



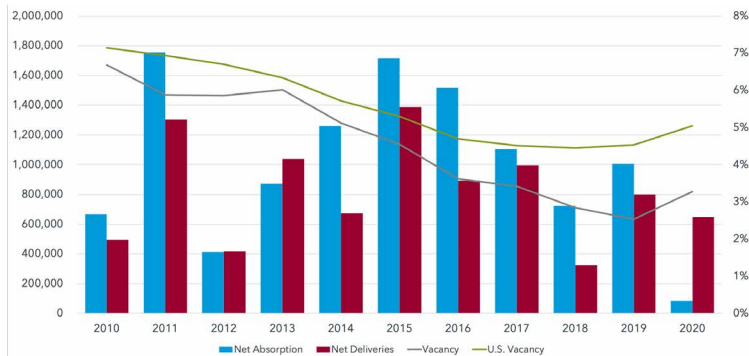
RETAIL MARKET OVERVIEW

CHRISTINA COFFEY, *Senior Director*

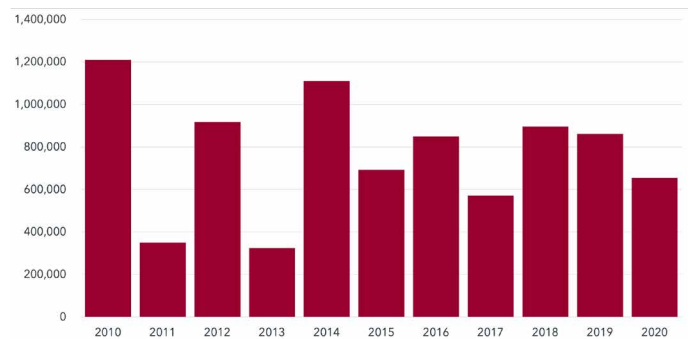
The Triangle retail market ended the year stable during a global pandemic. Rates remain steadfast and openings still outweigh the retail closures. The most significant entrance into the market was the Amazon 4-Star store at Crabtree Valley Mall. Retail vacancy rate remains low at 3.5% and there is over 1.2 Million sf of retail under construction. Notable Q4 ground breakings included Fenton in Cary, Seaboard Station in Downtown Raleigh, and The Q in Downtown Fuquay. Major end of year sales transactions were The Dillon mixed-use development in Downtown Raleigh for \$286 million (~\$400 psf) and Cary Town Center Mall for \$91 million, three times the 2019 purchase price.

MARKET INDICATORS	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
▼ Net Absorption	59,201 SF	399,997 SF	1,069,911 SF	872,274 SF	1,004,578 SF
▲ Vacancy Rate	3.3%	3.1%	2.6%	2.6%	2.5%
▲ Avg NNN Asking Rate	\$20.81 PSF	\$20.48 PSF	\$20.14 PSF	\$20.24 PSF	\$19.96 PSF
▼ Under Construction	655,184 SF	742,410 SF	760,167 SF	890,333 SF	861,907 SF
▲ Inventory	74,710,288 SF	74,385,669 SF	74,219,437 SF	74,051,419 SF	74,062,244 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1105 Walnut Street Cary, NC	736,455 SF	\$90,724,031 \$281.58 PSF	Epic Games, Inc. Denali Prop Turnbridge Equities	Single-Tenant
5501 Atlantic Springs Road Raleigh, NC	70,092 SF	\$3,900,000 \$55.64 PSF	Jonathan & Haya Greenwood The RMR Group	Single-Tenant
11817-11845 Retail Drive Wake Forest, NC	48,045 SF	\$7,550,000 \$157.14 PSF	Mountain Crest Capital DRA Advisors, LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7400 GB Alford Hwy Holly Springs, NC	19,975 SF	Deep River Partners	Aldi	Retailer
1500 Garner Road Raleigh, NC	15,000 SF	Richard Olson Company	Transformation Christian Church	Religious Organization
3800 Glenwood Avenue Raleigh, NC	12,115 SF	Grubb Ventures, LLC Ascentris, LLC	Undisclosed	Undisclosed



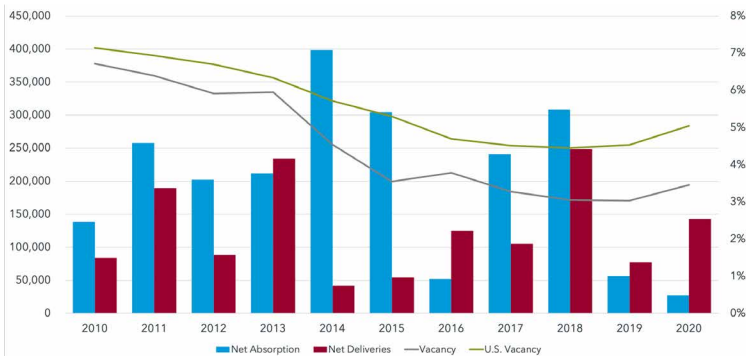
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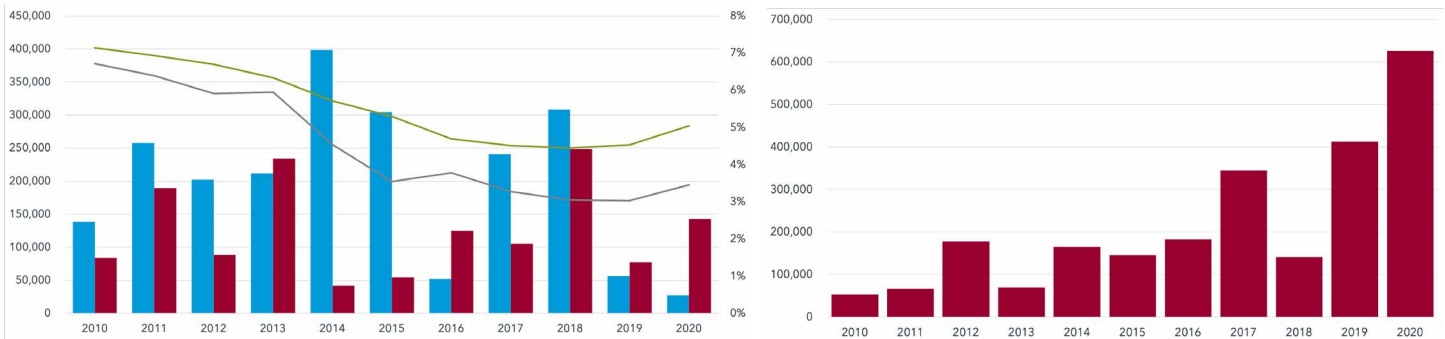
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MARKET INDICATORS	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
▲ Net Absorption	27,596 SF	(66,117) SF	(140,623) SF	(231,390) SF	56,644 SF
▼ Vacancy Rate	3.5%	3.6%	3.4%	3.9%	3.0%
▼ Avg NNN Asking Rate	\$19.56 PSF	\$19.57 PSF	\$19.60 PSF	\$19.50 PSF	\$19.45 PSF
▼ Under Construction	625,670 SF	661,597 SF	621,450 SF	485,990 SF	412,854 SF
▲ Inventory	26,230,654 SF	26,180,327 SF	26,155,243 SF	26,125,474 SF	26,084,646 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
113 S. Gregson Street Durham, NC	25,607 SF	\$5,575,000 \$217.71 PSF	Asana Partners Durham Laundry Co	Single-Tenant
120 Banks Drive Chapel Hill, NC	22,724 SF	\$2,000,000 \$88.01 PSF	Parkway Hldgs Phase II, & Vip Chapel Hill LLC & Harry A Kazazian Regal Cinemas	Single-Tenant
1311 W. NC Hwy. 54 Durham, NC	11,783 SF	\$1,700,000 \$144.28 PSF	Moran Capital LLC Rite Aid Corporation	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1000 North Miami Blvd Durham, NC	8,488 SF	Rivercrest Realty Investors	The Ark Church of the Triangle	Religious
1004 N. Mangum Street Durham, NC	7,473 SF	Durham Nativity School Inc.	Undisclosed	Undisclosed
206 Broadway Street Durham, NC	6,000 SF	Duy Khuong Ong	Top Notch Performance	Services

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