

DowntownRaleigh Alliance

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Q3 2022 MARKET REPORT

Photo by AK Photography

DOWNTOWN RALEIGH SUMMARY AND HIGHLIGHTS:

Downtown Raleigh continued to expand across all product types in the third quarter with multifamily housing leading the way. There are currently **19 projects under construction or in site preparation** with another **36 projects currently planned or proposed.** Projects containing residential units anchor the development pipeline with 36 out of 55 projects bringing an additional **9,362 residential units** to downtown.

Strong demand continues for downtown living. Average asking rent in downtown rose to \$2.35 per square foot, up 3% year over year, while occupancy remained high and steady at 95.4%.¹ New development continues to push forward as 3,513 units across 15 projects are currently either under construction or in site preparation while at least another 5,849 units across an additional 21 projects are planned or proposed.

Downtown Raleigh's amenity rich office market serves as a key talent attractor for companies seeking to harness the rapidly growing pool of talent available in the Triangle. One of downtown's newest office developments, **301 Hillsborough**, further leased up in Q3 with international law firm **K&L Gates leasing 26,298 square feet**, the largest deal of the quarter for the market as a whole. **144,410 square feet of new Class A office space** is under construction as part of the mixed-use project **400H.** The project will also deliver **242 residential units and 16,000 square feet of retail space.** 19 DEVELOPMENTS UNDER CONSTRUCTION OR IN SITE PREP³ Q3 2022

3,513 RESIDENTIAL UNITS UNDER CONSTRUCTION OR IN SITE PREP³ Q3 2022

+83,551 SF CLASS A OFFICE NET ABSORPTION² Q3 2022

> ¹CoStar ²CBRE ³DRA

Downtown's storefront economy saw **9 new business openings or expansions and two storefront business closings** in the third quarter. Among those new business openings are **Fat Munchiez**, **YogaSix**, and **Decree Company.** The Smoky Hollow development on the northern edge of downtown continues to fill up its ground floor spaces with several notable NC-owned businesses recently announced. The full list of business openings, closings, and coming soon can be found on page 11.

Overall downtown food & beverage sales increased 25% year over year in Q3. While all districts saw consistent gains year over year, the downtown core districts of Fayetteville Street and Moore Square remain the slowest to fully reach recovery to pre-pandemic levels. Food & beverage sales in September for Glenwood South were 143% higher than September 2019 sales while Fayetteville Street reached 89%.¹

Average daily pedestrian counts across DRA's downtown counters continue to rise steadily overall, **up 3% year over year.** At a more granualar level, weekday pedestrian counts during lunchtime remain below pre-pandemic levels. Conversely, weekend pedestrian counts in the evenings have exceeded pre-pandemic levels.

Hotel room sales revenue in downtown remained strong with September seeing a **48% increase year over year** as leisure travel continued to drive demand through the end of summer. Downtown's hotel inventory expands with the **250 key** dual branded Hilton Garden Inn and Homewood Suites by Hilton underway at 200 W Davie St and the recently announced **179 key** luxury brand Kimpton Hotel at the site of the current Holiday Inn.

The bustling Glenwood South district saw notable real estate activity with LODEN Properties and Northpond Partners' **\$4.4 million purchase of the Carter Building at 14 Glenwood Ave.** The approximately 12,000 square foot freestanding retail building is occupied entirely by locally owned small businesses and regularly hosts First Friday.

+25% INCREASE In average monthly food & beverage sales from Q3 2021¹

+3% INCREASE In average daily pedestrian traffic from Q3 2021

+43% INCREASE In hotel room sales revenue from August 2021¹

408 Hotel Rooms Under Construction or In Site Prep Q3³

¹Wake County Tax Administration, DRA ²CoStar ³DRA

DEVELOPMENT UPDATES:

Overall, there is **\$6.89 billion** of investment in the current Downtown Raleigh development pipeline. This includes **\$1.94 billion** in projects completed since 2015, **\$597 million** in projects under construction, **\$870 million** in site preparation, and **\$3.65 billion** in proposed or planned developments.

\$1.94 BILLION Completed (since 2015) \$597 MILLION Under Construction as of Q3 \$3.65 BILLION in Proposed/Planned Developments

\$6.89

BILLION Completed since 2015, Under Construction, Site Prep, and Planned Developments Just as **Seaboard Station Block B** nears completion, bringing **298 residential units** and **30,000 square feet of retail**, the next phase, **Block A**, has begun construction and will bring a **149 key hotel** and a further **75 residential units** to the rapidly growing neighborhood on downtown's north eastern edge. Site preparation for **Block C**, which will bring an additional **220 residential units** and **56,000 square feet of retail** has begun.



Seaboard Station Rendering (Source: Hoffman & Associates)



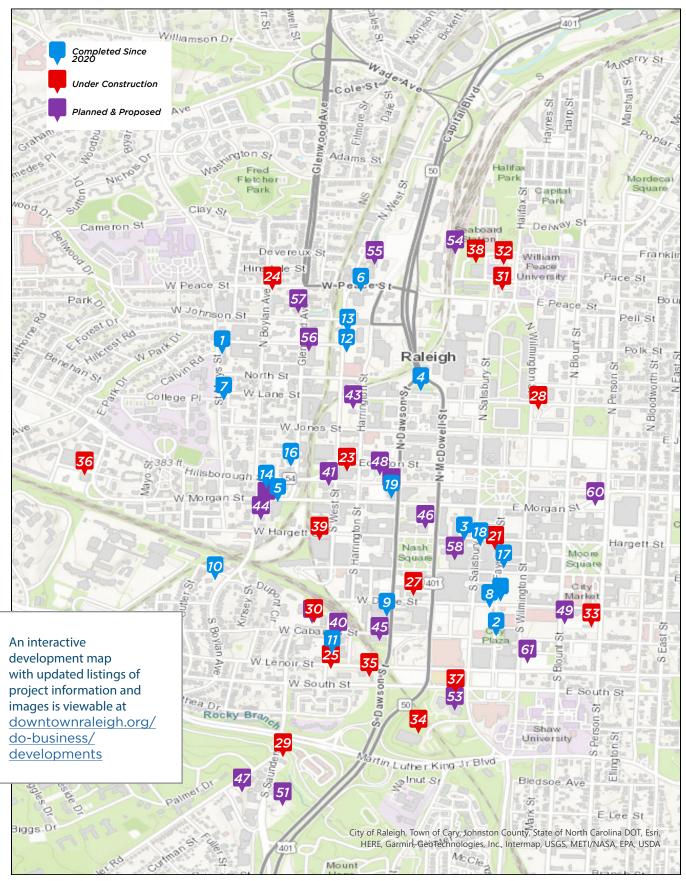
VeLa Longview, a recently announced **30** story residential tower one block north of Moore Square, will bring **373 apart**ments and **10,000 square feet of retail** to downtown. The new brand will provide attainable luxury living in downtown and will also build similar residential towers in Charlotte, Nashville, and Phoenix.

VeLa Longview Rendering (Source: VeLa Development Partners)

Recently announced **401 W Cabarrus** will bring **298 residential units** to the bustling southwest corner of Downtown Raleigh. The project will occupy the same block as the recently completed Fairweather which delivered 45 condos last year.



Q3 2022 DEVELOPMENT MAP



DOWNTOWN RALEIGH Q3 2022 MARKET REPORT

UNDER CONSTRUCTION

ADDITIONAL PLANNED & PROPOSED PROJECTS CAN BE FOUND AT downtownraleigh.org/do-business/developments

		\$1,407,400,000	184,045 Retail SF	5,515 units / 400 i		
PLANNED & PROPOSED						
40	401 CABARRUS	Not announced	289,229 SF	298 units	Apartment/Retail	
41	501 HILLSBOROUGH	Not announced	166,166 SF	221 units	Apartment/Retail	
42	518 CABARRUS (WEST END PHASE II)	Not announced	Not announced	240 units	Apartment/Retail	
43	ALEXAN GLENWOOD SOUTH	Not announced	235,622 SF	186 units	Apartment/Retail	
44	BLOOMSBURY MIXED-USE	Not announced	132,132 SF	135 units	Apartment/Retail	
45	CABARRUS AND DAWSON RESIDENCES	Not announced	286,775 SF	261 units	Apartment	
46	CIVIC CAMPUS PHASE I	\$190,000,000	420,000 SF	N/A	Government	
47	HAMMELL DRIVE MIXED-USE	\$600,000,000	1,058,672 SF	670 units	Apartment/Retail	
48	KIMPTON MIXED-USE	Not announced	697,655 SF	350 units / 179 rooms	Apartment/Hotel/Retail	
49	MARRIOTT TOWNPLACE SUITES	Not announced	Not announced	138 rooms	Hotel	
50	NEW BERN & SWAIN APARTMENTS	Not announced	47,518 SF	28 units	Apartment	
51	PARK CITY SOUTH PHASE II	Not announced	416,235 SF	386 units	Apartment/Retail	
52	RALEIGH CROSSING PHASE II	Not announced	Not announced	275 units	Residential Mixed-Use (TA)	
53	SALISBURY SQUARE PHASE II	Not announced	258,802 SF	300 units	Apartment/Retail	
54	SEABOARD STATION MIXED-USE	\$200,000,000	Not announced	680 units	Apartment/Retail	
55	SMOKY HOLLOW PARK	\$18,000,000	N/A	N/A	Park	
56	THE CREAMERY MIXED-USE	Not announced	976,000 SF	295 units	Apartment/Office/Retail	
57	THE MADISON & 603 GLENWOOD	Not announced	116,000 SF	200 units	Apartment/Office/Retail	
58	THE NEXUS	Not announced	1,500,000 SF	400 units / 264 rooms	Mixed-Use (TBA)	
59	TOWER THREE AT BLOC[83]	\$111,000,000	285,000 SF	N/A	Office/Retail	
60	VELA LONGVIEW	\$170,000,000	524,000 SF	373 units	Apartment/Retail	
61	WILMINGTON ST MIXED-USE	Not announced	590,647 SF	387 units	Apartment/Retail	
	TOTALS: **	\$3,656,950,000*	1,438,779 Office SF 171,025 Retail SF**	5,849 units / 1,300	0 rooms	

	TOTALS:	\$1,467,400,000*	161,410 Office SF 184,045 Retail SF	3,513 units / 408	rooms
39	UNION WEST (RUS BUS)	\$200,000,000	591,768 SF	587 units	Apartment/Retail/Transit
38	SEABOARD STATION BLOCK C	Not announced	56,000 SF	220 units	Apartment/Retail
37	SALISBURY SQUARE PHASE I	Not announced	382,673 SF	366 units	Apartment/Office/Retail
36	865 MORGAN	Not announced	438,856 SF	401 units	Apartment/Retail
35	320 W SOUTH	Not announced	351,394 SF	296 units	Apartment/Retail
	IN SITE PREPARATION				
34	CITY GATEWAY	Not announced	221,608 SF	286 units	Apartment/Retail
33	THE ACORN ON PERSON STREET	Not announced	92,000 SF	107 units	Apartment/Retail
32	SEABOARD STATION BLOCK B	\$95,000,000	375,650 SF	298 units	Apartment/Retail
31	SEABOARD STATION BLOCK A	Not announced	191,400 SF	75 unts / 149 rooms	Apartment/Hotel/Retail
30	PLATFORM	Not announced	720,350 SF	442 units	Apartment/Retail
29	PARK CITY SOUTH PHASE I	Not announced	371,650	336 units	Apartment/Retail
28	NC FREEDOM PARK	\$5,400,000	N/A	N/A	Park
27	HILTON GARDEN INN / HOMEWOOD SUITES	Not announced	260,900 SF	259 rooms	Hotel
26	GIPSON PLAY PLAZA (DIX PARK)	\$55,000,000	N/A	N/A	Park
25	DUKES AT CITYVIEW	Not announced	Not announced	8 units	Townhome
24	615 PEACE	\$7,000,000	32,500 SF	24 units	Condo/Retail
23	400H	Not announced	560,000 SF	242 units	Apartment/Office/Retail
22	216 FAYETTEVILLE (RENOVATION)	Not announced	Not announced	N/A	Office/Retail
21	210 FAYETTEVILLE (RENOVATION)	Not announced	Not announced	N/A	Office/Retail

UNDER CONSTRUCTION & IN SITE PREPARAT	ION
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	RECENTLY COMPLETED (SINCE 2020)					
#	NAME	Investment	SF	Units/Rooms	Туре	
	2020					
1	CAMERON CREST	\$4,207,192	16,200 SF	6 units	Townhome	
2	CITY PLAZA RENOVATION	\$3,100,000	N/A	N/A	Public Space	
3	HARGETT WEST	\$4,000,000	25,500 SF	N/A	Office/Retail	
4	LONGLEAF HOTEL	\$6,500,000	20,812 SF	56 rooms	Hotel/Retail	
5	THE CASSO	\$22,702,726	71,794 SF	126 rooms	Hotel/Retail	
6	PEACE (SMOKY HOLLOW PHASE I)	\$150,000,000	652,500 SF	417 units	Apartment/Retail	
7	THE SAINT	\$23,000,000	53,199 SF	17 units	Townhome	
8	SIR WALTER APARTMENTS (RENOVATION)	\$15,000,000	20,000 SF	18 new units	Apartment	
9	SOUTH DAWSON RETAIL RENOVATIONS	\$471,857	9,746 SF	N/A	Retail	
	2021					
10	HEIGHTS HOUSE HOTEL	Not available	10,000 SF	9 rooms	Hotel	
11	THE FAIRWEATHER	\$28,000,000	103,250 SF	45 units	Condo/Retail	
12	THE LINE APARTMENTS (SMOKY HOLLOW PHASE II)	\$95,000,000	271,589 Residential SF / 30,000 Retail SF	283 units	Apartment/Retail	
13	421 N. HARRINGTON ST (SMOKY HOLLOW PHASE II)	\$95,000,000	225,000 Office SF / 20,000 Retail SF	N/A	Office/Retail	
14	TOWER TWO AT BLOC[83]	\$108,000,000	241,750 Office SF / 30,000 Retail SF	N/A	Office/Retail	
15	JOHN CHAVIS MEMORIAL PARK IMPROVEMENTS	\$12,000,000	N/A	N/A	Public Space	
16	AC HOTEL RALEIGH DOWNTOWN	\$25,000,000	88,454 Hotel SF / 3,860 SF Retail	147 rooms	Hotel	
17	FIRST CITIZENS BANK BUILDING (RENOVATION)	\$9,000,000	N/A	N/A	Public Space	
18	208 FAYETTEVILLE (RENOVATION)	Not available	18,000 Office SF / 9,000 Retail SF	N/A	Office/Retail	
19	RALEIGH CROSSING PHASE I	\$160,000,000	287,252 Office SF / 12,100 Retail SF	N/A	Office/Retail	
20	333 FAYETTEVILLE (RENOVATION)	\$750,000	N/A	N/A	Office	
	TOTALS:	5764,631,775	840,948 Office SF 196,838 Retail SF	786 units / 338	rooms	

MARKET HIGHLIGHTS OFFICE



Rendering of the new mixed-use tower 400H

Steady demand for high quality office space centrally located in an amenity rich environment continues to drive leasing activity leading to **positive net absorption** for Class A office space in Q3 at **+83,441 SF**. Reflected within that positive absorption are K&L Gates and Rite Aid leasing significant portions of two recent downtown developments, leasing 26,298 square feet at 301 Hills-borough and 16,049 at Bloc 83, respectively. The **average Class A asking rent** remained steady at **\$35.88 per square foot** while downtown's overall **vacancy rate decreased slightly from 13.6% in Q2 to 12.3%** in Q3. Construction moves forward on 400H, expected to deliver 242 residential units, 144,410 square feet of Class A office space, and 16,925 square feet of retail late next year.

PERFORMANCE INDICATOR: CLASS A NET ABSORPTION¹



OFFICE MARKET Q3 2022

Average Rent PSF (Class A)¹

\$35.88

YTD Net Office Absorption¹ +73,350 SF

Office SF Delivered Since 2015² **1,828,479** SF

Total Office Inventory¹ 6,147,172 SF

Overall Office Vacancy Rate¹ 12.3%

Office Availability Rate³

14.3%

¹CBRE ²DRA ³CoStar ⁴JLL

+8.4% YTD NET ABSORPTION AS PERCENT OF IN-VENTORY⁴

MARKET HIGHLIGHTS RESIDENTIAL



Rendering of The Acorn on Person Street (Source: Cline Design)

Residential demand to live in a walkable urban environment continues as downtown's apartment overall occupancy rate stays high at 95% and asking rents increase 3% year over year to \$2.35 per square foot, or \$1,876 per unit. The downtown residential market is expanding with 15 developments underway or in site preparation that will bring a total of 3,513 residential units to downtown. The largest, newly named Union West, will add 560 apartment units and additional retail to the growing Warehouse District. Seaboard Block A is the most recent project to break ground and will add 75 units, 149 hotel rooms, and 11,400 square feet of retail. Two separate multi-phase projects in the growing Seaboard District will add 1,273 residential units with 149 hotel rooms and 141,826 square feet of retail. On the high-rise front a 30 story **373-unit luxury apartment** tower has been proposed at 220 E Morgan St.

RESIDENTIAL MARKET Q3 2022

Occupancy¹ 95.4%

Effective rent per SF¹ \$2.34

Residential Inventory² 7,914

Units completed since 2015²

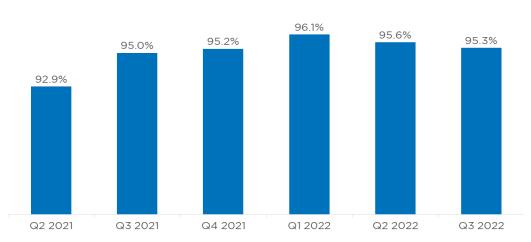
3,451

¹CoStar ²DRA

SOUTH'S **BEST CITY ON THE RISE** 2022 Raleigh Southern Living March 2022

HZ HOTTEST HOUSING MARKET IN THE U.S. Raleigh Zillow January 2022

PERFORMANCE INDICATOR: DOWNTOWN APARTMENT OCCUPANCY RATE¹





Dose Yoga + Smoothie Bar at Smoky Hollow

The retail market continues to recover and move in a positive direction with **9 new storefront openings and expansions** and **two businesses closing**. Average daily **pedestrian counts** across all six downtown locations have increased 3% year over year. The recently completed **Smoky Hollow** development continues to lease up its 40,000 retail square feet, recently announcing **Heat Studios**, **HUSH Hair Lash and Brow**, and **New Anthem Beer Project**.

There is currently **184,045 square feet** of retail space **under construction or in site preparation across 11 projects** with another 171,025 square feet in 26 projects planned or proposed.

RETAIL MARKET Q3 2022

Retail SF under construction

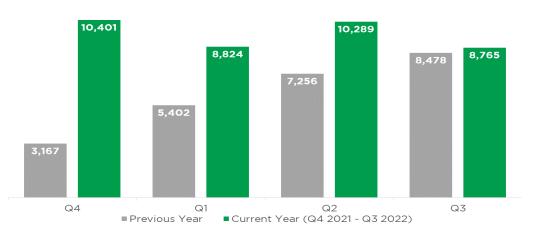
184,045 sf

Retail SF planned or proposed **171,025 SF**

New storefront business openings & expansions (Q3) 9

#1 BEST CITY TO START A BUSINESS Raleigh LendingTree 2021

PERFORMANCE INDICATOR: PEDESTRIAN DATA AVERAGE DAILY COMBINED COUNT ACROSS SIX COUNTER SITES IN DOWNTOWN¹



1DRA

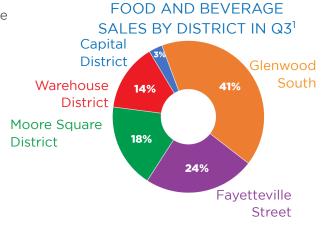
+3% INCREASE FROM Q3 2021

MARKET **HIGHLIGHTS**



Inside the new Raleigh Wine Shop in Downtown Raleigh

Average monthly food & beverage sales in downtown increased to \$25.3 million, up 25% year over year.¹ The large increase in Q3 sales were led by the Fayetteville Street district with a 44% increase in total sales since Q3 2021^{2}



RETAIL MARKET Q3 2022

Average monthly food & beverage sales in Q3¹

\$25.3 MILLION \$20 Million in Q3 2021

Restaurants & bars in downtown with outdoor seating

160+

Craft breweries & distilleries in downtown 10

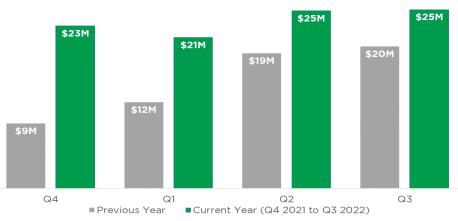
¹Wake County Tax Administration. DRA

+25%

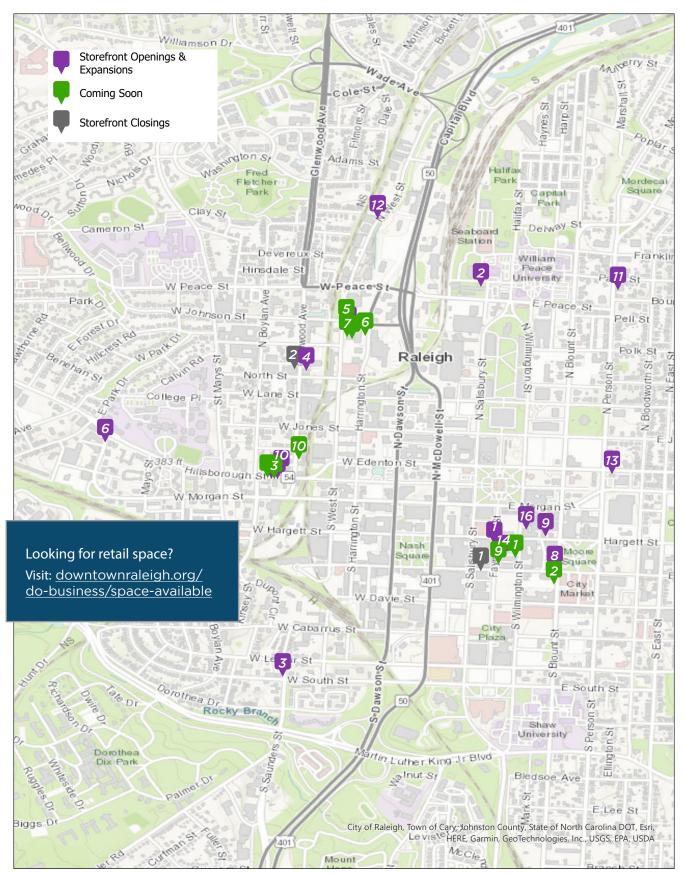
INCREASE

FROM O3 2021

PERFORMANCE INDICATOR: AVERAGE MONTHLY FOOD AND BEVERAGE SALES BY QUARTER¹



Q3 2022 STOREFRONT ACTIVITY



Q3 2022 STOREFRONT BUSINESS ACTIVITY

#	Business Openings in Q3	Туре	Date
1	Original Selfie Museum	Experiential	July 2022
2	Tacos El Patron 323	Restaurant	July 2022
3	Fat Munchiez at Artikle 74	Retail	August 2022
4	Ecovate	Retail/Service	August 2022
5	YogaSix	Service	September 2022
ŝ	Soul Taco	Restaurant	September 2022
	321 Coffee	Restaurant	September 2022
3	Decree Company	Retail	September 2022
	The Burrow	Retail	September 2022
	Early Q4 Openings		
0	Revolver Boutique	Retail	October 2022
1	Sugar Euphoria	Retail / Service	October 2022
2	Rainbow Luncheonette	Restaurant/Retail	November 2022
3	Longleaf Swine	Restaurant	November 2022
1	Why Not Cafe	Restaurant	November 2022
)	Milklab	Restaurant/Bar	November 2022
	Joy Worthy Co.	Service	November 2022
	J Lights Market Cafe	Restaurant	November 2022
	Business Closings in Q3		
	Garland	Restaurant	August 2022
	C. Grace	Bar	August 2022
	Coming Soon		
	Amitie Macarons	Restaurant/Retail	2022
	El Toro Loco Taqueria	Restaurant	2022
	JewFro	Restaurant	2022
	First Watch	Restaurant	2022
	Raleigh Midwood Smokehouse	Restaurant	2022
	Madre	Restaurant	2022
	The Crunkleton	Bar	2022
)	CrossFit Serve (Second Location)	Service	2022
0	The Vintage Co-op	Retail	2022











Dreamville 2022 brought in 80,000 visitors to Dorothea Dix Park April 1st-3rd (Photo: Garret Poulos and VisitRaleigh.com)

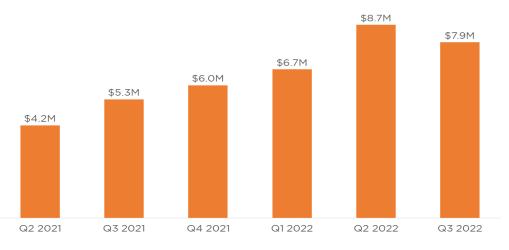
Downtown Raleigh's summer and fall events were back in full swing this quarter. Major events this quarter included the indie pop **Hopscotch Music Festival** featuring live music across two main stages downtown and the **International Bluegrass Music Association's World of Bluegrass festival**, which pivoted to occur in the **Raleigh Convention Center** due to tropical storm Ian. Hotel room sales revenue in September increased 48% year over year with the month of June seeing a record sales at \$10.8 million.

There are currently **408 hotel rooms under construction** in downtown and another **1,300+ rooms planned or proposed.**

PERFORMANCE INDICATOR:

DOWNTOWN RALEIGH HOTEL ROOM SALES¹

Average monthly **hotel room sales for Q3 increased 49% year over year** but decreased slightly, 9%, since their recent high in Q2.¹



HOTEL + TOURISM MARKET Q3 2022

408 hotel rooms under construction

1,600+ existing hotel rooms in downtown

338 new hotel rooms added since 2020

1,700+ hotel rooms under construction, in site prep, planned or proposed

¹Wake County Tax Administration, DRA

MOST AFFORDABLE SOUTHERN CITY FOR 2022 FAMILY VACATION Southern Living

NEWS & EVENTS

MOORE SQUARE FALL PROGRAMMING

Even before the holidays get into full swing Moore Square has been a source of vibrant merrymaking in recent months through thoughtful programming. The free concert series Jazz in the Square brought live music to this park on select Thursday nights in September and October. Similarly, Cinema in the Square brought movies such as Shrek, Black Panther, and Ghostbusters: Afterlife to the park.





Duke Energy Center for the Performing Arts (Photos: Visit Raleigh)

IBMA WORLD OF BLUEGRASS

When Tropical Storm Ian hit the same weekend as the annual festival event planners pivoted to host the festival inside the Raleigh Convention Center and Duke Energy Center for the Performing Arts. In a typical year the street festival brings tens of thousands of bluegrass fans to downtown.



Deco's new sign

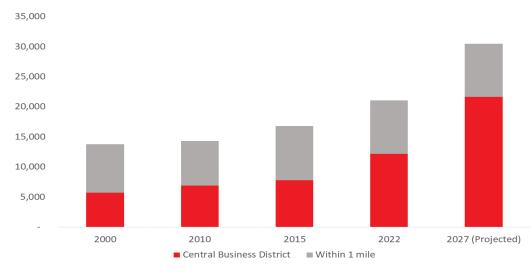
DECO 10th ANNIVERSARY

The beloved shop on Salisbury Street celebrated their 10th anniversary downtown with great sales, live music, and refreshments. After expanding in 2018 to the storefront next door the independent store has become the go-to place for locally made gifts.

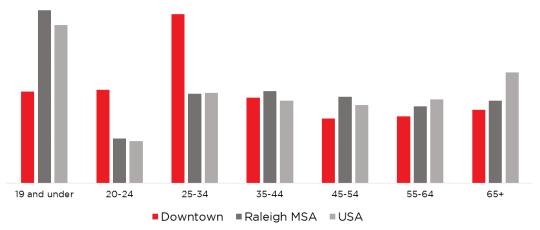
DOWNTOWN DEMOGRAPHICS¹



DOWNTOWN POPULATION GROWTH [2000-2027]



DOWNTOWN POPULATION BY AGE



12,000+ Resident Population

48,000+ Downtown Employees

32.9 Median Age

Average Household Income

66% Bachelor's Degree or Higher

41% Of population between ages 20-34

¹ESRI, DRA



DowntownRaleigh Alliance

ABOUT DOWNTOWN RALEIGH ALLIANCE (DRA)

DRA has a mission of **advancing the vitality of Downtown Raleigh for** *everyone*. DRA facilitates this mission through five goals:

- Building a culture of authentic engagement and inclusion with Downtown's diverse community;
- 2 Fostering a thriving and diverse storefront economy;
- 3 Facilitating strategic partnerships to produce positive, balanced activations across Downtown;
- 4 Improving physical connectivity and accessibility within and around Downtown;
- 5 Positioning DRA as a reliable, responsive, representative, and mission-directed.

For additional information and resources visit: downtownraleigh.org/do-business

CONTACT FOR QUESTIONS:

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Fayetteville Street District

LEGEND

Glenwood South District

Warehouse

District

Downtown Boundary

Downtown Municipal Service District (MSD)

eaboard + son Stre District

> Capital District

4

N Bour

re Square

District





DowntownRaleigh Alliance