



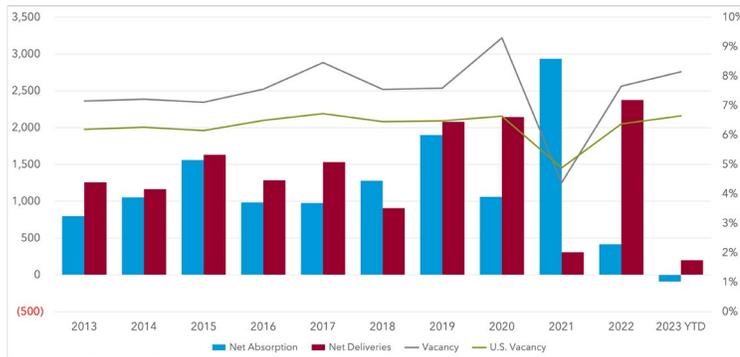
MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

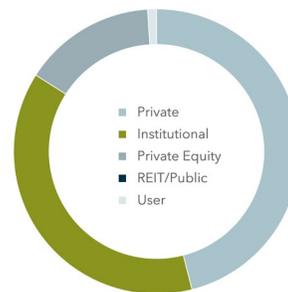
Durham multifamily vacancy rates rose from last quarter from 6.7% to 8.7% due largely to new inventory coming online. Net deliveries in Durham remained relatively flat from Q4 2022 to Q1 2023, with a construction pipeline expected to deliver an additional 1,994 units before year-end. Rent growth appears relatively flat, with some projections indicating a slight decrease in the market asking rents during Q2 and Q3 2023. In Durham, Q4 2022 sales volume totaled roughly \$184,575,000, compared to 132,600,000 in Q1 2023. Ranked as one of the best places to live in the U.S., Durham's high quality of life and prestigious universities continue to attract high-tech companies and employees to the area.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	(6)	415	611	1,781	2,816
▲ Vacancy Rate	8.2%	7.7%	7.0%	6.7%	6.1%
▲ Asking Rent/Unit (\$)	\$1,508.07	\$1,504.22	\$1,526.64	\$1,563.79	\$1,474.06
▲ Under Construction Units	4,948	4,620	3,857	4,302	3,428
▲ Inventory Units	56,625	56,425	56,148	55,389	55,389

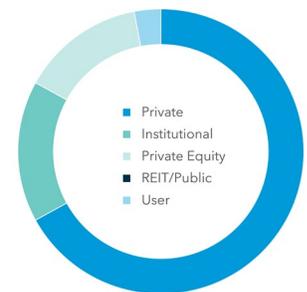
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
530 Foster Street Durham, NC	\$89,000,000 \$358,870.97 Per Unit	248	MEAG MUNICH ERGO AssetMgmt GmbH Duck Pond Realty Management
3300 Shannon Road Durham, NC	\$43,600,000 \$189,565.22 Per Unit	230	Self Help Community Development Corp PRG Real Estate Management, Inc.
6201 Pine Glen Trail Durham, NC	\$25,500,000 \$151,785.71 Per Unit	168	Fairfield Foundation for Affordable Housing

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$110,852,414
Northwestern Mutual Life Insurance Co.	\$100,000,000
Kettler	\$99,742,500
Carolina Commercial	\$91,300,000
Duck Pond Realty Management	\$89,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$110,852,414
The Connor Group	\$100,000,000
TerraCap Management LLC	\$99,742,500
Aldon Management	\$91,300,000
Munich RE	\$89,000,000



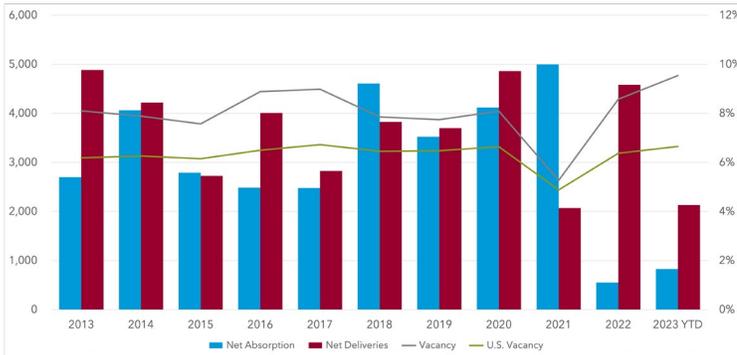
MULTIFAMILY MARKET OVERVIEW

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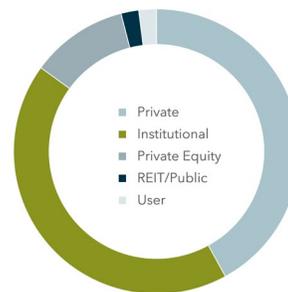
Vacancy rates for Raleigh multifamily rose last quarter from 7% to 10.1% due largely to new inventory coming online. Roughly 997 units were delivered in Q1 2023, an increase of 775 units from Q4 2022, with projected deliveries over the duration of 2023 forecasted at 5,100 additional units. Rent growth appears relatively flat, with some projections indicating a slight decrease in the market asking rents during Q2 and Q3 2023. Overall sales volume decreased from \$390,944,948 in Q4 2022, to \$149,750,00 in Q1 2023. Recently ranked number five in the U.S. job market and second best city to live in America, the area continues to attract high-tech jobs and employees to the region.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	1,032	553	1,062	2,334	3,812
▲ Vacancy Rate	9.6%	8.6%	7.6%	6.4%	6.4%
▲ Asking Rent/Unit (\$)	\$1,549.09	\$1,539.84	\$1,568.70	\$1,591.32	\$1,522.11
▼ Under Construction Units	16,955	17,883	15,995	13,864	12,357
▲ Inventory Units	116,555	114,422	113,626	112,240	111,450

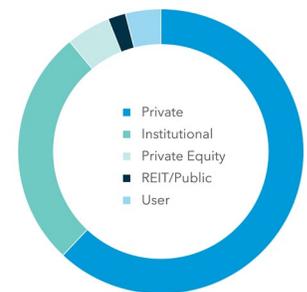
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
2911 Mid Century Drive Raleigh, NC	\$95,250,000 \$284,328.36 Per Unit	335	Westbrook Partners Alliance Residential Company
229 E Chatham Street Cary, NC	Undisclosed	220	Meridian East Chatham LLC Jordan George H
4428 Mill Village Road Raleigh, NC	\$56,500,000 \$256,818.18 Per Unit	220	Covenant Capital Group R.K. Properties

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Bluerock Real Estate LLC	\$179,064,117
Mount Auburn Capital Group LLC	\$165,051,500
Signature Property Group	\$129,250,000
Westbrook Partners	\$120,000,000
Rock Companies	\$112,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Starwood Capital Group	\$206,551,500
Blackstone, Inc.	\$179,064,117
GVA Property Management	\$157,500,500
The Connor Group	\$149,000,000
Aldon Management	\$129,250,000