



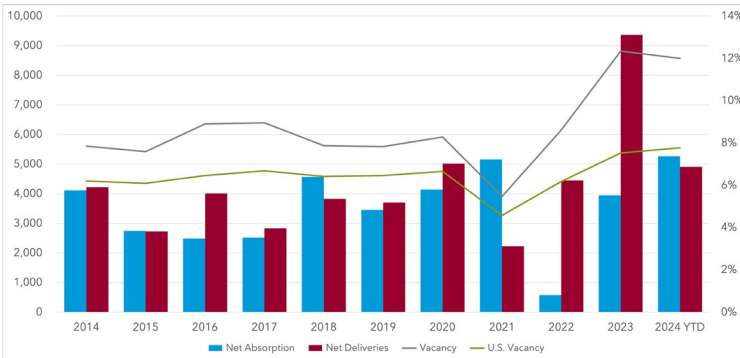
### MULTIFAMILY MARKET OVERVIEW

JAKE PLOTKIN, CCIM, *Vice President, Principal*

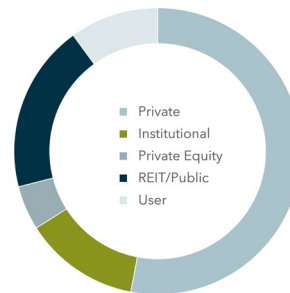
Raleigh's multifamily market remains strong, but new supply has pushed the vacancy rate to 11.9%. Positive net absorption for five consecutive quarters totaled 6,200 units, far above the annual average of 3,500 units. However, 9,200 units were delivered in the past year, with 8,000 more expected in 2024, leading to a 200 basis point vacancy increase. Despite this, Raleigh's affluence, driven by technology and life sciences, keeps it prominent. The construction pipeline has 10,000 units, placing Raleigh in the top 10 U.S. markets for units under construction. Rent growth fell from -0.9% to -2.6% due to oversupply, but Q3 2023 sales volume increased with six major transactions over \$70 million each.

MARKET INDICATORS	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
▲ 12 Mo. Absorption Units	6,253	4,850	3,944	3,043	1,871
▼ Vacancy Rate	12.0%	12.7%	12.3%	11.1%	10.3%
▲ Asking Rent/Unit (\$)	\$1,545	\$1,526	\$1,520	\$1,553	\$1,589
▼ Under Construction Units	9,780	11,191	13,327	14,894	15,760
▲ Inventory Units	129,127	127,016	124,558	122,107	119,790

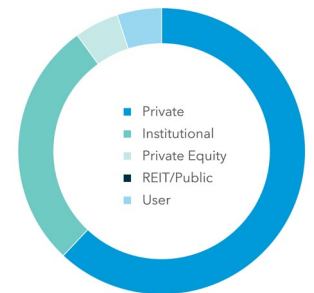
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### SALE BY BUYER TYPE



#### SALE BY SELLER TYPE



\*\*'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
4710 Mint Leaf Lane Raleigh, NC	\$81,090,000 \$265,000 Per Unit	306	Mid-America Apartment Communities, Inc. Wood Partners
1000 Broadstone Way Apex, NC	\$66,250,000 \$220,833 Per Unit	300	Post Investment Group RailField Partners
4545 Cary Glen Blvd* Cary, NC	\$16,350,000 \$136,250 Per Unit	120	Lincoln Avenue Capital The Related Companies

\*Part of a Portfolio

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
The Halle Companies	\$171,000,000
Crescent Communities	\$105,280,000
Wood Partners	\$81,090,000
Carter-Haston Real Estate	\$79,925,000
TDK Development	\$79,500,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Mitsubishi Estate Company	\$219,780,000
Apartment Income REIT	\$171,000,000
Mid-America Apt Communities, Inc.	\$81,090,000
CBRE Investment Management	\$79,925,000
Bell Partners	\$79,500,000



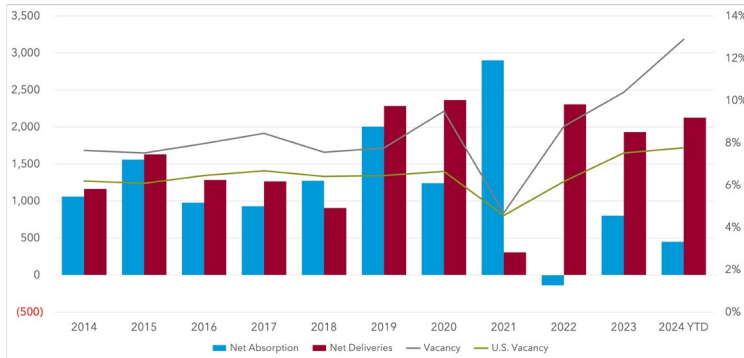
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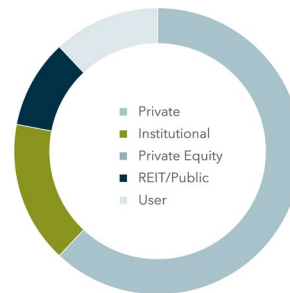
Durham's multifamily market offers a diverse range of properties, from new luxury apartments to hotel transformations. Amenities such as outdoor entertainment areas, specialized fitness centers, and coworking spaces remain critical for occupancy. However, the vacancy rate rose to a record 12.9%, and rents declined slightly to \$1,550/unit over the past year. Despite this, demand has been increasing, with positive net absorption in the past three quarters. Downtown Durham leads in both new inventory and net absorption, reflecting its vibrant live/work/play environment. The construction pipeline is robust, with 6,400 units underway, primarily in South Durham and Downtown Durham.

MARKET INDICATORS	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
▲ 12 Mo. Absorption Units	1,600	915	804	423	(179)
▲ Vacancy Rate	12.9%	11.1%	10.4%	9.6%	10.9%
▲ Asking Rent/Unit (\$)	\$1,548	\$1,519	\$1,511	\$1,523	\$1,555
▼ Under Construction Units	5,486	6,892	7,066	6,427	5,986
▲ Inventory Units	61,117	59,366	58,880	58,112	57,758

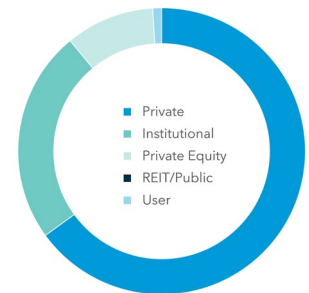
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### SALE BY BUYER TYPE



#### SALE BY SELLER TYPE



\*\*Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1400 E. Cornwallis Road Durham, NC	\$30,000,000 \$147,059 Per Unit	204	ColRich Campus Apartments LLC
200 Westminster Drive Chapel Hill, NC	\$21,300,000 \$147,917 Per Unit	144	Benefit Street Partners GVA Property Management
820 Martin Luther King Jr. Parkway Durham, NC	\$17,100,000 \$106,875 Per Unit	160	Lincoln Avenue Capital The Related Companies

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Bell Partners	\$83,600,000
Sentinel Real Estate	\$83,000,000
Solomon Organization	\$76,500,000
Spyglass Realty Partners	\$70,000,000
Blackstone	\$70,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
King Properties	\$84,750,000
Mesirow Financial	\$83,600,000
The Connor Group	\$83,000,000
Braddock & Logan	\$76,500,000
Apartment Income REIT	\$70,000,000