



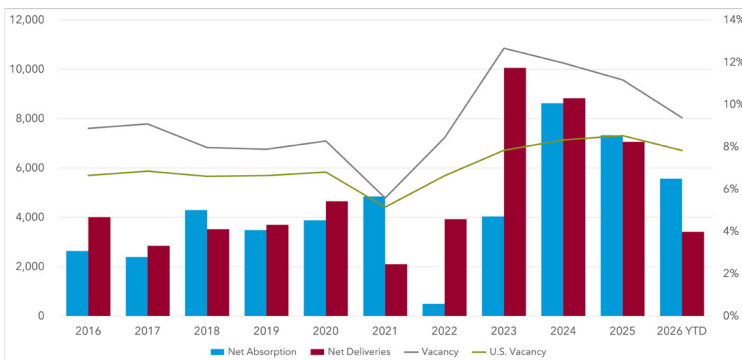
MULTIFAMILY MARKET OVERVIEW

JAKE PLOTKIN, CCIM, Vice President, Principal

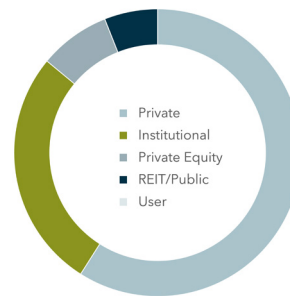
Raleigh's apartment market is working through its supply wave, though renters still hold the leverage. Vacancy fell to 9.3% from 11.2% a year ago as the market absorbed 6,568 units over 12 months, and the construction pipeline shrank to 6,649 units from 7,563. Rents haven't followed: the average asking rent of \$1,570 a month is up just 0.4% over the year and slipped in Q3, as landlords keep using concessions to fill new buildings. With 30-year mortgage rates reaching 7.4% in early October, more households are likely to keep renting, which should keep pushing occupancy higher into 2027.

MARKET INDICATORS	Q3 2026	Q2 2026	Q1 2026	Q4 2025	Q3 2025
▼ 12 Mo. Absorption Units	6,568	7,114	7,138	7,335	7,933
▲ Vacancy Rate	9.25%	9.19%	10.55%	11.17%	11.22%
▼ Asking Rent/Unit	\$1,569.85	\$1,578.52	\$1,562.34	\$1,551.66	\$1,563.33
▼ Sale Price/Unit	\$246,314.67	\$247,374.83	\$244,467.38	\$244,222.69	\$238,257.36
▲ Cap Rate	5.35%	5.32%	5.32%	5.28%	5.31%
▼ Under Construction Units	6,649	7,663	7,406	7,447	7,563
▲ Inventory Units	141,482	139,629	139,149	138,342	137,224

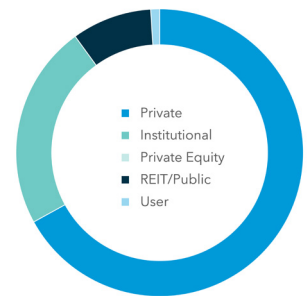
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
6701 Fox Road Raleigh, NC	\$29,590,691 \$64,327.59 per unit	460	Apollo Global Management Starwood Real Estate Income Trust, Inc.
2118 Clark Avenue Raleigh, NC	\$73,977,000 \$262,329.79 per unit	282	TA Village District, LLC PBone Cameron LP
6301 Lakecrest Dr Raleigh, NC	\$79,890,000 \$214,758.06 per unit	372	MCP Lakecrest LLC Aventon North Ridge Owner LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Hudson Capital Properties	\$106,000,000
Aventon Companies	\$79,890,000
Franklin Bsp Realty Trust, Inc	\$76,600,000
World Wide Group	\$71,900,000
KETTLER	\$71,500,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Mesirow Financial	\$143,000,000
Landmark Companies	\$106,000,000
Rise48 Equity	\$82,000,000
Marcus Partners	\$79,890,000
Dan Irvin	\$76,600,000

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 2026 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com