



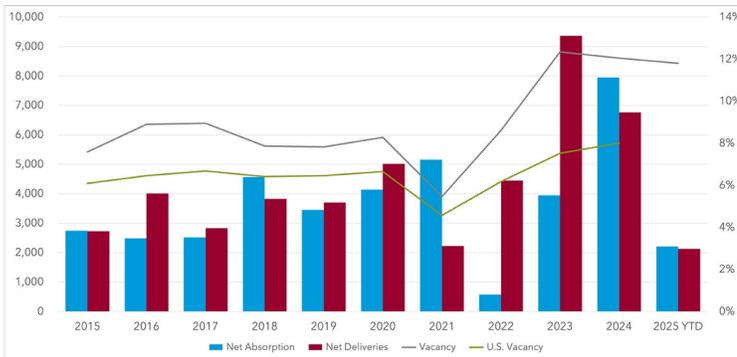
### MULTIFAMILY MARKET OVERVIEW

RUSSELL STEWART, *Vice President, Principal*

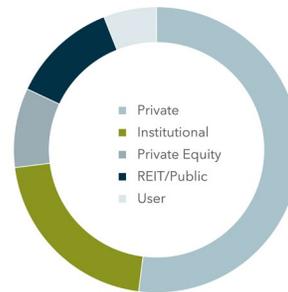
Raleigh's multifamily sector continued to expand in Q1 2025, with absorption rising to 8,650 units-up from 7,945 in Q4. The vacancy rate tightened slightly to 11.8%, while average asking rents climbed to \$1,558 per unit. Sale prices averaged \$232,040 per unit, and cap rates held at 5.3%. Construction activity increased modestly to 9,594 units, suggesting steady pipeline confidence. Inventory reached 133,591 units. Notable sales included 417 W. Peace St and 1100 Audubon Parc Dr. Investor interest remains strong amid rising rents, stable pricing, and persistent demand across core and suburban submarkets.

MARKET INDICATORS	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
▲ 12 Mo. Absorption Units	8,650	7,945	7,153	6,253	4,850
▼ Vacancy Rate	11.80%	12.05%	12.00%	12.00%	12.66%
▲ Asking Rent/Unit	\$1,558	\$1,525	\$1,555	\$1,545	\$1,526
▲ Sale Price/Unit	\$232,040	\$227,609	\$246,278	\$265,240	\$184,634
▲ Cap Rate	5.30%	5.25%	5.30%	5.28%	5.25%
▲ Under Construction Units	9,594	9,096	11,194	9,780	11,191
▼ Inventory Units	133,591	133,890	131,670	129,127	127,016

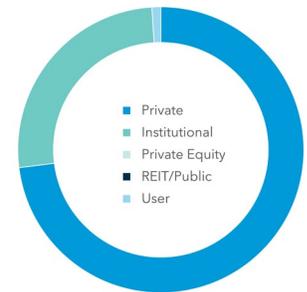
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
417 W. Peace Street Raleigh, NC	\$152,000,500 \$364,510 Per Unit	417	PAMERA North America LLC Kane Realty Corporation
1100 Audubon Parc Drive Cary, NC	\$41,375,000 \$229,861 Per Unit	180	Baron Equities, Inc. Waterton
100-109 Allen Court Four Oaks, NC	\$3,400,000 \$82,927 Per Unit	41	Vesta Enterprises, Inc. Stephenson General Contractors

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Kane Realty Corporation	\$152,000,500
D.R. Horton	\$134,500,000
Wood Partners	\$81,090,000
DRA Advisors	\$66,300,000
Nordblom Company, Inc.	\$59,409,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Mid-America Apartment Communities	\$81,090,000
Greystar Real Estate Partners	\$68,500,000
AvalonBay Communities, Inc.	\$66,500,000
Bridge Investment Group	\$66,300,000
PAMERA North America LLC	\$50,666,833



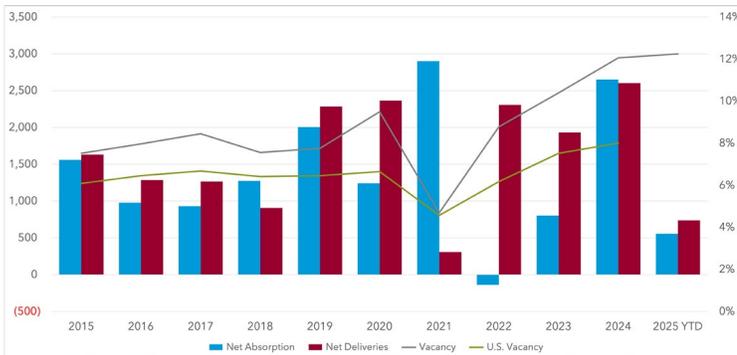
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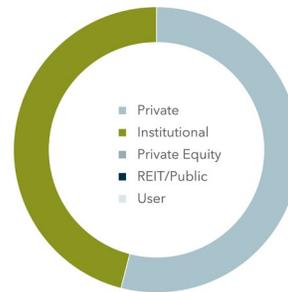
Durham's multifamily market posted solid gains in Q1 2025, absorbing 3,066 units-up from 2,652 in Q4. Vacancy rose slightly to 12.25% amid robust new deliveries. Asking rents inched up to \$1,547 per unit, while sale prices averaged \$214,256. Cap rates moved higher to 5.53%, reflecting evolving investor expectations. The construction pipeline expanded to 8,493 units as inventory reached 63,806. Major Q1 sales included 200 Edinborough Dr and 1000 McQueen Dr. Despite rising vacancy, Durham's fundamentals remain healthy, underpinned by job growth, migration trends, and sustained capital deployment in key submarkets.

MARKET INDICATORS	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
▲ 12 Mo. Absorption Units	3,066	2,652	2,355	1,600	915
▲ Vacancy Rate	12.25%	12.06%	11.06%	12.90%	11.11%
▲ Asking Rent/Unit	\$1,547	\$1,533	\$1,545	\$1,548	\$1,518
▲ Sale Price/Unit	\$214,256	\$212,127	\$141,327	\$147,414	\$235,795
▲ Cap Rate	5.53%	5.14%	5.63%	5.60%	5.54%
▲ Under Construction Units	8,493	7,288	6,733	5,486	6,892
▲ Inventory Units	63,806	63,027	61,879	61,117	59,366

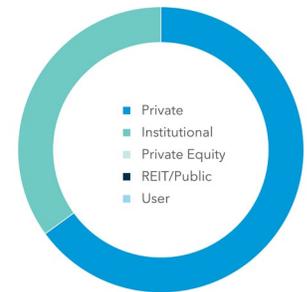
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
200 Edinborough Drive Durham, NC	\$61,590,000 \$186,636 Per Unit	330	Boston Capital Real Estate Partners American Landmark
1000 McQueen Drive Durham, NC	\$53,595,000 \$171,779 Per Unit	312	13th Floor Investments Weinstein Properties
5214-5222 Kerley Road Durham, NC	\$6,000,000 \$166,667 Per Unit	36	Southern Repair Service Incorporated Kerley Road LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Sentinel Real Estate Corporation	\$83,000,000
Blackstone Inc.	\$74,798,000
Elco Ltd.	\$61,590,000
Atlantic Pacific Companies	\$57,000,000
Weinstein Properties	\$53,595,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
The Connor Group	\$83,000,000
Brookfield Corporation	\$74,798,000
Boston Capital Real Estate Partners	\$61,590,000
Greystar Real Estate Partners	\$57,000,000
13th Floor Investments	\$53,595,000

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