



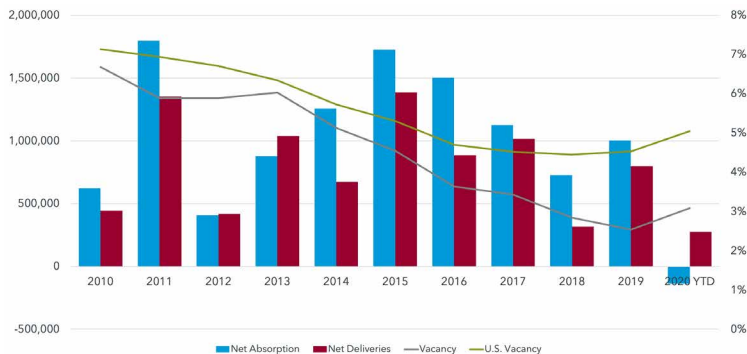
### RETAIL MARKET OVERVIEW

COLE PENNELL, Broker/Associate

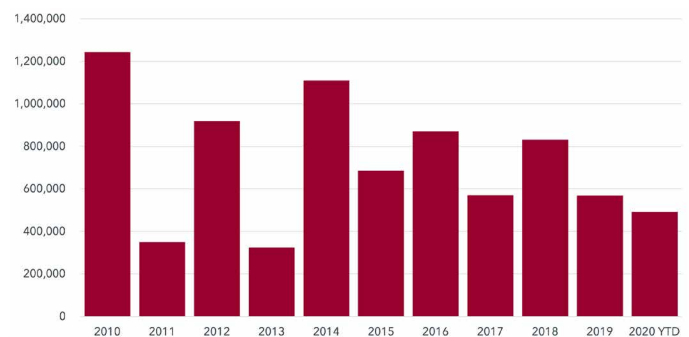
Finishing out the second consecutive quarter in a pandemic, the retail market has remained strong largely because of geography. The market is spread out among smaller central business districts where suburban retail is flourishing, vacancies are low and there are minimal closures. Convenience factors like drive-throughs and pickup windows that were important to retailers before the coronavirus are a necessity for new leases. The pre-COVID focus on improving retail growth in the urban markets in Raleigh and Durham has waned due to civil unrest.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▼ Net Absorption	415,066 SF	1,019,054 SF	870,774 SF	1,005,278 SF	652,448 SF
▲ Vacancy Rate	3.0%	2.6%	2.6%	2.5%	2.9%
▲ Avg NNN Asking Rate	\$20.50 PSF	\$20.21 PSF	\$20.34 PSF	\$19.97 PSF	\$19.77 PSF
▼ Under Construction	491,694 SF	524,433 SF	604,598 SF	569,285 SF	613,797 SF
▲ Inventory	74,201,915 SF	74,034,701 SF	73,916,140 SF	73,926,965 SF	73,706,772 SF

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3710 Davis Dr Morrisville, NC	97,482 SF	\$34,850,000.00 \$357.50 PSF	Realty Income Corp LeylandAlliance, LLC	Single Tenant
950 W Market St Smithfield, NC	40,260 SF	\$350,000.00 \$8.69 PSF	Undisclosed The Richardson Co	Single Tenant
3421 Olympia Dr Raleigh, NC	17,500 SF	\$3,750,000.00 \$214.29 PSF	The Young Group Inc Ruth Babcock	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5900 Poyner Archer Ln Raleigh, NC	38,814 SF	SITE Centers Corp	Urban Air	Fitness/Recreation
6801-6123 Capital Blvd Raleigh, NC	26,640 SF	Win Properties	Spirit Halloween	Retailer
4111 New Bern Ave Raleigh, NC	19,758 SF	Riddle Commerical Properties	NC DMV	Public Administration

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