LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

Q1 2026
RALEIGH, NC

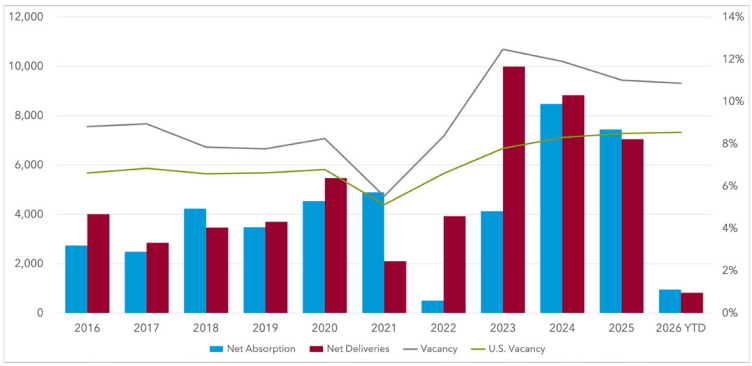
MULTIFAMILY MARKET OVERVIEW

MIKE GLENNON, *Broker*

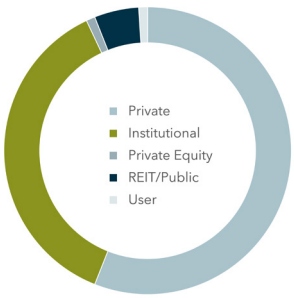
Raleigh's multifamily market remained relatively stable in Q1 2026, with 12-month net absorption totaling 6,557 units, a slight decline from the prior quarter. Vacancy improved marginally to 10.90%, while asking rents increased to $1,551 per unit, reversing recent declines. Sale prices per unit held steady at $244,341, suggesting continued investor confidence. Cap rates remained unchanged at 5.20%. Construction activity slowed to 6,667 units, while total inventory expanded to 139,355 units. Overall, the market continues to demonstrate resilience, with steady fundamentals as it adjusts to elevated supply levels.

MARKET INDICATORS	Q1 2026	Q4 2025	Q3 2025	Q2 2025	Q1 2025
▼ 12 Mo. Absorption Units	6,557	7,444	8,009	8,066	8,641
▼ Vacancy Rate	10.90%	11.00%	11.20%	11.40%	12.30%
▲ Asking Rent/Unit	$1,551	$1,540	$1,552	$1,584	$1,581
▲ Sale Price/Unit	$244,341	$243,995	$237,058	$237,994	$236,060
◄ ► Cap Rate	5.20%	5.20%	5.30%	5.30%	5.30%
▼ Under Construction Units	6,667	7,021	7,322	7,082	7,574
▲ Inventory Units	139,355	138,528	137,410	135,399	134,114

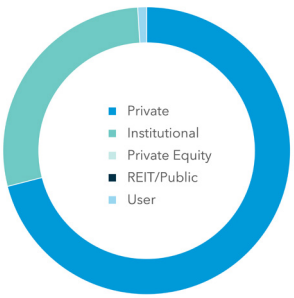
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
835 Navaho Drive Raleigh, NC	$56,125,000 $153,767 Per Unit	365	Kane Realty Corporation FCP
401 Oberlin Road Raleigh, NC	$69,667,000 $285,520 Per Unit	244	Tishman Speyer TA Realty
10300 Kingsclere Drive Cary, NC	$60,850,000 $246,365 Per Unit	247	DRA Advisors Hawthorne Residential Partners

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
KBS	$132,500,000
Hudson Capital Properties	$106,000,000
Ardmore Residential	$92,000,000
Capital Associates Management, LLC	$79,243,833
Elco, LTD	$73,100,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Mesirow Financial	$143,000,000
CalSTRS	$132,500,000
Landmark Companies	$106,000,000
ECI Group	$92,000,000
Arboretum Partners	$79,243,833

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