



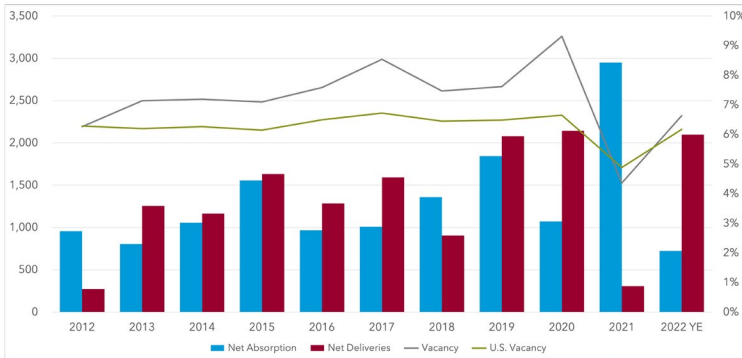
### MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

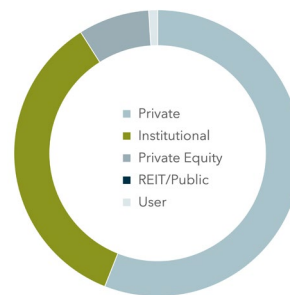
Raleigh-Durham multifamily experienced a rise in vacancy rates over the past year, with a steady new construction pipeline and net deliveries remaining consistent. Raleigh's vacancy rate increased from 4.36% in 2021 to 6.4% in 2022, while Durham's vacancy rate rose from 5.27% to 7.91%. Nationally, average vacancy rates rose from 4.89% in 2021 to 6.17% in 2022. Market rent growth has flattened, as compared to the 10%-15% growth experienced in 2020 and 2021. Net migration to the area remains strong driven by corporate expansions. Due to Raleigh-Durham's relatively low cost of living, below-average median rents, and above-average income levels, it's expected that the multifamily sector will continue to expand.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Absorption Units	724	729	1,833	2,837	2,950
▼ Vacancy Rate	6.64%	6.82%	6.58%	6.10%	4.36%
▼ Asking Rent/Unit (\$)	\$1,496.64	\$1,524.54	\$1,563.16	\$1,469.81	\$1,434.65
▲ Under Construction Units	4,009	3,653	3,821	3,453	3,943
◀▶ Inventory Units	55,986	55,986	55,227	55,227	53,887

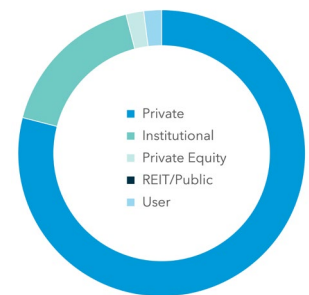
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
2530 Erwin Road Durham, NC	\$100,000,000 \$292,398 Per Unit	342	The Connor Group Northwestern Mutual Life Insurance Company
205 Kent Lane Durham, NC	\$28,000,000 \$175,000 Per Unit	160	Lincoln Avenue Capital The NHP Foundation
600 S Churton Street Hillsborough, NC	\$30,830,000 \$185,723 Per Unit	166	Railfield Partners Lexerd Capital Management

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Island Capital Group LLC	\$110,852,414
Northwestern Mutual Life Insurance Co	\$100,000,000
Kettler	\$99,742,500
Carolina Commercial	\$91,300,000
Stonebridge Investments	\$88,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Westbrook Partners	\$114,210,000
Blackstone Inc.	\$110,852,414
The Connor Group	\$100,000,000
TerraCap Management, LLC	\$99,742,500
Aldon Management	\$91,300,000

