

CONFIDENTIAL OFFERING MEMORANDUM

CAMERON HILLS APARTMENT SITE

Exceptional Redevelopment Opportunity – Off Oberlin Road and Wade Ave

RALEIGH, NORTH CAROLINA

10.4 ACRES

431 UNITS



Price TBD by the Market

(Offers Due Date Will Be Announced)

This confidential offering memorandum has been prepared for informational purposes to assist a potential purchaser in determining whether it wishes to proceed with an in-depth investigation of the property. The information contained herein has been obtained from reliable sources and we have no reason to doubt the accuracy of such; however, no representations or warranties, express or implied, as to the accuracy or completeness of this memorandum or any of its contents shall be deemed made. Interested parties are expected to review independently all documents relating to the property as to the accuracy and completeness of the information contained herein. The property is offered in "as-is" condition without representations or warranties, expressed or implied, as to acreage, zoning or other matters affecting the value or use of the property. This memorandum is submitted subject to errors, omissions, prior sale, withdrawal from market, or change in price without notice.

MRA

MULTIFAMILY REALTY ADVISORS, LLC

APARTMENT BROKERS AND ADVISORS

www.mra-apartments.com

RICHARD R. COTTON

rcotton@mra-apartments.com

910-431-7986

RALEIGH, NORTH CAROLINA

WILMINGTON, NORTH CAROLINA

EXECUTIVE SUMMARY

Multifamily Realty Advisors, LLC is pleased to represent the selling entities (the “Seller”) as their exclusive listing broker in connection with the sale of the Cameron Hills Apartment Site (“Redevelopment Site”). With its central Raleigh location just off the intersection of Oberlin Road and Wade Avenue, this exceptional apartment Redevelopment Site is less than a mile north of Raleigh's premier retail center of Cameron Village and only seven minutes from the heart of downtown Raleigh. The site consists of two main parcels zoned for high density multifamily and a third parcel zoned for townhomes. Qualified multifamily developers are afforded this extraordinary opportunity to acquire a prime redevelopment site that is especially well suited for a major urban-style apartment community expected to command among the highest rental rates attainable in the dynamic central Raleigh market.

OVERALL SITE SUMMARY

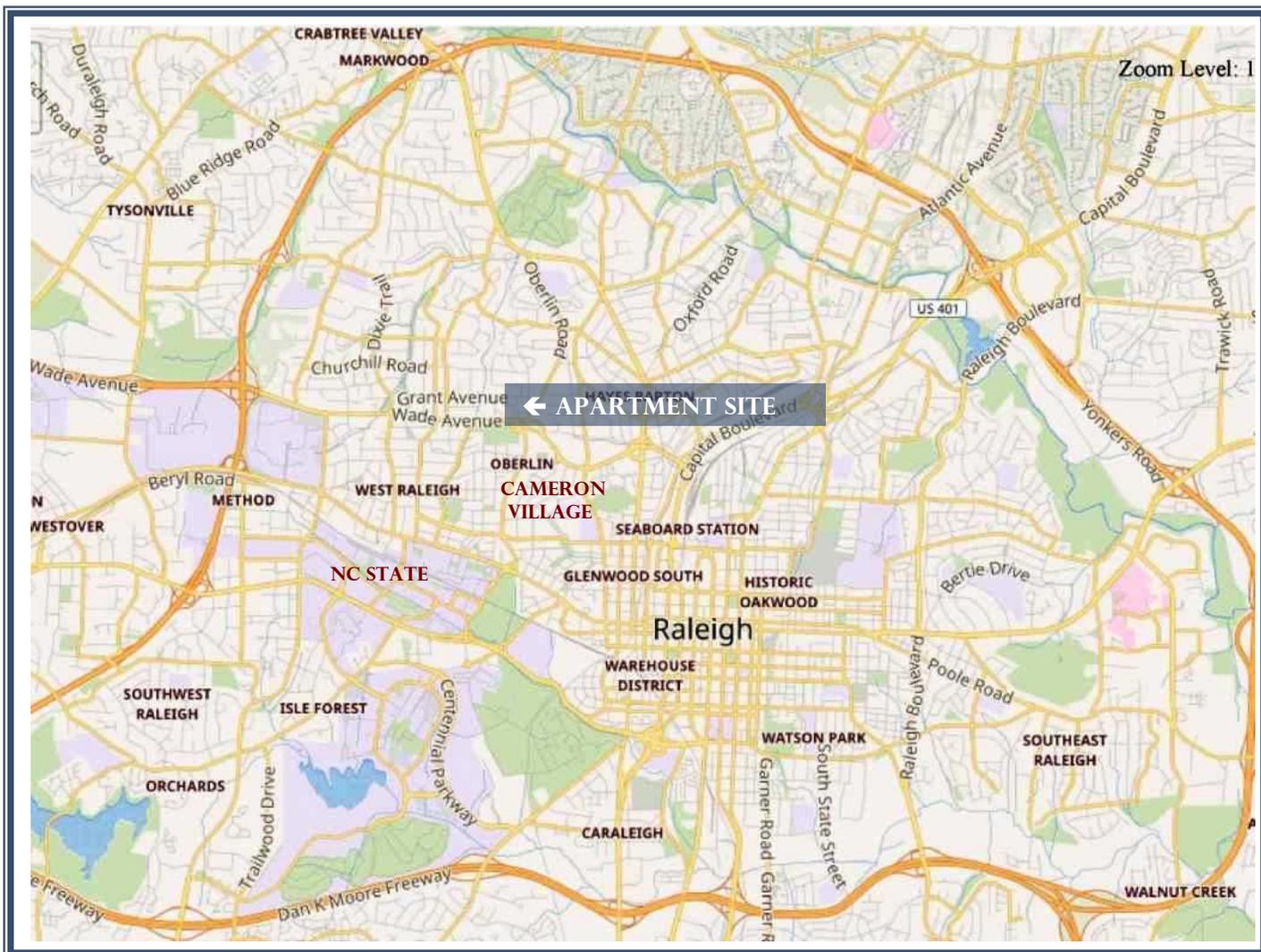
Market	Raleigh, North Carolina
Submarket	Central Raleigh
Number of Parcels	3
Number of Acres	10.41
Current Use	Apartments (104 Units) Built in 1947-1954
Current Zoning *	RX-3 CU and R-10 CU
Permitted Uses	High Density Apartments and Townhomes
Concept Plan *	423 Apartments and 8 Townhomes (431 Units Total)

* Concept Plan by JDavis is based entirely on current zoning. Site plan will be subject to administrative approval.

CONCEPT PLAN RENDERING (YIELD STUDY)



EXECUTIVE SUMMARY



- **Conceptual Redevelopment Plan by Raleigh-based JDavis Architects for 431 apartments (See “Concept Plan”).**
- **Average household income in a one-mile radius of the Site is \$115,859 per year (See “Site Demographics”).**
- **Average monthly rent for new apartments in central Raleigh is \$1.91 per square foot (See “Rent Comp Summary”).**
- **Average sale price of comparable urban-style apartments in Triangle is \$248,848 per unit (See “Sales Comp Summary”).**
- **Forbes consistently names Raleigh among the “Best Places for Business and Careers” (See “Triangle Area Overview”).**

TABLE OF CONTENTS	PAGE
Site Details	4
Solicitation of offers	7
Concept Plan	8
Site Demographics	14
Rent Comp Summary	19
Sales Comp Summary	28
Triangle Area Overview	34
Broker Profile	46
Confidentiality Agreement and Buyer Registration	47
Working with Real Estate Agents	50

EXECUTIVE SUMMARY

The existing Cameron Hills Apartments (formerly “Grant Avenue Apartments”) is a collection of ten separate parcels located on Grant Avenue, Chester Road, and Lyon Street comprising a total of 13.45 acres. The property website is located at www.cameronhillsapts.com. There are a total of 31 buildings built from 1947 to 1954, mostly single-story, containing from two to six units each for a total of 123 units. As shown in the tables below, the proposed sale of the 10.41 acre Redevelopment Site outlined in this Memorandum includes the two main parcels on Grant Avenue that are zoned for high density multifamily and a third parcel on Chester Road zoned for townhomes. **The proposed sale does not include seven smaller parcels zoned R-6 containing 19 rental units, mostly duplex units, on 3.04 acres that will be retained by the Seller.**

PARCEL #1 DETAILS

Owner	Grant Ave, LLC
Main Address	2315 Grant Avenue
Parcel ID and PIN#	Parcel ID 0026032 - PIN # 1704073013
Number of Acres	7.37
Current Use	16 Apartment Buildings (76 Units) Built in 1954
Current Zoning	RX-3 CU (Conditional Use) *
Permitted Uses	High Density Apartments
Concept Plan (This parcel)	Three-story building with 337 units and parking structure.

* The Redevelopment Concept Plan is based on current zoning, including the Conditional-Use conditions associated with this parcel.

PARCEL #2 DETAILS

Owner	Grant Ave, LLC
Main Address	2318 Grant Avenue
Parcel ID and PIN#	Parcel ID 0076106 - PIN # 1704072396
Number of Acres	2.38
Current Use	7 Apartment Buildings (24 Units) Built in 1954
Current Zoning	RX-3 CU (Conditional Use) *
Permitted Uses	High Density Apartments
Concept Plan (This parcel)	Two three-story buildings with 86 units and surface parking.

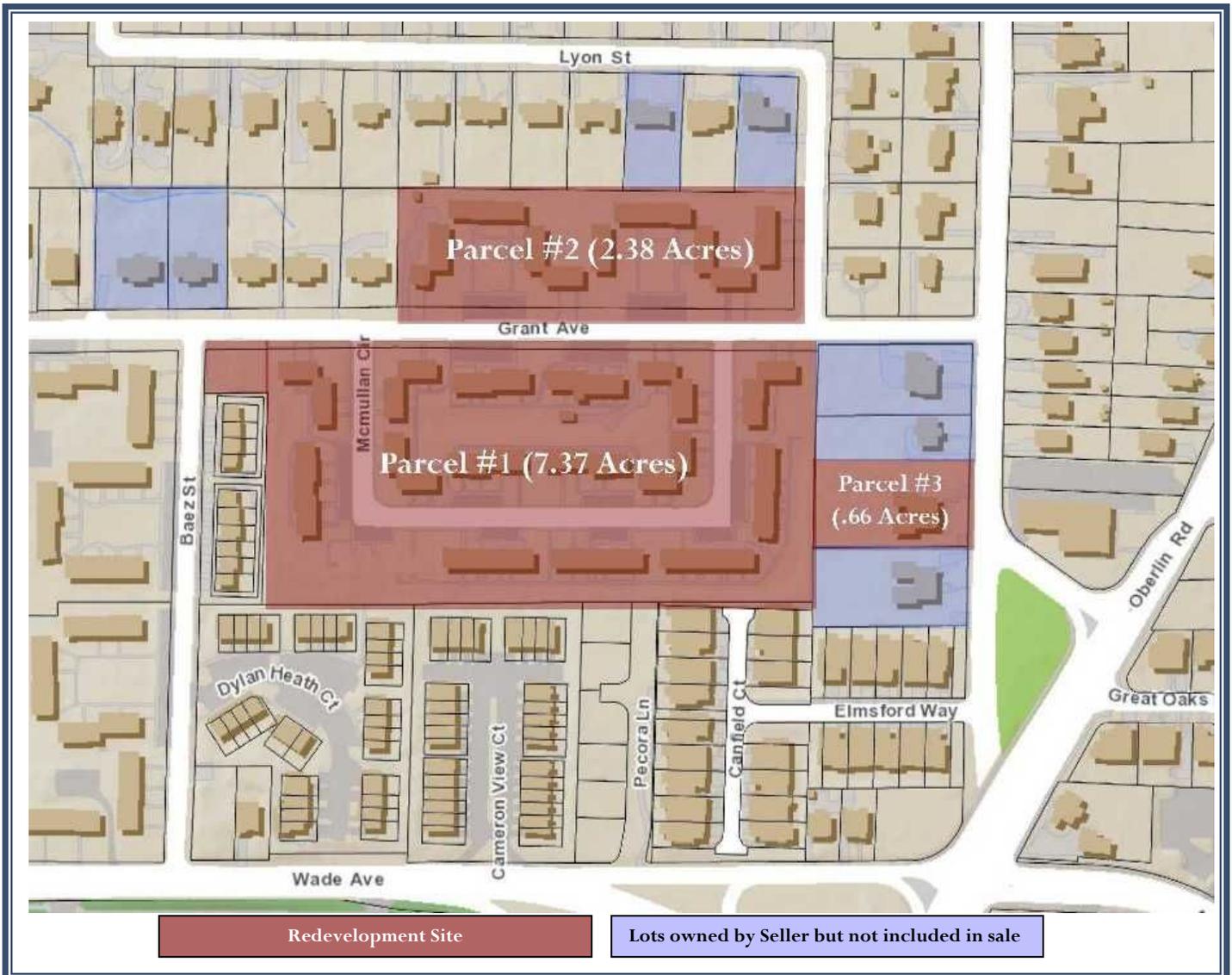
* The Redevelopment Concept Plan is based on current zoning, including the Conditional-Use conditions associated with this parcel.

PARCEL #3 DETAILS

Owner	The Pulliam of Raleigh, LLC
Main Address	1333 Chester Road
Parcel ID and PIN#	(Part of) Parcel ID 0013019 - PIN # 1704077031
Number of Acres	.66
Current Use	1 Apartment Building (4 Units) Built in 1947
Current Zoning	R-10 CU (Conditional Use) *
Permitted Uses	Restricted to Townhomes by Conditional Use
Concept Plan (This parcel)	Main entry road to project plus 8 three-story townhomes with 2 car garages.

* The Redevelopment Concept Plan is based on current zoning, including the Conditional-Use conditions associated with this parcel.

EXECUTIVE SUMMARY

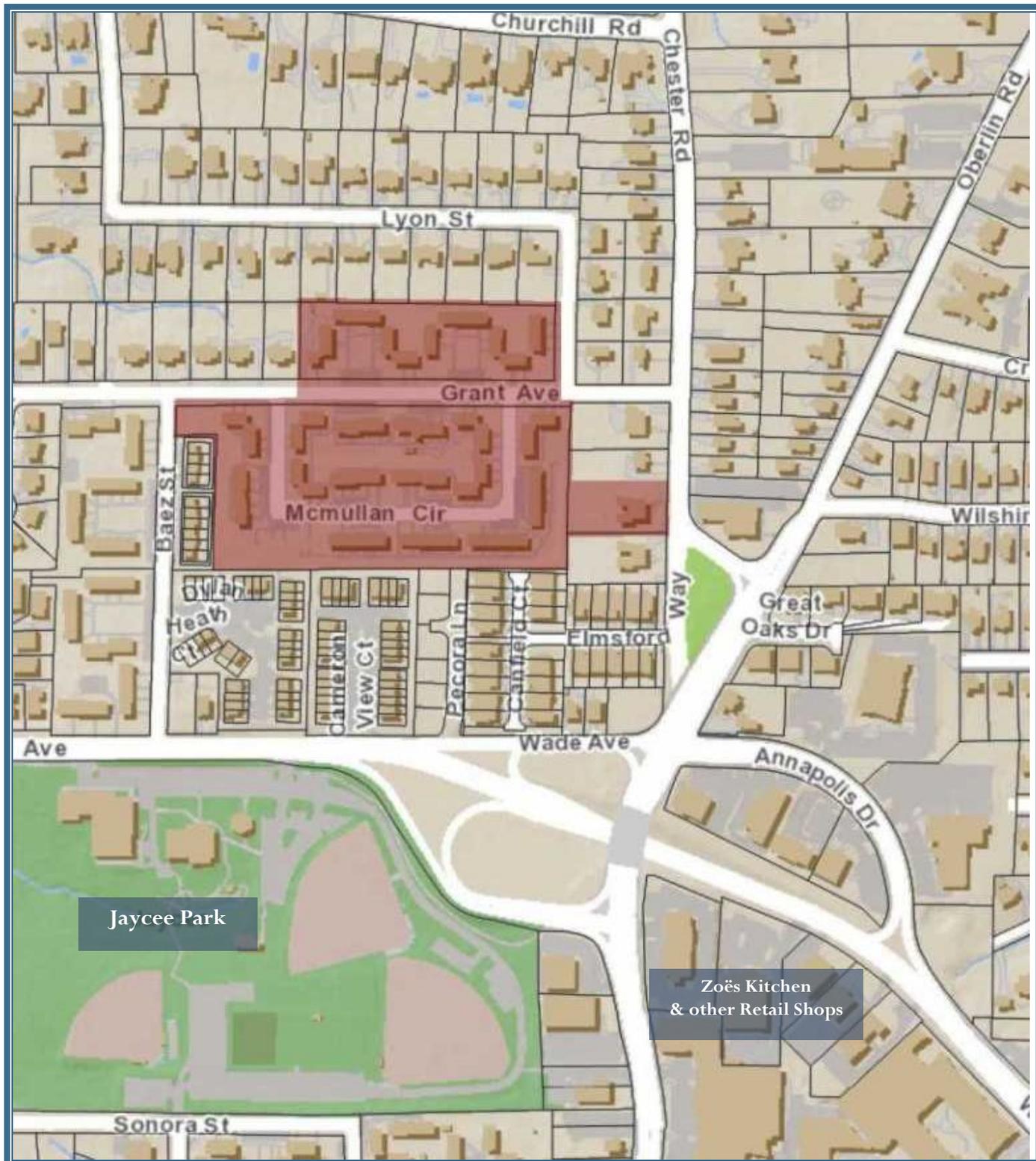


The Seller acquired the two main parcels on Grant Avenue in 1992 and has long since recognized the site's considerable redevelopment potential. The City of Raleigh has also recognized this site as a prime urban redevelopment site and in 2014, took the initiative to rezone the two main parcels (Parcels 1 and 2) to MX-3 which allows for much higher density multifamily.

Many of the individual lots to the immediate north and east of the two main parcels also have similar investor-owned rental units built during the same time frame, but those lots were not included in the 2014 rezoning. This includes eight additional lots with 23 rental units on 3.7 acres acquired by the Seller on various dates between the years 2004 and 2016. With the exception of Parcel 3 which has R-10 zoning that allows townhomes, all of the adjacent lots (mostly duplex rental units) are zoned R-6 (single-family) and are therefore not included in the Redevelopment Site. The inclusion of Parcel 3 in the overall redevelopment plan is important because it will provide a means for nearly direct access from Oberlin Road to the project's main building, as well as some visibility from Oberlin Road.

In connection with the proposed sale of the Redevelopment Site, we have retained the services of the Raleigh-based architectural firm of JDavis to prepare a Concept Plan (also referred to as a "yield study") which is presented herein. Since the RX zoning does not specify a maximum density, the Concept Plan determines the approximate number of apartment units that may be built based on current zoning, conditional-use restrictions, topography, and certain assumptions regarding unit mix and unit square footage (however, no plans have been reviewed by the City of Raleigh).

EXECUTIVE SUMMARY



Jaycee Park is a short walk from the Site and includes a Dog Run, Indoor Basketball Court, 2 Lighted Tennis Courts, Picnic Shelter, 6 Lighted Sand Volleyball Courts, 3 Lighted Softball and Baseball Fields, and a Daylily Garden. The Community Center Includes a Gymnasium, 3 Multipurpose Rooms, Weight Room, and Warming Kitchen. Programs Include Preschool Sports, Art Classes, Athletic Leagues, Senior Programs, Health and Fitness Classes.

A little further south on Oberlin Road is Cameron Village with its many shops and restaurants--- located only 0.7 of a mile from the Site or about 2 minutes by car, 5 minutes by bike, or 16 minutes walking.

EXECUTIVE SUMMARY

SOLICITATION OF OFFERS

Multifamily Realty Advisors, LLC (“Broker”) has been retained as advisor and exclusive listing broker regarding the sale of the Redevelopment Site. The Broker has prepared this confidential Offering Memorandum to assist potential developers of multifamily properties in determining whether or not to proceed with a more in-depth investigation of the Redevelopment Site. This Offering Memorandum and any other written materials relating to the property that are furnished to Buyer by Broker are of a confidential nature and intended solely for a Buyer’s use in determining whether it has an interest in submitting an offer on the Redevelopment Site.

The proposed sale of the Redevelopment Site is expressly subject to the execution of a binding Purchase and Sale Agreement in form and substance mutually acceptable to Seller and Buyer (“Purchase Agreement”). Neither the delivery of this Offering Memorandum nor anything set forth herein are intended to create, nor shall either result in, any liability or obligation of any kind which is legally binding upon or enforceable against the Seller, it being understood that either the Buyer or Seller may terminate negotiations on the proposed transaction without cost, expense, liability or obligation at any time prior to the finalization and full execution of the Purchase Agreement.

PROPERTY VISITATION

The Redevelopment Site is part of an existing apartment complex. Prospective Buyers may visit the property by pre-scheduled property tours only. These tours will include access to a sampling of available units and limited access to property personnel. Contact Richard Cotton at 910-431-7986 to arrange a property visitation. Buyer and their advisors should not contact the Seller, the management company, or any of its employees or make site visits at the property without the prior approval of Broker.

TERMS OF SALE

Terms of the sale shall be all cash to the Seller. Offers submitted should be for all three of the parcels comprising the Redevelopment Site with a concurrent closing date. Options to purchase or phased closing dates will not be considered. This is an outright sale of the Development Site; the Seller is not a developer and does not have any interest in receiving joint venture proposals or to otherwise participate in the development process. The Seller reserves the right to accept or reject any offer or to reject all offers and withdraw the Redevelopment Site from the market without notice.

OFFER SUBMISSION

Offers should be presented in the form of either a Purchase Agreement or a non-binding letter of intent. If a letter of intent is used, it must disclose the significant terms and condition of Buyer’s offer including but not limited to:

- (1) The Offer price.
- (2) Duration of study period and closing time frame.
- (3) Amount of earnest money deposit during study period.
- (4) Amount of earnest money deposit following study period.
- (5) Statement regarding contract contingencies, if any.

OFFERS DUE DATE

Registered Buyers will be notified of an Offers Due Date, currently expected to be in late January or early February. Offers should be delivered to Richard Cotton by email at rcotton@mra-apartments.com on or before the Offers Due Date.

CONCEPT PLAN

The City of Raleigh has jurisdiction over the zoning of this site. The current zoning is “RX-3 CU” for Parcels 1 and 2 of the proposed Redevelopment Site. Under such zoning district, the “RX” is for residential mixed-use, the “3” is for a maximum of three stories, and the “CU” is for the Conditional-Use restrictions and requirements applicable to each particular parcel (see “Conditional-Use conditions” below). The RX zoning district allows for a mix of residential uses including apartments and townhomes, as well as a limited amount of commercial space on the ground floor, although not required. This zoning district is intended for residential development exceeding 10 units per acre and does not have a maximum density in terms of units per acre. The density per acre is therefore determined by the actual site plan and building design after taking into account any applicable buffers, set-backs, and other site requirements. The Concept Plan for the redevelopment of this site is based on the current zoning, including the Conditional-Use conditions applicable to the three parcels included in the Redevelopment Site, but has not been reviewed by the City of Raleigh.



Unlike the two main parcels, the current zoning of Parcel 3 does not allow for high density multifamily but as previously stated, the inclusion of Parcel 3 in the overall redevelopment plan is important because it will provide a means for a nearly direct access from Oberlin Road to the project’s main building on Parcel 1, as well as some visibility from Oberlin Road. Almost all of the parcels to the north and east of the Concept Plan’s two main parcels are zoned R-6 (single-family) with the sole exception of Parcel 3 which was rezoned several years ago to “R-10 CU” which does permit townhomes. In fact, the Conditional-Use restrictions for Parcel 3 limit its development to townhomes.

The Concept Plan with respect to the redevelopment of Parcel 3 is based on its current zoning and assumes the development of eight (8) townhomes along the main entry road that will go through Parcel 3 to the project. Although the Concept Plan assumes the townhomes will be rental units, the entry road through Parcel 3 will likely be dedicated as a public road and the townhomes would therefore be eligible as “for sale” townhomes as an additional option for the developer.

CONCEPT PLAN

CITY OF RALEIGH ZONING MAP



SUMMARY OF CONDITIONAL-USE CONDITIONS FOR PARCELS 1 AND 2

- (1) As part of any redevelopment plan, the owner shall offer to enter into a private cross-access agreement with the Cameron View Townhome Community to the south.
- (2) Concurrent with an application for site plan approval, the owner shall provide to the City a tree preservation plan with respect to certain trees within 30 feet of the Grant Avenue right of way.
- (3) No new building shall exceed forty (40) feet in height.
- (4) All refuse containers will be screened from public view from public street rights-of-way or adjoining property.

SUMMARY OF CONDITIONAL-USE CONDITIONS FOR PARCEL 3

- (1) Development of the property will comply with Certified Recommendation 7107 of the Raleigh Planning Commission, which deals with the control of stormwater.
- (2) Redevelopment of the property will be for townhouse use.
- (3) During redevelopment of the property, there will be active tree protection along a line twenty (20) feet from the rear or western lot line.

CONCEPT PLAN

CONCEPT PLAN SUMMARY

On behalf of the Seller, we have retained the services of the Raleigh-based architectural firm of JDavis to prepare a Concept Plan which is presented herein to illustrate the development potential of the site. The Concept Plan determines the approximate number of apartment units that may be built based on current zoning, conditional-use restrictions, topography, and certain assumptions regarding building design, unit mix, and unit square footage. The developer shall be solely responsible for the preparation and approval of all development plans including plans which may include elements of this conceptual plan. Neither the Seller nor Broker shall have any liability regarding the accuracy or completeness of the Concept Plan.

BUILDING I (PARCEL 1)

The Concept design for Building I is a single three-story interior corridor building with two center courtyards and a central parking structure. With an estimated 337 units, this main building alone will be the second largest single “wrap” apartment building to be built in the Triangle area. Based on the Concept Plan, the unit mix of this building is 14 studio units, 219 one-bedroom/one-bath units, and 104 two-bedroom/two bath units as shown in the table below. The average unit square footage is 834 per unit or a total of 281,171 leasable square feet. Based on 337 units and the 7.37 acres of Parcel 1, the density works out to 45.7 units per acre.

The leasing office, clubhouse, fitness center, and other indoor amenities are located in the east wing of the building and assumed to occupy approximately 9,000 square feet. The parking deck has a total of 485 parking spaces for residents and there are 10 additional outdoor visitor parking spaces near the entrance to the leasing office.

The topography of Parcel 1 has a considerable upward slope from north to south (from Grant Ave toward Wade Ave) and to a lesser extent, a downward slope from east to west. The RX-3 zoning limits the building to three stories and the Conditional-Use restrictions further limits the height on any redevelopment plan to a maximum of 40 feet. The Concept Plan does take both of these limitations into account as well as the above noted topography. According to JDavis, the topography may present an opportunity to have basement units within the two center courtyards while still conforming to the zoning limitations.

BUILDING II AND III (PARCEL 2)

The Concept design for Building II and III is for 2 three-story interior corridor buildings on Grant Avenue directly across the street from the main building. There are 43 units in each building for a total of 86 units. Based on the Concept Plan, the unit mix for both buildings combined is 52 one-bedroom/one-bath units, and 34 two-bedroom/two bath units as shown in the table below. The average unit square footage is 867 per unit or a total of 74,540 leasable square feet. Based on 86 units and the 2.38 acres of Parcel 2, the density works out to 36.1 units per acre. There are a total of 132 surface parking spaces for the residents of Buildings II and III which is expected to be sufficient without those residents having to utilize the parking deck. Although Building II and III could be built as a second phase to the overall project, the residents of Building II and III will utilize the amenities located at the main building. Therefore, without separate amenities, Buildings II and III would not be ideal as a separate independent project.

TOWNHOMES (PARCEL 3)

The Concept design for the townhomes on Parcel 3 is for 8 three-story townhomes, each with three-bedrooms and three baths and an attached two-car garage. The average unit square footage is 2,500 per townhome or a total of 19,500 leasable square feet. The important aspect of Parcel 3 is that it provides a means to create a nearly direct access from Oberlin Road to the project’s main building on Parcel 1, as well as some visibility from Oberlin Road.

CONCEPT PLAN

STREET CONNECTIONS

The owner of Parcel 1, as part of any redevelopment plan, is required to offer to enter into a private cross-access agreement with the Cameron View Townhome Community to the south. It should be noted that this condition was imposed in February, 1998 before the Cameron View Townhomes were completed. At that time, the City wanted to eventually close off direct entry to Cameron View from Wade Avenue because of safety concerns. However, it appears the developer of Cameron View did not anticipate a future street connection and such a connection may not be physically possible. Nonetheless, there is a possibility that the City may require one or more street connections to the south from Parcel #1 and the Concept Plan is designed to accommodate any such request. The Concept Plan does not currently show a connection to Cameron View or Pecora Lane but does show a connection to Canfield Court which JDavis believes the City may require.

CONCEPT PLAN UNIT MIX AND SQUARE FOOTAGE					
Unit Type	Description	# Units	# Bedrooms	Unit SF	Total SF
BUILDING 1					
S1	Studio	14	14	540	7,560
A1	1 BR/1 BA	168	168	710	119,280
A2	1 BR/1 BA	51	51	760	38,760
B1	2 BR/2 BA	60	120	1050	63,000
B2	2 BR/2 BA	29	58	1130	32,770
B3	2 BR/2 BA	15	30	1320	19,800
		337	441	834	281,170
BUILDING 2 AND 3					
A1	1 Bed / 1 Bath	52	52	710	36,920
B1	2 Bed / 2 Bath	10	20	1050	10,500
B2	2 Bed / 2 Bath	24	48	1130	27,120
		86	120	867	74,540
TOWNHOMES					
T1	3 Bed / 2.5 Bath	8	24	2400	19,200
Totals For Entire Project		431	585	870	374,910

CONCEPT PLAN PARKING				
	BLDG 1	BLDG 2 & 3	TH	TOTALS
TOTAL UNITS	337	86	8	431
TOTAL BEDROOMS	441	120	24	585
PARKING REQUIRED	485	132	16	633
PARKING PROVIDED	495	132	16	643
PARKING RATIO PER UNIT	1.47	1.53	2.00	1.49
PARKING RATIO PER BEDROOM	1.12	1.10	0.67	1.10

CONCEPT PLAN



3-D Concept Model – Looking Northwest

AERIAL NORTHWEST



CAMERON HILLS APARTMENTS | RALEIGH, NC
December 7, 2018

» PAGE 1



3-D Concept Model – Looking Southwest

AERIAL SOUTHWEST



CAMERON HILLS APARTMENTS | RALEIGH, NC
December 7, 2018

» PAGE 2

CONCEPT PLAN



3-D Concept Model – Looking Southeast

AERIAL SOUTHEAST



CAMERON HILLS APARTMENTS | RALEIGH, NC
December 7, 2018

▶ PAGE 3



3-D Concept Model – Looking North

AERIAL NORTH

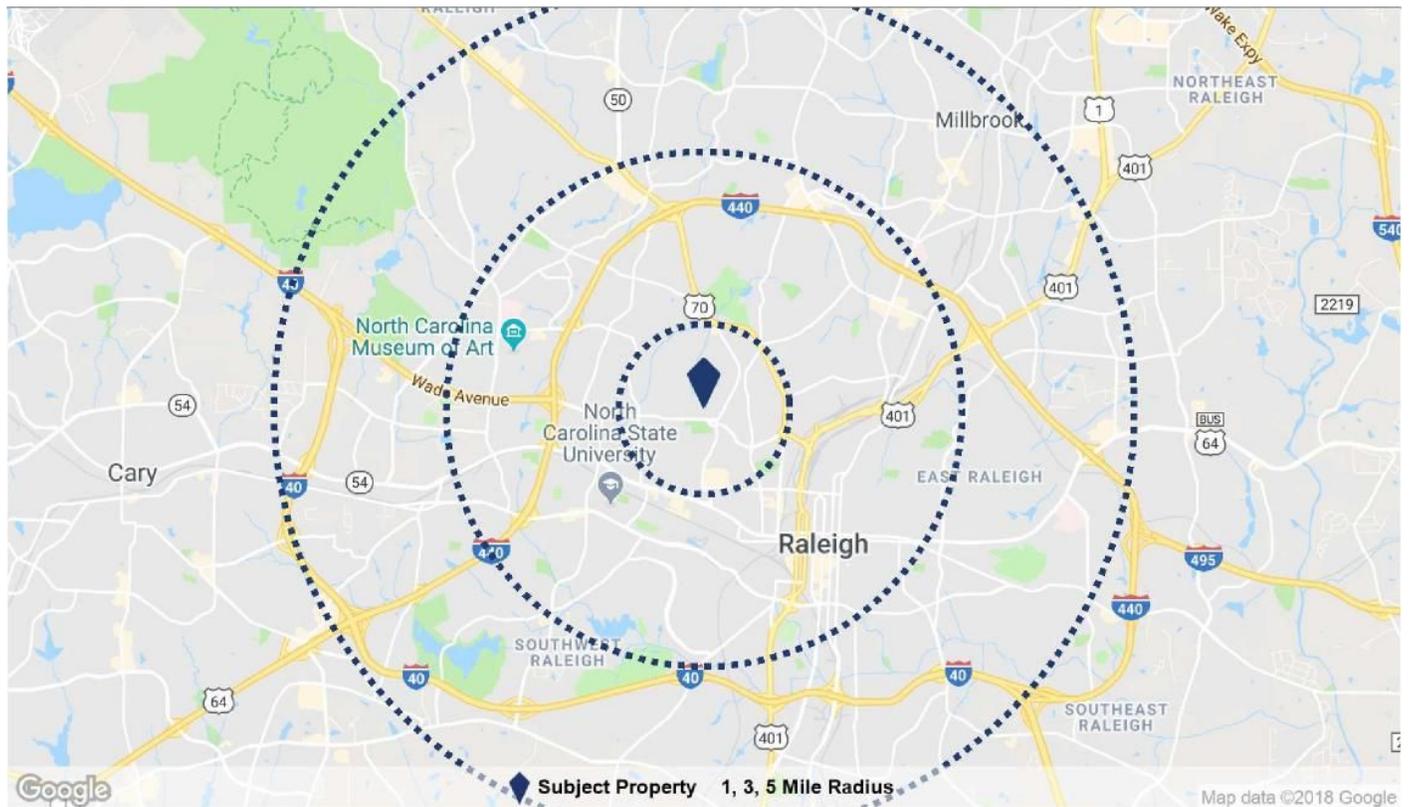


CAMERON HILLS APARTMENTS | RALEIGH, NC
December 7, 2018

▶ PAGE 4

SITE DEMOGRAPHICS

Map of 1, 3, and 5 mile Radius of Cameron Hills Apartments



DEMOGRAPHICS SUMMARY

Population	1 mile	3 miles	5 miles
2018 Population	13,710	101,602	249,045
2023 Population	15,104	111,805	274,872
Pop Growth 2018-2023	10.2%	10.0%	10.4%
2018 Average Age	38	36	36
Households	1 mile	3 miles	5 miles
2018 Households	6,477	40,432	101,763
2023 Households	7,123	44,898	112,625
Household Growth 2018-2023	10.0%	11.1%	10.7%
Median Household Income	\$85,296	\$61,842	\$56,254
Average Household Income	\$115,859	\$94,548	\$81,972
Average Household Size	2.0	2.1	2.2
Average HH Vehicles	2	2	2
Housing	1 mile	3 miles	5 miles
Median Home Value	\$486,092	\$381,292	\$269,051
Median Year Built	1954	1972	1981

SITE DEMOGRAPHICS

POPULATION

	1 mile		3 miles		5 miles	
2023 Projection	15,104		111,805		274,872	
2018 Estimate	13,710		101,602		249,045	
2010 Census	12,115		86,681		213,215	
Growth 2018-2023	10.17%		10.04%		10.37%	
Growth 2010-2018	13.17%		17.21%		16.80%	

AGE BREAKDOWN

	1 mile		3 miles		5 miles	
2018 Population by Age	13,710		101,602		249,045	
Age 0-4	959	6.99%	7,438	7.37%	18,708	7.51%
Age 5-9	815	5.94%	6,150	6.05%	16,326	6.56%
Age 10-14	693	5.05%	7,027	4.95%	14,020	5.63%
Age 15-19	615	4.49%	5,486	5.40%	13,589	5.46%
Age 20-24	846	6.17%	8,220	8.09%	17,864	7.17%
Age 25-29	1,254	9.15%	10,918	10.75%	24,160	9.70%
Age 30-34	1,309	9.55%	10,421	10.26%	24,771	9.95%
Age 35-39	1,104	8.05%	8,363	8.23%	21,126	8.48%
Age 40-44	941	6.86%	6,836	6.73%	17,660	7.09%
Age 45-49	836	6.10%	5,874	5.78%	15,060	6.05%
Age 50-54	806	5.88%	5,462	5.38%	13,739	5.52%
Age 55-59	798	5.82%	5,134	5.05%	12,686	5.09%
Age 60-64	752	5.49%	4,581	4.51%	11,103	4.46%
Age 65-69	673	4.91%	3,898	3.84%	9,318	3.74%
Age 70-74	500	3.65%	2,835	2.79%	6,851	2.75%
Age 75-79	320	2.33%	1,870	1.84%	4,660	1.87%
Age 80-84	208	1.52%	1,293	1.27%	3,279	1.32%
Age 85+	283	2.06%	1,747	1.72%	4,125	1.66%
Median Age	36.7		33.6		34.0	
Average Age	38.1		35.7		35.6	

RACE & ETHNICITY

	1 mile		3 miles		5 miles	
2018 Population by Race	13,710		101,602		249,045	
White	12,548	91.52%	71,125	70.00%	157,643	63.30%
Black	704	5.13%	22,303	21.95%	71,489	28.71%
American Indian	33	0.24%	596	0.59%	2,256	0.91%
Asian	236	1.72%	5,491	5.40%	11,692	4.69%
Hawaiian & Pacific Islander	5	0.04%	69	0.07%	227	0.09%
Other	185	1.35%	2,017	1.99%	5,737	2.30%

SITE DEMOGRAPHICS

Population by Hispanic Origin	1 mile		3 miles		5 miles	
Non-Hispanic Origin	13,359	97.44%	94,507	93.02%	219,611	88.18%
Hispanic Origin	351	2.56%	7,094	6.98%	29,433	11.82%

POPULATION BY OCCUPATION CLASSIFICATION

	1 mile		3 miles		5 miles	
2018 Population Occupational Class	11,122		81,848		197,274	
Civilian Employed	7,394	66.48%	47,917	58.54%	124,527	63.12%
Civilian Unemployed	291	2.62%	2,108	2.58%	5,997	3.04%
Civilian Non-Labor Force	3,437	30.90%	31,767	38.81%	66,522	33.72%
Armed Forces	0	0.00%	56	0.07%	228	.12%

HOUSEHOLDS BY MARITAL STATUS

	1 mile		3 miles		5 miles	
Married	2,278		12,684		32,368	
Married No Children	1,316		7,469		19,043	
Married With Children	962		5,215		13,326	

POPULATION BY EDUCATION

	1 mile		3 miles		5 miles	
2018 Population by Education	10,517		75,315		184,489	
Some High School, No Diploma	347	3.30%	6,547	8.69%	18,979	10.29%
High School Grad (Inc Equivalency)	615	5.85%	9,181	12.19%	27,644	14.98%
Some College, No Degree	1,352	12.86%	14,549	19.32%	40,722	22.07%
Associate Degree	735	6.99%	6,082	8.08%	15,951	8.65%
Bachelor Degree	4,328	41.15%	22,974	30.50%	50,973	27.63%
Advanced Degree	3,140	29.86%	15,982	21.22%	30,220	16.38%

POPULATION BY OCCUPATION

	1 mile		3 miles		5 miles	
2018 Population by Occupation	13,941		89,689		229,930	
Real Estate & Finance	665	4.77%	3,799	4.24%	8,618	3.75%
Professional & Management	6,077	43.59%	35,131	39.17%	80,482	35.00%
Public Administration	340	2.44%	1,848	2.06%	5,941	2.58%
Education & Health	1,623	11.64%	10,846	12.09%	26,634	11.58%
Services	953	6.84%	7,747	8.64%	22,459	9.77%
Information	137	0.98%	906	1.01%	2,795	1.22%
Sales	1,654	11.86%	10,732	11.97%	29,049	12.63%
Transportation	106	0.76%	2,001	2.23%	4,143	1.80%
Retail	652	4.68%	5,224	5.82%	13,365	5.81%
Wholesale	218	1.56%	1,036	1.16%	2,973	1.29%
Manufacturing	568	4.07%	3,013	3.36%	8,363	3.64%
Production	287	2.06%	2,489	2.78%	8,331	3.62%

SITE DEMOGRAPHICS

Construction	84	0.60%	1,647	1.84%	7,060	3.07%
Utilities	117	0.84%	718	0.80%	3,021	1.31%
Agriculture & Mining	28	0.20%	151	0.17%	400	0.17%
Farming, Fishing, Forestry	9	0.06%	109	0.12%	238	0.10%
Other Services	423	3.03%	2,292	2.56%	6,058	2.63%

	1 mile		3 miles		5 miles	
2010 Households by Size	5,788		33,548		86,764	
1-Person Households	2,363	40.83%	13,281	39.59%	31,501	36.31%
2-Person Households	1,993	34.43%	10,975	32.71%	28,146	32.44%
3-Person Households	635	10.97%	4,186	12.48%	12,351	14.24%
4-Person Households	569	9.83%	3,252	9.69%	8,747	10.08%
5-Person Households	188	3.25%	1,182	3.52%	3,497	4.03%
6-Person Households	29	0.50%	388	1.16%	1,421	1.64%
7 or more Person Households	11	0.19%	284	0.85%	1,101	1.27%
2018 Average Household Size	2		2.1		2.2	

HOUSEHOLDS

	1 mile	3 miles	5 miles
2023 Projection	7,123	44,898	112,625
2018 Estimate	6,477	40,432	101,763
2010 Census	5,788	33,549	86,764
Growth 2018 – 2023	9.97%	11.05%	10.67%
Growth 2010 – 2018	11.90%	20.52%	17.29%

	1 mile		3 miles		5 miles	
2018 Households by HH Income	6,479		40,431		101,762	
<\$25,000	1,147	17.70%	9,305	23.01%	21,858	21.48%
\$25,000 - \$50,000	931	14.37%	7,558	18.69%	23,952	23.54%
\$50,000 - \$75,000	783	12.09%	5,727	14.16%	16,566	16.28%
\$75,000 - \$100,000	919	14.18%	5,019	12.41%	12,849	12.63%
\$100,000 - \$125,000	517	7.98%	3,187	7.88%	8,244	8.10%
\$125,000 - \$150,000	400	6.17%	1,791	4.43%	4,639	4.56%
\$150,000 - \$200,000	694	10.71%	3,046	7.53%	5,874	5.77%
\$200,000+	1,088	16.79%	4,798	11.87%	7,780	7.65%
2018 Ave Household Income	\$115,859		\$94,548		\$81,972	
2018 Med Household Income	\$85,296		\$61,842		\$56,254	

SITE DEMOGRAPHICS

	1 mile		3 miles		5 miles	
2018 Worker Travel Time to Job	6,631		44,229		116,953	
<30 Minutes	5,555	83.77%	35,971	81.33%	91,998	78.66%
30-60 Minutes	908	13.69%	6,880	15.56%	20,543	17.57%
60+ Minutes	168	2.53%	1,378	3.12%	4,412	3.77%

	1 mile		3 miles		5 miles	
2018 Occupied Housing	6,477		40,432		101,763	
Owner Occupied	3,467	53.53%	18,437	45.60%	45,631	44.84%
Renter Occupied	3,010	46.47%	21,995	54.40%	56,132	55.16%

	1 mile		3 miles		5 miles	
2010 Housing Units	6,713		42,963		106,157	
1 Unit	4,235	63.09%	22,118	51.48%	55,100	51.90%
2 - 4 Units	1,126	16.77%	5,467	12.72%	11,282	10.63%
5 - 19 Units	740	11.02%	8,242	19.18%	24,438	23.02%
20+ Units	612	9.12%	7,136	16.61%	15,337	14.45%

	1 mile		3 miles		5 miles	
2018 Housing Value	3,467		18,438		45,632	
<\$100,000	31	0.89%	481	2.61%	3,118	6.83%
\$100,000 - \$200,000	124	3.58%	1,956	10.61%	12,063	26.44%
\$200,000 - \$300,000	363	10.47%	3,475	18.85%	11,057	24.23%
\$300,000 - \$400,000	550	15.86%	4,068	22.06%	7,806	17.11%
\$400,000 - \$500,000	773	22.30%	2,627	14.25%	3,710	8.13%
\$500,000 - \$1,000,000	1,478	42.63%	5,214	28.28%	6,940	15.21%
\$1,000,000+	148	4.27%	617	3.35%	938	2.06%
2018 Median Home Value	\$486,092		\$381,292		\$269,051	

	1 mile		3 miles		5 miles	
2018 Housing Units by Yr Built	6,803		43,272		107,279	
Built 2010+	509	7.48%	5,834	13.48%	12,086	11.27%
Built 2000 - 2010	453	6.66%	3,781	8.74%	14,424	13.45%
Built 1990 - 1999	224	3.29%	2,862	6.61%	13,032	12.15%
Built 1980 - 1989	549	8.07%	5,110	11.81%	17,670	16.47%
Built 1970 - 1979	364	5.35%	5,418	12.52%	16,364	15.25%
Built 1960 - 1969	484	7.11%	5,351	12.37%	14,182	13.22%
Built 1950 - 1959	1,556	22.87%	5,788	13.38%	8,983	8.37%
Built <1949	2,664	39.16%	9,128	21.09%	10,538	9.82%
2018 Median Year Built	1954		1972		1981	

RENT COMP SUMMARY

RENT COMPS SHOWN IN ORDER OF PROXIMITY TO CAMERON HILLS SITE

616 AT THE VILLAGE

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
1 BR/1 BA	120	718	86,160	\$1,382	\$1.92
2 BR/2 BA	83	1,094	90,802	\$2,038	\$1.86
3 BR/2 BA	4	1,317	5,268	\$2,800	\$2.13
	207	880	182,230	\$1,672	\$1.90



Completed in 2017. Located .7 mile from Cameron Hills Site.

This property has 20 floor plan variations which have been condensed above.

This property is in its initial lease-up phase.

Vacancy of 29% and overall concessions of 4.1% reported as of November 15, 2018

BERKSHIRE CAMERON VILLAGE

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	70	587	41,090	\$1,291	\$2.20
1 BR/1 BA	134	810	108,540	\$1,585	\$1.96
2 BR/2 BA	78	1,259	98,202	\$2,255	\$1.79
	282	879	247,832	\$1,697	\$1.93



Completed in 2014. Located 1.0 miles from Cameron Hills Site.

This property has 16 floor plan variations which have been condensed above.

Vacancy of 11.4% and concessions of 1% reported as of November 20, 2018.

This property was sold in 2014 for \$76,800,000 or \$272,340 per unit (see sales comps).

401 OBERLIN

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
1 BR/1 BA	142	779	110,618	\$1,341	\$1.72
2 BR/2 BA	76	1,263	95,988	\$1,927	\$1.53
3 BR/2.5 BA	26	1,657	43,082	\$2,829	\$1.71
	244	1,023	249,688	\$1,682	\$1.64



Completed in 2014. Located 1.0 miles from Cameron Hills Site.

This property has 19 floor plan variations which have been condensed above.

Vacancy of 5.7% and concessions of 0.7% reported as of November 20, 2018.

This property was sold in 2015 for \$65,000,000 or \$266,393 per unit (see sales comps).

** See Rental Rate Analysis for Effective Rents After Lease Concessions*

RENT COMP SUMMARY

CAROLINIAN ON GLENWOOD

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
1 BR/1 BA	64	907	58,048	\$1,826	\$2.01
2 BR/2 BA	111	1,233	136,863	\$2,466	\$2.00
3 BR/2 BA	11	1,717	18,887	\$3,440	\$2.00
	186	1,149	213,798	\$2,303	\$2.00



Completed in 2017. Located 1.3 mile from Cameron Hills Site.

This property has 17 floor plan variations which have been condensed above.

Vacancy of 37.1% and concessions of 5.3% reported as of November 13, 2018.

This property is in its initial lease-up phase.

ST. MARY'S SQUARE

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	57	576	32,832	\$1,262	\$2.19
1 BR/1 BA	54	758	40,932	\$1,375	\$1.81
2 BR/2 BA	23	1,191	27,393	\$1,980	\$1.66
	134	755	101,157	\$1,431	\$1.90



Completed in 2013. Located 1.5 miles from Cameron Hills Site.

This property has 17 floor plan variations which have been condensed above.

Vacancy of 3.7% and concessions of 0.5% reported as of November 21, 2018.

This property was sold in 2013 for \$27,325,000 and then again in 2018 for \$29,250,000 or \$218,284 per unit (see sales comps).

DEVON FOUR 25

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
1 BR/1 BA	196	728	142,688	\$1,395	\$1.92
2 BR/2 BA	65	1,148	74,620	\$1,900	\$1.66
	261	833	217,308	\$1,521	\$1.83



Completed in 2014. Located 1.6 miles from Cameron Hills Site.

This property has 14 floor plan variations which have been condensed above.

Vacancy of 5.8% and concessions of 0.7% reported as of November 21, 2018.

** See Rental Rate Analysis for Effective Rents After Lease Concessions*

RENT COMP SUMMARY

THE GRAMERCY

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	37	575	21,275	\$1,191	\$2.07
1 BR/1 BA	117	729	85,293	\$1,442	\$1.98
2 BR/2 BA	49	1,051	51,499	\$2,000	\$1.90
	203	779	158,067	\$1,531	\$1.97



Completed in 2016. Located 1.8 miles from Cameron Hills Site.

This property has 11 floor plan variations which have been condensed above.

Vacancy of 5.4% and concessions of 5.0% reported as of November 12, 2018.

LINK GLENWOOD SOUTH

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	39	499	19,461	\$1,167	\$2.34
1 BR/1 BA	124	639	79,236	\$1,360	\$2.13
2 BR/2 BA	41	1,012	41,492	\$1,913	\$1.89
	204	687	140,189	\$1,434	\$2.09



Completed in 2016. Located 2.1 miles from Cameron Hills Site.

This property has 13 floor plan variations which have been condensed above.

Vacancy of 7.8% and concessions of 1.3% reported as of November 21, 2018.

THE DILLON

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	75	516	38,700	\$1,383	\$2.68
1 BR/1 BA	106	652	69,112	\$1,606	\$2.46
2 BR/2 BA	80	1,128	90,240	\$2,492	\$2.21
3 BR/2 BA	10	1,271	12,710	\$3,224	\$2.54
	271	778	210,762	\$1,866	\$2.40



Completed in 2018. Located 2.4 miles from Cameron Hills Site.

This property has 17 floor plan variations which have been condensed above.

Vacancy of 22.5% and concessions of 1.6% reported as of November 15, 2018.

This property is in its initial lease-up phase.

** See Rental Rate Analysis for Effective Rents After Lease Concessions*

RENT COMP SUMMARY

ELAN CITY CENTER

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	20	565	11,300	\$1,164	\$2.06
1 BR/1 BA	89	752	66,928	\$1,472	\$1.96
2 BR/2 BA	104	1,084	112,736	\$1,745	\$1.61
	213	897	190,964	\$1,576	\$1.76



Completed in 2016. Located 2.7 miles from Cameron Hills Site.

This property has 21 floor plan variations which have been condensed above.

Vacancy of 9.4% and concessions of 0.1% reported as of November 10, 2018.

This property was sold in 2018 for \$50,750,000 or \$238,263 per unit (see sales comps).

THE L APARTMENTS

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	35	511	17,885	\$1,004	\$1.96
1 BR/1 BA	35	732	25,620	\$1,334	\$1.82
2 BR/2 BA	13	1,077	14,001	\$1,750	\$1.62
	83	693	57,506	\$1,260	\$1.82



Completed in 2015. Located 2.9 miles from Cameron Hills Site.

This property has 8 floor plan variations which have been condensed above.

Vacancy of 12.1% and concessions of 1.0% reported as of November 19, 2018.

SKYHOUSE RALEIGH

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	76	604	45,904	\$1,298	\$2.15
1 BR/1 BA	158	706	111,548	\$1,440	\$2.04
2 BR/2 BA	68	1,054	71,672	\$1,951	\$1.85
3 BR/3 BA	18	1,395	25,110	\$2,517	\$1.80
	320	794	254,234	\$1,575	\$1.98



Completed in 2015. Located 3.3 miles from Cameron Hills Site.

This property has 25 floor plan variations which have been condensed above.

Vacancy of 5.9% and no concessions reported as of November 21, 2018.

This property was sold in 2016 for \$103,000,000 or \$321,875 per unit (see sales comps).

** See Rental Rate Analysis for Effective Rents After Lease Concessions*

RENT COMP SUMMARY

THE LINCOLN

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	31	553	17,143	\$1,105	\$2.00
1 BR/1 BA	141	710	100,110	\$1,301	\$1.83
2 BR/2 BA	52	1,196	62,192	\$1,888	\$1.58
	224	801	179,445	\$1,410	\$1.76



Completed in 2015. Located 3.3 miles from Cameron Hills Site.

This property has 16 floor plan variations which have been condensed above.

Vacancy of 11.6% and concessions of 1.4% reported as of November 21, 2018.

EDISON LOFTS

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF
Studio	20	600	12,000	\$1,276	\$2.13
1 BR/1 BA	136	776	105,536	\$1,347	\$1.74
2 BR/2 BA	67	1,292	86,564	\$2,273	\$1.76
	223	915	204,100	\$1,619	\$1.77



Completed in 2016. Located 3.4 miles from Cameron Hills Site.

This property has 35 floor plan variations which have been condensed above.

Vacancy of 4.9% and no concessions as of November 20, 2018.

This property was sold in 2017 for \$61,000,000 or \$273,543 per unit (see sales comps).

RENTAL RATE ANALYSIS

STUDIO RENTS – SORTED BY PER SQUARE FOOT EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
Studio	75	516	38,700	\$1,383	\$2.68	\$0	\$1,383	\$2.68	The Dillon
Studio	39	499	19,461	\$1,167	\$2.34	\$19	\$1,148	\$2.30	Link Glenwood South
Studio	57	576	32,832	\$1,262	\$2.19	\$6	\$1,256	\$2.18	St. Mary's Square
Studio	70	587	41,090	\$1,291	\$2.20	\$13	\$1,278	\$2.18	Berkshire Cameron Village
Studio	76	604	45,904	\$1,298	\$2.15	\$0	\$1,298	\$2.15	Skyhouse Raleigh
Studio	20	600	12,000	\$1,276	\$2.13	\$0	\$1,276	\$2.13	Edison Lofts
Studio	20	565	11,300	\$1,164	\$2.06	\$0	\$1,164	\$2.06	Elan City Center
Studio	37	575	21,275	\$1,191	\$2.07	\$7	\$1,184	\$2.06	The Gramercy
Studio	31	553	17,143	\$1,105	\$2.00	\$11	\$1,094	\$1.98	The Lincoln
Studio	35	511	17,885	\$1,004	\$1.96	\$10	\$994	\$1.95	The L Apartments
	460	560	257,590	\$1,244	\$2.22	\$6	\$1,238	\$2.21	

RENT COMP SUMMARY

STUDIO RENTS – SORTED BY EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
Studio	75	516	38,700	\$1,383	\$2.68	\$0	\$1,383	\$2.68	The Dillon
Studio	76	604	45,904	\$1,298	\$2.15	\$0	\$1,298	\$2.15	Skyhouse Raleigh
Studio	70	587	41,090	\$1,291	\$2.20	\$13	\$1,278	\$2.18	Berkshire Cameron Village
Studio	20	600	12,000	\$1,276	\$2.13	\$0	\$1,276	\$2.13	Edison Lofts
Studio	57	576	32,832	\$1,262	\$2.19	\$6	\$1,256	\$2.18	St. Mary's Square
Studio	37	575	21,275	\$1,191	\$2.07	\$7	\$1,184	\$2.06	The Gramercy
Studio	20	565	11,300	\$1,164	\$2.06	\$0	\$1,164	\$2.06	Elan City Center
Studio	39	499	19,461	\$1,167	\$2.34	\$19	\$1,148	\$2.30	Link Glenwood South
Studio	31	553	17,143	\$1,105	\$2.00	\$11	\$1,094	\$1.98	The Lincoln
Studio	35	511	17,885	\$1,004	\$1.96	\$10	\$994	\$1.95	The L Apartments
	460	560	257,590	\$1,244	\$2.22	\$6	\$1,238	\$2.21	

ONE-BEDROOM RENTS – SORTED BY PER SQUARE FOOT EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
1 BR/1 BA	106	652	69,112	\$1,606	\$2.46	\$0	\$1,606	\$2.46	The Dillon
1 BR/1 BA	124	639	79,236	\$1,360	\$2.13	\$18	\$1,342	\$2.10	Link Glenwood South
1 BR/1 BA	158	706	111,548	\$1,440	\$2.04	\$0	\$1,440	\$2.04	Skyhouse Raleigh
1 BR/1 BA	89	752	66,928	\$1,472	\$1.96	\$4	\$1,468	\$1.95	Elan City Center
1 BR/1 BA	134	810	108,540	\$1,585	\$1.96	\$16	\$1,569	\$1.94	Berkshire Cameron Village
1 BR/1 BA	120	718	86,160	\$1,382	\$1.92	\$0	\$1,382	\$1.92	616 at the Village
1 BR/1 BA	196	728	142,688	\$1,395	\$1.92	\$10	\$1,385	\$1.90	Devon Four 25
1 BR/1 BA	117	729	85,293	\$1,442	\$1.98	\$61	\$1,381	\$1.89	The Gramercy
1 BR/1 BA	54	758	40,932	\$1,375	\$1.81	\$7	\$1,368	\$1.80	St. Mary's Square
1 BR/1 BA	35	732	25,620	\$1,334	\$1.82	\$13	\$1,321	\$1.80	The L Apartments
1 BR/1 BA	141	710	100,110	\$1,301	\$1.83	\$21	\$1,280	\$1.80	The Lincoln
1 BR/1 BA	64	907	58,048	\$1,826	\$2.01	\$199	\$1,627	\$1.79	Carolinian on Glenwood
1 BR/1 BA	136	776	105,536	\$1,347	\$1.74	\$0	\$1,347	\$1.74	Edison Lofts
1 BR/1 BA	142	779	110,618	\$1,341	\$1.72	\$9	\$1,332	\$1.71	401 Oberlin
	1,616	737	1,190,369	\$1,431	\$1.94	\$20	\$1,412	\$1.92	

RENT COMP SUMMARY

ONE-BEDROOM RENTS – SORTED BY EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
1 BR/1 BA	64	907	58,048	\$1,826	\$2.01	\$199	\$1,627	\$1.79	Carolinian on Glenwood
1 BR/1 BA	106	652	69,112	\$1,606	\$2.46	\$0	\$1,606	\$2.46	The Dillon
1 BR/1 BA	134	810	108,540	\$1,585	\$1.96	\$16	\$1,569	\$1.94	Berkshire Cameron Village
1 BR/1 BA	89	752	66,928	\$1,472	\$1.96	\$4	\$1,468	\$1.95	Elan City Center
1 BR/1 BA	158	706	111,548	\$1,440	\$2.04	\$0	\$1,440	\$2.04	Skyhouse Raleigh
1 BR/1 BA	196	728	142,688	\$1,395	\$1.92	\$10	\$1,385	\$1.90	Devon Four 25
1 BR/1 BA	120	718	86,160	\$1,382	\$1.92	\$0	\$1,382	\$1.92	616 at the Village
1 BR/1 BA	117	729	85,293	\$1,442	\$1.98	\$61	\$1,381	\$1.89	The Gramercy
1 BR/1 BA	54	758	40,932	\$1,375	\$1.81	\$7	\$1,368	\$1.80	St. Mary's Square
1 BR/1 BA	136	776	105,536	\$1,347	\$1.74	\$0	\$1,347	\$1.74	Edison Lofts
1 BR/1 BA	124	639	79,236	\$1,360	\$2.13	\$18	\$1,342	\$2.10	Link Glenwood South
1 BR/1 BA	142	779	110,618	\$1,341	\$1.72	\$9	\$1,332	\$1.71	401 Oberlin
1 BR/1 BA	35	732	25,620	\$1,334	\$1.82	\$13	\$1,321	\$1.80	The L Apartments
1 BR/1 BA	141	710	100,110	\$1,301	\$1.83	\$21	\$1,280	\$1.80	The Lincoln
	1,616	737	1,190,369	\$1,431	\$1.94	\$20	\$1,412	\$1.92	

TWO-BEDROOM RENTS – SORTED BY PER SQUARE FOOT EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
2 BR/2 BA	80	1,128	90,240	\$2,492	\$2.21	\$90	\$2,402	\$2.13	The Dillon
2 BR/2 BA	111	1,233	136,863	\$2,466	\$2.00	\$86	\$2,380	\$1.93	Carolinian on Glenwood
2 BR/2 BA	41	1,012	41,492	\$1,913	\$1.89	\$23	\$1,890	\$1.87	Link Glenwood South
2 BR/2 BA	68	1,054	71,672	\$1,951	\$1.85	\$0	\$1,951	\$1.85	Skyhouse Raleigh
2 BR/2 BA	78	1,259	98,202	\$2,255	\$1.79	\$23	\$2,232	\$1.77	Berkshire Cameron Village
2 BR/2 BA	67	1,292	86,564	\$2,273	\$1.76	\$0	\$2,273	\$1.76	Edison Lofts
2 BR/2 BA	49	1,051	51,499	\$2,000	\$1.90	\$166	\$1,834	\$1.75	The Gramercy
2 BR/2 BA	83	1,094	90,802	\$2,038	\$1.86	\$169	\$1,869	\$1.71	616 at the Village
2 BR/2 BA	23	1,191	27,393	\$1,980	\$1.66	\$12	\$1,968	\$1.65	St. Mary's Square
2 BR/2 BA	65	1,148	74,620	\$1,900	\$1.66	\$13	\$1,887	\$1.64	Devon Four 25
2 BR/2 BA	13	1,077	14,001	\$1,750	\$1.62	\$14	\$1,736	\$1.61	The L Apartments
2 BR/2 BA	104	1,084	112,736	\$1,745	\$1.61	\$0	\$1,745	\$1.61	Elan City Center
2 BR/2 BA	52	1,196	62,192	\$1,888	\$1.58	\$19	\$1,869	\$1.56	The Lincoln
2 BR/2 BA	76	1,263	95,988	\$1,927	\$1.53	\$13	\$1,914	\$1.52	401 Oberlin
	910	1,159	1,054,264	\$2,085	\$1.80	\$49	\$2,036	\$1.76	

RENT COMP SUMMARY

TWO-BEDROOM RENTS – SORTED BY EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
2 BR/2 BA	80	1,128	90,240	\$2,492	\$2.21	\$90	\$2,402	\$2.13	The Dillon
2 BR/2 BA	111	1,233	136,863	\$2,466	\$2.00	\$86	\$2,380	\$1.93	Carolinian on Glenwood
2 BR/2 BA	67	1,292	86,564	\$2,273	\$1.76	\$0	\$2,273	\$1.76	Edison Lofts
2 BR/2 BA	78	1,259	98,202	\$2,255	\$1.79	\$23	\$2,232	\$1.77	Berkshire Cameron Village
2 BR/2 BA	23	1,191	27,393	\$1,980	\$1.66	\$12	\$1,968	\$1.65	St. Mary's Square
2 BR/2 BA	68	1,054	71,672	\$1,951	\$1.85	\$0	\$1,951	\$1.85	Skyhouse Raleigh
2 BR/2 BA	76	1,263	95,988	\$1,927	\$1.53	\$13	\$1,914	\$1.52	401 Oberlin
2 BR/2 BA	41	1,012	41,492	\$1,913	\$1.89	\$23	\$1,890	\$1.87	Link Glenwood South
2 BR/2 BA	65	1,148	74,620	\$1,900	\$1.66	\$13	\$1,887	\$1.64	Devon Four 25
2 BR/2 BA	52	1,196	62,192	\$1,888	\$1.58	\$19	\$1,869	\$1.56	The Lincoln
2 BR/2 BA	83	1,094	90,802	\$2,038	\$1.86	\$169	\$1,869	\$1.71	616 at the Village
2 BR/2 BA	49	1,051	51,499	\$2,000	\$1.90	\$166	\$1,834	\$1.75	The Gramercy
2 BR/2 BA	104	1,084	112,736	\$1,745	\$1.61	\$0	\$1,745	\$1.61	Elan City Center
2 BR/2 BA	13	1,077	14,001	\$1,750	\$1.62	\$14	\$1,736	\$1.61	The L Apartments
	910	1,159	1,054,264	\$2,085	\$1.80	\$49	\$2,036	\$1.76	

THREE-BEDROOM RENTS – SORTED BY PER SQUARE FOOT EFFECTIVE MONTHLY RENT

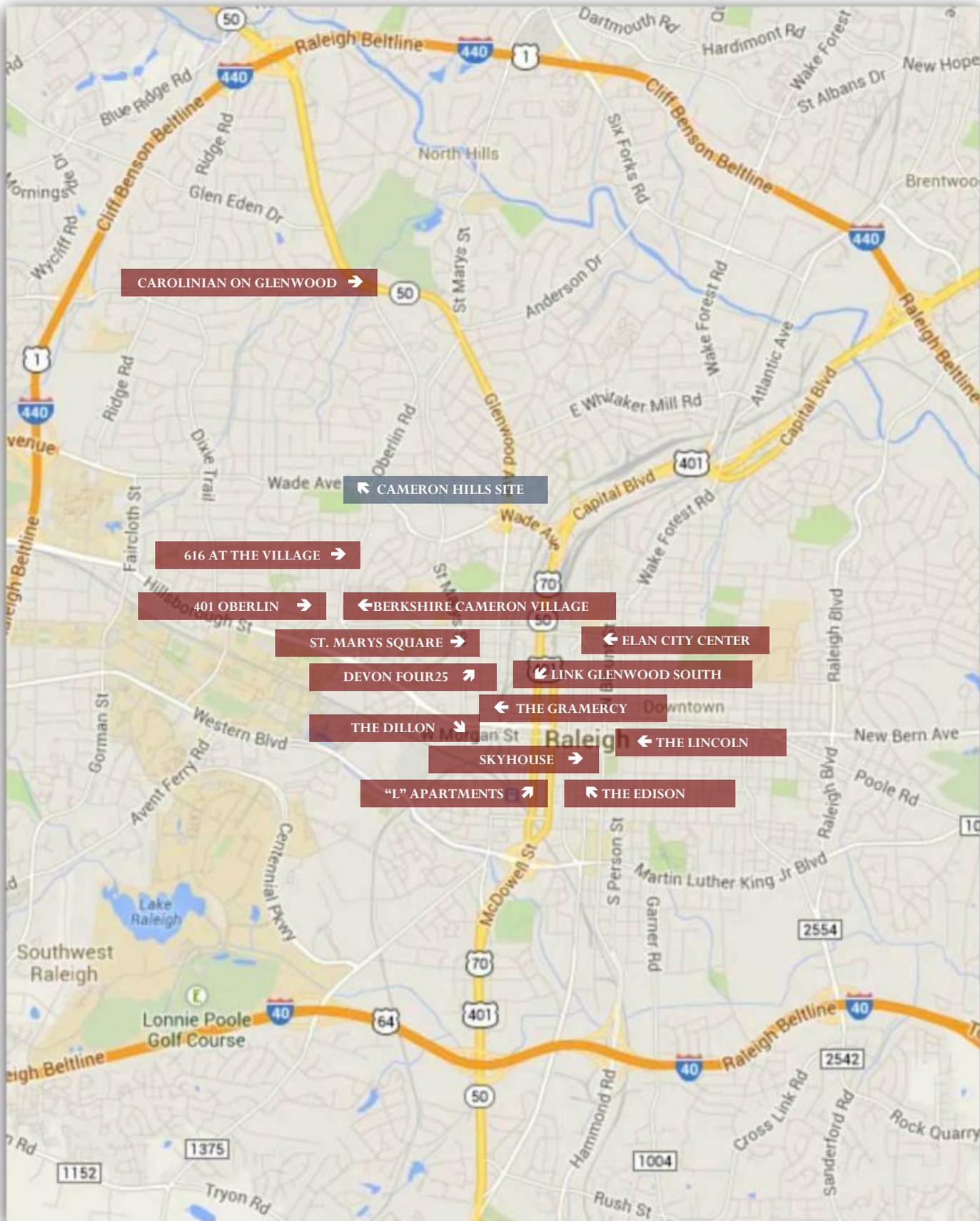
Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
3 BR/2 BA	10	1,271	12,710	\$3,224	\$2.54	\$116	\$3,108	\$2.45	The Dillon
3 BR/2 BA	4	1,317	5,268	\$2,800	\$2.13	\$0	\$2,800	\$2.13	616 at the Village
3 BR/2 BA	11	1,717	18,887	\$3,440	\$2.00	\$24	\$3,416	\$1.99	Carolinian on Glenwood
3 BR/2 BA	26	1,657	43,082	\$2,829	\$1.71	\$20	\$2,809	\$1.70	401 Oberlin
3 BR/3 BA	18	1,395	25,110	\$2,517	\$1.80	\$0	\$2,517	\$1.80	Skyhouse Raleigh
	69	1,523	105,057	\$2,901	\$1.91	\$28	\$2,872	\$1.89	

THREE-BEDROOM RENTS – SORTED BY EFFECTIVE MONTHLY RENT

Unit Type	Units	Unit SF	Total SF	Asking Rent *	Per SF	Average Concessions	Effective Rent	Per SF	Community
3 BR/2 BA	11	1,717	18,887	\$3,440	\$2.00	\$24	\$3,416	\$1.99	Carolinian on Glenwood
3 BR/2 BA	10	1,271	12,710	\$3,224	\$2.54	\$116	\$3,108	\$2.45	The Dillon
3 BR/2 BA	26	1,657	43,082	\$2,829	\$1.71	\$20	\$2,809	\$1.70	401 Oberlin
3 BR/2 BA	4	1,317	5,268	\$2,800	\$2.13	\$0	\$2,800	\$2.13	616 at the Village
3 BR/3 BA	18	1,395	25,110	\$2,517	\$1.80	\$0	\$2,517	\$1.80	Skyhouse Raleigh
	69	1,523	105,057	\$2,901	\$1.91	\$28	\$2,872	\$1.89	

RENT COMP SUMMARY

CENTRAL RALEIGH



SALES COMP SUMMARY

COMPARABLE APARTMENT SALES

The following table highlights fifteen (15) sales of urban-style “wrap” apartment projects in the Triangle area which are relevant to the proposed redevelopment project. The sales range in price from \$174,632 to \$321,875 per unit, or \$214 to \$405 per square foot with an average of \$248,848 per unit or \$278 per square foot. For purposes of the tables below, Gross Revenue Multiplier (“GRM”) is determined by dividing the sale price by the annual gross rent potential.

	Community Name	Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
1	ELAN CITY CENTER	09/19/18	2016	Raleigh	213	897	\$1,576	\$50,750,000	\$238,263	\$266	12.6
2	ST. MARY'S SQUARE	09/06/18	2013	Raleigh	134	755	\$1,431	\$29,250,000	\$218,284	\$289	12.7
3	BULLHOUSE	06/06/18	2017	Durham	305	906	\$1,747	\$76,250,000	\$250,000	\$276	11.9
4	STATION NINE	02/05/18	2004	Durham	323	977	\$1,726	\$67,547,000	\$209,124	\$214	10.1
5	THE DARTMOUTH	10/19/17	2016	Raleigh	171	770	\$1,518	\$43,875,000	\$256,579	\$333	14.1
6	PARK & MARKET	08/01/17	2010	Raleigh	409	937	\$1,541	\$88,000,000	\$215,159	\$230	11.6
7	DEVON SEVEN 12	07/13/17	2009	Raleigh	179	880	\$1,403	\$37,655,000	\$210,363	\$239	12.5
8	EDISON LOFTS	05/23/17	2016	Raleigh	223	915	\$1,619	\$61,000,000	\$273,543	\$299	14.1
9	BERKSHIRE CHAPEL HILL	03/24/17	2017	Chapel Hill	265	912	\$1,667	\$72,750,000	\$274,528	\$301	13.7
10	SKYHOUSE RALEIGH	01/29/16	2015	Raleigh	320	794	\$1,575	\$103,000,000	\$321,875	\$405	17.0
11	BERKSHIRE MAIN STREET	07/02/15	2014	Durham	208	963	\$1,883	\$54,650,000	\$262,740	\$273	11.6
12	WHETSTONE	05/22/15	2014	Durham	204	724	\$1,503	\$35,625,000	\$174,632	\$241	9.7
13	401 OBERLIN	01/20/15	2014	Raleigh	244	1,023	\$1,682	\$65,000,000	\$266,393	\$260	13.2
14	BERKSHIRE NINTH STREET	12/31/14	2014	Durham	294	939	\$1,897	\$77,000,000	\$261,905	\$279	11.5
15	BERKSHIRE CAMERON VILLAGE	12/19/14	2014	Raleigh	282	879	\$1,697	\$76,800,000	\$272,340	\$310	13.4
					3,774	895	\$1,646	\$939,152,000	\$248,848	\$278	12.6

The table below highlights eight sales of urban-style communities which are the most comparable to the proposed project because of location and similar construction. The sales range in price from \$203,918 to \$273,543 per unit, or \$230 to \$333 per square foot with an average of \$243,844 per unit or \$271 per square foot.

	Community Name	Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
1	ELAN CITY CENTER	09/19/18	2016	Raleigh	213	897	\$1,576	\$50,750,000	\$238,263	\$266	12.6
2	ST. MARY'S SQUARE	09/06/18	2013	Raleigh	134	755	\$1,431	\$29,250,000	\$218,284	\$289	12.7
3	THE DARTMOUTH	10/19/17	2016	Raleigh	171	770	\$1,518	\$43,875,000	\$256,579	\$333	14.1
4	PARK AND MARKET	08/01/17	2010	Raleigh	409	937	\$1,541	\$88,000,000	\$215,159	\$230	11.6
5	DEVON SEVEN 12	07/13/17	2009	Raleigh	179	880	\$1,403	\$37,655,000	\$210,363	\$239	12.5
6	EDISON LOFTS	05/23/17	2016	Raleigh	223	915	\$1,619	\$61,000,000	\$273,543	\$299	14.1
7	401 OBERLIN	01/20/15	2014	Raleigh	244	1,023	\$1,682	\$65,000,000	\$266,393	\$260	13.2
8	BERKSHIRE CAMERON VILLAGE	12/19/14	2014	Raleigh	282	879	\$1,697	\$76,800,000	\$272,340	\$310	13.4
					1,855	898	\$1,573	\$452,330,000	\$243,844	\$271	12.9

SALES COMP SUMMARY

ELAN CITY CENTER

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
09/19/18	2016	Raleigh	213	897	\$1,576	\$50,750,000	\$238,263	\$266	12.6

Developed by Greystar, Elan City Center is located on a 2-acre parcel at the corner of Polk and North Wilmington streets just a few blocks north of the State Capitol. The site had once been part of the larger Blount Street Commons project spearheaded by LNR Property until the Florida-based company sold off the tract to Greystar in 2013 and pulled out of a deal with the state to buy more land that was slated to be part of the redevelopment. The buyer of this 5-story complex is Principal Real Estate Investors, an Iowa real estate investment firm that has been active buying and selling a variety of properties in the Triangle recently. In February 2018, Principal Real Estate Investors completed the acquisition of the 15-year-old Station Nine apartment complex near Durham's Ninth Street district as discussed below.



ST. MARY'S SQUARE

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
09/06/18	2013	Raleigh	134	755	\$1,431	\$29,250,000	\$218,284	\$289	12.7

Developed by Charlotte-based Crosland, this property has changed hands twice. In 2013, the property was sold to Ohio real estate investment trust Associated Estates Realty Corporation for \$27.325 million or \$203,918 per unit. Located within the Glenwood South corridor in downtown Raleigh and less than a mile from Raleigh's premiere retail center in Cameron Village, the property features walkability to many of Raleigh's popular bar and restaurants on Glenwood Avenue as well as major employers in the downtown Raleigh area. The property offers studio, one, and two-bedroom apartments. Community amenities include a breakfast/coffee concierge, clubhouse, courtyard, fitness center, game room, gated, grill, pet play area, planned social activities, playground, pool spa, and much more.



BULLHOUSE APARTMENTS

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
06/06/18	2017	Durham	305	906	\$1,747	\$76,250,000	\$250,000	\$276	11.9

Developed by Woodfield Investments, this 305-unit midrise property is located on a 3.8 acre portion of the former Hendrick car dealership site in downtown Durham within a short walking distance to the Durham Bulls Athletic Park and the Duke Performing Arts Center. During lease-up, Dallas based Lantower Residential acquired the project for \$76.25 million as indicated above. The property offers studio, one, two and three-bedroom apartments that feature electronic unit entry locks, 10' ceilings and 8' doors throughout, and select units with 12' ceilings. Community amenities include a salt water heated pool area with sun shelf, self-serve bike shop including storage, game room with a catering kitchen, and rooftop terrace with stunning views of downtown Durham.

MRA represented Woodfield in connection with the site acquisition in 2015.



SALES COMP SUMMARY

STATION NINE

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
02/05/18	2004	Durham	323	977	\$1,726	\$67,547,000	\$209,124	\$214	10.1

One of the Triangle's first "wrap" apartment buildings, Station Nine was developed by Wood Partners in 2004. It has actually been sold three times since it was built. In April 2006, Wood Partners sold the project for \$47 million or \$145,511 per unit, a record sale price at the time. Almost exactly one year later, the buyer sold it for \$56 million or \$173,375 per unit. And then in February 2018, the property was sold a third time for \$67.5 million or \$209,124 per unit as indicated above. Amenities include a clubhouse, business center, fitness center, gated parking deck, pool, business center, laundry facility, and controlled access. Units feature washers and dryers, 9' ceilings, and ceiling fans. The property is located in the popular Ninth Street district of Durham and offers one and two bedroom units.



THE DARTMOUTH

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
10/19/17	2016	Raleigh	171	770	\$1,518	\$43,875,000	\$256,579	\$333	14.1

Developed by Kane Realty Corporation, "The Dartmouth" is located in the Park District at North Hills on the corner of Dartmouth Road and Saint Albans Drive. This 171-unit apartment community consists of five residential levels atop a two-level parking deck. The property offers studio, one, two, and three bedroom apartments that feature hardwood plank flooring, granite countertops in kitchen and baths, extensive built-in cabinetry, kitchen pantries, bay windows, walk-in showers, and garden tubs. Community amenities include a concierge service including dry cleaning, dog walking and personal training, fully-equipped fitness studio, saltwater swimming pool, fire pit lounge, outdoor TV lounge and kitchen with gas grills, bike share program and storage, work from home spaces, on-site storage, gated remote-control access parking, and much more.



PARK & MARKET

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
08/01/17	2010	Raleigh	409	937	\$1,541	\$88,000,000	\$215,159	\$230	11.6

Chicago-based Magnolia Capital is the second investor to buy the Park & Market apartment complex at North Hills. The 409-unit building was among the first phases of construction to open on North Hills' east side in 2010. In 2012, Kane Realty sold the property to Crow Holdings for \$82 million, or \$200,489 per unit which, at that time, held the distinction of being the first multifamily property in the Triangle to surpass a \$200,000 per unit price. The Park & Market Apartments does not include any of the street-level retail space anchored by the two-level Harris Teeter grocery store. Ownership of the retail was split from the multifamily with the 2012 sale. Community amenities include a resort-style saltwater pool in a central courtyard, athletic center, covered parking and three courtyard areas.



SALES COMP SUMMARY

DEVON SEVEN 12

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
07/13/17	2009	Raleigh	179	880	\$1,403	\$37,655,000	\$210,363	\$239	12.5

Developed by Crosland and formerly know as “712 Tucker”, this property has changed hands twice. In 2010, the property was sold to an investment group represented by J.P. Morgan for \$30 million or \$167,598 per unit. Located within the Glenwood South corridor in downtown Raleigh and less than a mile from Raleigh's premiere retail center in Cameron Village, the property features walkability to many of Raleigh's popular bar and restaurants on Glenwood Avenue as well as major employers in the downtown Raleigh area. Community amenities include saltwater swimming pool with hot tub, outdoor courtyard, two-story fitness center, clubroom with kitchen and billiards, and an outdoor grilling/picnic area. Unit amenities include 9' to 11' ceilings, real hardwood flooring, granite countertops, crown molding and luxury stainless steel appliances.



EDISON LOFTS

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
05/23/17	2016	Raleigh	223	915	\$1,619	\$61,000,000	\$273,543	\$299	14.1

This project was developed by a joint venture between Raleigh based Beacon Partners and The NRP Group headquartered in Cleveland, Ohio. The completed project was sold to Baltimore-based Continental Realty Corporation in an off-market transaction. By structuring the building as a condo, developers were able to sell the apartments as a block, with Beacon Partners retaining ownership of the ground floor retail space. Located across from Two Progress Plaza and the City Market, the seven-story Edison Lofts consists of studio, one- and two-bedroom floor plans ranging from 550 to 1,870 square feet of space with on-site amenities that include a garden courtyard, pool, outdoor kitchen and grilling area, dog park, fitness center and clubroom with a resident lounge and billiards room, and a direct access structured parking garage.



BERKSHIRE CHAPEL HILL

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
03/24/17	2017	Chapel Hill	265	912	\$1,667	\$72,750,000	\$274,528	\$301	13.7

Developed by a joint-venture partnership between East West Partners of Chapel Hill and Trammell Crow Residential, this project was originally known as “Alexan Chapel Hill”. Only weeks after completion, the project was sold to Boston-based Berkshire Group. The six-story building, which also includes 13,560 square feet of retail space and its own structured parking, is located on Elliott Road in Chapel Hill next to the Whole Foods grocery store at Village Plaza. The Living Kitchen restaurant and Salon Lofts opened in February in two of the building's four retail spaces. Other amenities include a bike repair station and storage lockers, pet grooming station, outdoor lounge with a fire pit and swimming pool. The acquisition was the fourth big-dollar acquisition of its kind by Berkshire Group in the Triangle in recent years.



SALES COMP SUMMARY

SKYHOUSE RALEIGH

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
01/29/16	2015	Raleigh	320	794	\$1,575	\$103,000,000	\$321,875	\$405	17.0

The 23-story SkyHouse Raleigh tower, located at the corner of Martin and Blount streets in downtown Raleigh, opened in the spring of 2015. The 320 unit apartment tower was more than 80% leased as of December 2015. The development project was led by Atlanta-based Novare Group and Batson-Cook Development Company, in partnership with Raleigh developer Gregg Sandreuter of Beacon Partners. Sandreuter is also the developer of Edison Lofts on the same city block as Skyhouse. In January 2016, SkyHouse was sold to a New York investment firm for \$103 million, setting a new Triangle record for multifamily properties, both in terms of total price and price per unit. The property offers studio, one, two and three-bedroom apartments. Resident amenities are quite extensive, including a heated rooftop pool and terrace with fire pit and grilling stations, an indoor lounge with pool table, a catering kitchen, fitness center, and much more.



BERKSHIRE MAIN STREET

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
07/02/15	2014	Durham	208	963	\$1,883	\$54,650,000	\$262,740	\$273	11.6

Developed by Charlotte based Crescent Communities, this project was originally known as "Crescent Main Street". The property is located in the popular Ninth Street district of Durham near Duke Medical Center and only one block from the 294-unit Crescent Ninth Street, a sister property concurrently under development by Crescent Communities. Both of the Durham communities and a third property, Crescent Cameron Village in Raleigh, were all sold to Boston-based Berkshire Group in separate transactions upon completion. The property offers one, two and three-bedroom apartments. Community amenities include a rooftop mezzanine, gourmet catering kitchen, fitness center, flex yoga studio, conference room, executive business center, salt-water pool with cabana lounging areas, outdoor courtyard with grilling area, fireplace retreat, and much more.



WHETSTONE

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
05/22/15	2014	Durham	204	724	\$1,503	\$35,625,000	\$174,632	\$241	9.7

Developed by Virginia based Armada Hoffer, Whetstone Apartments is located at the intersection of Willard and Jackson Streets in downtown Durham. Construction of the project was completed in November 2014 and shortly thereafter in May 2015 the property was sold to Tribridge Residential LLC, an Atlanta-based apartment investor. The acquisition by Tribridge represented its third major investment in Triangle apartments in less than a year with the purchase of the 244-unit 401 Oberlin apartments in Raleigh for \$65 million, and the acquisition of the 319-unit Harrison Grande apartment community in Cary for \$38.7 million. Whetstone offers studio, one and two-bedroom apartments. Community amenities include a business center, clubhouse, controlled access, courtyard, fitness center, laundry facilities, lounge, maid service, pool, sundeck, and much more.



SALES COMP SUMMARY

401 OBERLIN

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
01/20/15	2014	Raleigh	244	1,023	\$1,682	\$65,000,000	\$266,393	\$260	13.2

401 Oberlin is a redevelopment of an old office building owned by the Taft Family of Greenville NC for more than 20 years. Tom Taft Sr. was quoted in a 2015 article saying that he never had any intention of selling the 401 Oberlin apartment project that his family-owned company built in 2014 at Cameron Village in Raleigh. But that all changed when TriBridge Residential of Atlanta offered to buy the project for \$65 million shortly after completion. 401 Oberlin was only about 62% occupied at the time of the sale. The 9,000-square-foot retail space on the ground level is anchored by Raleigh's new Tupelo Honey Café restaurant. The property offers studio, one, two, and three-bedroom apartments. Community amenities include a business center, cabana, clubhouse, controlled access, courtyard, fitness center, grill, movie theatre, pool, spa, and much more.



BERKSHIRE NINTH STREET

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
12/31/14	2014	Durham	294	939	\$1,897	\$77,000,000	\$261,905	\$279	11.5

Developed by Charlotte based Crescent Communities, this project was originally known as "Crescent Ninth Street". The property is located in the popular Ninth Street district of Durham a short distance from Duke Medical Center and only one block from the 208-unit Crescent Main Street, a sister property that was concurrently under development by Crescent Communities. Both of the Durham communities and a third property, Crescent Cameron Village in Raleigh, were sold to Boston-based Berkshire Group in separate transactions upon completion. The property offers studio, one, two, and three-bedroom apartments. Community amenities include a business center, clubhouse, concierge, fitness center, guest apartment, lounge, maid service, pet play area, pool, spa, storage space, and much more.



BERKSHIRE CAMERON VILLAGE

Sale Date	Built	Submarket	Units	Unit SF	Ave Rent	Sale Price	Price/Unit	Price/SF	GRM
12/19/14	2014	Raleigh	282	879	\$1,697	\$76,800,000	\$272,340	\$310	13.4

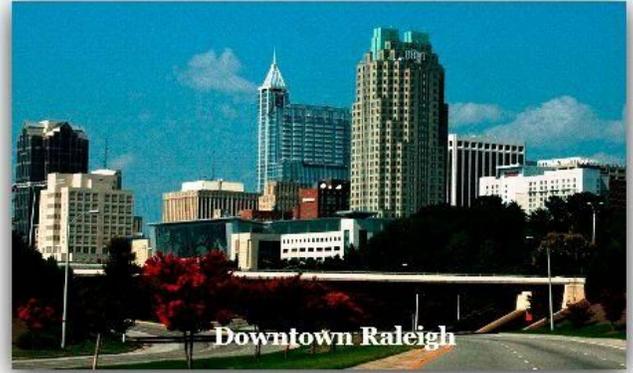
Developed by Charlotte based Crescent Communities, this project first opened to residents in the fall of 2014 and was originally known as "Crescent Cameron Village". The property is located directly across the street from the 401 Oberlin project at the corner of Oberlin Road and Clark Avenue in Raleigh's premiere retail center of Cameron Village and less than a mile from the Glenwood South corridor in downtown Raleigh. The completed project was acquired during lease-up by the Berkshire Group and the name was changed to Berkshire Cameron Village. The property offers studio, one, and two-bedroom apartments. Community amenities include a business center, clubhouse, concierge, controlled access, fitness center, grill, guest apartment, laundry facilities, lounge, pool, spa, storage space, sundeck, and much more.



TRIANGLE AREA OVERVIEW

RALEIGH/DURHAM/CHAPEL HILL

Raleigh, the state capital of North Carolina and the county seat of Wake County, together with the cities of Durham, Chapel Hill, and the Town of Cary, comprise the Triangle area--- a collection of four mid-sized cities and 29 smaller towns and several townships. Although the “Triangle” name is now used to refer to the geographic region in general, it originally referred to the three major universities in the region: the University of North Carolina at Chapel Hill, North Carolina State University in Raleigh, and Duke University in Durham. Dubbed the “Silicon Valley of the East” because of employment powerhouse Research Triangle Park (RTP), the area is preeminent in the fast-growing telecommunications, health care, biotechnology, pharmaceuticals, and financial services industries. Stabilized by the state capital and 12 universities throughout the region, the Triangle has become one of the Southeast’s leading business centers.



Raleigh and Durham are located about 20 miles apart, and each city borders the Research Triangle Park. The Raleigh-Durham Triangle metropolitan area is strategically located within the southeastern United States, with more than one-half of the nation’s population located within a 500-mile radius. Most major cities within North Carolina, including Charlotte, Winston-Salem, Greensboro, and Wilmington, are within a two-hour drive of the region. In addition, the Washington, D.C. metro area is located only 250 miles northeast of Raleigh-Durham, and Atlanta, Georgia, is approximately 400 miles southwest.

POPULATION

With a combined population of almost 2.2 million residents in 2017, the region has historically been one of the fastest growing population centers in the country. The population growth rate continues to surpass the national and state rates as more and more people are attracted to the area’s high-tech economy, relatively high-paying jobs, abundant education options, world-class healthcare centers, and low cost of living. Moreover, the region’s high quality of life, nationally renowned universities, mild weather and expansive transportation network adds to the area’s appeal.



COMBINED STATISTICAL AREA

The Combined Statistical Area (“CSA”) that makes up the Triangle region is composed of two Metropolitan Statistical Areas (“MSAs”) and four smaller “Micro Areas” as described below. The Raleigh MSA, encompassing Wake, Franklin, and Johnston counties, had an estimated population of 1,130,490 in 2010 compared to 797,071 in 2000, an impressive increase of 41.8%, making it the 4th fastest growing MSA and #1 when ranked among major metropolitan areas with populations exceeding one million. The Durham-Chapel Hill MSA includes the counties of Durham, Orange, Person, and Chatham and had an estimated population of 504,357 in 2010 compared to 426,493 in 2000, an increase of 18.3% during that period.

TRIANGLE AREA OVERVIEW

The CSA, which includes the Raleigh and Durham-Chapel Hill MSAs plus the nearby towns of Dunn, Henderson, Oxford and Sanford, had a combined population of 1,912,729 in July 2010 compared to 1,455,081 in July 2000, an increase of 31.5%, a growth rate more than three times the national average and the 2nd fastest growing CSA during that period among major metropolitan areas. According to the U.S. Census Bureau, the Raleigh-Durham-Chapel Hill CSA had an estimated population of 2,199,459 as of July 2017, ranking second only to the Charlotte in terms of population concentration within North Carolina.

Population Growth History 1990-2012
Raleigh-Durham-Chapel Hill Combined Statistical Area

	2012	Change	2011	Change	2010	Change	2000	Change	1990
Raleigh MSA	1,188,920	2.2%	1,163,343	2.9%	1,130,490	41.8%	797,071	47.3%	541,100
Durham MSA	524,708	1.8%	515,514	2.2%	504,357	18.3%	426,493	23.8%	344,625
Micro Areas:									
Dunn, NC	122,258	2.6%	119,214	4.0%	114,678	26.0%	91,025	34.2%	67,822
Henderson, NC	45,105	-0.4%	45,300	-0.3%	45,422	5.7%	42,954	10.4%	38,892
Oxford, NC	57,587	0.1%	57,514	-4.0%	59,916	23.5%	48,498	26.5%	38,345
Sanford, NC	59,318	1.2%	58,588	1.2%	57,866	18.0%	49,040	18.5%	41,374
CSA Totals	1,997,896	2.0%	1,959,473	2.4%	1,912,729	31.5%	1,455,081	35.7%	1,072,158
North Carolina	9,752,073	1.0%	9,656,401	1.3%	9,535,483	18.5%	8,049,331	21.4%	6,628,637
United States	313,993,272	0.8%	311,644,280	0.9%	308,745,538	9.7%	281,421,942	13.2%	248,709,873

Source: U.S. Census Bureau. The Combined Statistical Area (CSA) includes the Raleigh MSA, the Durham-Chapel Hill MSA, and four Micropolitan Areas.

Population Growth History 2013-2017
Raleigh-Durham-Chapel Hill Combined Statistical Area

	2017	Change	2016	Change	2015	Change	2014	Change	2013
Raleigh MSA	1,335,079	2.3%	1,304,896	2.5%	1,272,875	2.4%	1,242,613	2.3%	1,214,464
Durham MSA	567,428	1.5%	558,920	1.6%	550,346	1.6%	541,769	1.7%	532,944
Micro Areas:									
Dunn, NC	132,754	1.4%	130,899	2.1%	128,205	1.1%	126,801	1.4%	125,104
Henderson, NC	44,211	-0.5%	44,426	0.0%	44,433	-0.2%	44,528	0.1%	44,502
Oxford, NC	59,557	1.2%	58,824	1.0%	58,252	0.3%	58,067	0.4%	57,814
Sanford, NC	60,430	1.1%	59,746	0.5%	59,476	0.0%	59,501	-0.6%	59,874
CSA Totals	2,199,459	1.9%	2,157,711	2.1%	2,113,587	1.9%	2,073,279	1.9%	2,034,702
North Carolina	10,273,419	1.2%	10,146,788	1.0%	10,042,802	1.0%	9,943,964	1.0%	9,848,060
United States	325,719,178	0.7%	323,405,935	0.7%	321,039,839	0.8%	318,622,525	0.8%	316,234,505

Source: U.S. Census Bureau. The Combined Statistical Area (CSA) includes the Raleigh MSA, the Durham-Chapel Hill MSA, and four Micropolitan Areas.

TRIANGLE AREA OVERVIEW

Driven by the young demographics of the area, with an average age of 31, household formation has surged past even the region's phenomenal population expansion, with Durham's households developing at 1.81 percent per year and Raleigh's households expanding at a breathtaking 4.74 percent per annum since 2000. This incredible growth in households underpins the region's voracious appetite for multifamily housing due to the young, transient workforce and student population. Household income levels in the Triangle are higher than that of the nation and the state due to the knowledge-based, high skill employment at RTP and the major universities.

FAVORABLE BUSINESS CLIMATE

North Carolina's favorable business climate has been recognized by Forbes and others as one of the best states in the nation for businesses due to its low labor costs, low cost of living, and a highly educated workforce. The Raleigh-Durham area is consistently rated as one of the best areas for entrepreneurs, according to *Forbes*. The business magazine calls the Research Triangle Park one of the "biggest success stories for public-private partnerships," with more than 170 global companies that benefit from the universities both here in the immediate area and around the state. In fact, Forbes has named Raleigh the #1 "Best Place for Business and Careers" in at least four of the past ten years. Durham has been ranked consistently high on this list as well.

North Carolina landed four cities in the top-15 on Forbes' 2018 "Best Places for Business and Careers" list, and two within the top-five. But it was Raleigh that ranked highest of the four and was singled out by the business publication as "the most consistent performer" in the past 16 years. The study looked at 14 metrics related to jobs, economic growth, cost of living and education to assess business climates in the nation's 200 largest metropolitan areas.

Raleigh ranked No. 2 for the third year in a row, outshined only by Seattle. Forbes drew comparisons between Seattle and Raleigh and also pointed out an area where Raleigh has the upper hand. "Like Seattle, Raleigh features a strong economy and educated workforce, repopulated by nearby universities like Duke and UNC," the Forbes report said. "One big advantage for Raleigh is business costs that are 14% below the national average, per Moody's Analytics, compared to Seattle at 10% above the U.S. average."

- ***Raleigh ranks #2 on latest Forbes List for Businesses and Careers - News and Observer, November 2018***
- ***Raleigh Takes the Top Spot On a List of the 100 "Best Cities to Drive in" - WalletHub.com, July 2018***
- ***Raleigh came in First in a Survey of 2,000 GeekWire.com Readers as a Place Tech Industry Staffers Would Like to Live - Geekwire poll, July 2018***
- ***Raleigh listed in Top 10 Best Cities for New Grads Starting Out - Market Watch, May 2018***
- ***Raleigh Among the Best Places to Go in April - Town & Country Magazine, February 2018***
- ***Raleigh is No. 6 in a List of Top 20 State Capitals to Live In - WalletHub's study, February 2018***
- ***Raleigh is 1 of 10 Cities Primed for Economic Growth & Opportunity in 2018 - CardRates.com, February 2018***

TRIANGLE AREA OVERVIEW

- **Raleigh Ranks #5 for Best Metros for Dating 2018** – Apartment List, February 2018
- **Raleigh & Durham, North Carolina is Ranked #13 in Best Places to Live** - U.S. News & World Report, February 2018
- **Raleigh & Durham, North Carolina is Ranked #17 in Best Places to Retire** - U.S. News & World Report, February 2018
- **Raleigh Listed in the 10 Coolest Places to Eat in 2018** - Forbes, January 2018
- **Raleigh in Top 10 Best Cities in America to Live** - 24/7 Wall St., November 2017
- **Raleigh is #2 Most Educated City in the Country** - Forbes, October 2017
- **Raleigh in the Top 5 Cities for Jobs in the U.S.** - Glassdoor, September 2017
- **Raleigh is #3 Sportiest City** - Men's Health, September 2017
- **Raleigh is 1 of 10 Best Cities For Startups You'll Want to Be Based In** - Hubstaff, August 2017
- **Raleigh is Among Best Budget Destinations in America, Part III: The South** - Budget Travel, July 2017
- **Raleigh is #10 Among 100 Best Cities to Drive In**, WalletHub.com July 2017
- **Raleigh is #6 Among 100 Most Adventurous Cities in America** - Men's Health, June 2017
- **Raleigh is #14 Fastest Growing Metro in U.S.** - U.S. Census Bureau, March 2017
- **MIT's International Center for Aviation calls Raleigh's RDU International Airport Best Connected Medium Sized Airport** - News & Observer, May 2017
- **Raleigh Ranked #8 in Best Cities for Veteran Homebuyers to Live** - Veterans United Network, March 2017
- **Raleigh Ties for #7 in Best Places to Work for Veterans** - Veterans United Network, March 2017
- **Carolina Publishing Associates Names North Carolina Museum of Natural Sciences in Raleigh #1 Among 2016 Top N.C. Tourist Attractions** - WRAL, March 2017
- **Raleigh Among Top 10 Boomtowns of 2016** – SmartAsset.com, January 2017
- **Raleigh Among 12 Top Destinations of 2017** - Forbes Travel Guide, January 2017.

TRIANGLE AREA OVERVIEW

RESEARCH TRIANGLE PARK (“RTP”)

The Raleigh-Durham economy is anchored by world-class universities and is the seat of North Carolina’s state capital, but the most dynamic force in the area is Research Triangle Park (“RTP”), a hub for biotechnology, information technology, pharmaceuticals, financial services, electronics, and telecommunications. Representing an investment of over two billion dollars, the park is home to over 200 companies employing 50,000 workers and 10,000 contractors, including the second largest IBM operation in the world with around 11,000 employees in the RTP. The park hosts one of GlaxoSmithKline’s largest R&D centers with approximately 5,000 employees. Cisco Systems’ campus in RTP, with approximately 4,000 employees, is the highest concentration of its employees outside of its Silicon Valley corporate headquarters.



With nearly 7,000 acres situated in a pine forest campus with 22.5 million square feet of built space, the RTP is the largest planned research park in the world. The RTP is adjacent to Interstate 40 and the Durham Freeway---strategically located in the center of the geographic “Triangle” formed by Durham, Chapel Hill and Raleigh. A small part of the park stretches into Wake County, but the majority of the land is in Durham County. It is one of the most prominent high-tech research and development centers in the United States. It was created in 1959 by state and local governments, nearby universities, and local business interests. The park is managed by the Research Triangle Institute, a non profit contract research organization formed to supplement the activities of the neighboring universities. All the facilities, laboratories, and scientific personnel at the various universities are available to the organizations within the Park. The combined estimated annual salaries in the RTP are nearly \$3 billion, putting the Triangle area within the top 25 for the highest per capita income in the nation.

Known as a center of innovation through research and development, the RTP is supported through contact with the area’s many universities, especially through North Carolina State University’s Centennial Campus. Surrounded by 175,000 students in 12 universities throughout the region, the employers in RTP and other employment centers are never at a loss for highly educated and skilled workers, with a steady influx of recent college graduates entering the workforce every year. The presence of the RTP continues to make a considerable contribution to the area’s growth. Since its inception, activities in the RTP have become increasingly significant for the nation. Major tenants in the park are a virtual “Who’s Who of Industry”.

On October 1, 2015, the RTP announced plans for a \$50 million redevelopment involving the formation of "Park Center" consisting of over 300,000 square feet of public space at the heart of the Research Triangle Park. This public area will include retail outlets, food and beverage venues, and entertainment space. The redevelopment plans also include exploring partnerships with regional transit groups. The hope of the Research Triangle Foundation is to broaden public transportation to and from the area.

EMPLOYMENT

Research Triangle Park has carved a niche for itself as the “Silicon Valley of the East” and Durham has earned a reputation as the “City of Medicine,” prompting corporate expansions and relocations into the area by companies and highly-skilled, educated workers. With a total labor force of 1,136,291 as of September, 30, 2018, the Raleigh-Durham-Chapel Hill Combined Statistical Area (“CSA”) comprises nearly 23 percent of North Carolina’s available workers and over 23 percent of the state’s employment. Due to the area’s relatively young age distribution, the CSA typically has labor force participation rates several percentage points higher than the U.S. as a whole, contributing to the area’s economic preeminence and continued strength.

TRIANGLE AREA OVERVIEW

Due to the strong and diverse economy of the Raleigh-Durham-Chapel Hill region anchored by the Research Triangle Park, the unemployment rate continues to be below the state and national averages. The Triangle has added 56,347 jobs since the beginning of last year from 1,046,497 on December 31, 2016 to 1,104,844 as of September 30, 2018. During this same period, the total labor force increased by 42,784, resulting in a sharp decline in unemployment. The overall unemployment rate in the Triangle was 2.8 percent as of September 30, 2018 compared to 3.1 percent for North Carolina and 3.5 percent for the Nation.

Civilian Labor Force Estimates For Combined Statistical Area of Raleigh-Durham-Chapel Hill

2018	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP
Labor Force	1,121,244	1,132,537	1,137,690	1,133,243	1,144,008	1,150,735	1,162,391	1,137,629	1,136,291
Employed	1,074,936	1,086,448	1,093,380	1,095,093	1,106,012	1,106,522	1,119,513	1,096,998	1,104,844
Unemployed	46,308	46,089	44,310	38,150	37,996	44,213	42,878	40,631	31,447
Rate	4.1	4.1	3.9	3.4	3.3	3.8	3.7	3.6	2.8

Source: Division of Employment Security, North Carolina Department of Commerce.

Job growth is one of the most important economic indicators for the health of a regional economy and is also a factor in the demand for all types of real estate. Job growth attracts new residents to an area and increases income levels, accelerating the demand for all types of housing.

The Triangle region has experienced robust job growth for many years, consistently attaining some of the strongest employment growth rates in the nation. Even after accounting for 29,476 jobs lost in 2008 and 2009 during the recession, the Triangle region has created 224,632 new jobs in the past 12 years since the beginning of 2007. The region's average annual job growth rate of 1.95% during that period was two times greater than the average annual job growth of North Carolina and three times greater than that of the nation.

Employment History For Combined Statistical Area of Raleigh-Durham-Chapel Hill

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Labor Force	921,273	950,732	940,403	971,129	987,826	1,010,722	1,012,923	1,035,838	1,066,239	1,093,507	1,116,354	1,136,291
Increase	7,639	29,459	(10,329)	30,726	16,697	22,896	2,201	22,915	30,401	27,139	22,847	19,937
% Change	0.8%	3.2%	-1.1%	3.3%	1.7%	2.3%	0.2%	2.3%	2.9%	2.5%	2.1%	1.8%
Employed	884,918	884,067	855,442	890,271	908,414	935,797	958,093	987,215	1,017,000	1,046,497	1,072,730	1,104,844
Increase	4,706	(851)	(28,625)	34,829	18,143	27,383	22,296	29,122	29,785	29,340	26,233	32,114
% Change	0.53%	-0.10%	-3.24%	4.07%	2.04%	3.01%	2.38%	3.04%	3.02%	2.88%	2.51%	2.99%
Unemployed	36,355	66,665	84,961	80,858	79,412	74,925	54,830	48,623	49,239	47,010	43,624	31,447
Rate	3.9%	7.0%	9.0%	8.3%	8.0%	7.4%	5.4%	4.7%	4.6%	4.3%	3.9%	2.8%

Source: Division of Employment Security, North Carolina Department of Commerce.

EDUCATION

There are three world-renowned research universities in the area – North Carolina State University in Raleigh, University of North Carolina at Chapel Hill, and Duke University in Durham. Any of these universities by themselves would be a significant asset and an enormous economic engine. When you combine the resources of the three, all within a short drive of the other, you create one of the most dynamic regions in the country.

TRIANGLE AREA OVERVIEW

These three universities consistently rank among the top in the nation for graduate and undergraduate research, in such areas as medicine, law, engineering, business, computer science, and communications. The cumulative effect of these universities on the region is a diverse and highly educated workforce. In fact, the Triangle boasts one of the largest concentrations of college graduates and post-graduate degree holders in the United States.

North Carolina State University was founded in 1887 and with enrollment of 35,479 students is the largest university in North Carolina. Located on a 2,110- acre campus in the heart of Raleigh, North Carolina State is a nationally recognized leader in science and technology with historic strengths in agriculture, textiles, and engineering. The university has an annual budget of approximately \$820 million and an endowment valued at more than \$312 million. NC State offers bachelor's degrees in 113 fields of study, master's degrees in 163 fields and doctoral degrees in 61 fields, as well as a Doctor of Veterinary Medicine degree. North Carolina State University is ranked third nationally among all public universities (without medical schools) in industry-sponsored research expenditures. NC State's Centennial Campus, is also home to 130 corporate and government research partners, as well as incubator companies, and NC State University research units.

North Carolina State University (Raleigh)

- 35,479 students
- 7,727 degrees conferred annually
- 284 bachelor and masters programs
- 61 doctoral programs
- \$380 million in annual research expenditures
- Home to Centennial Campus



North Carolina State University's Centennial Campus is also seen as a model research park-though for a different reason than the RTP. Centennial Campus is all about interaction and partnerships. In fact, companies located in this research park must have some type of partnership with the university. These partnerships range from student internships and co-ops to formal research agreements between industry and faculty.

- Founded in 1985
- 1,227 acres immediately adjacent to NC State's main campus
- 1,013 acres - Centennial Campus
- 214 acres - Centennial Biomedical Campus
- 3 million square feet of space
- \$700 million invested in facilities and infrastructure



The University of North Carolina was chartered in 1789, which makes it the nation's oldest state university. Located on a 729 acre campus in Chapel Hill, the UNC campus is widely known for its picturesque and tranquil setting. It is the flagship of the 17 campuses of the University of North Carolina system. The current enrollment at UNC totals 29,847 undergraduate and graduate students. The UNC campus has the state's two oldest university buildings, Old East and Person Hall. Old East and Playmakers Theatre, an 1852 Greek-revival building, are listed as National Historic Landmarks.

UNC is consistently ranked among the top universities in the country. In 2015, *U.S. News & World Report* ranked UNC Chapel Hill 5th among the top public colleges and universities in the United States.

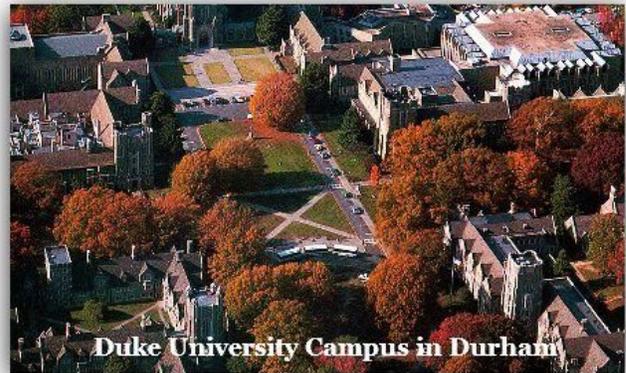
TRIANGLE AREA OVERVIEW

Many of UNC Chapel Hill's professional schools have achieved high rankings in publications such as Forbes magazine, as well as annual U.S. News & World Report surveys. UNC currently offers 77 bachelor's, 109 master's, and 66 doctorate programs in a variety of academic areas including business, dentistry, education, law, medicine, nursing, public health and social work, among others.

University of North Carolina at Chapel Hill (Chapel Hill)

- 29,847 students
- \$778 million in annual research funding
- Over 35 spin-off companies
- First public university in the United States (Chartered in 1789)

Duke University was founded in 1924 by the Duke family, owners of a vast tobacco empire. Located on a beautifully wooded campus in Durham, Duke's East Campus is recognized by its stately Georgian architecture, while its West Campus is Gothic in style and is dominated by the soaring 210-foot Duke Chapel Tower. Duke's full-time undergraduate and graduate enrollment totaled approximately 14,800 students as of 2016. Duke is widely recognized as one of the top private universities in the country; *U.S. News & World Report* ranked Duke University 8th in their 2013 ranking of national universities.



In addition, Duke is home to several of the country's most highly ranked graduate programs, its school (ranked #9), business school (ranked #12), and law school (ranked #11). The Duke University Medical Center, established in 1930, is the flagship of the broader Duke University Health System, which includes two community hospitals, Durham Regional Hospital and Raleigh Community Hospital. Duke University and the Duke Medical Center combined employ approximately 31,000 professionals.

Duke University (Durham)

- 14,800 students
- Approximately \$900 million in research expenditures annually
- In 2011 4,446 students earned their degree

Duke Medical Center Expansion

Duke Medicine is a world-renowned hospital and educational institution that in recent years has completed a massive \$900 million expansion, which includes the following:

The new **Duke Cancer Center (DCC)** opened in February 2012. The DCC is a \$235 million medical center expansion that added 123 exams rooms, 73 infusion stations, and a radiation oncology wing and mammography suite.

Duke Medicine Pavilion (DMP) is a vast \$596 million project that has added 608,000 square feet of state-of-the-art surgical, critical care and imaging facilities to Duke Hospital. DMP .

The new **Center for Health Education** is a state-of-the-art, \$55 million expansion to the medical school, which added 104,000 square feet in late 2012.

Construction began in 2012 on the new **Duke Eye Center**, a clinical facility that expands services and bring state-of-the-art optical imaging technologies to the existing facility, which is ranked 7th largest in the nation.

TRIANGLE AREA OVERVIEW

HEALTHCARE

With three major medical systems, including two top-rated teaching hospitals within thirty minutes of each other, Wake County is able to offer access to some of the best healthcare in the country.

Wakemed Health & Hospitals (Raleigh and Cary), founded in 1961 as the Memorial Hospital of Wake County, is a three hospital, 919-bed private not-for-profit health system based in Raleigh, North Carolina.

UNC/REX Health Care (Raleigh), founded in 1894, is a private, not-for-profit health care system. For over 120 years, UNC REX has met the health care needs of the community by providing various services throughout Wake County including multiple facilities located in Apex, Cary, Garner, Holly Springs, Knightdale, Wakefield, and Raleigh.

Duke Raleigh Hospital (Raleigh) has been an important part of Duke Medicine since 1998. Their affiliation with one of the country's best health systems provides their patients with access to the most advanced technology and leading-edge medicine available. Conveniently located in North Raleigh, Duke Raleigh Hospital has 186 beds and an impressive array of programs and services.

UNC Health Care (Chapel Hill) is a not-for-profit integrated health care system owned by the state of North Carolina and based in Chapel Hill. Established in 1998, UNC Health Care currently comprises UNC Hospitals and its provider network, the clinical programs of the UNC School of Medicine, and eight affiliate hospitals and hospital systems across the state.

Duke University Health System (Durham), founded in 1998, is a world-class network dedicated to employing Duke's strengths in patient care, education, and research to enhance and improve health care throughout North Carolina. The 957-bed Duke University Hospital is consistently rated one of the top hospitals in the United States. Duke Regional Hospital is a 369-bed acute care facility serving the health care needs of Durham and the surrounding communities for nearly 40 years.

TRANSPORTATION

The Raleigh-Durham-Chapel Hill area is located midway between north/south Interstate Highways 95 and 85. Interstate Highway 95 is the major east coast artery, linking New England to Florida. Interstate Highway 85 on the other hand, forms the backbone of the largest manufacturing region in the Southeast, reaching from Richmond to Atlanta. Interstate Highway 40, an east/west interstate which extends coast-to-coast from Wilmington, North Carolina on the east coast to California on the west coast, bisects the Research Triangle Park, and connects Raleigh with I-85 on the west and I-95 on the east. Interstate Highways 440 and 540 loop around the City of Raleigh in order to facilitate the flow of traffic through the city.

Highways - The Raleigh-Durham-Chapel area is served by a highly efficient highway system. The transportation system in the Triangle area provides excellent access to the Cities of Raleigh, Durham and Chapel Hill, as well as the Raleigh-Durham International Airport and other cities in North Carolina. Major highways serving the area north/south include U.S. Highways 1 and 401 and east/west include U.S. Highways 64 and 70, as well as N.C. Highways 50 and 54. Three interstate highways (I-40, I-85, and I-95) traverse the Raleigh-Durham region, giving the area excellent access to many East Coast destinations. In fact, the Triangle Region is within two days' trucking distance of over 60% of the U.S. population.

Interstate-40 is a six-lane east-west highway that bisects Research Triangle Park and runs coast to coast from North Carolina to California. Traversing north-south, Interstate-85 passes through Orange, Durham, and Granville counties and forms the backbone of the largest manufacturing region in the Southeast, stretching from Richmond, Virginia, to Atlanta, Georgia. **Interstate-95** passes through Harnett and Johnston counties, approximately 30 minutes east of Raleigh, where it intersects with Interstate 40. I-95 is the eastern seaboard's dominant interstate, originating at the Maine/Canadian border and terminating 1,800 miles south in Miami, Florida.

TRIANGLE AREA OVERVIEW

Interstate-440 is a circular beltway that loops around the inner portion of Raleigh. The North Carolina Department of Transportation is currently constructing **Interstate-540** which will be “Raleigh’s Outer Loop.” The first section of I-540, known as the Northern Wake Expressway, has been completed from State Highway 55 to U.S. Highway 64 on the northeast side of Raleigh. Construction is also currently underway on the **Western Wake Freeway (Triangle Expressway)**, a toll road extension of I-540 which will link up with Highway 55 near Holly Springs in southeast Raleigh. Future plans call for construction of eastern and southern segments to complete an outer loop surrounding the Raleigh-Durham-Chapel Hill MSA.

The \$1 billion **Triangle Expressway** project is the single largest transportation infrastructure project in North Carolina history. The project will improve commuter mobility and connectivity to western Wake County and Research Triangle Park while reducing congestion on the existing north-south routes that serve the Triangle Region, primarily NC 55 and NC 54. Phase I opened in December 2011, and Phase II opened in August 2012. Commuters to the RTP are saving 20 minutes roundtrip from many parts of the region, and congestion has been reduced along the I-40 main thoroughfare.

Airport - Raleigh-Durham International Airport (“RDU”), ideally located between the cities of Raleigh and Durham and barely a mile from RTP, connects the area with the nation and the world and acts as a catalyst for the region’s economic growth. With nearly 450 daily arrivals and departures conducted by 10 major and 19 regional airlines, the airport serves 48 destinations non-stop. In 2017, RDU provided flights for more than 11.6 million passengers, employed more than 4,500 people, and had an annual economic impact of \$12.6 billion.

Rail and Bus In addition, Raleigh is served by two railroads offering twenty (20) freight trains daily; passenger service is provided by AMTRAK. Two major nationwide bus lines, Greyhound Trailways and Carolina Trailways, also have depots throughout the Triangle area.

SHOPPING

The Streets at Southpoint is Durham’s newest mall, having opened its doors in March 2003. This 1.3 million square-foot super-regional mall contains over 140 shops and is anchored by Sears, Macy’s, JCPenney, Belk, and North Carolina’s first Nordstrom. The mall also includes Main Street at Southpoint, which is a 200,000 square foot, open-air entertainment area featuring restaurants, retail shops, and a 16-screen movie theater complex. The Streets at Southpoint is conveniently located at the intersection of I-40 and Fayetteville Road, approximately five miles south of Alexan Garrett Farms.

Crabtree Valley Mall is located in Raleigh at the intersection of U.S. Highway 70 West (Glenwood Ave.) and I-440 and is the largest indoor mall in North Carolina, containing more than 1.3 million square feet of net rentable area. Crabtree Valley contains 220 specialty retailers and is anchored by Macy’s, Belk, and Sears.

City Market, with its cobblestone streets and tile-roofed buildings, is a focal point of Raleigh’s downtown revitalization. This 1911 Spanish-style market is now the location of numerous specialty shops, an antique mall, several restaurants and pubs, and a comedy club. City Market is home to First Friday, one of Raleigh’s most exciting evening entertainment events held on the first Friday of each month.

North Hills Mall is an upscale open-air shopping center located in Raleigh near the I-440/Six Forks Road interchange. Developed by Kane Realty in 2004, North Hills is a mixed use center with 925,000 square feet and is anchored by a JCPenney and Target. The property also includes numerous restaurants, 133,000 square feet of office space, a movie theater, and a 150-room hotel.

Triangle Town Center opened in August 2002 and is Raleigh’s newest enclosed shopping mall. Triangle Town Center is located at the intersection of I-540 and U.S. Highway 1 (Capital Blvd.) and contains 150 specialty retailers and is anchored by Belk, Macy’s, Sears, Dillard’s, and Saks Fifth Avenue.

TRIANGLE AREA OVERVIEW

South Square Mall is a 432,000 square foot retail center located just two miles from Alexan Garrett Farms. The mall includes Super Target, Sam's Club, Office Depot and Petco.

Patterson Place is a 517,000 square foot retail center located less than one mile from Alexan Garrett Farms. The mall is over 98.0% leased to a variety of tenants include The Home Depot, Kroger, Bed Bath & Beyond, Total Wine, Kohl's, DSW and Panera Bread.

RECREATION

A wealth of recreational opportunities exists for residents of the Raleigh-Durham area. The Atlantic coast beaches are a convenient 140 miles east of Raleigh-Durham, while the scenic Blue Ridge Mountains are located 180 miles west. Numerous publicly accessible parks and gardens are located throughout the Raleigh-Durham metro area. Raleigh-Durham's three major universities routinely produce championship-caliber sports teams in a variety of athletics.

The Raleigh-Durham-Chapel Hill area offers a variety of recreational opportunities and entertainment for all interests. The area is well known for its athletic, cultural, and fine arts programs. The area has nearly 200 parks, recreation areas and playgrounds operated by state, county and city governments. Several large lakes are available for public boating and water sports. Kerr Lake, with its extensive shoreline, has facilities for fishing, boating, camping, and water sports and is located 45 miles away from the outskirts of the Triangle. Falls Lake and Jordan Lake, each less than 25 miles from downtown Raleigh, are available for public recreation.

In addition to nearby recreation, the Raleigh-Durham-Chapel Hill area is within 140 miles of the coastal beaches to the east and 180 miles from the mountains to the west. Many outstanding golf events are held in Raleigh each year and attract both professional and amateur golfers. The Raleigh-Durham area contains more than 40 publicly accessible golf courses, including the highly ranked **Duke University Golf Club** in Durham and the **UNC Finley** golf course in Chapel Hill. In addition, the world-renowned **Pinehurst Golf Resort**, which will host the 2014 USGA Open Championship is a short drive 80 miles south of Raleigh-Durham. In addition, the three major universities located in the area provide excellent sports entertainment for the area's fans. Most recently, Raleigh landed a professional hockey franchise, the Carolina Hurricanes, which is playing in the new state-of-the-art arena in Raleigh.

PARKS AND GARDENS

The **Sarah P. Duke Gardens** are open to the public and encompass 55 acres of landscaped and woodland gardens in the heart of Duke's West Campus. The Duke Forest, established in 1931, covers 7,900 acres in north central Piedmont and serves as a natural outdoor laboratory for Duke and neighboring universities. Selected roads and trails in the Duke Forest are open to visitors for hiking, biking and horseback riding.

Falls Lake State Recreation Area is located approximately 12 miles east of Durham and is one of the largest recreational facilities in the state. Falls Lake offers a wide variety of activities, including camping, hiking, fishing, boating and swimming, as well as numerous picnic areas and playgrounds.

Lake Crabtree County Park is located off Aviation Parkway at I-40 in Raleigh. Lake Crabtree County Park's 200 acres provide exciting opportunities for enjoying the outdoors. On the shores of a 500-acre flood control lake, Lake Crabtree County Park attracts boaters, fishermen, group and individual picnickers, hikers, mountain bikers and nature lovers. The park offers picnic shelters which are available for group rentals.

Jordan Lake State Recreational Area is a 13,900-acre reservoir in Chatham County which offers boating, camping, fishing, swimming and a full-service commercial marina. Jordan Lake is the largest summertime home of the bald eagle in the eastern United States.

TRIANGLE AREA OVERVIEW

SPORTS

The National Hockey League's **Carolina Hurricanes** and North Carolina State University's Wolfpack men's basketball team both play home games in the **PNC Arena** in Raleigh. **The Durham Bulls** are the AAA affiliate of the National Baseball League's Tampa Bay Devil Rays and play their home games in a \$16 million, brick ballpark in downtown Durham. The Duke University Blue Devils play home basketball games at the 9,314-seat **Cameron Indoor Stadium** and football games at the 33,941-seat **Wallace Wade Stadium**. The University of North Carolina Tar Heels play home basketball games at the 23,713-seat **Dean E. Smith Center** and home football games at **Kenan Stadium**.

CULTURE

The Raleigh-Durham metro area contains a rich and diverse cultural history, due in large part to the area's three major universities and Raleigh's position as the Capital of North Carolina.

The Duke University Libraries, with more than five million volumes, rank among the top 10 private research libraries in the country.

The Morehead Planetarium at the University of North Carolina campus is one of the largest planetariums in the United States.

North Carolina Museum of Art, located in Raleigh, houses a permanent collection of Renaissance and Baroque paintings that is internationally recognized.

The North Carolina Museum of Natural Sciences in Raleigh contains 70,000 square feet of walk-through environments. Live animals are included in exhibits throughout the museum.

The **Duke University Primate Center**, the only university-based facility in the world devoted to the study of prosimian primates, is home to the world's largest colony of endangered primates, including more than 250 lemurs, bush babies and lorises.

The **Duke University Museum of Art** was founded in 1969 and contains an impressive array of collections. The museum's Brummer Collection of Medieval and Renaissance art is widely regarded as one of the finest collections of its kind in any university gallery in the United States, as is the large pre-Columbian collection from Central and South America.

Exploris is a state-of-the-art interactive global learning center located in Raleigh that contains a seven-story-high IMAX movie theater.

Based in Raleigh at the **Meymandi Concert Hall**, the North Carolina Symphony performs approximately 170 times each year, frequently with internationally known artists.

The Carolina Theatre, located in Durham, was originally built in 1926 and underwent an extensive \$7.8 million renovation in 1986. This 1,400-seat venue is a beautiful example of neo-classical and Beaux-arts style architecture and host numerous live performances annually.

Memorial Hall on the UNC Chapel Hill campus reopened in fall 2005 after a three-year, \$18 million renovation designed to make the famed venue a focal point for the performing arts across the region. Memorial Hall hosts the Carolina Performing Arts Series and anchors the planned Arts Common, which will extend southward from Franklin Street to Playmakers Theatre, the oldest building on campus dedicated to the arts.

The **Ackland Art Museum** at UNC exhibits from a permanent collection of more than 15,000 works of art, particularly rich in Old Master paintings and sculptures by artists including Degas, Rubens and Pissarro; Indian miniatures; Japanese paintings; and North Carolina folk art.

BROKER PROFILE

Multifamily Realty Advisors, LLC (“MRA”) is a regional commercial real estate firm with an exclusive focus on the apartment sector. MRA provides brokerage and advisory services to buyers, sellers, developers, and lenders of apartment properties within the specific markets we cover. The firm’s primary apartment markets are Raleigh-Durham-Chapel Hill (the “Triangle” area) and Wilmington, North Carolina.

Richard Cotton is Managing Director of Multifamily Realty Advisors. He has an extensive background in the acquisition, management, and sale of multifamily projects. For more than twenty-five years, he was President, CEO, and majority stockholder of Montgomery Financial Corporation (“MFC”), a real estate investment and management firm where he successfully created and managed a series of nineteen (19) real estate limited partnerships that acquired, owned and operated a diversified portfolio of residential and commercial real estate in four states. Fourteen of the MFC sponsored partnerships were formed for the acquisition and management of multi-family and single-family residential properties, and five partnerships were formed for the acquisition and management of commercial projects, including two office buildings, two hotels, and one industrial property. The MFC sponsored partnerships continued in operation under Richard’s direct management for an average of ten years each until the last project was sold in 2001.

Richard has broad experience as a principal in the negotiation of contracts relating to the acquisition, financing and sale of commercial real estate, particularly multi-family and hotel properties. He was President and CEO of six MFC wholly-owned subsidiary corporations including Montgomery Mortgage, Inc., which provided overall mortgage banking services; Montgomery Equities, Inc., an NASD registered broker/dealer firm; Montgomery Advisors, Inc., a registered investment advisor; Montgomery Real Estate, Inc., a licensed real estate subsidiary providing real estate brokerage services; and Montgomery Model Homes, Inc., an investment subsidiary.

Prior to the formation of Multifamily Realty Advisors, from 2004-2009, Richard was a commercial broker specializing in multifamily with Prudential CRES Commercial Real Estate (Raleigh and Wilmington) which subsequently merged with Coldwell Banker Commercial-Sun Coast Partners. During this period, Richard was leading broker in sales volume for the years 2005-2006 and was “Broker of the Year” in both 2007 and 2009. He is a recipient of the CoStar Power Broker award for the Raleigh-Durham-Chapel Hill market for the years 2009, 2011, 2012, and 2013. Richard’s exclusive focus as a broker is multifamily acquisitions, sales, and development. He has been an Advisory Committee Member of the National Multi Housing Council for many years.

MRA

MULTIFAMILY REALTY ADVISORS, LLC

APARTMENT BROKERS AND ADVISORS

www.mra-apartments.com

RICHARD R. COTTON

rcotton@mra-apartments.com

910-431-7986

RALEIGH, NORTH CAROLINA

WILMINGTON, NORTH CAROLINA

CONFIDENTIALITY AGREEMENT AND BUYER REGISTRATION

Multifamily Realty Advisors, LLC ("MRA") has been retained as advisor and exclusive listing broker regarding the sale of certain apartment properties in North Carolina (the "Property") appearing on MRA's website at www.mra-apartments.com and specifically designated as "Property Listings". You have informed us that the undersigned person or entity is a potential buyer of multifamily properties ("Buyer") and may be interested in the purchase of the Property. MRA has prepared a confidential offering memorandum ("Offering Memorandum") for informational purposes to assist potential buyers in determining whether or not to proceed with an in-depth investigation of the Property.

Buyer has requested that MRA furnish a copy of the Offering Memorandum, which is intended solely for Buyer's use in determining whether it has an interest in acquiring the Property. The Offering Memorandum and any other written materials or oral communications relating to the Property that is or may in the future be furnished to Buyer by MRA, is of a confidential nature. This information may include, without limitation, various papers, documents, legal instruments, studies, brochures, computer output, and other materials, and any discussions or Property visitations which are conducted with or by Buyer concerning the Property (all of the aforementioned information is collectively referred to as "Evaluation Material"). In this connection, MRA is prepared to consider the furnishing of the Evaluation Material to Buyer only upon the condition that Buyer agrees to treat the Evaluation Material confidentially as hereinafter provided. Therefore, as a prerequisite to MRA furnishing this Evaluation Material to Buyer, the undersigned hereby agrees as follows:

1. All Evaluation Material furnished to Buyer by MRA or the owner of the Property ("Seller") will not be used or duplicated by Buyer for any purpose other than evaluating a possible purchase of the Property by Buyer. Therefore, Buyer agrees to keep all Evaluation Material (other than information which is a matter of public record or is provided in other sources readily available to the public other than as a result of disclosure by Buyer or a Related Party) strictly confidential; provided, however, that the Evaluation Material may be disclosed to directors, officers, and employees of Buyer, and to Buyer's outside counsel and accounting firm (all of whom are collectively referred to as "Related Parties") who, in Buyer's judgment, need to know such information for the purpose of evaluating a possible purchase of the Property. These Related Parties shall be informed by Buyer of the confidential nature of such information and shall be directed by Buyer to keep such information in the strictest confidence and to use such information only for the purpose of evaluating a possible purchase by Buyer. Buyer will promptly, upon the request of MRA or Seller, deliver to MRA or Seller all written Evaluation Material furnished to it by MRA or Seller, whether furnished before or after the date of this letter, without retaining copies thereof.

2. Buyer agrees not to make any of the Evaluation Material available, or disclose any of the contents of the Evaluation Material, or disclose either the fact that discussions or negotiations are taking place concerning a possible sale of the Property to Buyer or any of the terms, conditions, or other facts with respect to any such investment proposal, including the status thereof, to any person other than as permitted by the preceding paragraph unless: (i) such person has been identified in writing to MRA; (ii) MRA has approved in writing the disclosure of the Evaluation Material to such person; and (iii) such person has entered into a written Confidentiality Agreement with MRA the provisions of which agreement shall be substantially the same as the provisions of this Agreement. The term "person" as used in this Agreement shall be interpreted broadly to include, without limitation, any corporation, partnership, association, or individual. Buyer will direct Related Parties to whom Evaluation Material is made available not to make similar disclosures and any such disclosure shall be deemed, made by, and be the responsibility of Buyer.

3. Although MRA has endeavored to include in the Evaluation Material information that it believes to be relevant to Buyer's investigation, Buyer understands and acknowledges that neither MRA nor Seller makes any representation or warranty as to the accuracy or completeness of the Evaluation Material. The financial information and projections contained in the Evaluation Material represent estimates based on assumptions considered reasonable under the circumstances although not independently verified by MRA. MRA and Seller make no representations or warranties, express or implied, that actual results of operations will conform to such projections. Seller and MRA expressly disclaim any and all liability for representations or warranties, express or implied, contained in the Evaluation Material or for omissions from the Evaluation Material, or in any other written or oral communications transmitted or made available to Buyer. Buyer agrees that neither MRA nor Seller nor any affiliate of MRA or Seller shall have any liability to Buyer or any of its representatives or Related Parties resulting from use of or reliance upon the Evaluation Material.

4. Seller and MRA expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property from Buyer or any other person or entity and or to terminate discussions with Buyer or any other person or entity at any time with or without notice. Seller shall have no legal commitment or obligation to Buyer, or any other person or entity reviewing the Evaluation Material or making an offer to purchase the Property unless and until such purchase of the Property is approved on whatever terms deemed desirable by the necessary officers and/or the Board of Directors of Seller, a written agreement for the purchase of the Property has been fully executed, delivered and approved by Seller and its legal counsel, any conditions to Seller's obligations thereunder have been satisfied or waived, and any conditions to Buyer's obligations thereunder have, in the opinion of the Seller, been satisfied.

5. Buyer is advised that MRA is acting on behalf of Seller in connection with the sale of the Property. If Buyer is represented by a licensed real estate broker ("Buyer's Broker"), then Buyer has engaged such Buyer's Broker as its exclusive agent or advisor in connection with its negotiation for the possible acquisition of the Property. Buyer agrees that it will pay Buyer's Broker any commission, fee or other compensation to which Buyer's Broker may be entitled as a result of any proposed or actual transaction relating to the Property unless MRA has agreed in writing pursuant to a separate co-broker agreement, to pay a share of its fee to Buyer's Broker. MRA shall be under no obligation to effect such an agreement with Buyer's Broker, and Buyer's Broker acknowledges and understands that it must otherwise look solely to Buyer for payment of any such commission, fee or other compensation in connection with any transaction involving the Property. Except as otherwise provided above, neither Seller nor MRA shall be liable to any broker, finder, agent or representative of Buyer, including Buyer's Broker, for any commission, fee or other compensation relating to or arising out of the sale or potential sale of the Property. Buyer and Buyer's Broker acknowledge that they are not engaged by Seller in any manner or in any capacity.

6. Buyer acknowledges and represents that it has not had any discussion regarding the Property with any other broker or agent other than MRA or an agent/broker properly identified through this registration process and Buyer has not contracted with or otherwise engaged any other broker, finder, agent or representative in connection with Buyer's possible acquisition of the Property. Therefore, Buyer agrees to pay all brokerage commissions, finder's fees, and other compensation to which any broker, finder or other person may be entitled in connection with the sale of the Property if such claim or claims for commissions, fees or other compensation are based in whole or in part on dealings with Buyer or any of its representatives (except MRA's compensation which is payable by Seller); and Buyer agrees to indemnify and hold harmless MRA and Seller, their respective affiliates, successors, and assigns, employees, officers, and directors against and from any loss, liability or expense, including reasonable attorney's fees, arising out of any claim or claims by any broker, finder or similar agent for commissions, fees or other compensation for bringing about any sale of the Property to Buyer if such claim or claims are based in whole or in part on dealings with Buyer or any of its representatives.

7. Buyer and Buyer's Broker agree that they will not contact the Seller or any of its employees or make site visits at the Property without the prior written approval of MRA and it is hereby acknowledged that doing so would be a violation of this Confidentiality Agreement. Any and all questions relating to the Evaluation Materials or the Property and/or requests for site visits shall be directed solely to MRA.

8. This Agreement shall be governed and construed in accordance with the laws of North Carolina. Any litigation arising out of this Agreement or the transactions contemplated hereby shall be brought in the courts of North Carolina, and the parties hereto consent to the jurisdiction of such courts. This Agreement may be amended only by a written agreement signed by all parties hereto. The terms of this Agreement will apply to Buyer and any related entities and to Buyer's Broker (if applicable).

If you are in agreement with the foregoing, please indicate your acceptance of the terms and conditions hereof. If Buyer is represented by a Buyer's Broker, this Confidentiality Agreement and Buyer Registration must be completed and signed by both Buyer and Buyer's Broker and returned to MRA. Additional information and the opportunity to inspect the Property will be made available to qualified prospective buyers upon request. If you have any questions, please contact Richard Cotton at (910) 431-7986.

AGREED TO AND ACCEPTED

BY BUYER:

BY BUYER'S AGENT (IF APPLICABLE):
(Please see Paragraph 5 and 6 above)

Buyer's Name _____

Buyer's Agent _____

Company _____

Company _____

Address _____

Address _____

City _____

City _____

State, Zip _____

State, Zip _____

Phone _____

Phone _____

Email _____

Email _____

Date _____

Date _____

Signature

Signature

APPROVED AND ACCEPTED BY BROKER:

Richard R. Cotton

Date

Please email entire Agreement to:

RICHARD R. COTTON
rcotton@mra-apartments.com
(910) 431-7986

WORKING WITH REAL ESTATE AGENTS

NOTE: Effective July 1, 2001, in every real estate sales transaction, a real estate agent shall, at first substantial contact directly with a prospective buyer or seller, provide the prospective buyer or seller with the following information [NC Real Estate Commission Rule 21 NCAC 58A.0104(c)].

When buying or selling real estate, you may find it helpful to have a real estate agent assist you. Real estate agents can provide many useful services and work with you in different ways. In some real estate transactions, the agents work for the seller. In others, the seller and buyer may each have agents. And sometimes the same agents work for both the buyer and the seller. It is important for you to know whether an agent is working for you as your agent or simply working with you while acting as an agent of the other party.

This brochure addresses the various types of working relationships that may be available to you. It should help you decide which relationship you want to have with a real estate agent. It will also give you useful information about the various services real estate agents can provide buyers and sellers, and it will help explain how real estate agents are paid.

SELLERS

Seller's Agent

If you are selling real estate, you may want to “list” your property for sale with a real estate firm. If so, you will sign a “listing agreement” authorizing the firm and its agents to represent you in your dealings with buyers as your *seller's agent*. You may also be asked to allow agents from other firms to help find a buyer for your property.

Be sure to read and understand the listing agreement before you sign it. Your agent must give you a copy of the listing agreement after you sign it.

Duties to Seller: The listing firm and its agents must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have signed the listing agreement, the firm and its agents may not give any confidential information about you to prospective buyers or their agents without your permission so long as they represent you. **But until you sign the listing agreement, you should avoid telling the listing agent anything you would not want a buyer to know.**

Services and Compensation: To help you sell your property, the listing firm and its agents will offer to perform a number of services for you. These may include • helping you price your property • advertising and marketing your property • giving you all required property disclosure forms for you to complete • negotiating for you the best possible price and terms • reviewing all written offers with you and • otherwise promoting your interests.

For representing you and helping you sell your property, you will pay the listing firm a sales commission or fee. The listing agreement must state the amount or method for determining the commission or fee and whether you will allow the firm to share its commission with agents representing the buyer.

Dual Agent

You may even permit the listing firm and its agents to represent you **and** a buyer at the same time. This “dual agency relationship” is most likely to happen if an agent with your listing firm is working as a *buyer's agent* with someone who wants to purchase your property. If this occurs and you have not already agreed to a dual agency relationship in your listing agreement, your listing agent will ask you to amend your listing agreement to permit the agent to act as agent for both you and the buyer.

It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally. Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a dual agent's loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction.

BUYERS

When buying real estate, you may have several choices as to how you want a real estate firm and its agents to work with you. For example, you may want them to represent only you (as a **buyer's agent**). You may be willing for them to represent both you and the seller at the same time (as a **dual agent**). Or you may agree to let them represent only the seller (**seller's agent** or **subagent**). Some agents will offer you a choice of these services. Others may not.

Page 1 of 3



North Carolina Association of REALTORS®, Inc.



STANDARD FORM 520
REC 1/1/2009
© 7/2013

Buyer's Agent

Duties to Buyer: If the real estate firm and its agents represent you, they must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have agreed (either orally or in writing) for the firm and its agents to be your *buyer's agent*, they may not give any confidential information about you to sellers or their agents without your permission so long as they represent you. But **until you make this agreement with your buyer's agent, you should avoid telling the agent anything you would not want a seller to know.**

Unwritten Agreements: To make sure that you and the real estate firm have a clear understanding of what your relationship will be and what the firm will do for you, you may want to have a written agreement. However, some firms may be willing to represent and assist you for a time as a *buyer's agent* without a written agreement. But if you decide to make an offer to purchase a particular property, the agent must obtain a written agency agreement before writing the offer. If you do not sign it, the agent can no longer represent and assist you and is no longer required to keep information about you confidential.

Be sure to read and understand any agency agreement before you sign it.

Services and Compensation: Whether you have a written or unwritten agreement, a *buyer's agent* will perform a number of services for you. These may include helping you • find a suitable property • arrange financing • learn more about the property and • otherwise promote your best interests. If you have a **written** agency agreement, the agent can also help you prepare and submit a written offer to the seller.

A *buyer's agent* can be compensated in different ways. For example, you can pay the agent out of your own pocket. Or the agent may seek compensation from the seller or listing agent first, but require you to pay if the listing agent refuses. Whatever the case, be sure your compensation arrangement with your *buyer's agent* is spelled out in a buyer agency agreement before you make an offer to purchase property and that you carefully read and understand the compensation provision.

Dual Agent

You may permit an agent or firm to represent you **and** the seller at the same time. This “dual agency relationship” is most likely to happen if you become interested in a property listed with your *buyer's agent* or the agent's firm. If this occurs and you have not already agreed to a dual agency relationship in your (written or oral) buyer agency agreement, your *buyer's agent* will ask you to amend the buyer agency agreement or sign a separate agreement or document permitting him or her to act as agent for both you and the seller. It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally. Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a *dual agent's* loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction. This can best be accomplished by putting the agreement in writing at the earliest possible time.

Seller's Agent Working with a Buyer

If the real estate agent or firm that you contact does not offer *buyer agency* or you do not want them to act as your *buyer agent*, you can still work with the firm and its agents. However, they will be acting as the *seller's agent* (or “subagent”). The agent can still help you find and purchase property and provide many of the same services as a *buyer's agent*. The agent must be fair with you and provide you with any “material facts” (such as a leaky roof) about properties.

But remember, the agent represents the seller - not you - and therefore must try to obtain for the seller the best possible price and terms for the seller's property. Furthermore, a *seller's agent* is required to give the seller any information about you (even personal, financial or confidential information) that would help the seller in the sale of his or her property. Agents must tell you *in writing* if they are *sellers' agents* before you say anything that can help the seller. But **until you are sure that an agent is not a seller's agent, you should avoid saying anything you do not want a seller to know.**

Sellers' agents are compensated by the sellers.

FOR BUYER/SELLER

This is not a contract

December 28, 2018

Date

Multifamily Realty Advisors, LLC

Firm Name

Richard R. Cotton

220519

Agent Name

License Number

**Disclosure of Seller Subagency
(Complete, if applicable)**

When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see "Seller's Agent Working with a Buyer" in the brochure.

Agent's Initials Acknowledging Disclosure: RRC

The North Carolina Real Estate Commission
P.O. Box 17100 Raleigh, North Carolina 27619-7100
919/875-3700 Web Site: www.ncrec.state.nc.us
REC 3.45 1/1/09

**WORKING WITH REAL ESTATE AGENTS
Agents must retain this acknowledgment for their files.**

This is not a contract

By signing, I acknowledge that the agent named below furnished a copy of this brochure and reviewed it with me.

Buyer or Seller Name (Print or Type)

Buyer or Seller Name (Print or Type)

Buyer or Seller Signature

Buyer or Seller Signature

Date

Date

Multifamily Realty Advisors, LLC

Firm Name

Richard R. Cotton - 220519

Agent Name and License Number

Disclosure of Seller Subagency

When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see "Seller's Agent Working with a Buyer" in the brochure.

Buyer's Initials Acknowledging Disclosure: _____