



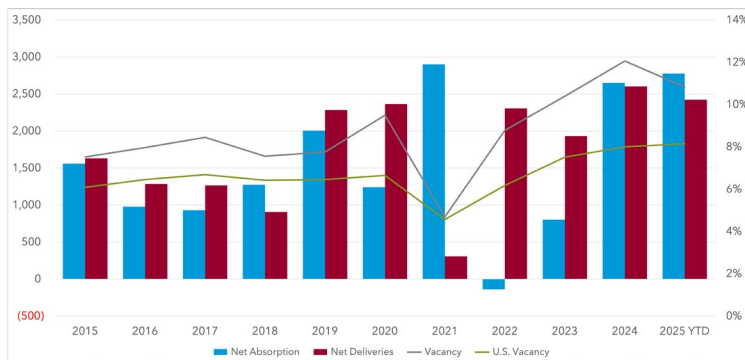
MULTIFAMILY MARKET OVERVIEW

STONE ALEXANDER, CPA, Vice President

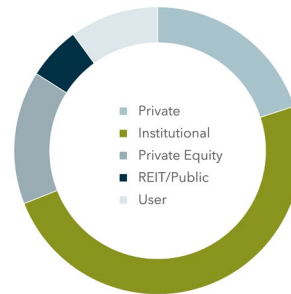
Durham's multifamily market eased in Q3 2025, with net absorption slipping to 2,777 units from 3,019 in Q2. Vacancy improved slightly to 10.8% from 12.0%, reflecting steady leasing momentum. Average asking rents adjusted modestly to \$1,548 per unit, while sale prices per unit increased to \$219,019, extending the upward trend. Cap rates held stable at 5.5%, underscoring strong investor demand. The construction pipeline contracted sharply to 4,785 units from 6,485, signaling caution in future supply. Overall, Durham's fundamentals remain sound, balancing softer absorption with firm pricing and a leaner pipeline.

MARKET INDICATORS	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024
▼ 12 Mo. Absorption Units	2,777	3,019	3,066	2,652	2,355
▼ Vacancy Rate	10.8%	12.0%	12.3%	12.1%	11.1%
▼ Asking Rent/Unit	\$1,548	\$1,575	\$1,547	\$1,533	\$1,545
▲ Sale Price/Unit	\$219,019	\$216,240	\$214,256	\$212,127	\$141,327
▼ Cap Rate	5.52%	5.50%	5.53%	5.14%	5.63%
▼ Under Construction Units	4,785	6,485	8,493	7,288	6,733
▲ Inventory Units	64,560	63,885	63,806	63,027	61,879

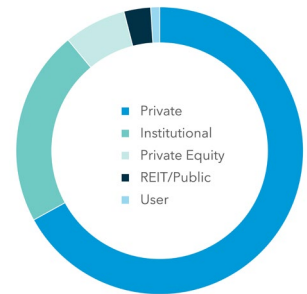
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
201 NC 54 Carrboro, NC	\$21,000,000 \$125,000 Per Unit	168	Matheson Capital Magma Equities
711 Leasburg Road Roxboro, NC	\$9,097,000 \$104,563 Per Unit	87	FG Communities Zachary Kiel
802-814 Green Street Durham, NC	\$4,290,000 \$268,125 Per Unit	16	Trinity Properties Robert L. Schmitz

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$324,869,486
Duck Pond Realty Management	\$278,292,000
Blue Heron Asset Management LLC	\$200,200,000
Dasmen Residential LLC	\$198,387,000
Bell Partners, Inc.	\$160,600,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$298,044,486
Harbor Group International	\$230,937,000
Friedlam Partners	\$210,000,000
Braddock & Logan	\$191,050,000
The Connor Group	\$183,000,000

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