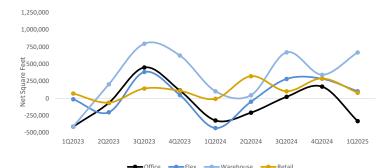
# – 1Q 2025 Triangle Market Report

PROF

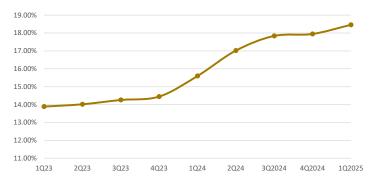
# Triangle MARKET REVIEW

Past 12 Mo. Change	1Q2024	1Q2025	FORECAST
OFFICE			
Overall Vacancy	15.28%	17.24%	
Class A Vacancy	15.60%	18.46%	
Class B Vacancy	14.93%	14.00%	
Class C Vacancy	10.52%	14.87%	
Net Absorption 1Q	-321,067	-331,043	
WAREHOUSE			
Overall Vacancy	5.93%	7.32%	
Net Absorption 1Q	104,290	669,624	
FLEX/LAB			
Overall Vacancy	15.96%	15.35%	
Net Absorption 1Q	-431,343	103,456	
RETAIL			
Overall Vacancy	6.02%	6.09%	▼
Net Absorption 1Q	-6,532	82,383	

#### QUARTER-OVER-QUARTER NET ABSORPTION



#### CLASS A OFFICE VACANCY



Research data and forecasts throughout this publication have been compiled in part from the most recent editions of SPACE: The Triangle's Commercial Real Estate Quarterly, Real Capital Analytics, and CoStar Market Analytics.

#### MARKET OVERVIEW

From the fourth quarter of 2024 to the first quarter of 2025, office vacancy increased by .44% to 17.24%, warehouse vacancy decreased by .3% to 7.32%, flex/ lab vacancy decreased by .2% to 15.35%, and retail vacancy increased by .35% to 6.09%. Warehouse, flex/lab, and retail property types reported positive quarterly net absorption and office reported negative net absorption. Compared to one year ago, warehouse, flex/lab, and retail are all starting 2025 with stronger absorption.

Within the Triangle Metropolitan Statistical Area (MSA), comprised of Raleigh, Cary, Durham, Chapel Hill, and surrounding counties, the unemployment rate in March was reported at 3.12%, down from 3.33% a year ago. The Triangle MSA's unemployment rate outpaces the Statewide Unemployment rate of 3.70% and the National Unemployment Rate of 4.20%.

On the development front, the pipeline for new projects has been sparse. Under construction totals for each property type include 150,498 square feet of office space, 2,679,278 square feet of warehouse, 162,017 square feet of flex/lab space, and 358,222 square feet of retail.

The largest Triangle transaction was the sale of the Advanced Auto Parts Tower in North Hills. Highwoods Properties purchased the 20-story, 346,000 square foot office tower for \$138 million. The building which opened in 2020, was fully leased at the time of sale with an average lease term of 8.2 years.

Capital markets have continued to see lower-thanaverage historical volumes. We anticipate that Raleigh-Durham, as one of the fastest-growing regions in the U.S., will become a sought-after destination for capital when the markets recover.

# Office MARKET REVIEW

#### **Q1 OFFICE SNAPSHOT**

Total SF	63,622,748
Total SF Vacant	10,969,465
Vacancy Rate	17.24%
Net Absorption	-331,043
Avg. Asking Rent	\$29.88
Avg. Class A Asking Rent	\$35.00
SF Under Construction	150,498

### NOTABLE MOVES AND TRANSACTIONS

-66,000 SF	GFL lease expiration in One Renaissance Centre in Six Forks submarket. It had relocated to 1000 Social.
-52,000 SF	First Citizens lease expiration at Colonnade II in Six Forks submarket. It had consolidated its staff into its other locations in Six Forks submarket.
30,000 SF	Genesys lease at Hub RTP in RTP/I-40 Corridor submarket
45,830 SF	Institute for Advanced Analytics lease at Venture Center III in West Raleigh submarket.

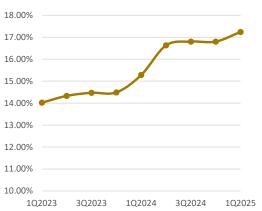
#### FORECAST

Triangle office direct vacancy increased by .44% to 17.24% in the first quarter, while office sublease availability decreased slightly from 5.20% to 5.02% of inventory. A negative net absorption of 331,043 square feet was reported for the quarter. The Six Forks submarket reported the largest net negative absorption of 110,710 square feet, followed by Falls of Neuse submarket with a negative net absorption of 96,365 square feet. This is largely attributed to several sizable lease expirations.

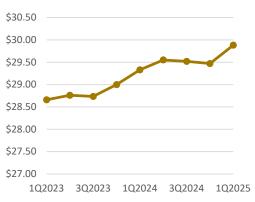
Class A vacancy rate has remained above 10% since the beginning of 2021 and increased .51% to 18.46% from the fourth to first quarter. The overall office rental rate increased by \$.41, Class A office rental rates saw an increase of \$.12.

On the development front, only 150,498 square feet of office space is under construction. No new office developments have started construction. Due to increased construction costs and high vacancy, developers have been on hold to start new projects. (See Office Development Activity Map for notable projects).

#### **OFFICE VACANCY**



## OFFICE RENTAL RATES



SUBMARKET	INVENTORY	VACANCY	ABSORPTION
West Raleigh	7,490,318	17.74%	2,749
US 70 /Glenwood	4,529,095	16.21%	2,733
Six Forks Road	5,052,725	16.48%	-110,710
Falls of Neuse	3,379,480	18.70%	-96,365
US 1/Capital Blvd.	2,618,921	18.61%	15,849
Downtown Raleigh	6,373,046	15.43%	-27,481
Village District	523,498	14.03%	-15,294
Eastern Wake Co.	937,484	14.17%	3,402
Southern Wake Co.	713,267	2.58%	19,667
Cary	7,602,893	18.02%	-35,775
RTP/I-40 Corridor	14,282,860	17.09%	21,758
Central Durham	4,834,550	16.02%	-56,676
North Durham	1,011,465	22.99%	-634
South Durham	1,850,998	23.07%	-26,464
Orange County	2,422,148	20.33%	-27,802

# Office NOTABLE DEVELOPMENT



	PROJECT	SUBMARKET	TOTAL SF	DELIVERY	%PRELEASED	RATE
1	Office Park At Village Gate - MOB #2	Southern Wake	48,000	3Q 2024	54%	\$35.00
2	Lane Professional Park	Southern Wake	67,350	3Q 2025	50%	DNR
3	Quail Corners II	Falls of Neuse	36,108	3Q 2025	65%	DNR
4	400H	Downtown Raleigh	150,000	1Q 2024	6%	\$38.50, NNN
4	Boylan Pearce	Downtown Raleigh	26,040	2Q 2025	0%	\$34.00
5	1000 Social at The Exchange	Falls of Neuse	315,427	2Q 2024	50%	\$47.00
6	Horseshoe at Hub RTP	RTP/I-40 Corridor	119,065	3Q 2024	27%	\$46.50 - \$49.50
7	Slater Station	RTP/I-40 Corridor	35,350	3Q 2024	33%	\$28.50 NNN
8	4114 Center at North Hills	Six Forks Road	87,503	2Q 2024	28%	\$48.50 - \$52.00
8	One North Hills	Six Forks Road	264,632	2Q 2024	60%	\$48.50 - \$52.00
8	North Hills Tower 5	Six Forks Road	354,466	4Q 2024	17%	\$49.50
9	Timber Drive Professional Park (610 Timber Dr)	Eastern Wake	10,500	2Q 2025	0%	DNR
9	Timber Drive Professional Park (620 Timber Dr)	Eastern Wake	10,500	2Q 2025	0%	DNR

# Warehouse MARKET REVIEW

#### **Q1 WAREHOUSE SNAPSHOT**

Total SF	45,800,306
Total SF Vacant	3,354,015
Vacancy Rate	7.32%
Net Absorption	669,624
Avg. Asking Rent	\$9.57
SF Under Construction	2,679,278

### NOTABLE MOVES & TRANSACTIONS

- 137,890 SF Life Science Logistics lease at Apex Gateway, Building 3 in the Southern Wake Co. submarket
- 103,200 SF Undisclosed lease at Welcome Venture Park, Building D in the North Durham submarket
- -141,146 SF Undisclosed tenant vacated 8009-8013 Purfoy Rd. in the Southern Wake Co. submarket

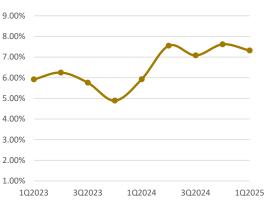
### FORECAST

The first quarter of 2025 reported a minor vacancy decrease of .3% to 7.32%. Net positive absorption of 669,624 square feet was reported for the quarter, with the Southern Wake Co. submarket reporting the most positive at 368,309 square feet and the West Raleigh submarket reporting the most negative at 8,900 square feet.

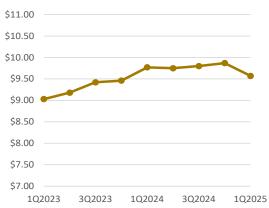
412,581 square feet of new inventory was added to the warehouse market in the first quarter of the year including the delivery of two buildings at Apex Gateway in the Southern Wake Co. submarket.

On the development front, 2,679,278 square feet of warehouse space is expected to be delivered in the next year. The Triangle's warehouse inventory is still in high demand but leasing activity is expected to slow down in the coming months. (See Warehouse Development Activity Map for notable projects).

#### WAREHOUSE VACANCY

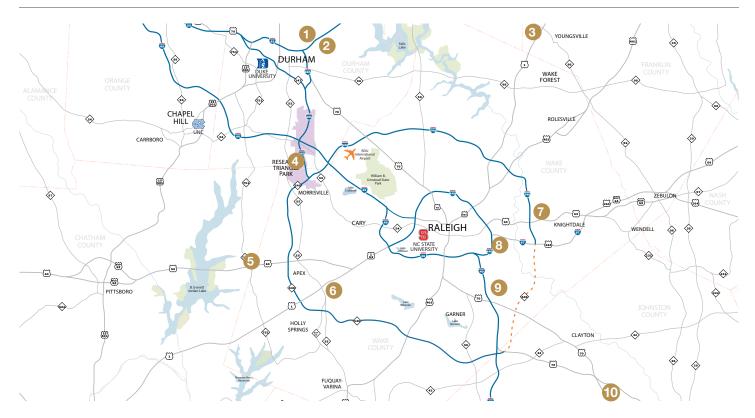


### WAREHOUSE RENTAL RATES



SUBMARKET	INVENTORY	VACANCY	ABSORPTION
West Raleigh	241,131	21.70%	-8,900
US 70/Glenwood Ave.	788,828	0%	0
Falls of Neuse Road	1,152,792	11.46%	0
US 1/Capital Blvd.	3,757,241	10.42%	22,349
Eastern Wake Co.	14,612,727	3.07%	76,107
Southern Wake Co.	2,845,638	27.01%	368,309
RTP/I-40 Corridor	15,083,333	3.70%	14,780
Central Durham	589,234	0%	12,500
North Durham	1,904,874	5.55%	141,824
South Durham	795,245	1.38%	0
Orange County	3,440,172	25.38%	42,655

# Warehouse NOTABLE DEVELOPMENT



	PROJECT	TYPE	SUBMARKET	TOTAL SF	DELIVERY	%PRELEASED	RATE
1	Welcome Venture Park Bldg C	Warehouse	North Durham	100,100	3Q 2025	0%	DNR
1	Welcome Venture Park Bldg G	Warehouse	North Durham	25,200	1Q 2025	0%	DNR
1	Welcome Venture Park Bldg H	Warehouse	North Durham	100,450	3Q 2025	0%	DNR
2	Durham85 Bldg 2	Warehouse	North Durham	249,600	2Q 2025	0%	DNR
3	US1 North Commerce Center Bldg 300	Warehouse	Franklin Co	266,604	2Q 2025	0%	DNR
3	US1 North Commerce Center Bldg 400	Warehouse	Franklin Co	203,971	2Q 2025	0%	DNR
4	Triangle 55 Bldg 3	Warehouse	RTP/I-40 Corridor	340,200	3Q 2025	100%	DNR
5	Apex Gateway Bldg 3	Warehouse	Southern Wake	137,890	1Q 2025	100%	DNR
5	Apex Gateway Bldg 4	Warehouse	Southern Wake	205,776	1Q 2025	0%	DNR
6	Apex Commerce Center Bldg 2	Warehouse	Southern Wake	183,232	3Q 2025	0%	DNR
6	Apex Commerce Center Bldg 3	Warehouse	Southern Wake	222,121	3Q 2025	0%	DNR
6	Apex Commerce Center Bldg 4	Warehouse	Southern Wake	208,000	3Q 2025	0%	DNR
7	Hinton Oaks Industrial Park Bldg 6	Warehouse	Eastern Wake Co	180,000	2Q 2025	0%	\$10 NNN
8	Cornerstone at Walnut Creek Bus Park	Warehouse	Eastern Wake Co	80,000	3Q 2025	0%	DNR
9	Johnson Brothers Building	Warehouse	Eastern Wake Co	625,000	3Q 2025	70%	DNR
10	96 Gulfstream Court	Warehouse	Johnston Co	68,915	1Q 2025	0%	\$11 NNN

# Flex/Lab MARKET REVIEW

#### Q1 FLEX/LAB SNAPSHOT

Total SF	27,699,031
Total SF Vacant	4,251,837
Vacancy Rate	15.35%
Net Absorption	103,456
Avg. Asking Rent	\$19.48
SF Under Construction	162,017

### NOTABLE MOVES AND TRANSACTIONS

- 262,400 SF Undisclosed tenant lease at 2001 Evans Rd. in the Cary submarket
- -11,900 SF Undisclosed tenant vacated 4505-4506 Bennett Memorial Rd. in the North Durham submarket
- -104,531 SF Undisclosed tenant vacated 7 Triangle Dr. in the RTP/I-40 Corridor submarket

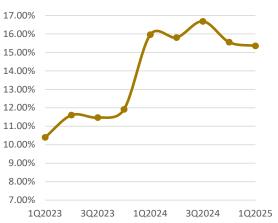
### FORECAST

Triangle flex/lab vacancy decreased slightly by .2% to 15.35% during the first quarter of 2025. Positive net absorption of 103,456 square feet was reported for the quarter.

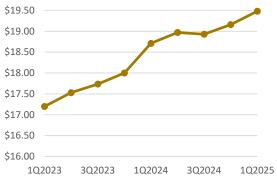
Flex vacancy indicators continue to be driven by the inventory-heavy RTP/I-40 Corridor submarket. Net positive absorption of 262,400 square feet was reported within the Cary submarket for the quarter and the RTP/I-40 Corridor submarket reported the most negative at 130,638 square feet.

On the development front, 162,017 square feet of flex and lab space is under construction. We expect several flex/lab projects to be complete in the next year. (See Flex/Lab Development Activity map for notable projects).

#### FLEX/LAB VACANCY

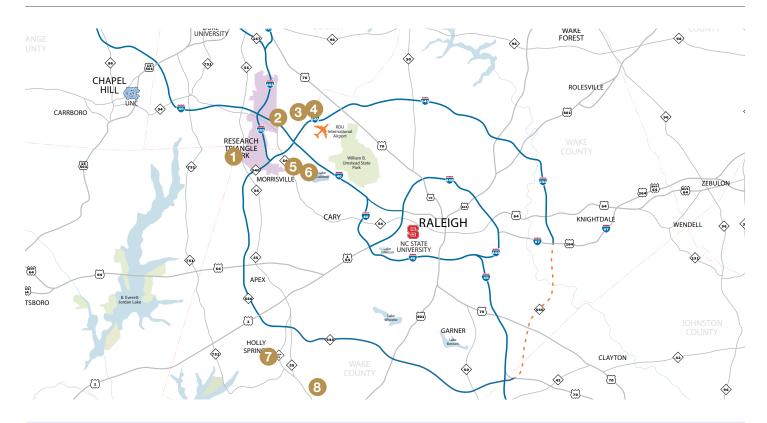


#### FLEX/LAB RENTAL RATES



SUBMARKET	INVENTORY	VACANCY	ABSORPTION
West Raleigh	764,517	6.21%	-1,929
US 70 /Glenwood	1,267,254	0.46%	-1,620
Six Forks	91,178	0.00%	0
Falls of Neuse	322,792	10.50%	0
US 1/Capital Blvd.	4,798,294	9.16%	-10,147
Eastern Wake Co.	2,216,330	1.62%	14,186
Southern Wake Co.	2,106,550	39.26%	21,084
Cary	1,298,230	5.15%	262,400
RTP/I-40 Corridor	12,870,152	19.66%	-130,638
Central Durham	484,627	12.74%	12,523
North Durham	501,835	26.68%	-11,900
South Durham	221,398	0.00%	1,411
Orange County	642,060	8.65%	-51,914

# Flex/Lab NOTABLE DEVELOPMENT



	PROJECT	TYPE	SUBMARKET	TOTAL SF	DELIVERY	%PRELEASED	RATE
1	Park Overlook Bldg One	Flex	RTP/I-40 Corridor	106,333	3Q 2025	11%	DNR
1	Park Overlook Bldg Two	Flex	RTP/I-40 Corridor	55,684	3Q 2025	0%	DNR
2	Alexandria Center for Advanced Technologies	Flex	RTP/I-40 Corridor	171,366	3Q 2024	0%	Negotiable
3	10601 World Trade Blvd	Flex	RTP/I-40 Corridor	35,100	3Q 2024	34%	\$19.95 NNN
4	World Trade Park Flex	Flex	RTP/I-40 Corridor	57,000	3Q 2024	100%	DNR
5	Spark - Biomanufacturing 1	Flex	RTP/I-40 Corridor	162,000	1Q 2024	0%	DNR
6	Pathway Triangle Bldg 1	Flex	RTP/I-40 Corridor	163,157	1Q 2024	0%	DNR
6	Pathway Triangle Bldg 2	Flex	RTP/I-40 Corridor	198,310	1Q 2024	0%	DNR
7	The Yield Holly Springs Bldg H	Flex	Southern Wake	110,000	1Q 2024	0%	DNR
7	The Yield Holly Springs Bldg I	Flex	Southern Wake	110,000	1Q 2024	0%	DNR
8	80 Technology Park Lane	Flex	Southern Wake	24,960	1Q 2024	36%	\$18.50 NNN

# **Retail** MARKET REVIEW

#### **Q1 RETAIL SNAPSHOT**

Total SF	49,003,496
Total SF Vacant	2,983,689
Vacancy Rate	6.09%
Net Absorption	82,383
Avg. Asking Rent	\$26.50
SF Under Construction	358,222

### NOTABLE MOVES AND TRANSACTIONS

- 14,671 SF Tenant mix at Peterson Station in Southern Wake submarket including Action Behavior Centers Therapy, Evolution Salon Studios, Jetset Pilates
- 60,483 SF Tenant mix at Salvage Yard, newly converted warehouse to retail as part of Iron Works project in the US 1/Capital Blvd submarket. Includes Traingle Rock Club, Mami Nora's, Cannonball Music Hall, Noco Beverage
- -31,652 SF Big Lots closed at Townridge Shopping Center in the US 70/Glenwood Avenue submarket

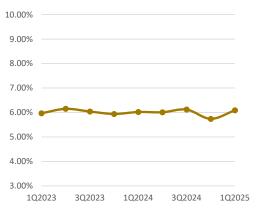
### FORECAST

Triangle vacancy increased by .35% to 6.09% in the first quarter of 2025. A net positive absorption of 82,383 square feet was reported for the quarter. Southern Wake and US 1/Capital Blvd. submarkets reported impressive positive absorption of 79,874 and 75,078 square feet, respectively.

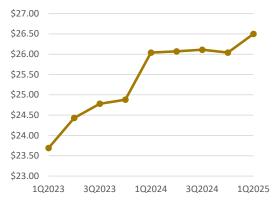
The downtown areas compared to the other submarkets are still showing notably higher vacancies with Downtown Raleigh at 13.55% and Central Durham at 12.60%.

On the development front, there is 358,222 square feet under construction. 278,000 square feet delivered including Rockway in Downtown Raleigh, Peterson Station in Southern Wake, and Salvage Yard in US/1 Capital Blvd submarket. (See Retail Development Activity Map for notable projects).

#### **RETAIL VACANCY**

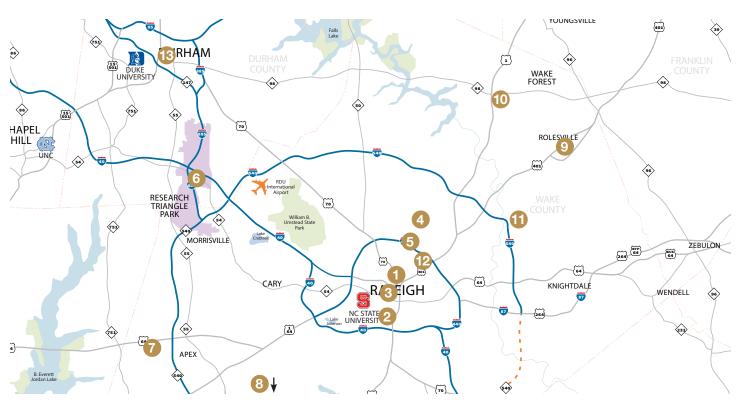


### RETAIL RENTAL RATES



SUBMARKET	INVENTORY	VACANCY	ABSORPTION	
West Raleigh	947,722	8.69%	-2,809	
US 70 /Glenwood	5,048,493	8.40%	-8,238	
Six Forks Road	2,132,523	3.91%	-2,757	
Falls of Neuse	2,697,595	4.24%	-5,180	
US 1/Capital Blvd.	6,941,571	7.37%	75,078	
Downtown Raleigh	1,317,519	13.55%	32,893	
Village District	642,920	1.31%	-6,667	
Eastern Wake	3,755,224	4.13%	-48,208	
Southern Wake	4,559,021	2.66%	79,874	
Cary	7,159,686	4.00%	-15,122	
RTP/I-40 Corridor	1,195,107	4.09%	7,654	
Central Durham	1,000,728	12.60%	-10,481	
North Durham	3,531,964	16.00%	-7,476	
South Durham	5,259,676	3.42%	-8,169	
Orange County	2,813,747	3.52%	1,991	

# **Retail** NOTABLE DEVELOPMENT



	PROJECT	SUBMARKET	TOTAL SF	DELIVERY	%PRELEASED	RATE
1	Seaboard Station - Block C	Downtown Raleigh	45,823	3Q 2024	75%	DNR
2	Rockway - The Row	Downtown Raleigh	18,000	1Q 2025	52%	DNR
З	400H	Downtown Raleigh	16,000	1Q 2024	52%	DNR
4	Quail Corners II	Falls of Neuse	36,108	3Q 2025	66%	DNR
5	RH Raleigh, The Gallery at North Hills	Six Forks Road	48,600	4Q 2024	100%	DNR
5	4114 Center at North Hills	Six Forks Road	19,827	3Q 2024	55%	DNR
5	One North Hills Tower	Six Forks Road	12,437	3Q 2024	100%	DNR
6	Horseshoe at Hub RTP	RTP/I-40 Corridor	32,710	3Q 2024	0%	DNR
7	Sweetwater Town Center - East Side	Southern Wake	67,182	1Q 2025	100%	DNR
7	Sweetwater Town Center - Harris Teeter Satellite Building	Southern Wake	64,000	4Q 2024	100%	DNR
8	Peterson Station	Southern Wake	46,988	1Q 2025	31%	DNR
9	Cobblestone Village	US 1/Capital Blvd	48,869	2Q 2024	79%	\$28.00
9	Wallbrook 821 S. Main St., Rolesville	US 1/Capital Blvd	77,699	2Q 2025	78%	DNR
10	Grove 98 Fitness Center	US 1/Capital Blvd	30,000	2Q 2025	100%	DNR
11	Buffaloe Bend	US 1/Capital Blvd	71,606	3Q 2025	96%	DNR
12	Salvage Yard, 2300-2313 Atlantic	US 1/Capital Blvd	36,915	1Q 2025	42%	DNR
12	Salvage Yard, 1235-1241 Wicker	US 1/Capital Blvd	22,729	1Q 2025	27%	DNR
12	Salvage Yard, 1245-1249 Wicker	US 1/Capital Blvd	45,304	1Q 2025	85%	DNR
13	The Novus	Central Durham	21,558	2Q 2025	0%	DNR
13	Shops at Wye	Central Durham	26,487	2Q 2025	36%	Negotiable

# **Investment Sales** MARKET REVIEW

### NOTABLE SALE TRANSACTIONS

TYPE	PROPERTY	SUBMARKET	TOTAL SF	SALE PRICE / PER SF	BUYER/SELLER
Office	4200 Six Forks Rd	Six Forks	346,000	\$138,000,000 / \$398/SF	Highwoods Properties / Lionstone Investments
Office	5501 Dillard Dr	Cary	55,219	\$14,000,000 / \$254/SF	Epic Games Inc / Gingko Square Associates LLC
Office	3211 Shannon Rd	South Durham	131,976	\$11,814,000 / \$90/SF	Jonathan Dayan / Crescent Communities
Warehouse	810 Lufkin Rd	Southern Wake	150,832	\$16,335,500 / \$108 SF	Lightstone Group / LM Real Estate Partners
Warehouse	1723 Roundrock Dr	US 1/Capital Blvd	13,598	\$4,250,000 / \$313	Jeremy B Hundley / 3 Rock Partners LLC
Warehouse	3701 Conquest Dr	Southern Wake	18,000	\$3,425,000 / \$190	Lady Street Development / 3701 Conquest LLC
Flex	1219 Shiloh Glenn Dr	RTP/I-40 Corridor	82,054	\$40,115,000 / \$489/SF	Lightstone Group / Pfizer Corp
Flex	4101 Capital Blvd	US 1/Capital Blvd	66,040	\$8,500,000 / \$129/SF	Urban Import / Westgate Imports
Flex	3401 Spring Forest Rd	US 1/Capital Blvd	21,294	\$5,642,000 / \$265/SF	Eurofins / Adler Real Estate Partners
Retail	3630 Sumner Blvd	US 1/Capital Blvd	153,350	\$29,550,000 / \$193/SF	RCG Ventures / Global Net Lease
Retail	4500 Western Blvd	West Raleigh	118,000	\$14,000,000 / \$119/SF	CityPlat / Z.A. Sneeden's Sons, Inc.
Retail	6701 Glenwood Ave	US 70/Glenwood	48,739	\$7,800,000 / \$160/SF	Noble Properties USA LLC / Bright Family Properties

### FORECAST

Triangle investment sale activity remained lackluster across all property types as investors continue to face a challenging lending environment. The office market is especially affected as it has experienced higher vacancy with minimal absorption.

The largest Triangle transaction was the sale of the Advanced Auto Parts Tower in North Hills. Highwoods Properties purchased the 20-story, 346,000 square foot office tower for \$138 million. The building, which opened in 2020, was fully leased at the time of sale with an average lease term of 8.2 years.

Another notable transaction was the sale of 810 Lufkin Road, a 150,832 square foot warehouse in Apex. Lightstone Group purchased the property for \$16,335,500 from LM Real Estate Partners as part of a portfolio including five industrial buildings across Charlotte and Raleigh-Durham metro areas.

Low sale transaction volume can largely be attributed to the Federal Reserve controlling interest rates, the lack of available capital from banks, and higher vacancies (for office buildings). As anticipated, rate hikes continue to put upward pressure on cap rates across all property types. Moving through 2025, we expect that Raleigh-Durham, one of the fastest-growing regions in the U.S., will become a sought-after destination for capital as markets recover.

# Full Service SOLUTIONS

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