



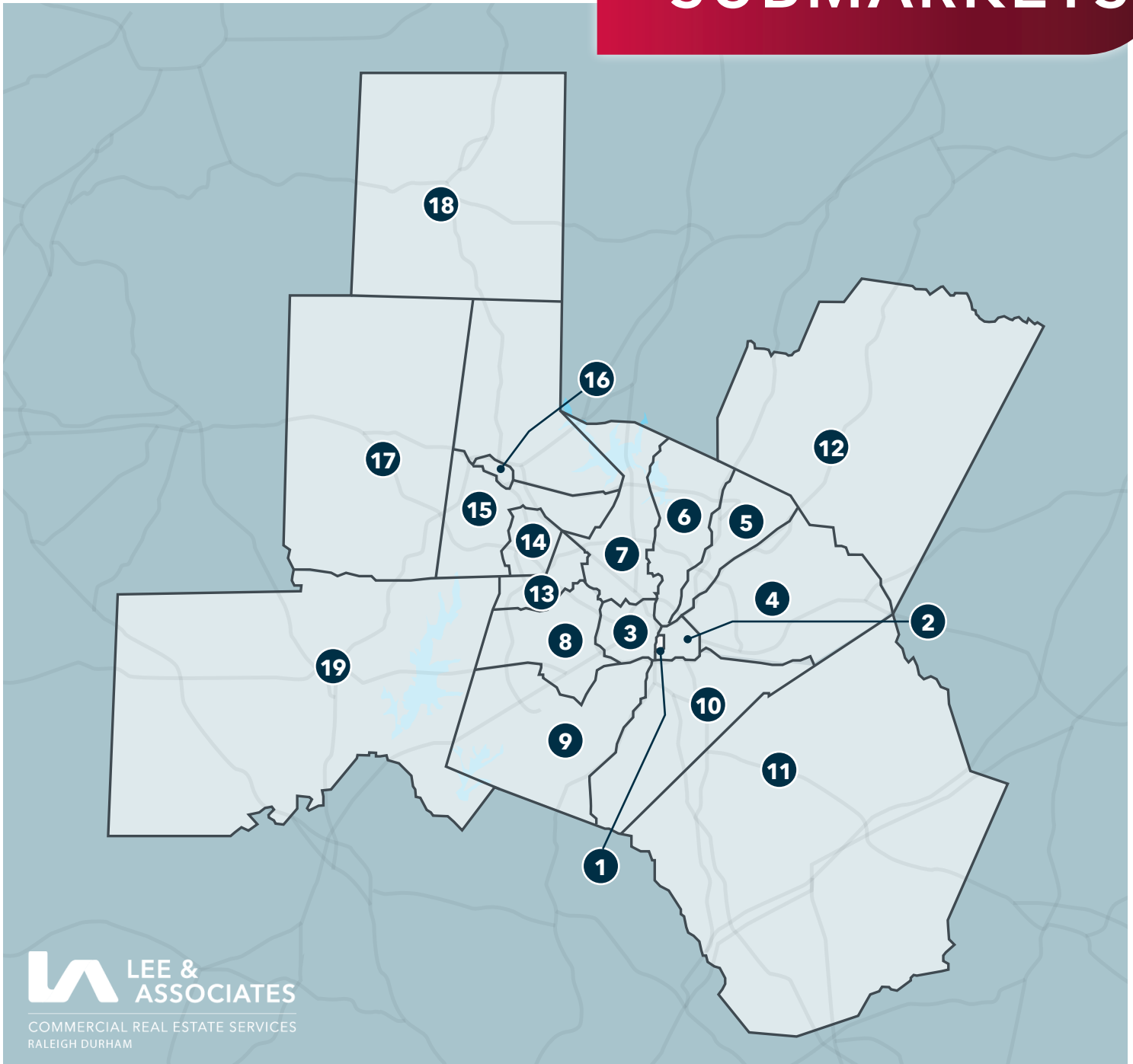
COMMERCIAL REAL ESTATE SERVICES
RALEIGH DURHAM

Q2 2021

RALEIGH-DURHAM



RALEIGH-DURHAM SUBMARKETS



LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES
RALEIGH DURHAM

01 Downtown Raleigh

02 East Raleigh

03 West Raleigh

04 Northeast Wake Co.

05 US 1

06 Six Forks/Falls of Neuse

07 Glenwood/Creedmoor

08 Cary

09 Southwest Wake Co.

10 Southeast Wake Co.

11 Johnston Co.

12 Franklin Co.

13 RTP/RDU

14 Research Triangle

15 South Durham

16 Downtown Durham

17 Orange Co.

18 Person Co.

19 Chatham Co.



INDUSTRIAL MARKET OVERVIEW

RYAN LAWLER, *Senior Director*

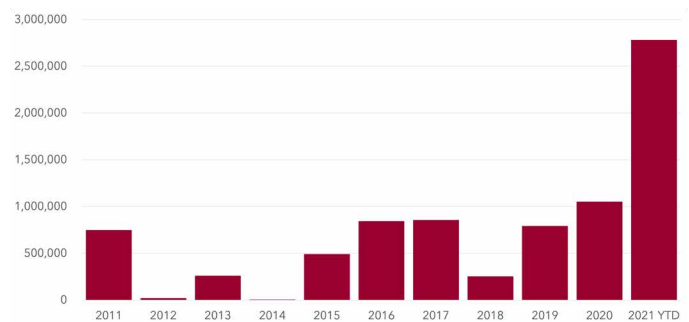
The Raleigh-Durham Industrial Market continues to show strength as we move into Q3. Even with companies and developers seeing the Triangle as a top industrial market for growth, new product cannot come soon enough. Raleigh lease rates rose to a new average of \$8.86 NNN. As vacancy continues to fall, new rates hover at 4.1% and 2.87% for Durham and Raleigh respectively. With the announcement of Apple's campus and continued migration of residents, the Triangle is expected to remain red-hot across the board. The Raleigh-Durham Industrial Market is well positioned to continue its growth and to be a leader for business on the East Coast.

MARKET INDICATORS	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020
▲ 12 Mo. Net Absorption SF	1,534,566	789,593	1,276,444	799,878	664,070
▼ Vacancy Rate	4.1%	5.5%	4.5%	4.9%	5.0%
▲ Avg NNN Asking Rate PSF	\$8.70	\$8.52	\$8.42	\$8.31	\$8.23
▲ SF Under Construction	2,781,270	2,297,590	1,052,240	1,424,179	1,513,689
▲ Inventory SF	44,859,328	44,353,956	44,305,306	43,924,367	43,664,367

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4327 S Alston Avenue Durham, NC	236,976 SF	\$50,500,000 \$213.10 PSF	Eaton Vance Real Estate Inv. Group Centrum Partners, LLC	Class B
2710 Weck Drive Durham, NC	107,968 SF	\$10,500,000 \$97.25 PSF	DRA Advisors LLC Rialto Capital Management	Class C
1023 S Miami Blvd Durham, NC	11,809 SF	\$1,300,000 \$110.09 PSF	KPMBE Investment Group LLC Gillis Properties, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
TW Alexander Drive Durham, NC	126,000 SF	Undisclosed	Undisclosed	Undisclosed
113 S Gregson Street Durham, NC	33,000 SF	Asana Partners	Bio Labs	Professional, Scientific, and Technical Services
144 Old Lystra Road Chapel Hill, NC	28,000 SF	Cary-Raleigh Realty	Undisclosed	Undisclosed



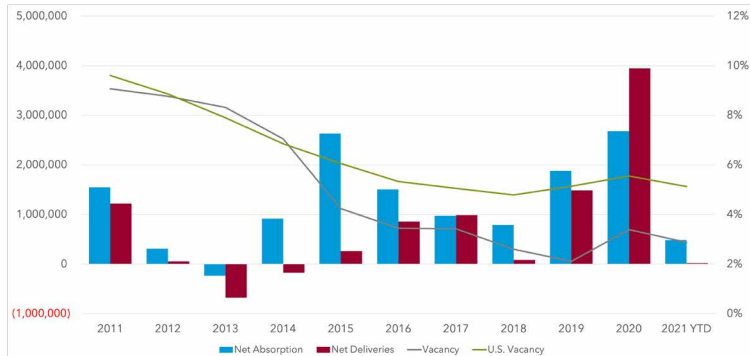
INDUSTRIAL MARKET OVERVIEW

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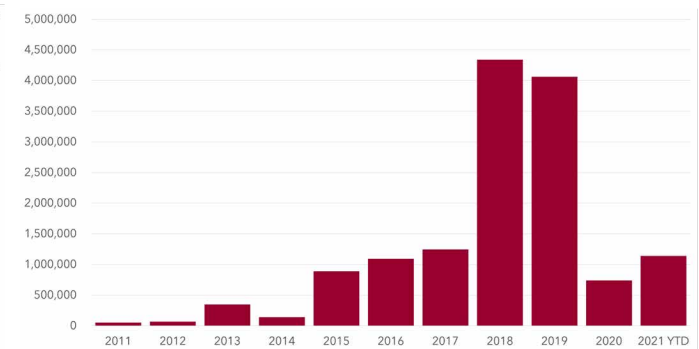
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MARKET INDICATORS	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020
▲ 12 Mo. Net Absorption SF	3,826,768	3,025,306	2,679,481	2,539,462	293,615
▼ Vacancy Rate	2.87%	3.49%	3.39%	3.83%	3.50%
▲ Avg NNN Asking Rate PSF	\$8.86	\$8.69	\$8.59	\$8.48	\$8.39
▲ SF Under Construction	1,139,741	801,595	737,739	822,104	3,590,131
▲ Inventory SF	92,480,433	92,439,733	92,464,405	91,915,405	89,111,486

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1053 Shotwell Road Clayton, NC	343,414 SF	\$33,980,000 \$99.01 PSF	SIF CDC Freezer LLC Crown Raleigh IV, LLC	Class B
390 Spectrum Drive Knightdale, NC	204,220 SF	\$705,000 \$3.45 PSF	Hodge Road Building 7 LLC Richardson Jerry A & James E	Class A
1200 Innovation Avenue Morrisville, NC	175,951 SF	\$24,370,000 \$138.48 PSF	Asb Raleigh Woodlake LP Duke Realty, LP	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2201 S Wilmington Street Raleigh, NC	169,352 SF	LM Real Estate Partners	BlueSky Resource Solutions	Administrative and Support Services
Freedom Drive & New Bern Avenue Raleigh, NC	129,000 SF	AI Neyer	Amazon	Retailer
9301 Globe Center Drive Morrisville, NC	111,128 SF	UBS Financial Services Inc.	Park Communications	Manufacturing

SERVICES & SPECIALTIES

Engaging the services of a qualified real estate professional is critical to the completion of a successful transaction, whether the transaction involves the acquisition, disposition, management, appraisal or leasing of commercial property. You can count on your local Lee & Associates professional to have the experience, knowledge and resources needed to meet the unique challenges of your transaction, and ensure that you make the most informed decision possible.

OFFICE An unprecedented demographic shift in the workforce has business owners rethinking workspace design to attract those that will help their businesses grow and thrive. The office has become a home away from home, and a place to create and collaborate. Lee office specialists have the experience and knowledge to help you navigate this changing world.

INDUSTRIAL Industrial users are faced with new challenges every day, including changing regulations, international competition, new technologies, and a shortage of efficient, cost-effective space. Our experienced industrial professionals are specialists in their local marketplaces who can help you secure a property that optimizes the operation of your business.

LAND Lee & Associates' team of professionals includes some of North America's top Land brokers. Their expertise in land entitlement and disposition provides our clients with an extensive knowledge of local market conditions, as well as development trends, and regulatory issues.

INVESTMENT The successful underwriting of any investment property is directly related to the depth of knowledge regarding occupier market dynamics, a core strength of every Lee office. Our brokers are local specialists who utilize their hands-on experience and comprehensive suite of analytical tools to help you acquire or dispose of commercial real estate assets when the time is right.

SUPPLY CHAIN & LOGISTICS The enormous growth of big-box and online retailing has been the catalyst for rapid logistics industry growth. Advances in materials handling technology and the construction of state-of-the-art facilities near intermodal hubs, has changed the way goods reach the consumer. Our dedicated logistics/supply chain specialists across the country speak your language and work together to get what you need when you need it.

MULTIFAMILY The multifamily investment market has experienced explosive growth in recent years. Demographic shifts and the re-urbanization and gentrification of neighborhoods across the country have put multifamily investment front and center. Safe, stable, more resilient to real estate cycles, and with their diversified tenant base, these factors make them a favorite among both institutional and private investors of all sizes. Lee & Associates has seasoned multifamily team, experts in their respective markets, who have the experience and track record to help you sort through their unique complexities.

SENIOR HOUSING & HEALTHCARE With the aging of the Baby Boomer generation, the largest in human history, comes a complex set of challenges for the senior housing and healthcare industry. That also means tremendous opportunity for investors and operators in the sector. Our Senior Housing/Healthcare specialists are trained and experienced in the sale and lease of specialized health-related facilities, including assisted living, skilled nursing and medical office properties.

RETAIL The proliferation of online retailing has triggered a transformation in the retail sector that we see as an opportunity. Retailers have adapted their brick-and-mortar platforms to include omnichannel retailing and "click and bricks" integration along with revised site requirements. Our retail specialists are at the leading edge of this transformation and understand your unique challenges. Our specialists will help you find a tenant/buyer, or the right location that optimizes market positioning, revenue growth, stability, and profitability.

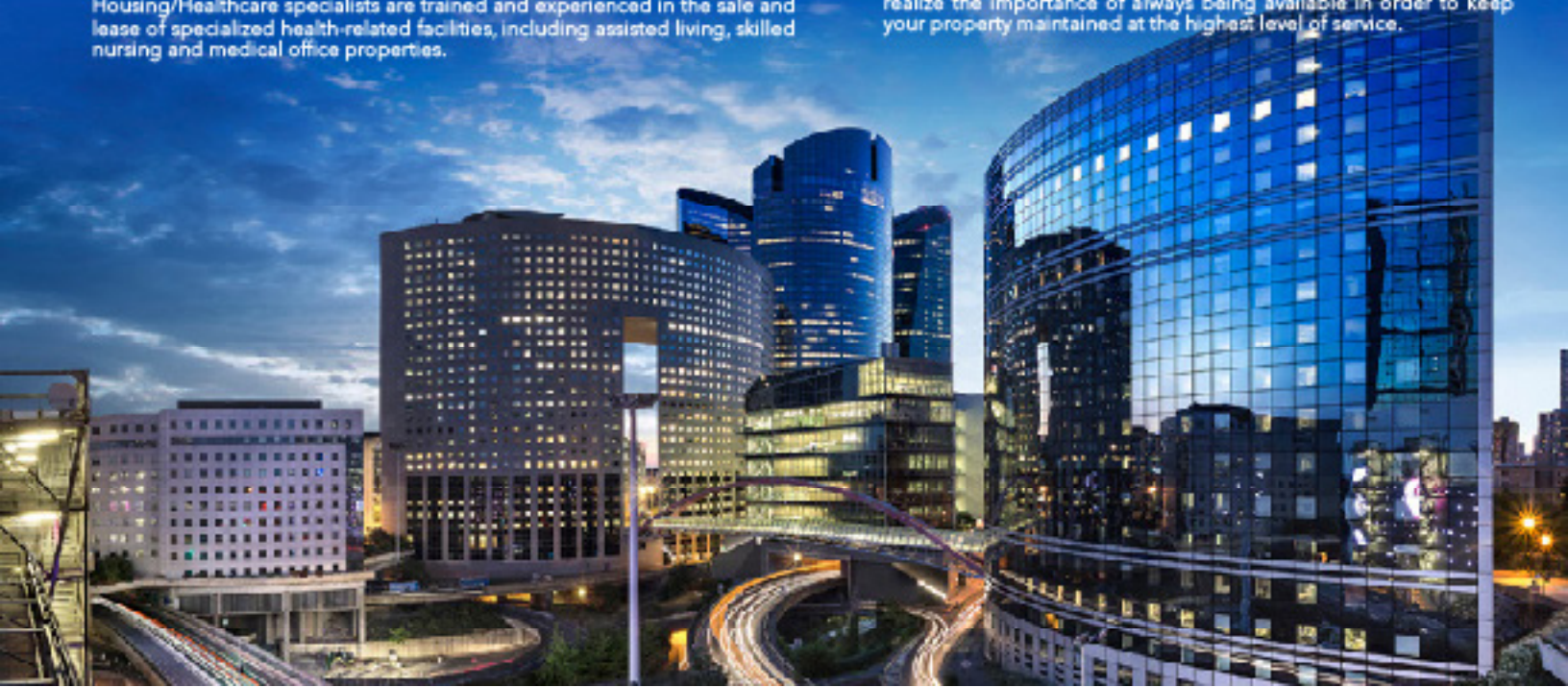
DATA CENTERS Information Technology has become a mission-critical hub for every aspect of our clients' revenue generating business. The data center requires 100% uptime, and needs to be efficient, scalable, and secure. Lee & Associates' Data Center Advisory is dedicated to achieving these goals, while saving our clients time and money on their data center deployments.

CORPORATE SOLUTIONS At Lee & Associates we recognize the special needs of companies located in multiple markets, and we have specialists dedicated to meeting the unique challenges. We become your outsourced real estate department, and provide specialized services critical to the successful management of a portfolio of operating locations. Whether it's finding a new location, renewing a lease, or keeping track of all your current leases, we can help.

SELF STORAGE The storage industry, like other niche property types, has undergone a period of rapid change. While many facilities are still family owned, institutional players have increased their stakes in the industry, presenting new challenges to local investors. At Lee & Associates we have dedicated specialists to help you evaluate acquisition opportunities, or position your property for sale at terms that maximize your investment yield.

VALUATION & CONSULTING Our appraisers provide comprehensive, accurate appraisals across all commercial property types throughout the United States and Canada. They have unrestricted access to commercial property specialists in our offices nationwide. Lee brokers on the front line track every transaction in the marketplace and are the perfect source for the latest market intelligence that is vital to accurate property valuation. Our appraisers use the latest technology and analytical tools to complete each assignment, so that you can be confident in the result.

PROPERTY MANAGEMENT Our full-service property management services and daily oversight of commercial space are focused on reducing the efforts of our clients and tenants. We realize the importance of always being available in order to keep your property maintained at the highest level of service.



LEE & ASSOCIATES TEAM



Moss Withers, SIOR, MBA
CEO & Principal



**Karah Jennings
McConnell**
Principal, Executive
Vice President



Brian Farmer
Managing Director,
Vice President



Michelle Rhino
Chief Operating
Officer



Christina Coffey
Vice President



Scott Hadley
Vice President



Jenn Olevitch-Roberson
Vice President



**Aldene "Dee" Creech
Osborne, SIOR**
Vice President



Jake Plotkin, CCIM
Vice President



**Marlene Spritzer,
SIOR, CCIM, J.D.**
Vice President



Hunter Stewart, MBA
Vice President



Russell Stewart, J.D.
Vice President



Ryan Lawler
Senior Director



Carla Trepper
Senior Director



Dan Koeller
Director of Entitlements,
Broker



Stone Alexander
Broker



James Bailey, J.D.
Broker



Grier Godwin
Broker



Trevor Hudson
Broker



Will Judy
Broker



Cole Pennell
Broker



Eric Sweet
Broker



Alyssa Byrd
Director of Marketing &
Communications



Susan Fulton
Director of Marketing



Heather Gray
Director of First
Impressions



Kristina Leaphart
Marketing Associate



Ann Palko
Senior Marketing
Associate



Jonathon Harriss
Research Analyst



H.E. "Tony" Withers III, P.E.
VP of Business Development
Property Management



Jeremy Laughton
Senior Vice President
Property Management



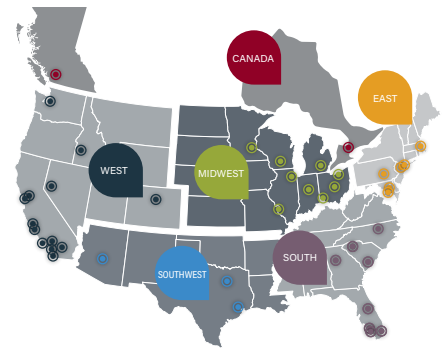
Hayden Parker
Director of
Property Management



Beth Aubrey
Controller
Property Management



Guna Schoneboom
Staff Accountant
Property Management



BROKERAGE | PROPERTY MANAGEMENT | CONSTRUCTION MANAGEMENT

Lee & Associates Raleigh-Durham's success has been driven by their integrity and dedication to its clients. Their broker owned, fully integrated brokerage and property management platform is continually recognized by top commercial real estate experts and clients.

The Raleigh-Durham office's 27 brokers bring 220+ years of experience and higher education in additional fields including law, business, real estate development, government, and non-profit. Lee & Associates promises to deliver optimum service to those in need of leasing, disposition, acquisition, investment, market data, and property management.

ENTREPRENEURIAL | BROKER OWNED | INNOVATIVE | DATA-DRIVEN | COLLABORATIVE | TECHNOLOGY FOCUSED | FULL SERVICE

OFFICE TEAM

STONE ALEXANDER
JAMES BAILEY
BRIAN FARMER
SCOTT HADLEY
WILL JUDY
RYAN LAWLER
KARAH JENNINGS MCCONNELL
MARLENE SPRITZER, SIOR, CCIM, JD

INDUSTRIAL/FLEX TEAM

SCOTT HADLEY
DEE CREECH OSBORNE, SIOR
WILL JUDY
RYAN LAWLER
JAKE PLOTKIN, CCIM
RUSSELL STEWART, JD
MARLENE SPRITZER, SIOR, CCIM, JD

RETAIL TEAM

CHRISTINA COFFEY
GRIER GODWIN
TREVOR HUDSON
JENN OLEVITCH-ROBERSON

COLE PENNELL
HUNTER STEWART, MBA
ERIC SWEET
CARLA TREPPER

TENANT REP TEAM

JAMES BAILEY
CHRISTINA COFFEY
KARAH JENNINGS MCCONNELL
COLE PENNELL
MARLENE SPRITZER, SIOR, CCIM, JD

INVESTMENT TEAM

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BRIAN FARMER
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COLE PENNELL
JAKE PLOTKIN
MOSS WITHERS, SIOR, MBA

HEALTHCARE TEAM

BRIAN FARMER
KARAH JENNINGS MCCONNELL
MARLENE SPRITZER, SIOR, CCIM, JD

LAND BROKERAGE & ENTITLEMENTS TEAM

SCOTT HADLEY
TREVOR HUDSON
DAN KOELLER
KARAH JENNINGS MCCONNELL
COLE PENNELL
RUSSELL STEWART, JD
MOSS WITHERS, SIOR, MBA