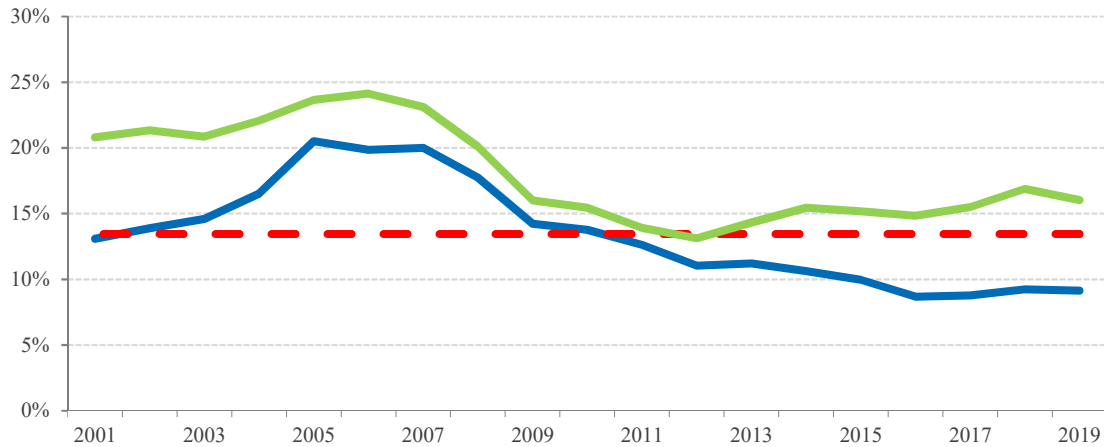
**State Total Foreclosure Rate vs. U.S. Average**  
(U.S. Average in Blue Dashed Line)



# Affordability

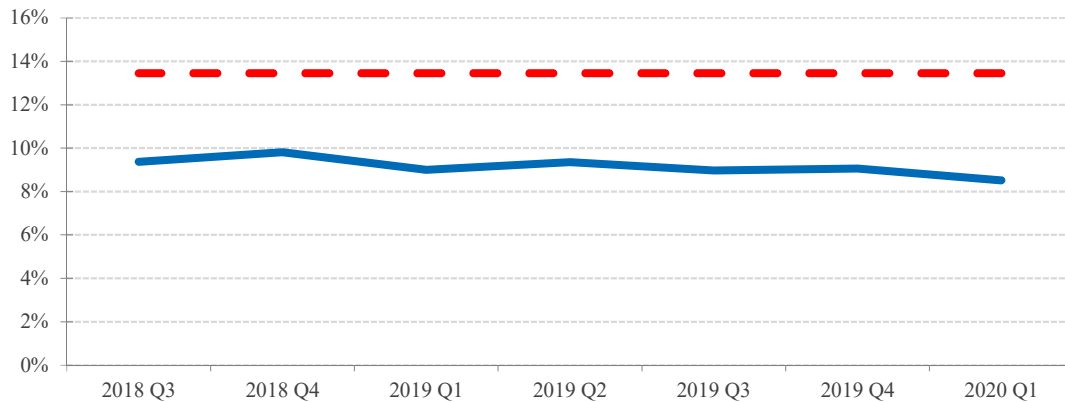


**Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income**  
(Local Historical Average Shown in Red, U.S. Average in Green)



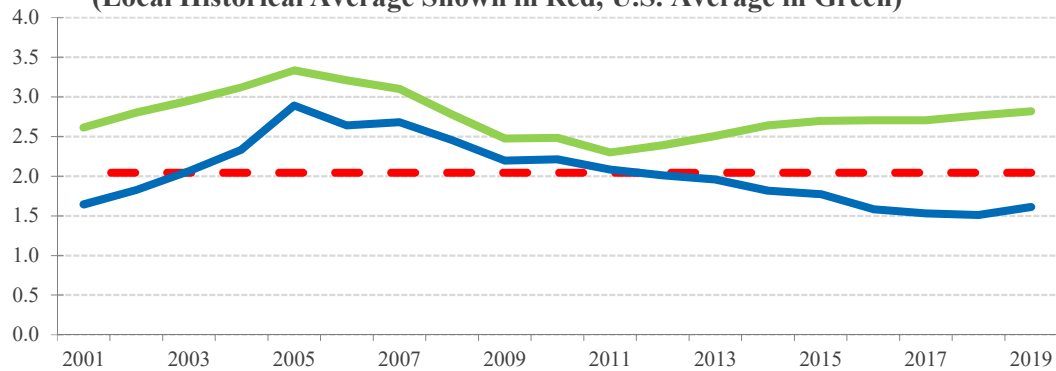
Monthly Mortgage Payment to Income	Atlantic City	U.S.	
Ratio for 2019	9.2%	16.0%	Historically strong, but weaker than the fourth quarter of 2019
Ratio for 2020 Q1	8.5%	14.6%	
Historical Average	13.4%	18.4%	More affordable than most markets

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



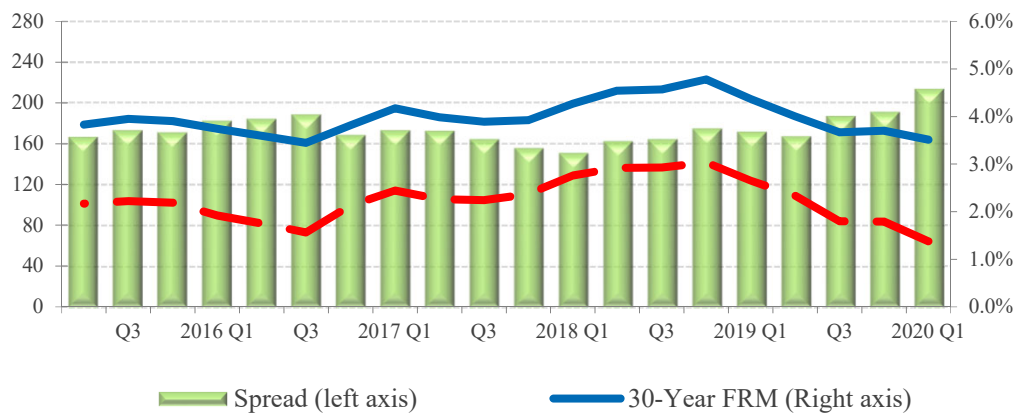
Median Home Price to Income	Atlantic City	U.S.	
Ratio for 2019	1.6	2.8	The price-to-income ratio rose, but is better than the historic average
Ratio for 2020 Q1	1.6	2.7	
Historical Average	2.0	2.7	Affordable compared to most markets

**Ratio of Local Median Home Price to Local Average Income  
(Local Historical Average Shown in Red, U.S. Average in Green)**



## The Mortgage Market

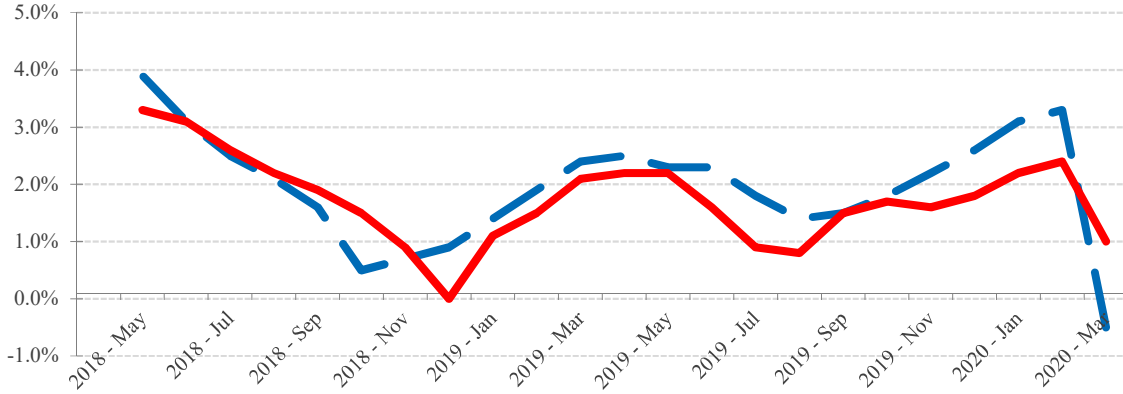
**30-year Fixed Mortgage Rate and Treasury Bond Yield**



The first quarter of the year mostly encompassed a pre-pandemic economy that was characterized by low unemployment and a robust economy. Nevertheless, as a result of the COVID-19 outbreak, mortgage rates reached a then-historical low in March of 2020 fueling an increase in refinance activities. Specifically, at the end of the first quarter, mortgage rates declined 90 basis points compared to a year earlier. According to the mortgage finance provider Freddie Mac, the 30-year fixed rate mortgage dropped to 3.51 percent in Q1 2020 from 4.37 percent in Q1 2019. Looking ahead, NAR is forecasting the 30-year fixed rate mortgage to average 3.20 percent for 2020.

# REALTOR® Price Expectations

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



Source: NAR

REALTOR® Price Expectations	New Jersey	U.S.	
2020 - Mar	1.0%	-0.5%	REALTORS® expect higher price growth in New Jersey 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	2.1%	2.4%	

## Geographic Coverage for this Report

The Atlantic City area referred to in this report covers the geographic area of the Atlantic City-Hammonton 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:

[Atlantic County](#)

More information on the OMB's geographic definitions can be found at [https://obamawhitehouse.archives.gov/omb/bulletins\\_default/](https://obamawhitehouse.archives.gov/omb/bulletins_default/)