



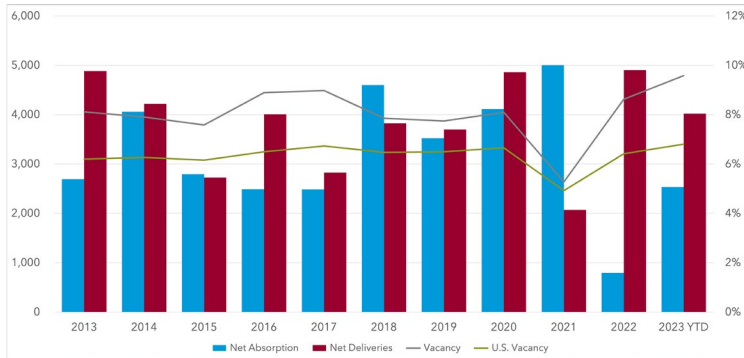
MULTIFAMILY MARKET OVERVIEW

JONATHON HARRISS, *Broker*

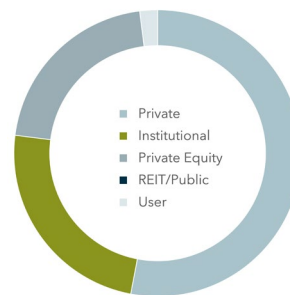
Raleigh's multifamily inventory continues to grow in 2023 with 18,291 units under construction in Q2 and a year-to-date net delivery of 4,020 units. Average asking rent per unit saw a modest rise from \$1,562.98 to \$1,580.69 and vacancy rose from 9.2% in Q1 2023 to 9.6% in Q2 2023. High interest rates and a substantial bid-ask spread are slowing new multifamily development in the region. However, over the long-term Raleigh is well positioned for continued growth as migration continues to the sunbelt.

MARKET INDICATORS	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022
▲ 12 Mo. Absorption Units	2,350	1,463	795	1,310	2,344
▲ Vacancy Rate	9.6%	9.2%	8.6%	7.7%	6.4%
▲ Asking Rent/Unit (\$)	\$1,580.69	\$1,562.98	\$1,548.17	\$1,575.29	\$1,596.67
▲ Under Construction Units	18,291	17,528	17,335	15,133	13,786
▲ Inventory Units	118,766	116,530	114,746	113,950	112,243

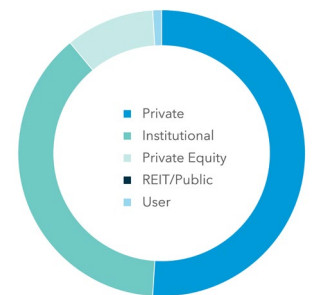
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
3926 Marcom Street Raleigh, NC	\$21,870,000 \$145,800 Per Unit	150	Ritz Banc Group Artesia Real Estate
1402 - 1408 Stovall Drive Raleigh, NC	\$2,300,000 \$82,142.86 Per Unit	28	Ritz Banc Group Artesia Real Estate
1501 Gorman Street Raleigh, NC	\$1,060,000 \$96,363.64 Per Unit	11	Phuoc & Khen Group LLC Ryan Groff

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Lone Star Funds	\$344,457,654
Carroll	\$273,925,000
Prudential Financial, Inc.	\$273,925,000
Bluerock Real Estate LLC	\$260,389,117
Banner Real Estate Group	\$254,750,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone Inc.	\$912,014,117
Starwood Capital Group	\$646,779,500
Carroll	\$496,103,825
Mitsubishi Estate Co. Ltd.	\$373,200,000
Morgan Stanley & Co. LLC	\$320,189,000

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 2023 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com