



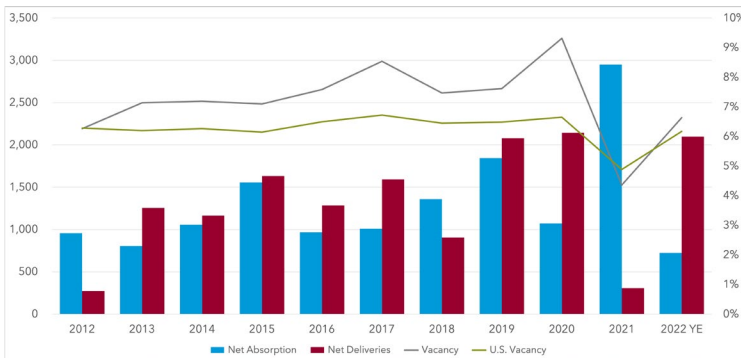
### MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, Senior Director

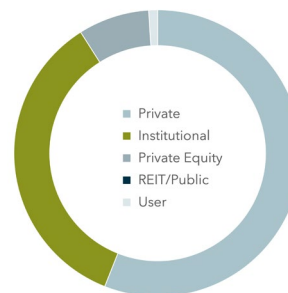
Raleigh-Durham multifamily experienced a rise in vacancy rates over the past year, with a steady new construction pipeline and net deliveries remaining consistent. Raleigh's vacancy rate increased from 4.36% in 2021 to 6.4% in 2022, while Durham's vacancy rate rose from 5.27% to 7.91%. Nationally, average 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

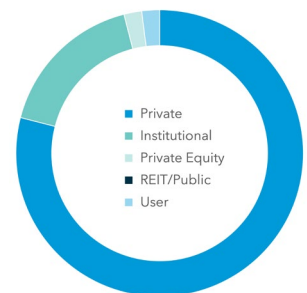
### NET ABSORPTION, NET DELIVERIES, & VACANCY



### 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

*The information and details contained herein have been obtained from third-party sources believed to be reliable, however, Lee & Associates has not independently verified its accuracy. Lee & Associates makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to, the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information.*

*The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., The Economist, U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, Congressional Budget Office, European Central Bank, GlobeSt.com, CoStar Property, and Lee & Associates Proprietary Data. ©*

*© Copyright 2022 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com*