Appendix B:
Community Assessment

In Support of the Chatham County Predevelopment Analysis

2025

Old Bynum Bridge

ROSE ASSOCIATES

Community Assessment

IN SUPPORT OF THE CHATHAM COUNTY PREDEVELOPMENT ANALYSIS

PITTSBORO, NC

2025

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Introduction

Rose Associates joined the Bolton-Menk team in assisting Chatham County and the town of Pittsboro to develop a predevelopment analysis for the strategic disposition of county assets. It is not intended to be rigid and inflexible. However, it must have foundational guiding principals that align with the Town's vision and goals. Markets evolve and change faster than ever.

Before determining appropriate land uses, the changing demographic and economic dynamics of the community must be understood. In addition to the many challenges and constraints of development, it is important for the plan to provide a range of market-driven land use guidance that creates economic opportunities, builds quality of life and balances preservation within the built environment.

The conclusions set forth are based upon information provided by public records, municipal officials, business owners, market and demographic data obtained by Rose & Associates Southeast, Inc. While the information included herein is believed to be accurate, no warranty or representation, expressed or implied, is made as to the information contained herein, and is submitted subject to omission, change of market conditions, or other factors outside the scope of this report or the author's control. This report is the property of Rose & Associates Southeast Inc. and Pittsboro, NC, and shall not be duplicated in whole or in part, without express written permission, all rights reserved, 2025.

Market Overview

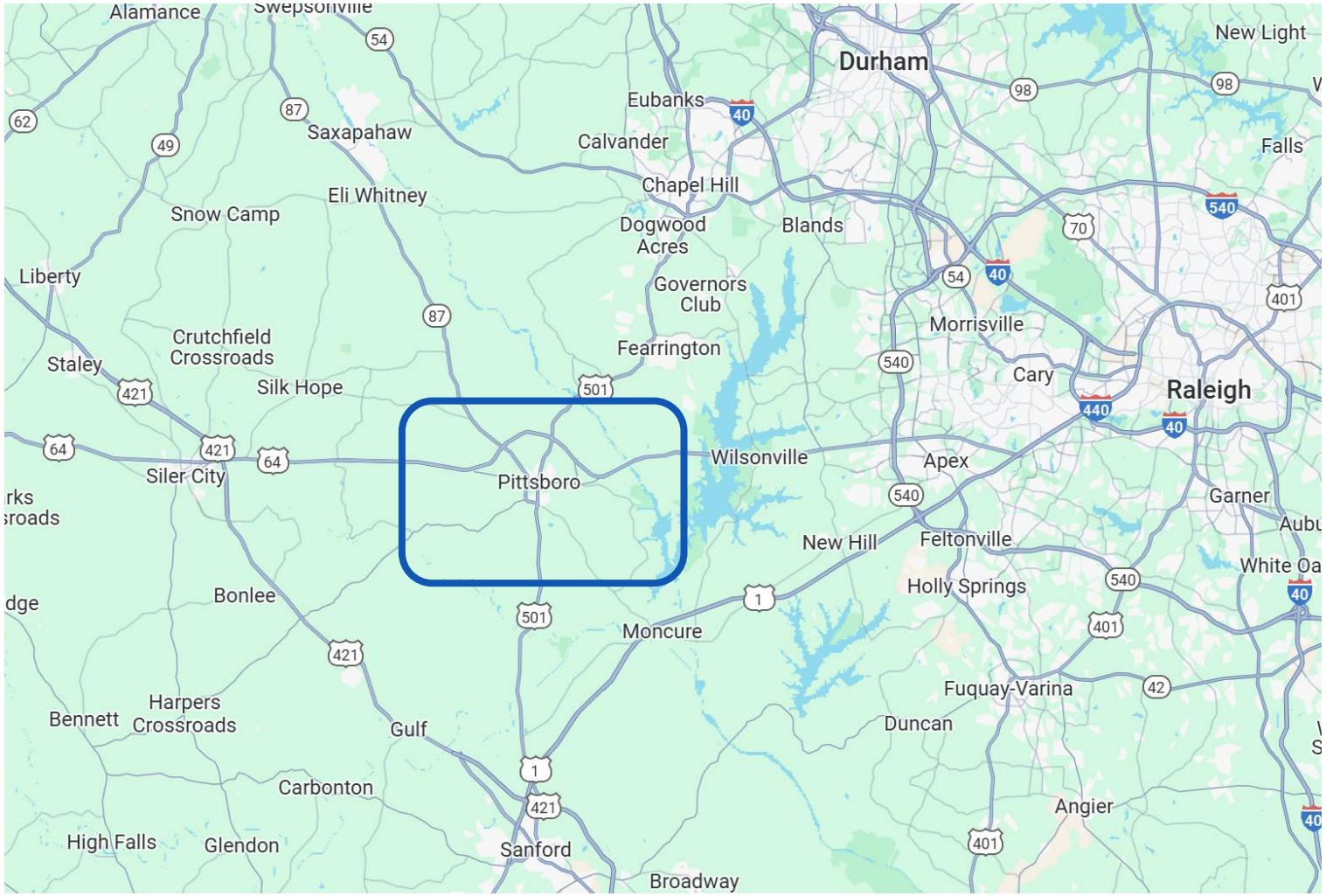
PHASE I

Market Overview

Locational Analysis

Pittsboro is situated west of the Raleigh metro area and Jordan Lake. U.S. Highways 501 and 64 traverse the community and it is a short distance to Interstates 40 & 74.

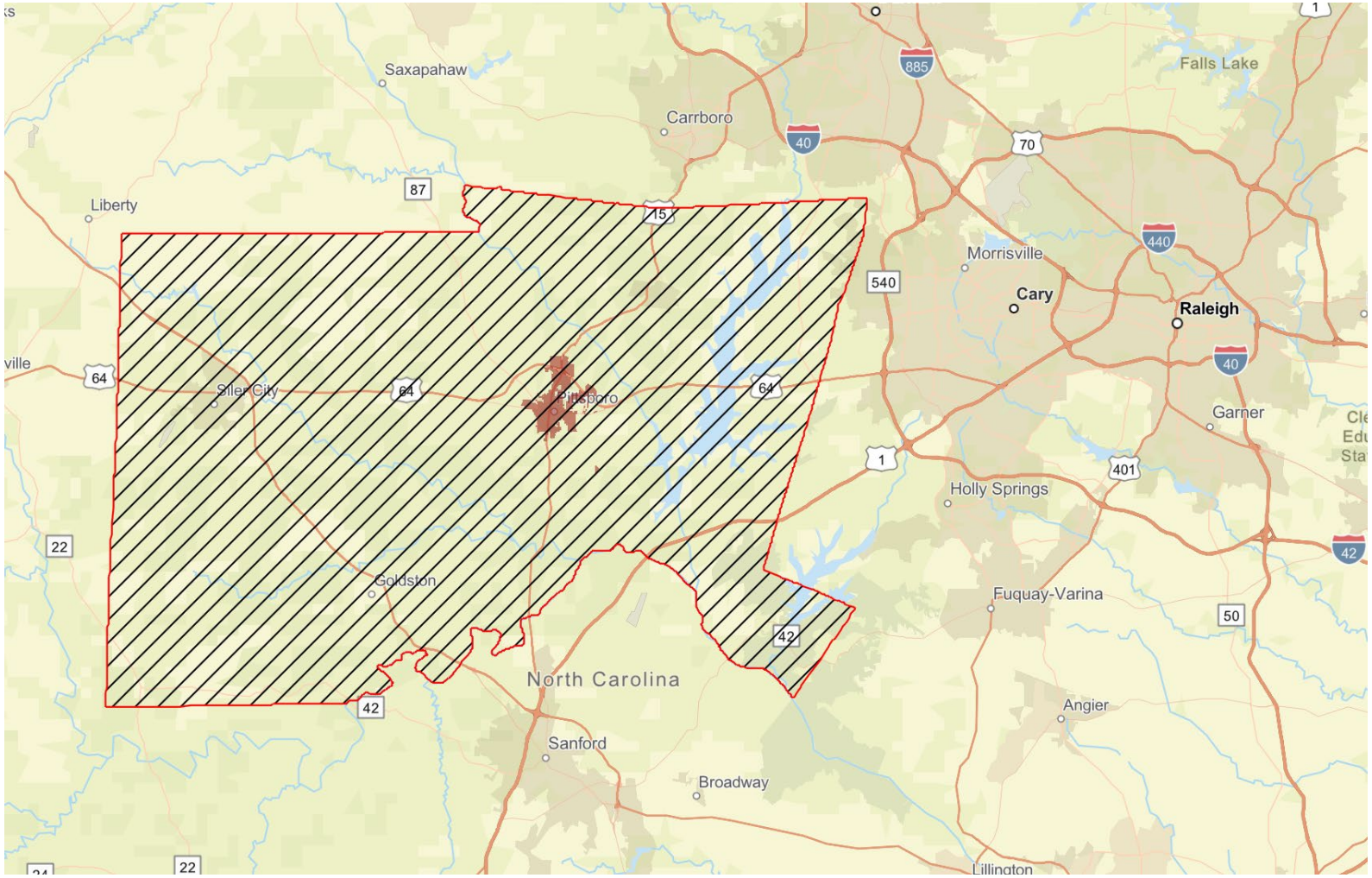
The study area includes the town boundaries and area of influence surrounding downtown Pittsboro, where the county and town-owned sites are located.



Market Overview

Geographic Context

Pittsboro is at the center of Chatham County and serves as the County Seat.



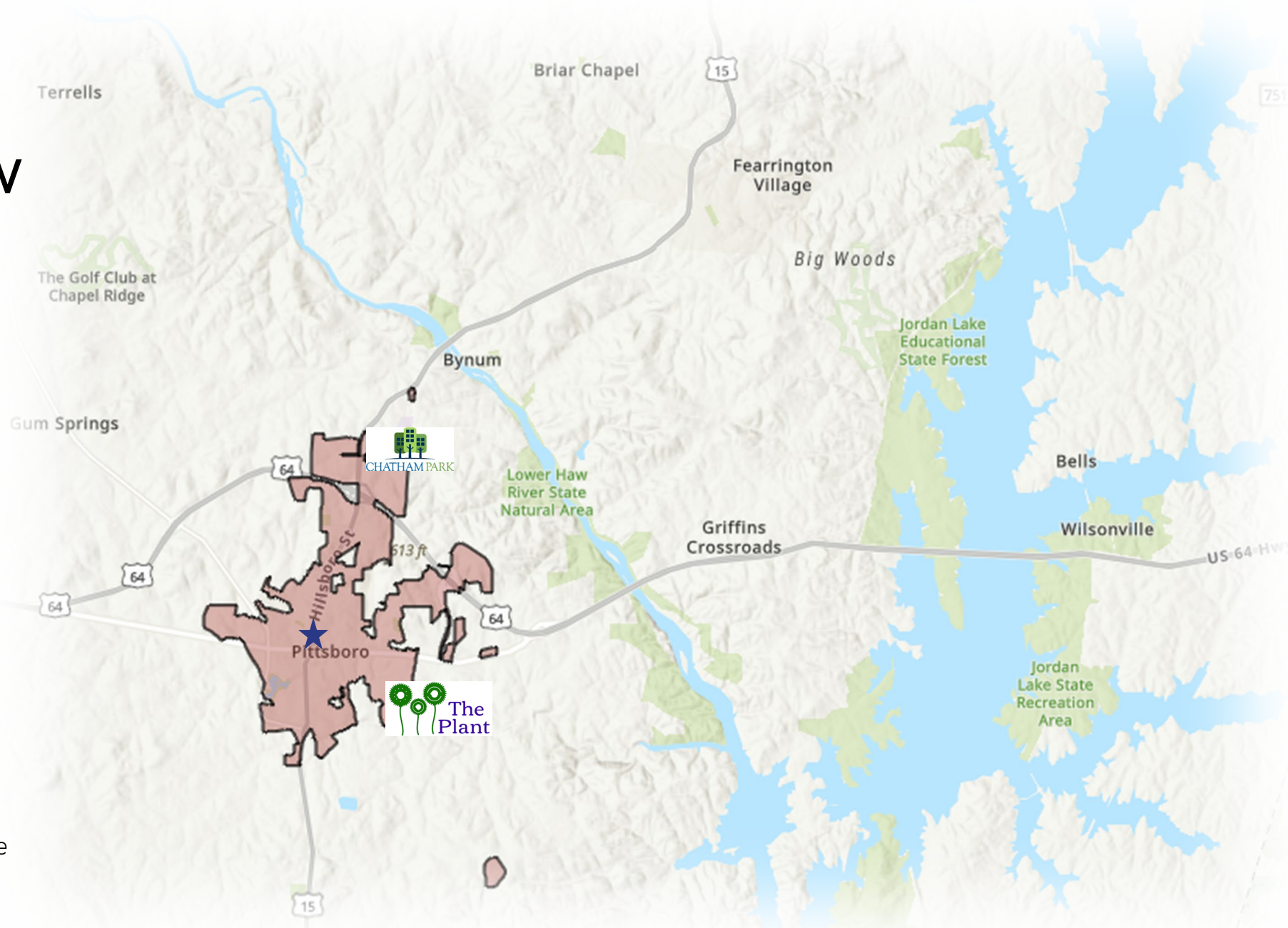
Market Overview

Community Assets

Community Assets within the downtown and surrounding area include:

- ★ Chatham Historical Museum
- ❑ Chatham County Courthouse
- ❑ Chatham Park
- ❑ The Plant
- ❑ Chatham County Agricultural & Conference Center
- ❑ Jordan Lake

Additional information from 2023 can be found in the Pittsboro Chamber of Commerce report: carolinachamber.org/assets/pdf/Chatham-Databook-digital/.



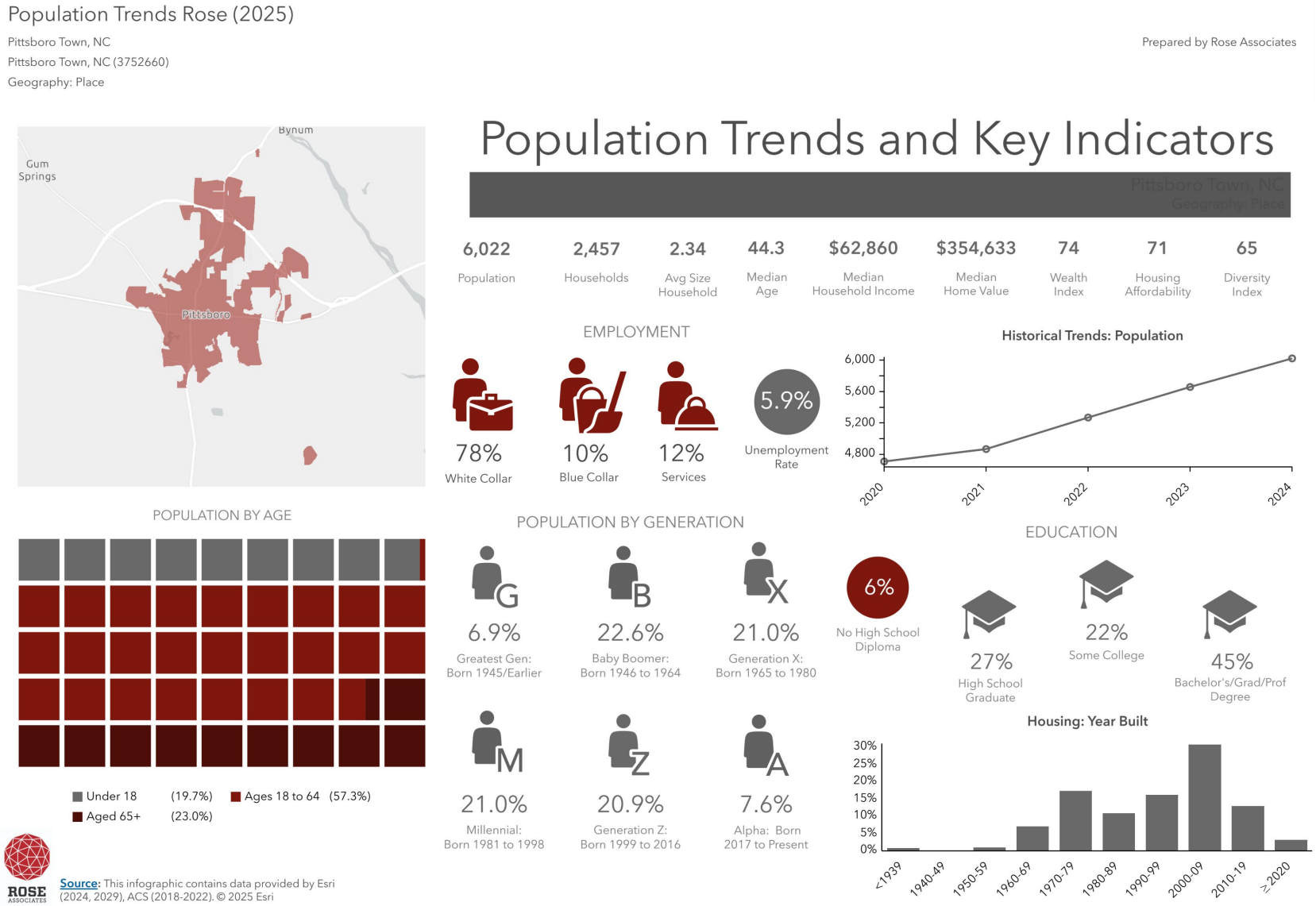
Market Overview

Key Trends & Indicators

Pittsboro has a highly educated workforce. A significant number (45% have bachelor's degrees or higher, however, the unemployment rate is above the state average of 3.7% (June 2025)

The largest percentage of the population in the study area includes those age 18-64, the town's workforce. The majority of residents are employed in white collar jobs.

Chatham County has experienced significant growth in both employment and population..



Market Overview

Comparison Profile

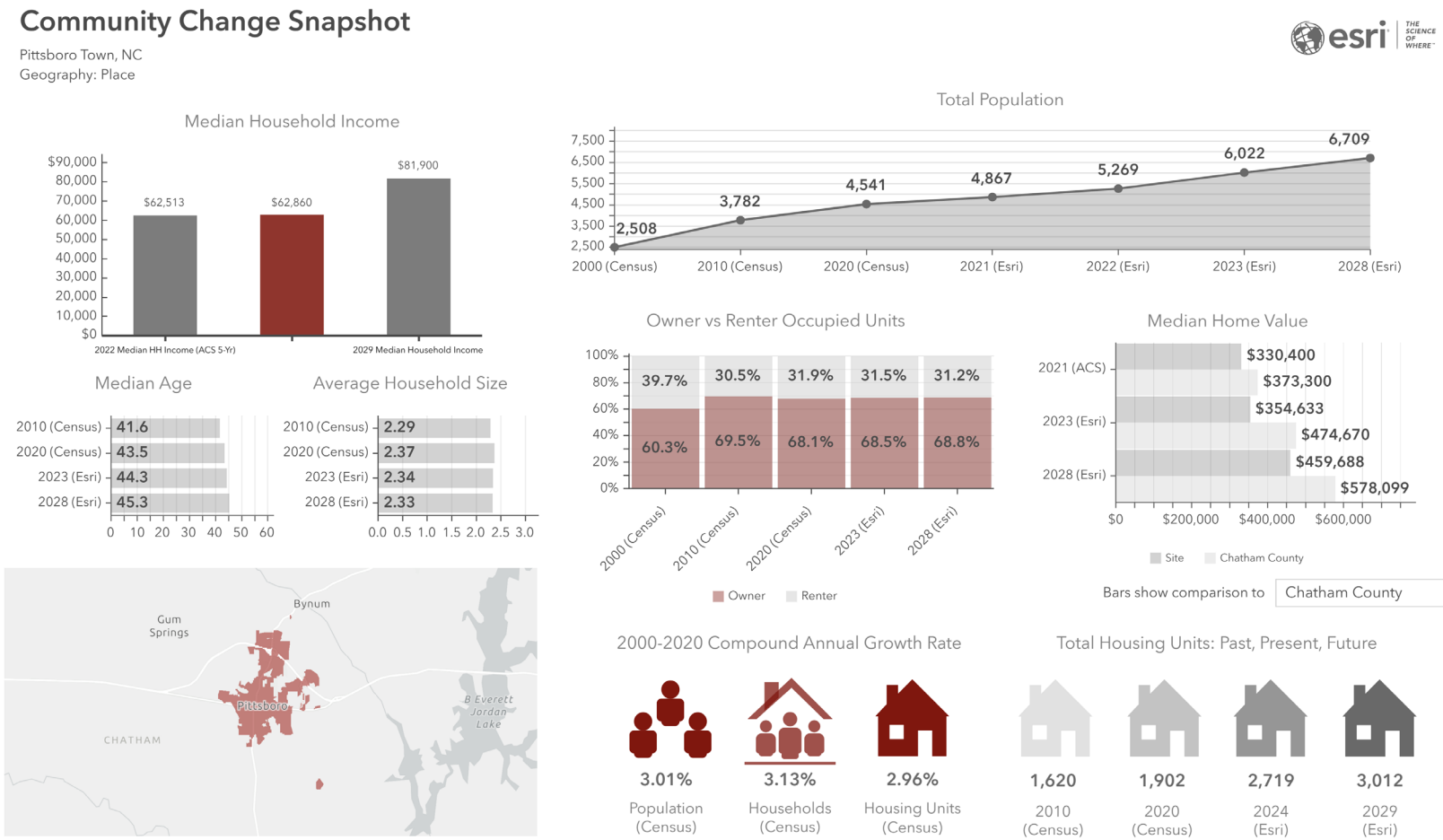
Median age and household size has steadily risen as older working adults have been accountable for much of the community's growth.

Housing has grown by over 1,100 housing units, largely single family. The ratio of home owners to renters has remained steady as home values continue to rise, though values in the county have risen higher than in Pittsboro proper.

Community Change Snapshot (Esri 2025)

Pittsboro Town, NC
Pittsboro Town, NC (3752660)
Geography: Place

Prepared by Rose Associates



Source: This infographic contains data provided by U.S. Census (2000, 2010, 2020), Esri (2024, 2029), ACS (2018-2022). © 2025 Esri

Source: This infographic contains data provided by U.S. Census (2000, 2010, 2020), Esri (2024, 2029), ACS (2018-2022).

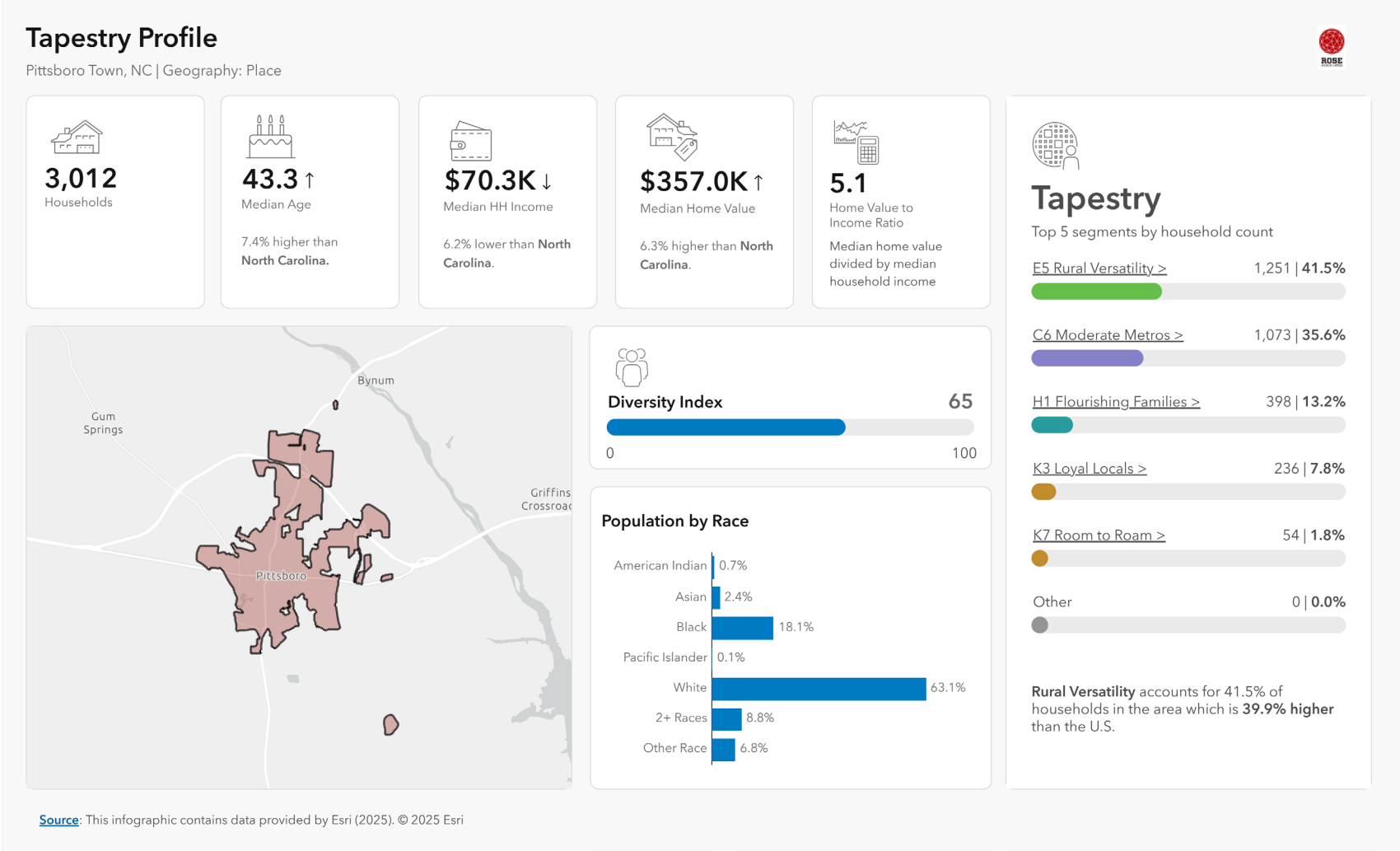
Market Overview

Lifestyle Considerations

The population in Pittsboro trends older, however is moderately diverse. Tapestry Segmentation combines sociodemographic information to highlight the lifestyle characteristics of the population. The two dominant tapestry categories in Pittsboro include:

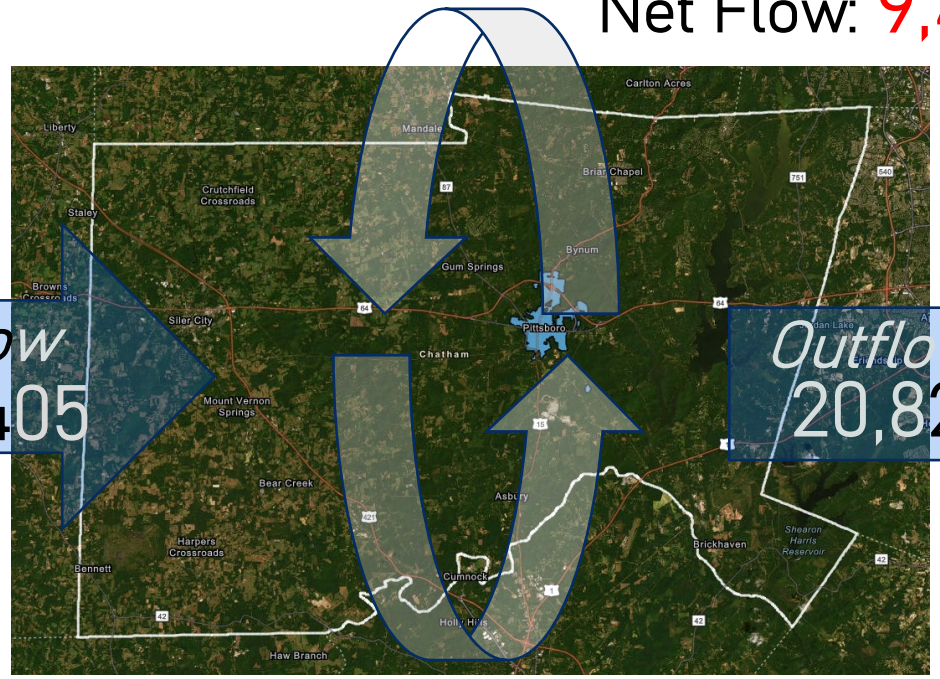
Rural Versatility – These car dependent neighborhoods are predominantly found in rural and non-metro areas. About a quarter of the population in this segment is under 18, and around a third of households consist of seniors supported by social security and retirement income. More than half of households are occupied by either a single person or a married couple without children. Residents frequently shop at hardware and hobby stores, and they purchase groceries from both convenience stores and large department stores.

Moderate Metros – These young suburban households with moderate incomes are characterized as Single-person households make up about one-third of total households, followed by married, cohabiting, or single persons with children. There is an above-average presence of preschool-age children. These residents tend to shop online instead of in person. Clothing, groceries, and electronics are typical purchases. Residents look for deals at discount stores and focus on essential items.



County Jobs & Commuting

Net Flow: 9,415



Inflow
11,405

Outflow
20,820

Live & Work in Chatham - 4,609

NC Department of Commerce 2022
Full report can be found in Appendix

Economic Drivers

By Location Quotient

1.93
Construction

1.43
Other Services

1.15
Accommodation & Food Services

1.09
Manufacturing

Top Employment Sectors

By Percentage of Average Employment

18.84%
Healthcare & Social Assistance

12.77%
Accommodation & Food Services

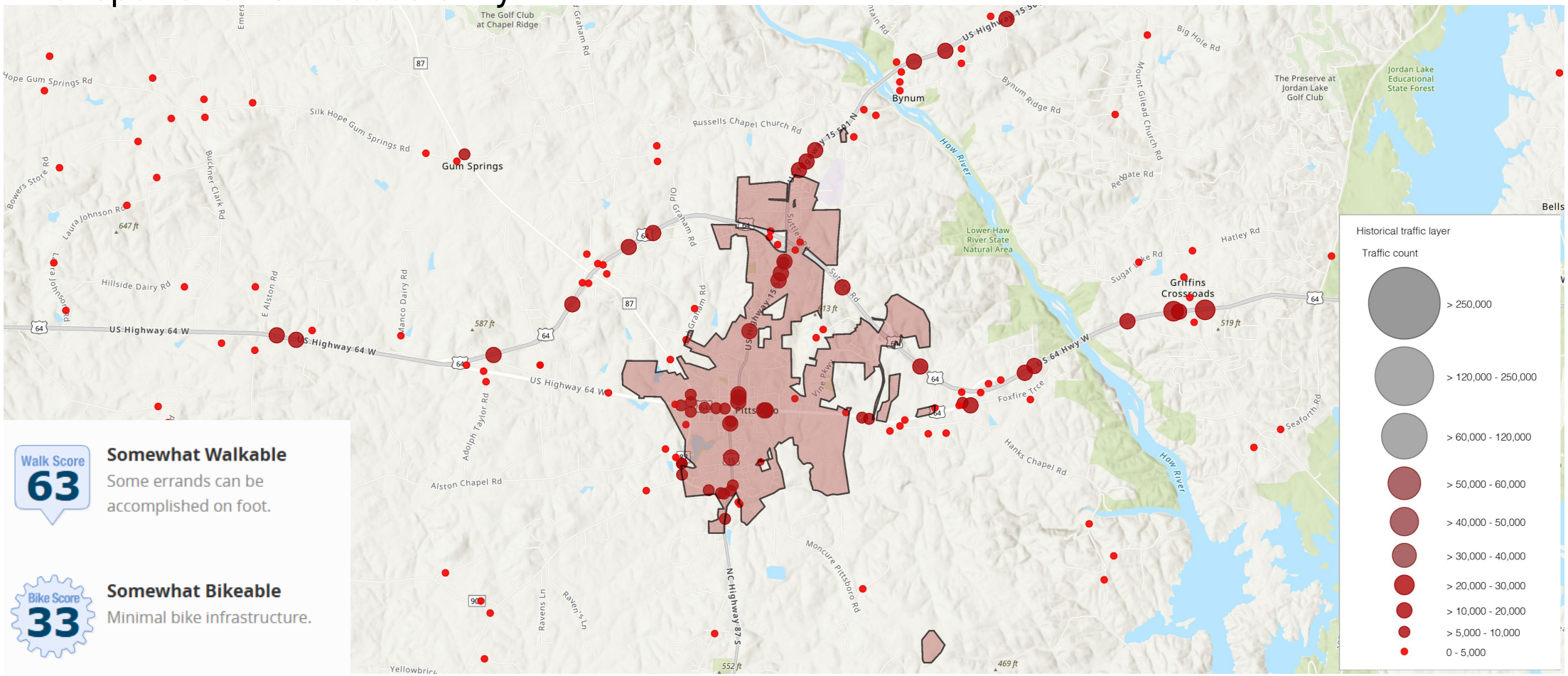
12.33%
Construction

11.86%
Retail Trade

Source: US Bureau of Labor Statistics, NIACS Statistics, 2024

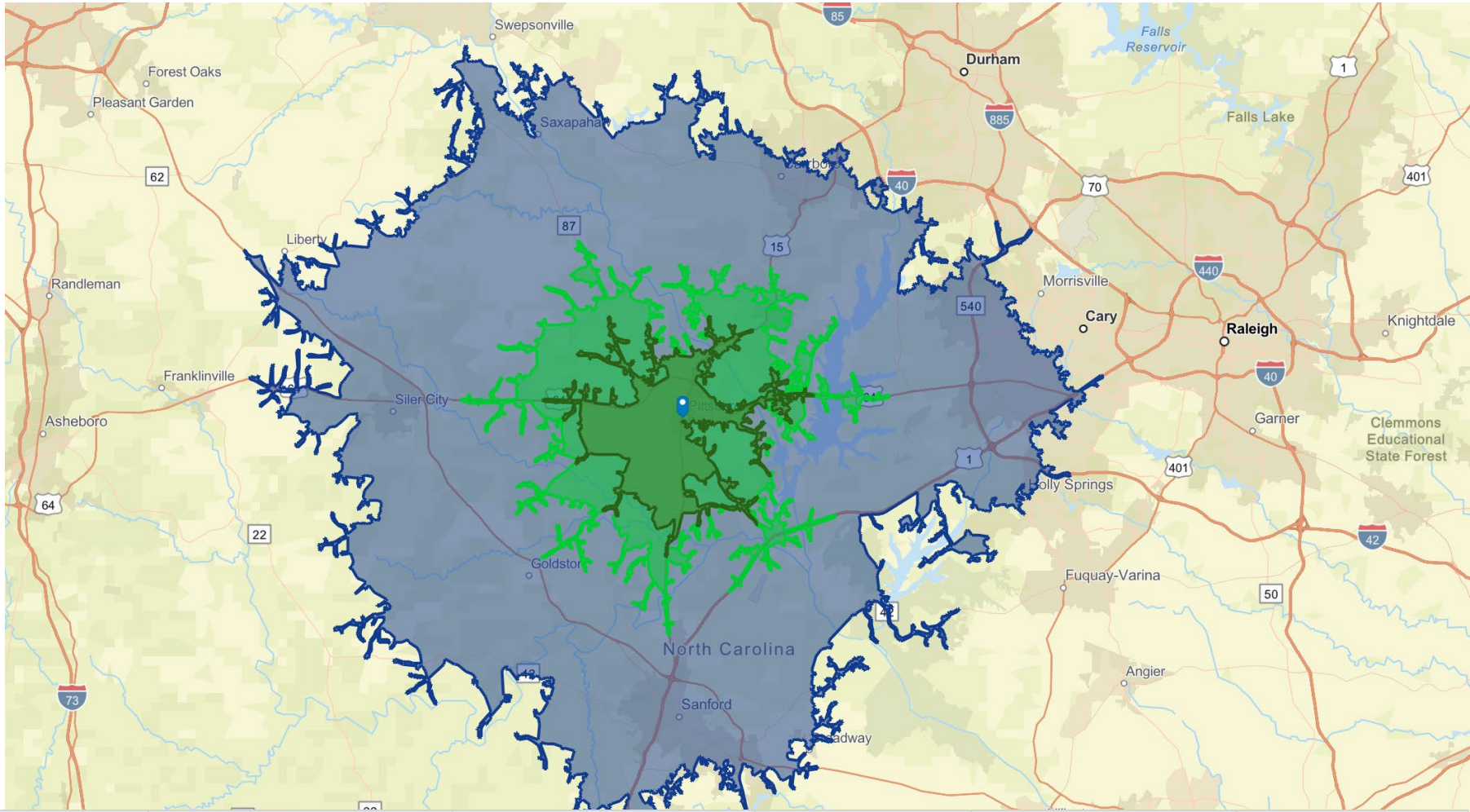
Market Overview

Transportation & Accessibility



Downtown

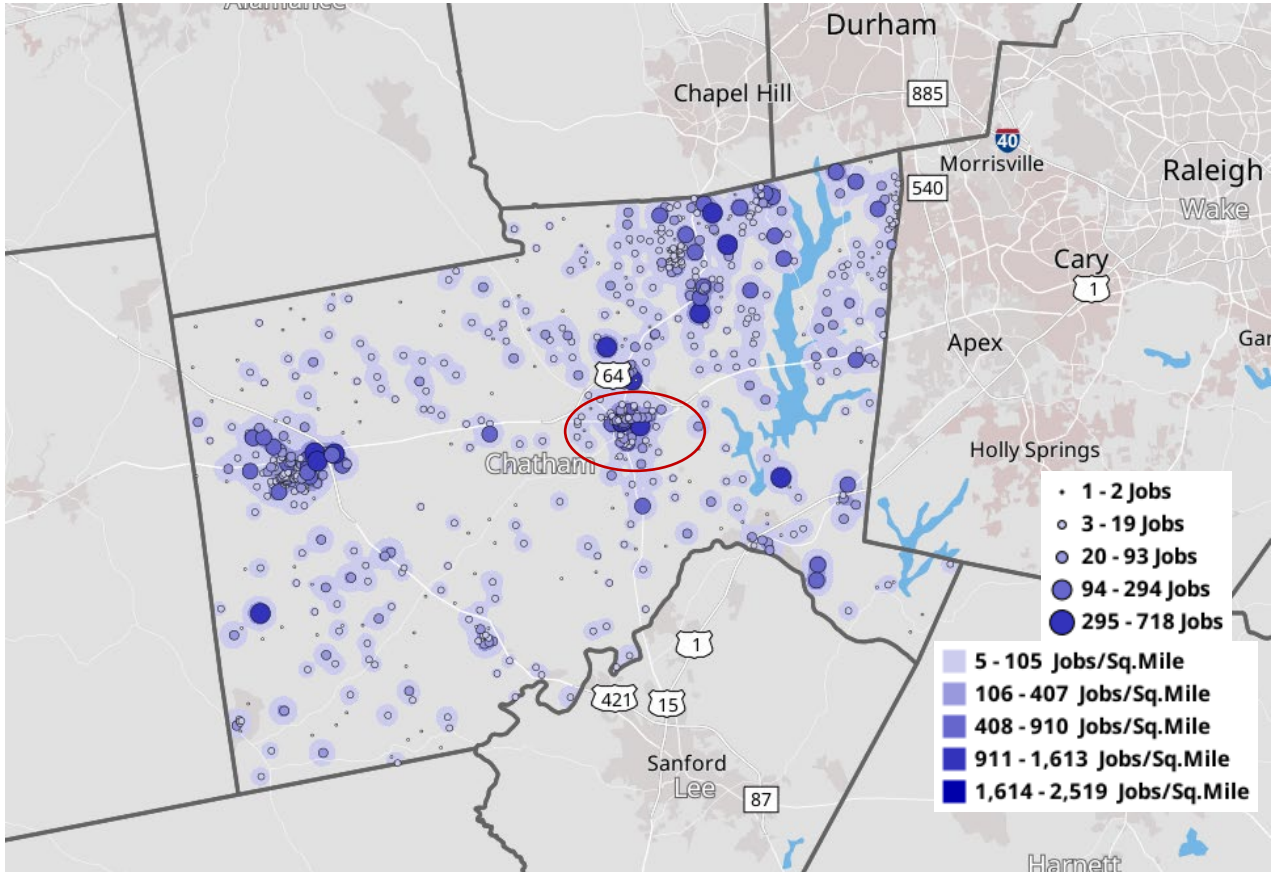
- Trade Areas for employment, shopping & entertainment
- Commuter Transportation Routes



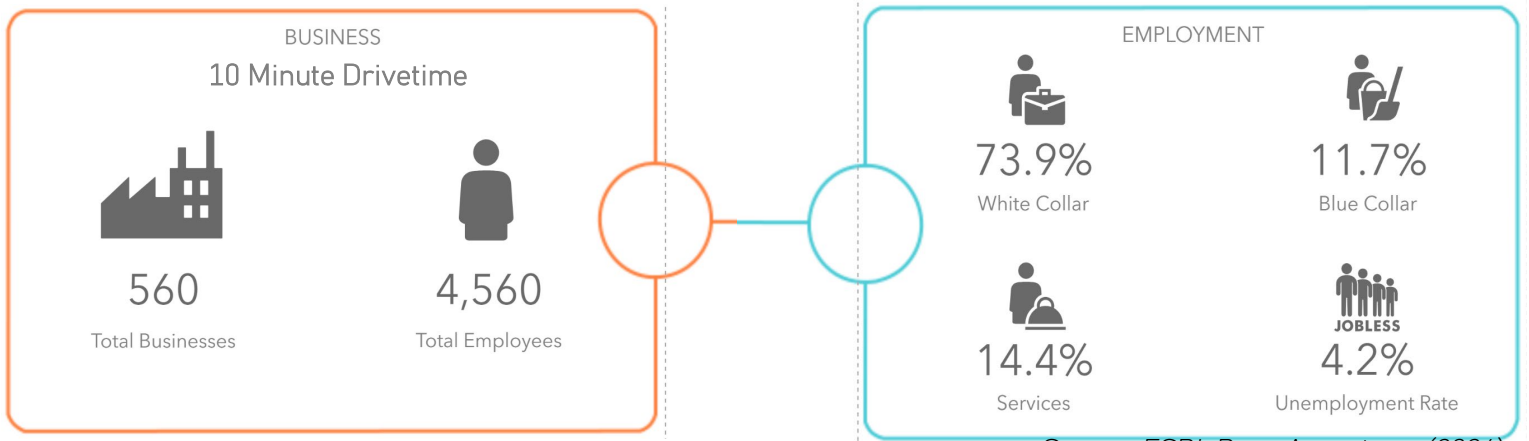
Location	2024 Average Household Size	2024-2029 Growth Rate: Population	2024-2029 Growth Rate: Median HH Inc	2024 Median Age	2024 Total Population	2024 Pop Age 25+: Bachelor's Degree
Downtown Pittsboro (10 minutes)	2.33	1.86%	**5.67%**	46.2	9,390	2,003
Downtown Pittsboro (15 minutes)	2.35	2.00%	3.17%	49.3	25,798	5,999
Downtown Pittsboro (30 minutes)	2.60	1.25%	2.82%	38.4	368,030	79,524
27312 (Pittsboro)	2.30	**2.09%**	3.24%	50.4	25,077	5,817
Chatham County, NC	2.40	1.33%	3.94%	48.0	82,342	16,419
North Carolina	2.42	0.75%	3.26%	39.8	10,910,469	1,795,016
USA	2.53	0.38%	2.95%	39.3	338,440,954	52,810,336

Downtown Employment

- Pittsboro has a daytime population of 7,886 as compared to a resident population of 6,022.
- The concentration of jobs in the county are located in downtown Pittsboro and in Siler City, with others scattered in the northeast corner of the county.
- Within a 10-minute drive of downtown, there are 4,560 employees. The largest share of these (20.4%) are in healthcare, followed by government/public administration (12.6%), retail trade (12.6%) and educational services. Relocation of government offices out of the downtown may result in a loss of over 500 employees in this area.



Source: OnTheMaps; Census (2022)



Source: ESRI; Rose Associates (2024)

Market Overview

Issues & Opportunities

ISSUES

- Approximately 5,000 people live and work in Chatham County.
- The majority of population commutes out of the County daily along US Highways 15 & 64, where the concentration of retail and services are located.
- Pittsboro has a highly educated workforce, with 78% of population employed in White Collar professions.
- Median Household Incomes are projected to grow to nearly $82,000 by 2029.

OPPORTUNITIES

- The strength of the workforce offers expanded growth potential in professional and technical employment.
- Expansion of employment opportunities will help in reducing commuting times and traffic congestion.
- Pittsboro and the downtown offers unique attributes that can attract additional visitors, residents and employees.
- Maintaining employment in government services in the downtown will help strengthen retail opportunities, particularly in food and beverage categories.

Real Estate Dynamics

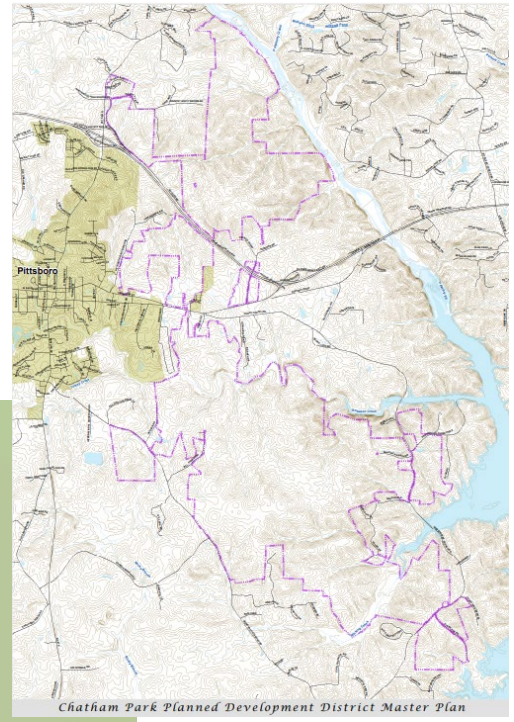
PHASE 2

Real Estate Dynamics

Influencing Factors

Chatham Park PDD is a master planned mixed-use development that encompasses 7,100 acres totaling 22,000 residential units and 22 million s.f. of commercial space together with open space and parks.

The North Village includes several neighborhoods in its first phases of development.



Chatham Park Planned Development District Master Plan

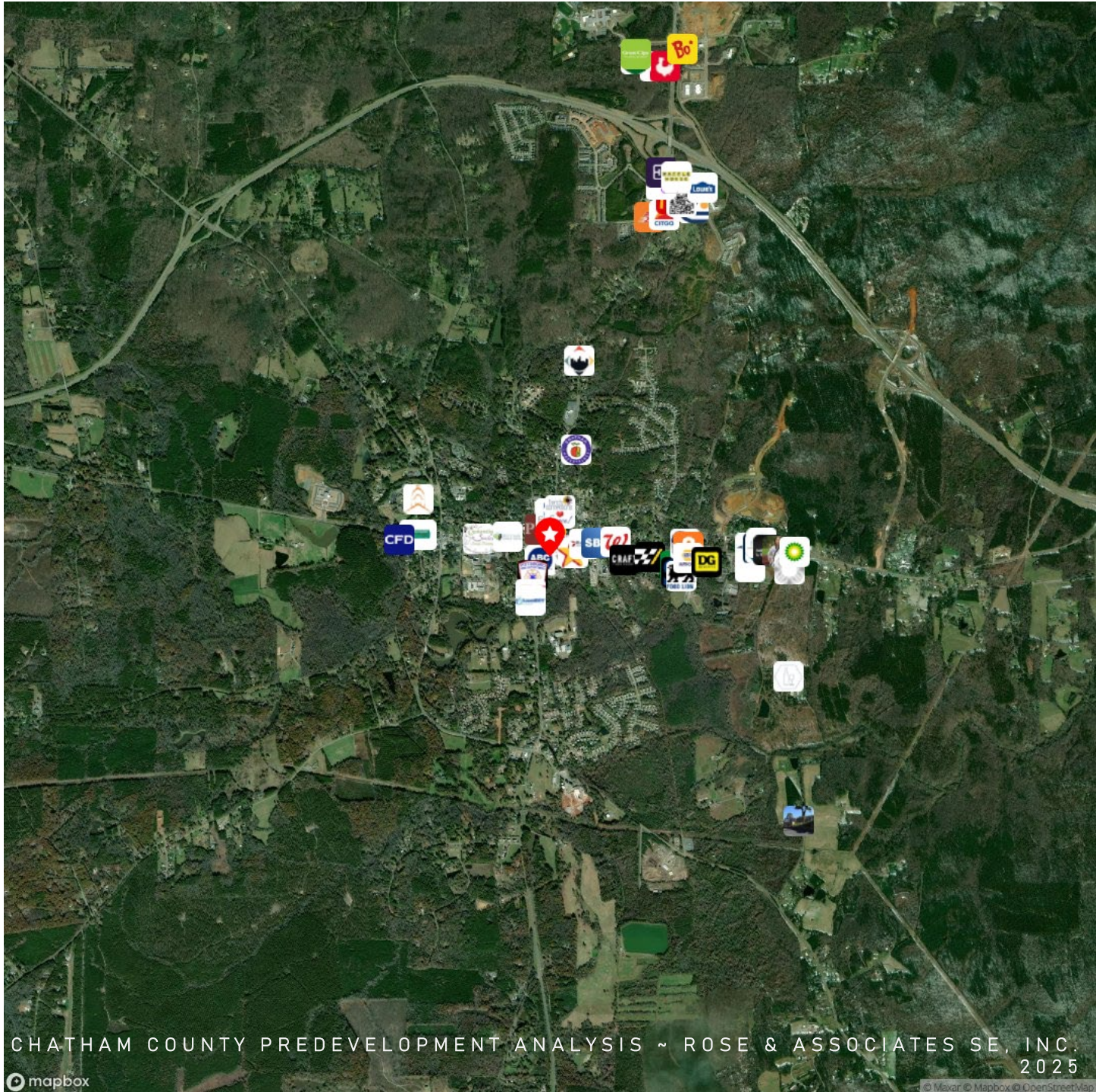
Chatham Park North Village Concept Plan

Real Estate Dynamics

Retail Inventory

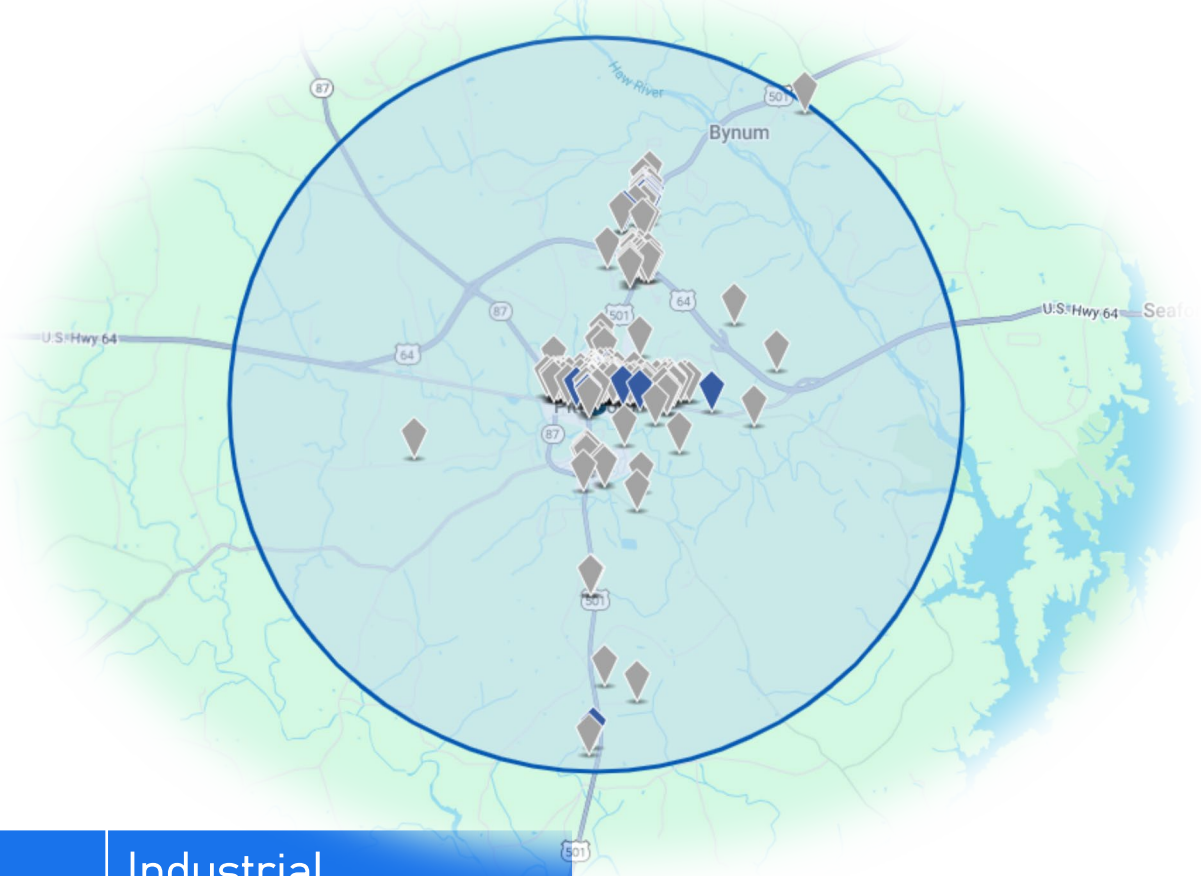
Existing Retail Categories:

- Drug Store
- Fast food
- Grocery
- Gas & Convenience
- General Commercial
- Home Improvement



Real Estate Dynamics

Commercial Real Estate



Inventory 5-mile radius	Retail	Office	Industrial
Existing Buildings	85	54	10
Existing S.F.	792,000	376,000	218,000
Available S.F.	20,200	45,600	0
Vacancy Rate	2.5%	0.3%	0%
Asking Rent ($/S.F.)	$20.82	$26.63	$7.06

Source: CoStar August 2025

Real Estate Dynamics

Office

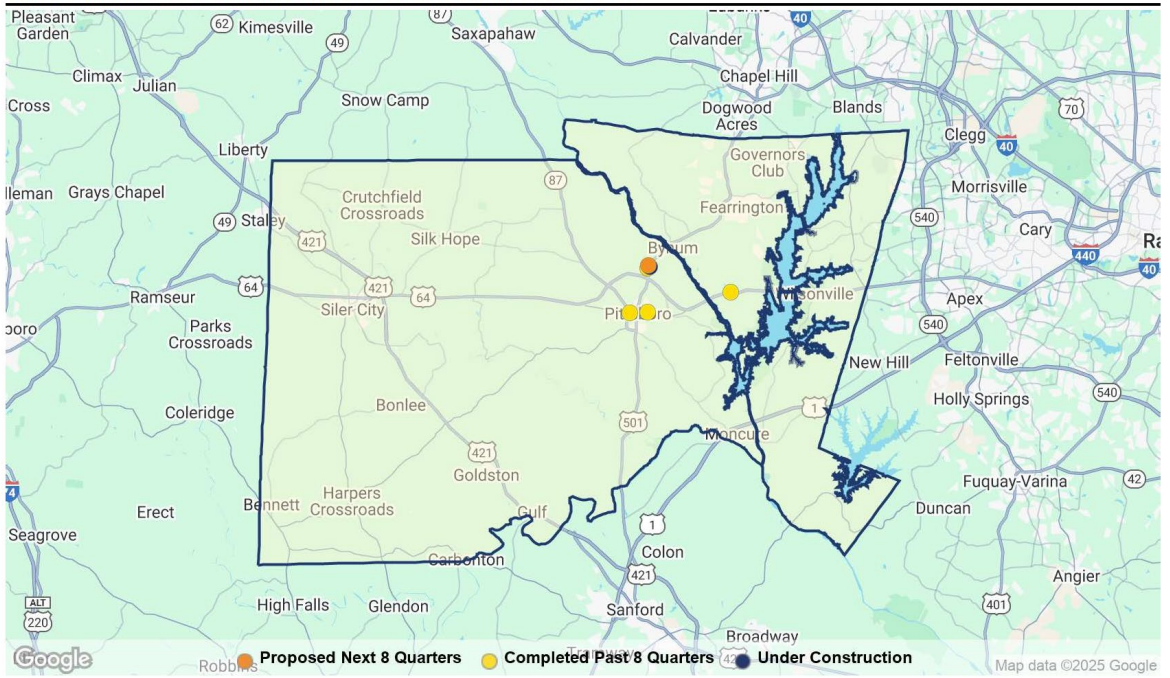
The Chatham County office submarket has a vacancy rate of 5.8% as of the third quarter of 2025. Over the past year, the submarket's vacancy rate has changed by -3.6%, a result of no net delivered space and 25,000 SF of net absorption. Chatham County's vacancy rate of 5.8% compares to the submarket's five-year average of 6.6% and the 10-year average of 5.5%. The Chatham County office submarket has roughly 71,000 SF of space listed as available. As of the third quarter of 2025, there is 40,000 SF of office space under construction in Chatham County. Chatham County contains 700,000 SF of inventory, compared to 37.7 million SF of inventory metro wide.

Average rents in Chatham County are roughly $25.00/SF, compared to the wider Durham market average of $29.00/SF.
Rents have changed by 1.9% year over year in Chatham County, compared to a change of 1.7% metro wide. Annual rent growth of 1.9% in Chatham County compares to the submarket's five-year average of 3.9% and its 10-year average of 4.0%.

New medical and office space is now available in Chatham Park which will bring both inventory and rents to new highs within the county.

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
12,356	45,103	39,505	17,910

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



Source: CoStar August 2025

Real Estate Dynamics

Retail

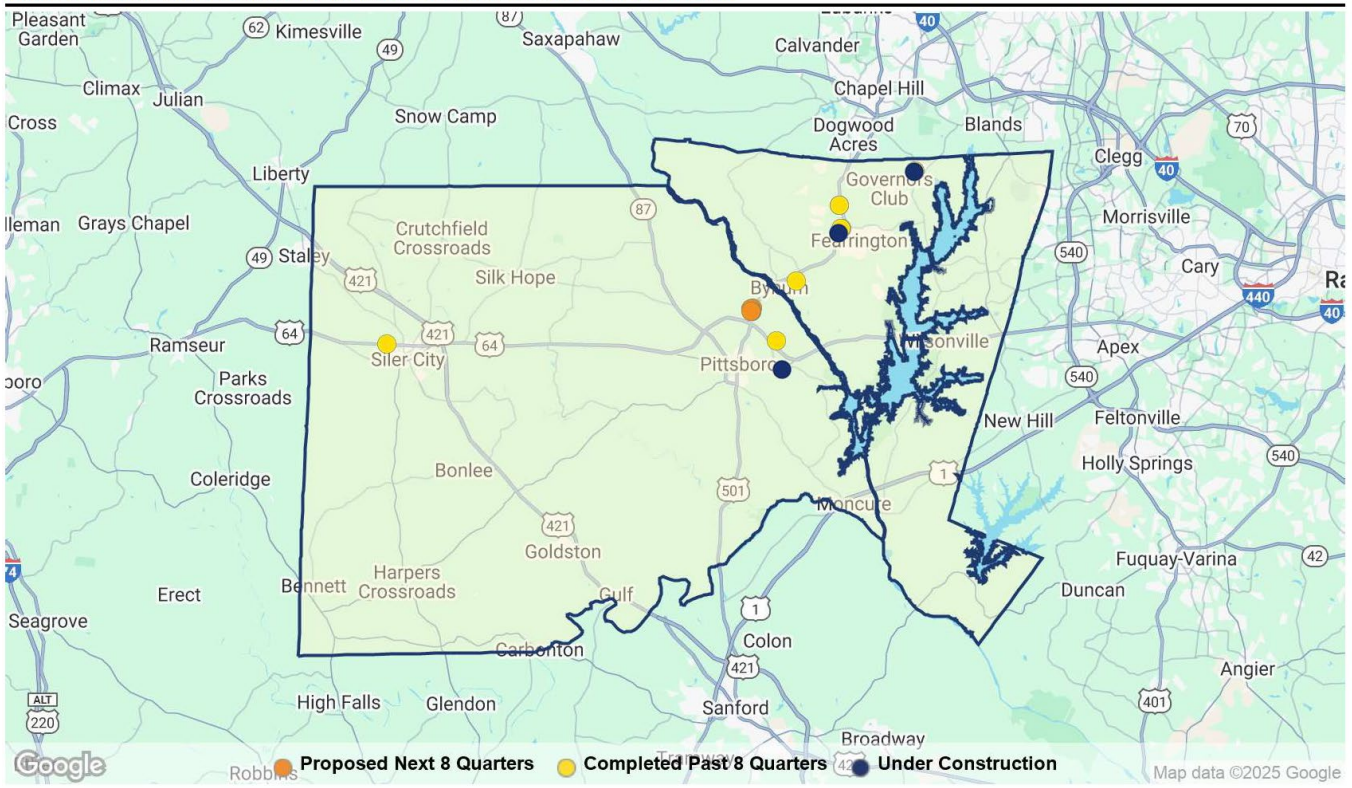
The Chatham County retail submarket has a vacancy rate of 2.4% as of the third quarter of 2025. Over the past year, the submarket's vacancy rate has changed by 0.1%, a result of 43,000 SF of net delivered space and 39,000 SF of net absorption. The Chatham County retail submarket has roughly 79,000 SF of space listed as available, with a vacancy rate of 2.4% .As of the third quarter of 2025, there is 54,000 SF of retail space under construction in Chatham County. The Chatham County retail submarket contains roughly 2.9 million SF of inventory.

Market rents in Chatham County are $20.00/SF. Rents have changed by 2.9% year over year in Chatham County, compared to a change of 2.3% across the wider Durham market. Annual rent growth of 2.9% in Chatham County compares to the submarket's five-year average of 4.3% and its 10-year average of 3.4%.

New retail, restaurants and services are now offered in Chatham Park which expands the inventory.

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
48,632	79,586	54,394	136,641

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



Source: CoStar August 2025

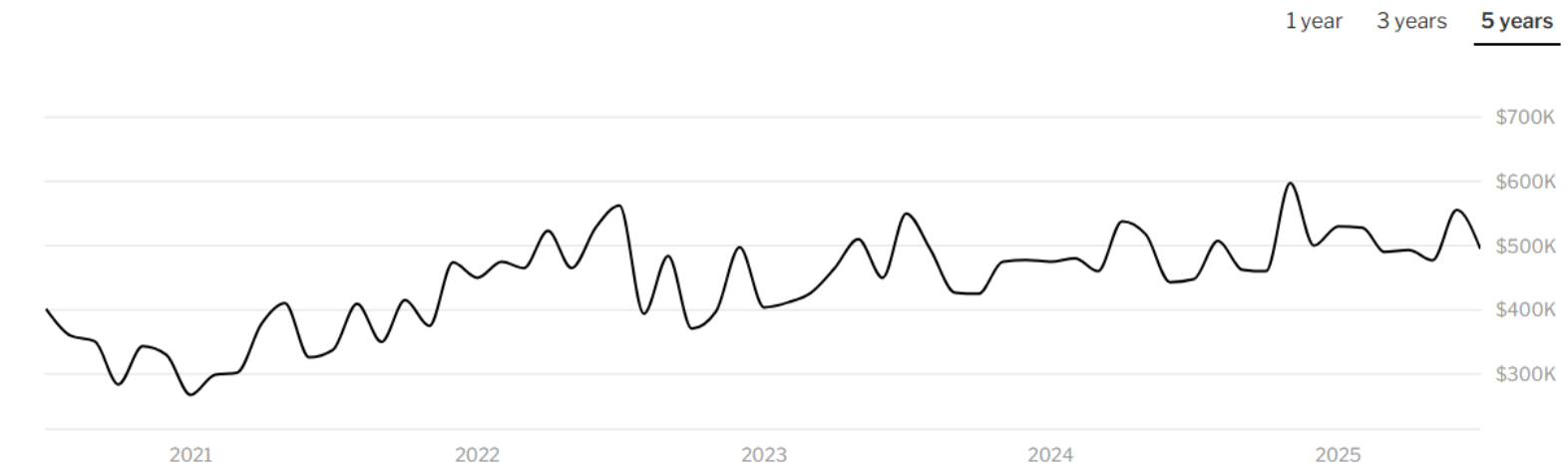
Real Estate Dynamics

Residential Housing Overview – For Sale

Residential Housing in Pittsboro includes single-family homes, townhomes and apartments. Nearly 70% of the housing stock are owner-occupied homes. The majority of homes are 1 or 2-person households.

According to Redfin, "in February 2025, Pittsboro home prices were up 10.6% compared to last year, selling for a median price of $495K. On average, homes in Pittsboro sell after 73 days on the market compared to 29 days last year. There were 7 homes sold in July this year, down from 16 last year."

Chatham Park is planned for 22,000 housing units within several neighborhoods. Two single family projects have begun sales: The Vineyards includes homes starting in the $400s and executive homes starting at $900k. Del Webb has begun an 800-unit 55+ community as well. Novi includes single family homes and townhomes starting at $400k. This has resulted in an overall increase in median sales prices as deliveries of new homes increase.



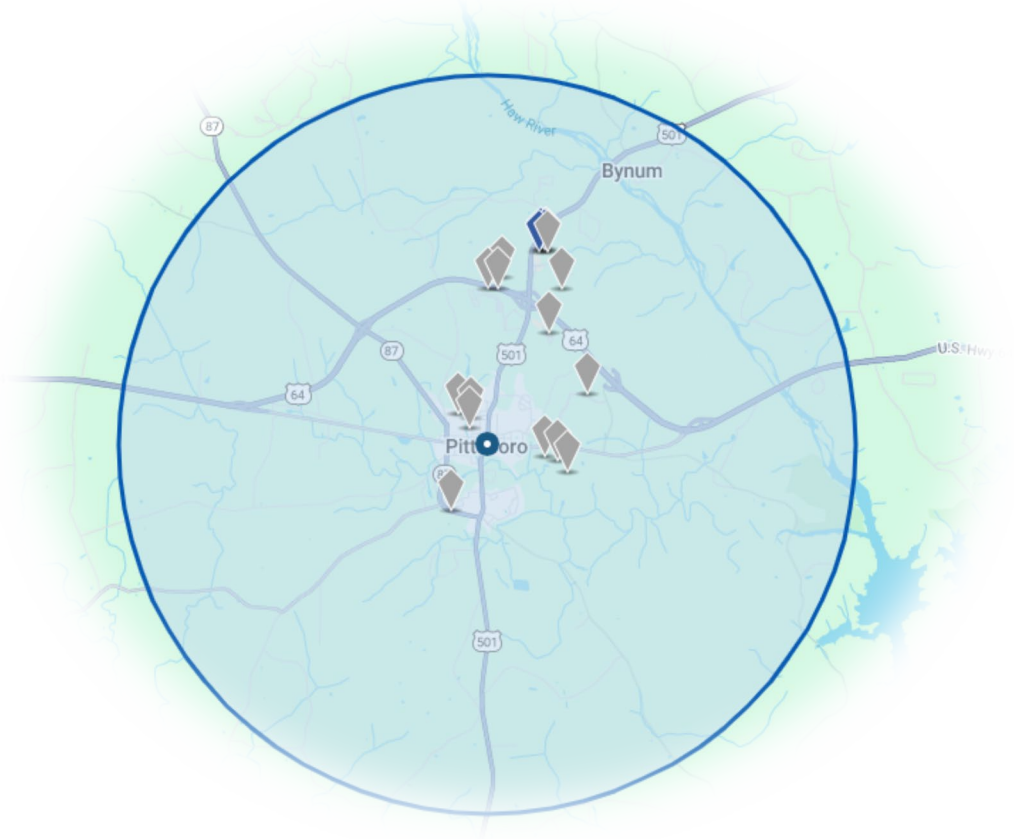
Based on Redfin calculations of home data from MLS and/or public records.

Median Sale Price	# of Homes Sold	Median Days on Market
$495,000	7	73
+10.6% year-over-year	-56.3% year-over-year	+44 year-over-year

Source: Redfin – Pittsboro, NC

Real Estate Dynamics

Residential Housing Overview – For Rent



There are expanded opportunities for multifamily housing in Pittsboro, however few of them exist for low income or median income families. There are 12 existing multifamily complexes in a 5-mile radius of downtown Pittsboro, totaling 1,462 units according to Costar. The average vacancy as of August 2025 was 17.4%, down over 45% from the prior year. Costar reports an additional +/- 2,500 proposed units to be constructed, primarily in Chatham Park.

Examples of the proposed include Mosaic at Chatham Park featuring luxury apartments (the Guild) for rent averaging $1,700 per month and condos (Tessera) for sale priced from $300-600's.

Property Summary Statistics

Property Attributes	Low	Average	Median	High
Units	40	254	99	1,200
Year Built	1978	2016	2022	2027
Stories	1	3	3	5
Asking Rent/Unit	$565	$1,450	$1,204	$1,659
Vacancy %	0.0%	17.4%	7.5%	32.7%

Multifamily Housing – CoStar, August 2025

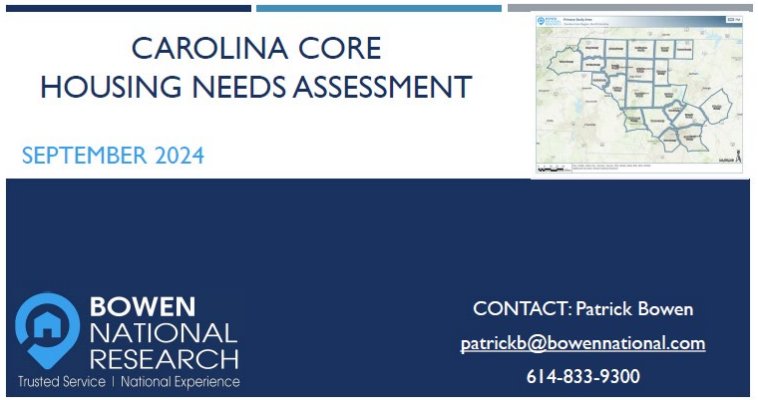
Real Estate Dynamics

Housing Affordability

The NC Housing Supply Gap Analysis for the Carolina Core region done by Bowen Research in 2024 indicates that there is a housing supply gap in Chatham County of 12,253 for 2024 – 2029. This includes both for-sale and for-rent housing units.

Of the total above, 9,719 approximately 79% are **For-Sale** housing gaps, the third largest share in the Carolina Core. In terms of affordability, 60% or 5,733 units of that demand would qualify as affordable/workforce housing. A family with a household income of $66,000 and limited debt could qualify for a mortgage of approximately $260,000 based on today's interest rates and a 20% downpayment for a home priced at $325,000.

The remaining units include **For-Rent** housing gap. Demand for 1,881 units or 74% of the total 2,534 gap falls in the categories of affordable/workforce units. Similarly, the same family with a household income and limited debt could qualify for an apartment of up to $1,650 per month.



For-Sale Gap Estimates – Affordable/Workforce Units needed priced at <$325,000		
<50% AMHI (Low income)	51-80% AMHI (Very Affordable)	81-120% AHMI (Affordable/Workforce)
Median HH Income <$60,000	Median HH Income $66,000	Median HH Income $90,000
2,047	1,972	1,714
For-Rent Gap Estimates – Affordable/Workforce Units needed priced at <$1,650		
<50% AMHI (Low income)	51-80% AMHI (Very Affordable)	81-120% AHMI (Affordable/Workforce)
1,039	539	303

Real Estate Dynamics

Commercial and Residential Highlights

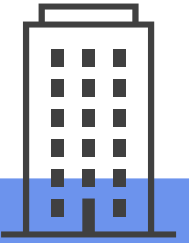
Housing

- Supply gap of > 12,253 units through 2029
- Limited diversity of housing types
- Downtown focus on workforce/affordable housing underwritten by city/county land.

Retail

- Limited inventory
- Dominant employer
- 10-year demand estimate of **164,860** S.F. (35% capture)

Office



- Limited inventory
- Expand flexible office and coworking options
- 10-year demand estimate of **77,175** S.F. (50% capture)
- Excludes Gov't / Institutional

Real Estate Dynamics

Issues & Opportunities

ISSUES

- There is a housing gap of 12,265 units in Chatham County, much of which includes for-sale units. This is largely driven by the explosion of growth throughout the region. Large scale housing developments such as Chatham Park will fill a significant portion of this housing demand, however, will not meet the demands of affordability/workforce housing.
- There is limited available inventory of affordable commercial space in retail and office categories in the downtown.

OPPORTUNITIES

- Expand affordable housing options in the downtown for both ownership and rentals to strengthen commercial uses.
- Develop a housing policy to expand product types for multiple generations. See Strongtowns Housing Toolkit: Housing-Ready Cities
- Partner with Chatham County EDC to attract businesses in office, retail and potentially lodging, in the downtown.

Site Development Strategies

PHASE 3

Site Development Strategies

Supporting Land Uses

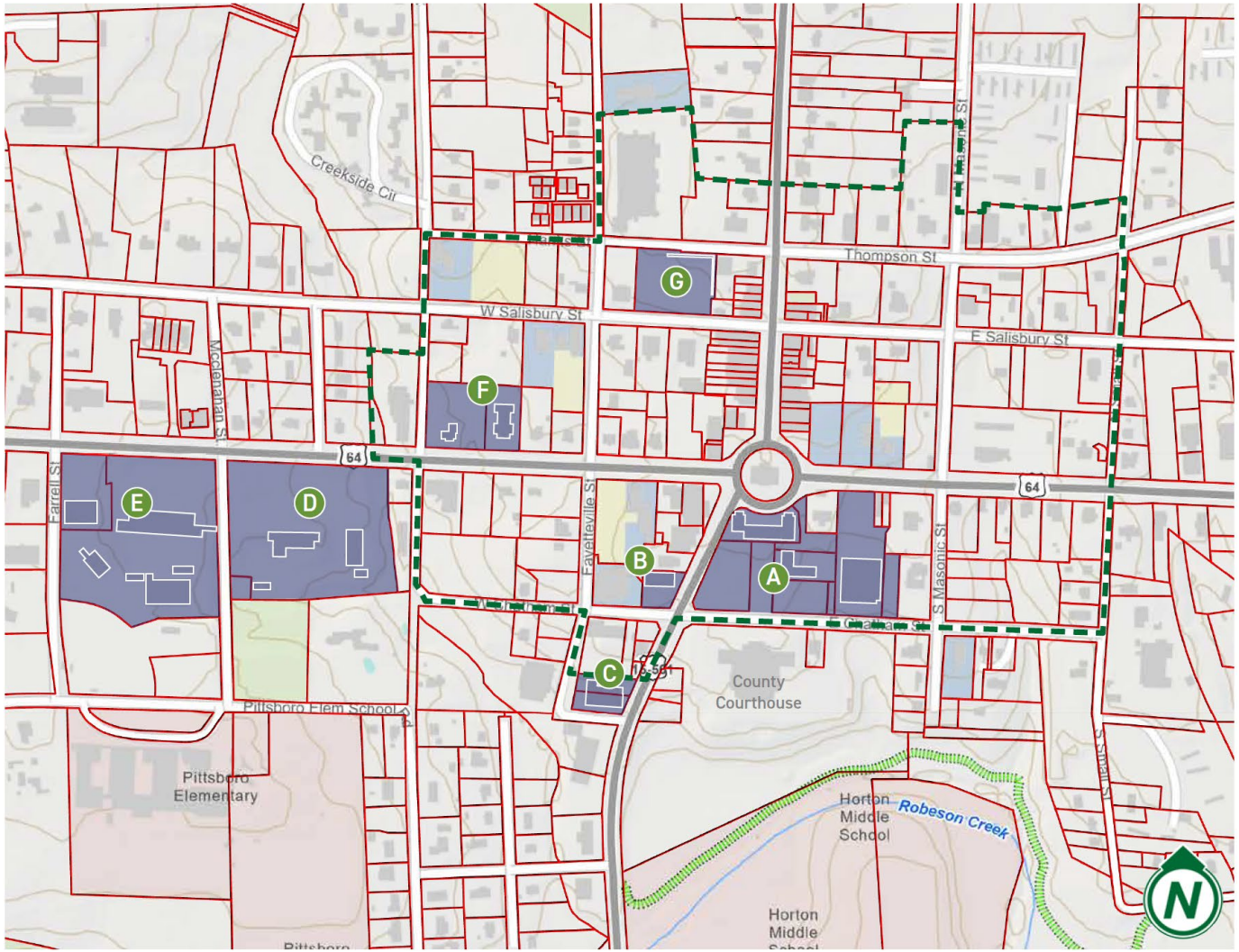
Downtown Pittsboro Public Properties for Feasibility Study

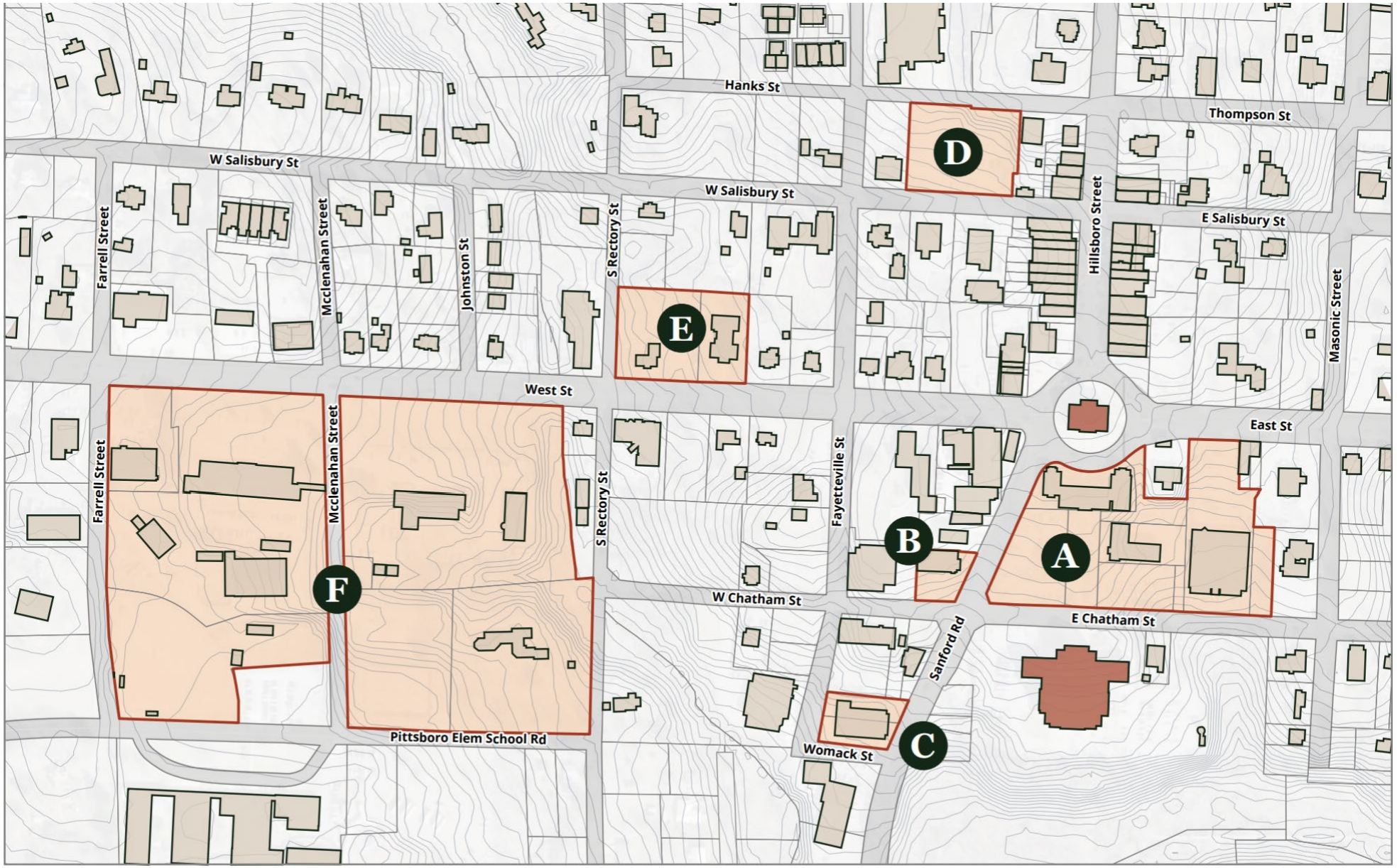
- Subject Properties
- Downtown Overlay

Property Groups (Sites)

- A Courthouse Complex
- B ABC Store
- C Fire Station 12
- D Sheriff's Office
- E Sheriff's Office & Habitit for Humanity
- F Rectory Street Corner
- G Pop-up Park

BOLTON & MENK
Real People. Real Solutions.





A County Administrative Complex

B ABC Store

C Fire Station 1

D Pop-up Park

E Former Library

F McClenahan Blocks

Site Due Diligence

ENVIRONMENTAL

IMPLICATIONS OF RECS (RECOGNIZED ENVIRONMENTAL CONDITION)

- Identifying RECs has several implications for property transactions:
- **Financial Impact:** Properties with RECs may require costly remediation efforts, which can affect their market value and the financial viability of transactions.
- **Legal Liability:** Buyers and sellers must be aware of potential legal liabilities associated with environmental contamination. Failure to address RECs can result in regulatory penalties and lawsuits.
- **Transaction Delays:** The presence of RECs can delay property transactions as parties negotiate remediation responsibilities and costs.

MANAGING RECS

- Effective management of RECs involves several steps:
- **Further Investigation:** Conducting Phase II ESAs to determine the extent of contamination and the necessary remediation measures.
- **Remediation:** Implementing cleanup efforts to address identified contamination, which may include soil excavation, groundwater treatment, or the installation of engineering controls.
- **Monitoring and Maintenance:** Establishing ongoing monitoring and maintenance programs to ensure that remediation efforts remain effective and that the property remains compliant with regulatory standards.

Highest & Best Use

The highest and best use of a property is determined through four key tests:

- Legal permissibility – zoning and entitlements
- Physical possibility – size, shape, topography, accessibility
- Financial feasibility – provides return of / on investment
- Maximum productivity – most profitable (density)
- Scoring: 1 -5
- Maximum Score: 20

Strategies

Development – design & construct new, maximum use of site

Re-Development – demolish, design and construct new, expanded use of site

Adaptive Reuse – renovation & repurpose, current use of site

Site A
Redevelopment/Adaptive Reuse

Parcel A – Courthouse Complex Score 16

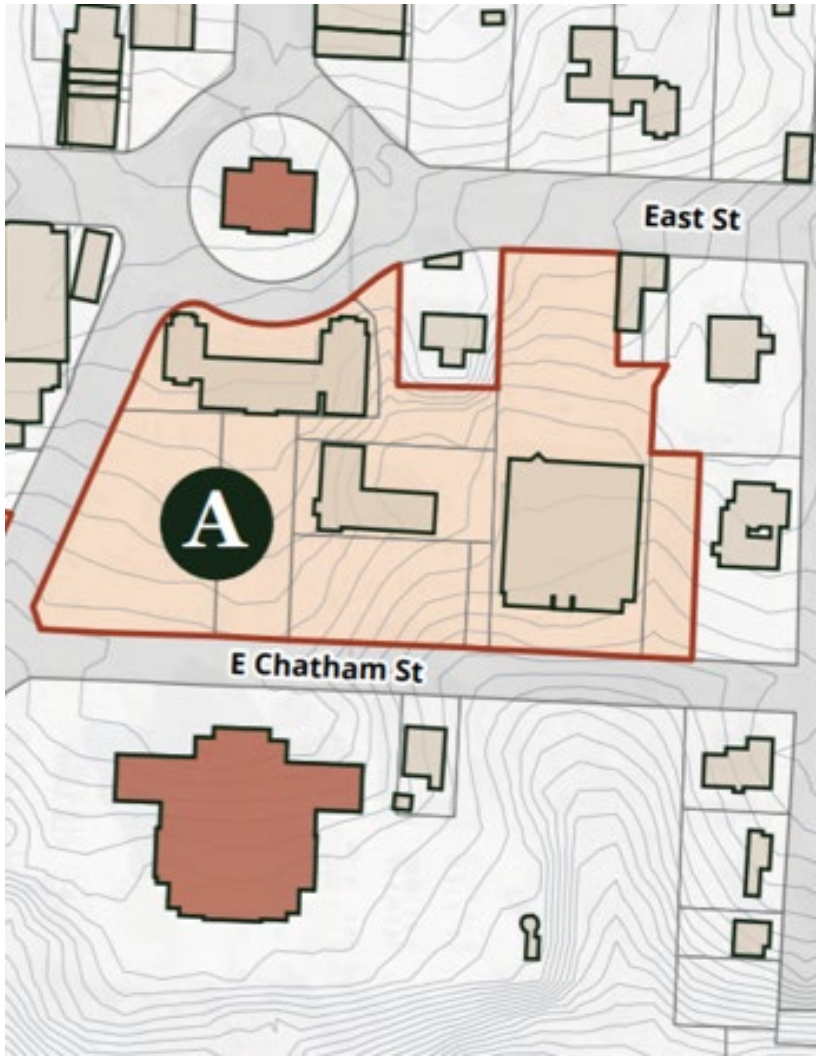
Size – 4.8 acres

Highest & Best Use:

- Office/Institutional (mixed-use)
- Retail & Restaurant (mixed-use)
- Hospitality (limited service)
- Public Space/Town Green

Benefits:

- Catalyst Site for Downtown
- Provides continuity for daytime population
- Connects old and new courthouse
- Provides opportunity for public space



Sites B & C
Adaptive Reuse

Parcel B – ABC Store Score 17

Parcel C – Fire Station Score 16

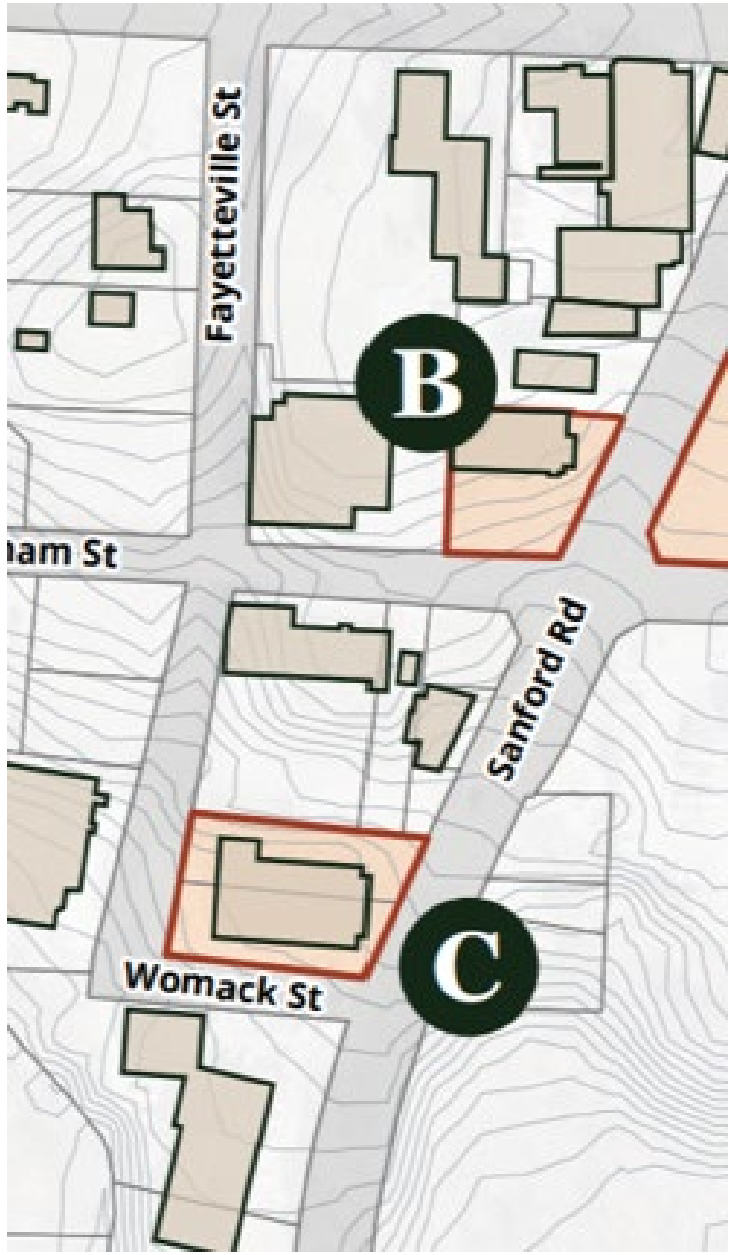
Size - .90 acres

Highest & Best Use:

- Restaurant – dining/entertainment
- Retail

Benefits:

- Expands & connects downtown
- Expands shopping & dining options



Site D Development

Parcel D – PopUp Park Score 13

Size –1.26 acres

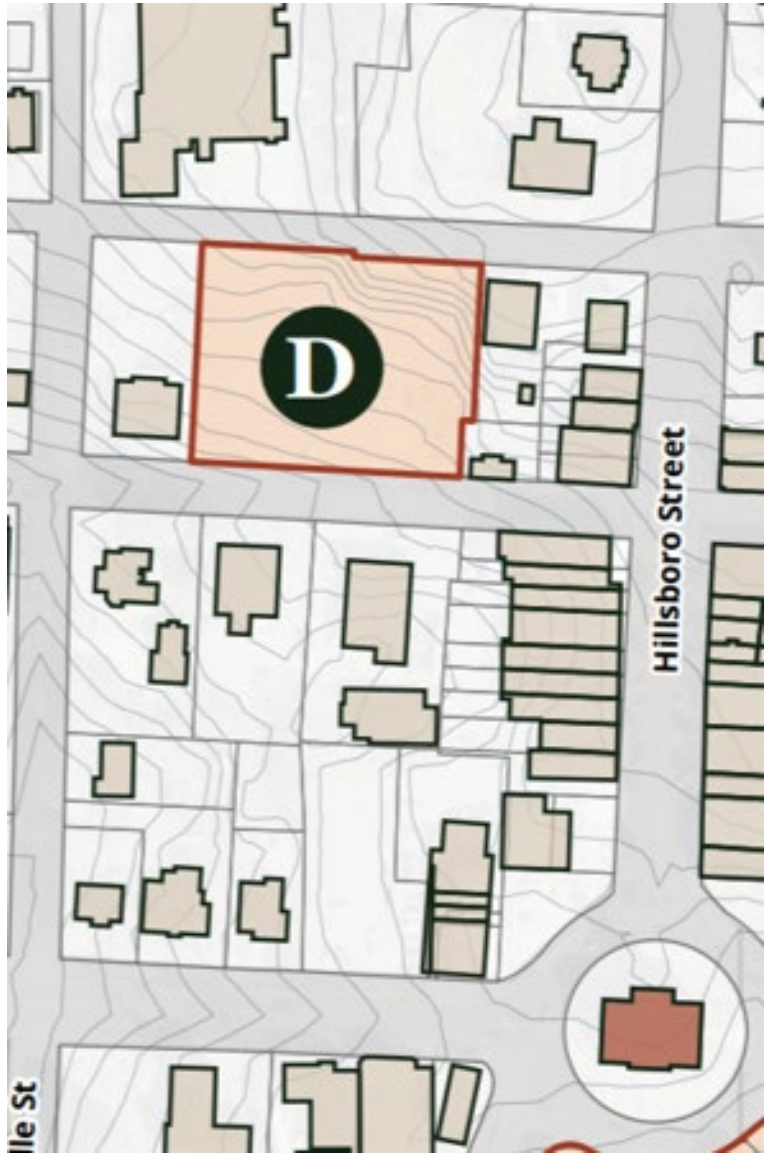
Highest & Best Use:

- Housing*

Benefits:

- Expands & connects downtown
- Provides expanded housing options

*residential use may be limited due to environmental



Site E
Redevelopment & Adaptive Reuse

Parcel E – Former Library Score: 18

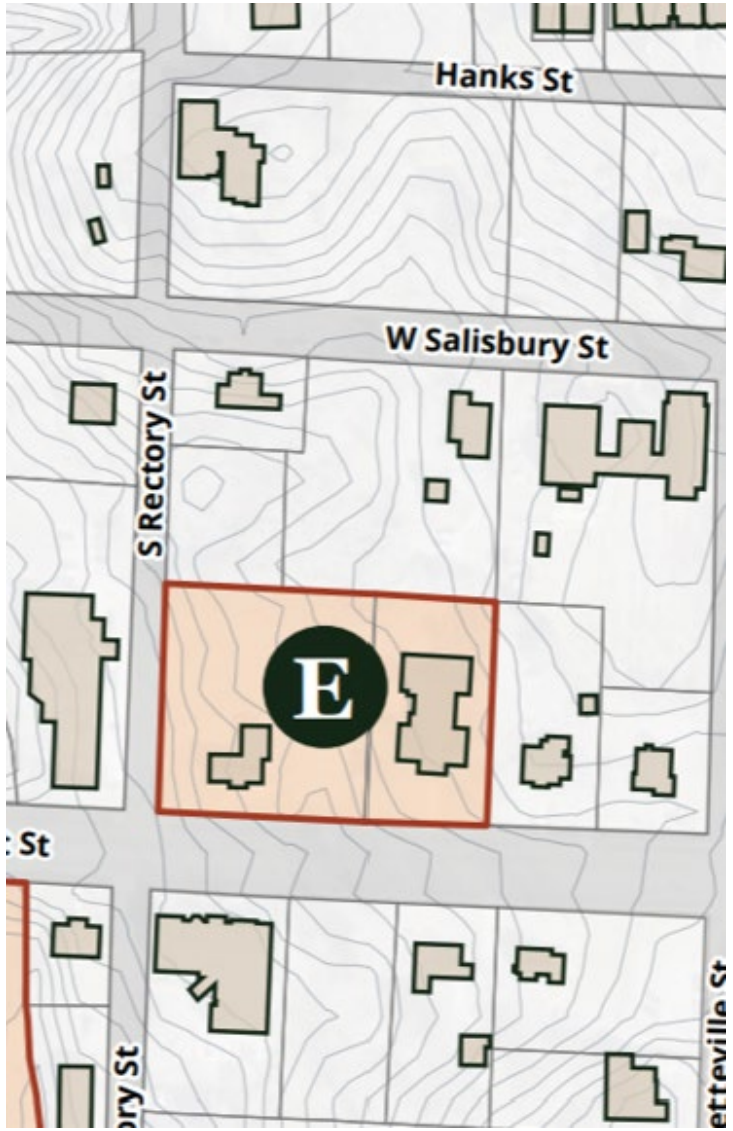
Size – 1.55 acres

Highest & Best Use:

- Retail & Restaurant (mixed-use)
- Housing (mixed-use)

Benefits:

- Expands & connects downtown
- Provides expanded retail & housing options



Site F Redevelopment

Parcel F – Sheriff's Office & Habitat for Humanity Score: 15

Size – 11.93 acres

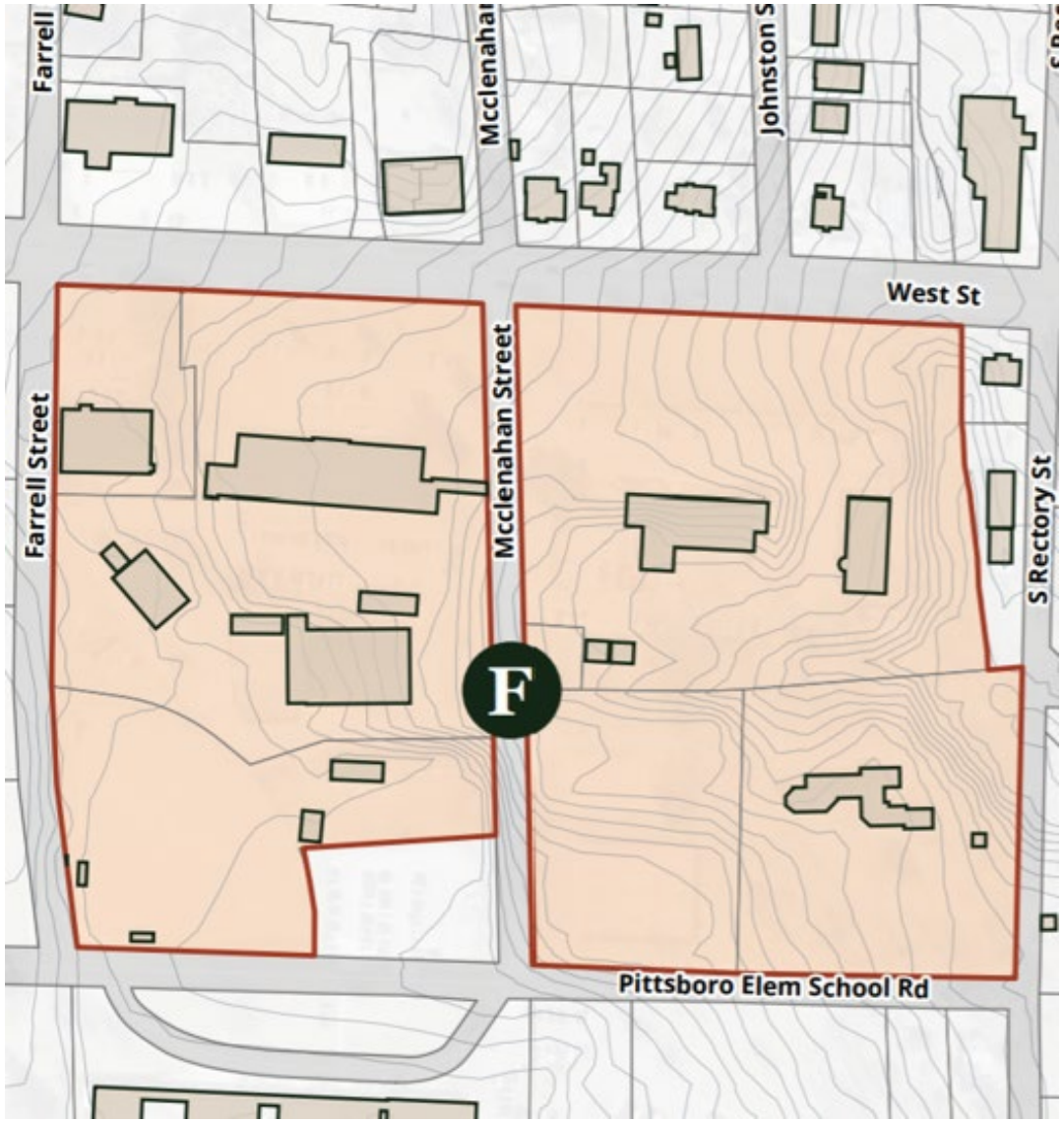
Highest & Best Use: (multi-use/mixed-use)

- Housing *
- Office/Other
- Recreation/Health & Wellness

Benefits:

- Provides gateway into downtown
- Provides expanded housing options
- Expanded services

*residential uses may be limited due to environmental – ESA pending



Summary

Site	Site A – Courthouse Complex	Sites B & C – ABC Store & Fire Station	Site D – Popup Park	Site E – Former Library	Site F – Sheriff's Complex
Acres	4.8 acres	.90 acres	1.26 acres	1.55 acres	12 acres
Score	16	17 & 16	13	18	15
Strategy	Redevelopment/ Adaptive Reuse	Adaptive Reuse	Development	Redevelopment/ Adaptive Reuse	Redevelopment
HABU	Mixed-Use Office Dominant	Restaurant/ Retail	Housing	Mixed-Use Housing Dominant	Mixed-Use Housing Dominant

Economic Development

Issues & Opportunities

ISSUES

- Relocation of county offices will move substantial number of employees out of downtown to support retail & restaurants
- Limited choice of housing types, including apartments, townhomes, patio homes and senior housing – designed for 1-2 person households. Focus on affordability.

OPPORTUNITIES

- Expanded office opportunities connected to courthouse will preserve downtown employment and daytime population
- Expanded housing opportunities will expand downtown population for 18-hour activity and pedestrian movement

Market Analysis – Gaps + Highest & Best Use

10-year period

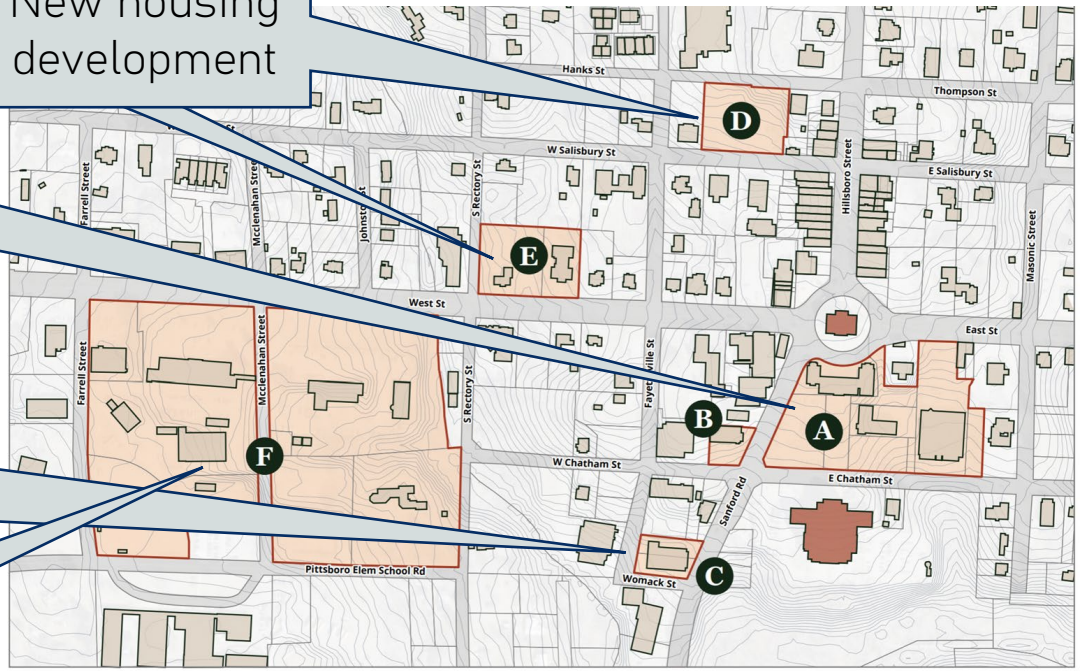
E: 1.55 acres
Adaptive Reuse
Mixed-Use
Multifamily

A: 4.88 acres
Adaptive
Reuse/Redevelopment
Mixed-Use **Office**

B & C: 0.90 acres
Adaptive Reuse
Retail/Restaurant

F: 12 acres
Redevelopment
Mixed-Use
Housing & Retail

D: 1.26 acres
New housing
development



Appendix

- Community Profile, Pittsboro, NC
- Civilian Labor Force Profile, Pittsboro, NC
- Housing Profile, Pittsboro, NC
- Chatham County Commuting Report
- Chatham County Office Submarket Report
- Chatham County Retail Submarket Report
- MSA Hospitality Market Report

Community Profile

Pittsboro Town, NC
Pittsboro Town, NC (3752660)
Geography: Place

Prepared by Esri

	Pittsboro tow...
Population Summary	
2010 Total Population	3,782
2020 Total Population	4,541
2020 Group Quarters	293
2024 Total Population	6,022
2024 Group Quarters	283
2029 Total Population	6,709
2024-2029 Annual Rate	2.18%
2024 Total Daytime Population	7,886
Workers	4,501
Residents	3,385
Household Summary	
2010 Households	1,495
2010 Average Household Size	2.29
2020 Total Households	1,791
2020 Average Household Size	2.37
2024 Households	2,457
2024 Average Household Size	2.34
2029 Households	2,762
2029 Average Household Size	2.33
2024-2029 Annual Rate	2.37%
2010 Families	946
2010 Average Family Size	2.87
2024 Families	1,544
2024 Average Family Size	3.06
2029 Families	1,764
2029 Average Family Size	3.00
2024-2029 Annual Rate	2.70%
Housing Unit Summary	
2000 Housing Units	1,062
Owner Occupied Housing Units	54.9%
Renter Occupied Housing Units	36.2%
Vacant Housing Units	8.9%
2010 Housing Units	1,620
Owner Occupied Housing Units	64.1%
Renter Occupied Housing Units	28.1%
Vacant Housing Units	7.7%
2020 Housing Units	1,902
Owner Occupied Housing Units	64.1%
Renter Occupied Housing Units	30.1%
Vacant Housing Units	5.8%
2024 Housing Units	2,719
Owner Occupied Housing Units	61.9%
Renter Occupied Housing Units	28.5%
Vacant Housing Units	9.6%
2029 Housing Units	3,012
Owner Occupied Housing Units	63.1%
Renter Occupied Housing Units	28.6%
Vacant Housing Units	8.3%

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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	Pittsboro tow...
2024 Households by Income	
Household Income Base	2,457
<$15,000	5.9%
$15,000 - $24,999	13.1%
$25,000 - $34,999	6.6%
$35,000 - $49,999	11.8%
$50,000 - $74,999	20.6%
$75,000 - $99,999	6.7%
$100,000 - $149,999	18.4%
$150,000 - $199,999	10.7%
$200,000+	6.2%
Average Household Income	$90,106
2029 Households by Income	
Household Income Base	2,762
<$15,000	4.9%
$15,000 - $24,999	9.4%
$25,000 - $34,999	4.5%
$35,000 - $49,999	9.7%
$50,000 - $74,999	19.3%
$75,000 - $99,999	6.9%
$100,000 - $149,999	21.9%
$150,000 - $199,999	15.6%
$200,000+	7.9%
Average Household Income	$110,314
2024 Owner Occupied Housing Units by Value	
Total	1,682
<$50,000	3.2%
$50,000 - $99,999	3.4%
$100,000 - $149,999	4.9%
$150,000 - $199,999	5.2%
$200,000 - $249,999	5.5%
$250,000 - $299,999	10.9%
$300,000 - $399,999	30.8%
$400,000 - $499,999	16.3%
$500,000 - $749,999	16.9%
$750,000 - $999,999	1.1%
$1,000,000 - $1,499,999	1.6%
$1,500,000 - $1,999,999	0.0%
$2,000,000 +	0.1%
Average Home Value	$380,158
2029 Owner Occupied Housing Units by Value	
Total	1,900
<$50,000	0.2%
$50,000 - $99,999	0.1%
$100,000 - $149,999	0.1%
$150,000 - $199,999	0.4%
$200,000 - $249,999	1.3%
$250,000 - $299,999	5.4%
$300,000 - $399,999	28.5%
$400,000 - $499,999	23.6%
$500,000 - $749,999	34.9%
$750,000 - $999,999	2.4%
$1,000,000 - $1,499,999	2.9%
$1,500,000 - $1,999,999	0.0%
$2,000,000 +	0.2%
Average Home Value	$504,671

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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	Pittsboro tow...
Median Household Income	
2024	$62,860
2029	$81,900
Median Home Value	
2024	$354,633
2029	$459,688
Per Capita Income	
2024	$36,825
2029	$45,470
Median Age	
2010	41.6
2020	43.5
2024	44.3
2029	45.3
2020 Population by Age	
Total	4,541
0 - 4	5.2%
5 - 9	5.8%
10 - 14	7.2%
15 - 24	10.1%
25 - 34	10.4%
35 - 44	13.3%
45 - 54	12.6%
55 - 64	12.6%
65 - 74	11.3%
75 - 84	6.7%
85 +	4.6%
18 +	77.8%
2024 Population by Age	
Total	6,022
0 - 4	4.6%
5 - 9	4.9%
10 - 14	6.1%
15 - 24	11.7%
25 - 34	10.7%
35 - 44	12.8%
45 - 54	13.5%
55 - 64	12.6%
65 - 74	12.3%
75 - 84	7.1%
85 +	3.6%
18 +	80.3%
2029 Population by Age	
Total	6,709
0 - 4	4.5%
5 - 9	4.7%
10 - 14	5.6%
15 - 24	11.4%
25 - 34	11.5%
35 - 44	11.9%
45 - 54	13.1%
55 - 64	12.5%
65 - 74	12.3%
75 - 84	8.5%
85 +	4.0%
18 +	81.4%

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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	Pittsboro tow...
2020 Population by Sex	
Males	1,995
Females	2,546
2024 Population by Sex	
Males	2,824
Females	3,198
2029 Population by Sex	
Males	3,136
Females	3,573
2010 Population by Race/Ethnicity	
Total	3,782
White Alone	72.3%
Black Alone	19.5%
American Indian Alone	0.3%
Asian Alone	1.8%
Pacific Islander Alone	0.0%
Some Other Race Alone	3.6%
Two or More Races	2.4%
Hispanic Origin	8.8%
Diversity Index	52.7
2020 Population by Race/Ethnicity	
Total	4,541
White Alone	66.3%
Black Alone	17.9%
American Indian Alone	0.6%
Asian Alone	1.7%
Pacific Islander Alone	0.1%
Some Other Race Alone	5.7%
Two or More Races	7.7%
Hispanic Origin	10.7%
Diversity Index	61.0
2024 Population by Race/Ethnicity	
Total	6,022
White Alone	63.2%
Black Alone	18.6%
American Indian Alone	0.6%
Asian Alone	2.1%
Pacific Islander Alone	0.1%
Some Other Race Alone	6.8%
Two or More Races	8.5%
Hispanic Origin	11.7%
Diversity Index	64.6
2029 Population by Race/Ethnicity	
Total	6,709
White Alone	60.7%
Black Alone	18.7%
American Indian Alone	0.7%
Asian Alone	2.2%
Pacific Islander Alone	0.1%
Some Other Race Alone	8.1%
Two or More Races	9.4%
Hispanic Origin	13.5%
Diversity Index	67.8

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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	Pittsboro tow...
2020 Population by Relationship and Household Type	
Total	4,541
In Households	93.5%
Householder	39.6%
Opposite-Sex Spouse	17.5%
Same-Sex Spouse	0.3%
Opposite-Sex Unmarried Partner	1.6%
Same-Sex Unmarried Partner	0.2%
Biological Child	26.5%
Adopted Child	0.6%
Stepchild	1.1%
Grandchild	1.9%
Brother or Sister	0.9%
Parent	0.9%
Parent-in-law	0.4%
Son-in-law or Daughter-in-law	0.4%
Other Relatives	0.5%
Foster Child	0.1%
Other Nonrelatives	1.3%
In Group Quarters	6.5%
Institutionalized	6.5%
Noninstitutionalized	0.0%
2024 Population 25+ by Educational Attainment	
Total	4,371
Less than 9th Grade	3.0%
9th - 12th Grade, No Diploma	3.1%
High School Graduate	24.6%
GED/Alternative Credential	2.7%
Some College, No Degree	13.1%
Associate Degree	8.9%
Bachelor's Degree	26.6%
Graduate/Professional Degree	18.0%
2024 Population 15+ by Marital Status	
Total	5,077
Never Married	36.8%
Married	41.4%
Widowed	11.3%
Divorced	10.4%
2024 Civilian Population 16+ in Labor Force	
Civilian Population 16+	2,863
Population 16+ Employed	94.1%
Population 16+ Unemployment rate	5.9%
Population 16-24 Employed	8.6%
Population 16-24 Unemployment rate	4.5%
Population 25-54 Employed	68.1%
Population 25-54 Unemployment rate	3.9%
Population 55-64 Employed	14.6%
Population 55-64 Unemployment rate	6.6%
Population 65+ Employed	8.7%
Population 65+ Unemployment rate	19.3%

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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	Pittsboro tow...
2024 Employed Population 16+ by Industry	
Total	2,694
Agriculture/Mining	0.1%
Construction	7.2%
Manufacturing	7.9%
Wholesale Trade	0.7%
Retail Trade	11.4%
Transportation/Utilities	1.2%
Information	3.5%
Finance/Insurance/Real Estate	3.2%
Services	60.8%
Public Administration	4.1%
2024 Employed Population 16+ by Occupation	
Total	2,694
White Collar	74.2%
Management/Business/Financial	20.0%
Professional	34.1%
Sales	8.2%
Administrative Support	12.0%
Services	16.1%
Blue Collar	9.7%
Farming/Forestry/Fishing	0.0%
Construction/Extraction	1.2%
Installation/Maintenance/Repair	0.1%
Production	1.2%
Transportation/Material Moving	7.2%
2020 Households by Type	
Total	1,791
Married Couple Households	44.8%
With Own Children <18	19.7%
Without Own Children <18	25.1%
Cohabitating Couple Households	4.1%
With Own Children <18	1.1%
Without Own Children <18	3.0%
Male Householder, No Spouse/Partner	12.6%
Living Alone	9.3%
65 Years and over	3.8%
With Own Children <18	1.0%
Without Own Children <18, With Relatives	1.6%
No Relatives Present	0.6%
Female Householder, No Spouse/Partner	38.5%
Living Alone	22.6%
65 Years and over	13.4%
With Own Children <18	7.8%
Without Own Children <18, With Relatives	7.4%
No Relatives Present	0.8%
2020 Households by Size	
Total	1,791
1 Person Household	31.9%
2 Person Household	29.5%
3 Person Household	15.3%
4 Person Household	13.4%
5 Person Household	6.5%
6 Person Household	1.7%
7 + Person Household	1.7%

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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	Pittsboro tow...
2020 Households by Tenure and Mortgage Status	
Total	1,791
Owner Occupied	68.1%
Owned with a Mortgage/Loan	51.8%
Owned Free and Clear	16.2%
Renter Occupied	31.9%
2024 Affordability, Mortgage and Wealth	
Housing Affordability Index	71
Percent of Income for Mortgage	35.3%
Wealth Index	74
2020 Housing Units By Urban/ Rural Status	
Total	1,902
Urban Housing Units	0.0%
Rural Housing Units	100.0%
2020 Population By Urban/ Rural Status	
Total	4,541
Urban Population	0.0%
Rural Population	100.0%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

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Community Profile

Pittsboro Town, NC
Pittsboro Town, NC (3752660)
Geography: Place

Prepared by Esri

	Pittsboro tow...
Top 3 Tapestry Segments	
1.	In Style (5B)
2.	The Great Outdoors (6C)
3.	Green Acres (6A)
2024 Consumer Spending	
Apparel & Services: Total $	$4,677,728
Average Spent	$1,903.84
Spending Potential Index	80
Education: Total $	$3,156,371
Average Spent	$1,284.64
Spending Potential Index	74
Entertainment/Recreation: Total $	$8,112,182
Average Spent	$3,301.66
Spending Potential Index	81
Food at Home: Total $	$14,652,290
Average Spent	$5,963.49
Spending Potential Index	82
Food Away from Home: Total $	$7,794,384
Average Spent	$3,172.32
Spending Potential Index	82
Health Care: Total $	$15,936,188
Average Spent	$6,486.04
Spending Potential Index	84
HH Furnishings & Equipment: Total $	$6,401,320
Average Spent	$2,605.34
Spending Potential Index	82
Personal Care Products & Services: Total $	$1,936,573
Average Spent	$788.19
Spending Potential Index	79
Shelter: Total $	$50,830,981
Average Spent	$20,688.23
Spending Potential Index	78
Support Payments/Cash Contributions/Gifts in Kind: Total $	$7,310,442
Average Spent	$2,975.35
Spending Potential Index	85
Travel: Total $	$5,818,288
Average Spent	$2,368.05
Spending Potential Index	78
Vehicle Maintenance & Repairs: Total $	$3,042,744
Average Spent	$1,238.40
Spending Potential Index	84

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.
Source: Consumer Spending data are derived from the 2019 and 2020 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2000 and 2010 decennial Census data converted by Esri into 2020 geography.

June 04, 2025

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Civilian Labor Force Profile

Pittsboro Town, NC
Pittsboro Town, NC (3752660)
Geography: Place

		2025 Labor Force				
Age Group	Population	Employed	Unemployed	Unemployed Rate	Labor Force Participation Rate	Employment-Population Ratio
16+	5,960	3,117	214	6.4%	55.9%	52.3%
16-24	771	287	11	3.7%	38.7%	37.2%
25-54	2,673	2,162	101	4.5%	84.7%	80.9%
55-64	893	422	39	8.5%	51.6%	47.3%
65+	1,623	246	63	20.4%	19.0%	15.2%
Male Age 16+	2,775	1,745	70	3.9%	65.4%	62.9%
Female Age 16+	3,185	1,379	146	9.6%	47.9%	43.3%
White Age 16+	3,872	2,047	70	3.3%	54.7%	52.9%
Black Age 16+	1,067	316	86	21.4%	37.7%	29.6%
American Indian Age 16+	41	23	1	4.2%	58.5%	56.1%
Asian Age 16+	140	57	7	10.9%	45.7%	40.7%
Pacific Islander Age 16+	7	3	1	25.0%	57.1%	42.9%
Other Race Age 16+	379	241	48	16.6%	76.3%	63.6%
Multiple Races Age 16+	454	426	0	0.0%	93.8%	93.8%

Economic Dependency	Ratio
Total	131.6
Child (<16)	40.4
Working-Age (16-64)	47.0
Senior (65+)	44.2

Data Note: Location Quotients compare the industry/occupation share of a local area's employment relative to that same share nationally. A value lower/greater than 1 indicates that the local area is less/more specialized in that industry or occupation category than the US as a whole.

Source: Esri forecasts for 2025 and 2030.

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Industry	Employed	Percent	US Percent	Location Quotient
Total	3,117	100.0%	100.0%	-
Agriculture/Forestry/Fishing	0	0.0%	1.1%	0.00
Mining/Quarrying/Oil & Gas	5	0.2%	0.3%	0.49
Construction	237	7.6%	6.9%	1.09
Manufacturing	218	7.0%	9.6%	0.73
Wholesale Trade	20	0.6%	1.9%	0.33
Retail Trade	358	11.5%	10.4%	1.11
Transportation/Warehousing	22	0.7%	5.0%	0.14
Utilities	10	0.3%	0.9%	0.36
Information	99	3.2%	1.8%	1.74
Finance/Insurance	33	1.1%	4.9%	0.22
Real Estate/Rental/Leasing	58	1.9%	1.7%	1.12
Professional/Scientific/Tech	283	9.1%	8.4%	1.08
Management of Companies	0	0.0%	0.2%	0.00
Admin/Support/Waste Management	107	3.4%	4.5%	0.76
Educational Services	258	8.3%	9.4%	0.88
Health Care/Social Assistance	832	26.7%	14.5%	1.84
Arts/Entertainment/Recreation	0	0.0%	2.2%	0.00
Accommodation/Food Services	383	12.3%	6.6%	1.86
Other Services (Excluding Public)	52	1.7%	4.7%	0.35
Public Administration	142	4.6%	5.0%	0.90

Data Note: Location Quotients compare the industry/occupation share of a local area's employment relative to that same share nationally. A value lower/greater than 1 indicates that the local area is less/more specialized in that industry or occupation category than the US as a whole.

Source: Esri forecasts for 2025 and 2030.

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Occupation	Employed	Percent	US Percent	Location Quotient
Total	3,117	100.0%	100.0%	-
White Collar	2,321	74.5%	62.5%	1.19
Management	421	13.5%	11.8%	1.14
Business/Financial	201	6.5%	6.4%	1.00
Computer/Mathematical	90	2.9%	4.0%	0.72
Architecture/Engineering	26	0.8%	2.3%	0.36
Life/Physical/Social Sciences	222	7.1%	1.3%	5.55
Community/Social Service	46	1.5%	1.8%	0.81
Legal	7	0.2%	1.2%	0.19
Education/Training/Library	68	2.2%	6.3%	0.34
Arts/Design/Entertainment	150	4.8%	2.1%	2.25
Healthcare Practitioner	468	15.0%	6.7%	2.24
Sales and Sales Related	260	8.3%	8.4%	0.99
Office/Administrative Support	362	11.6%	10.1%	1.16
Blue Collar	256	8.2%	21.0%	0.39
Farming/Fishing/Forestry	0	0.0%	0.5%	0.00
Construction/Extraction	32	1.0%	4.9%	0.21
Installation/Maintenance/Repair	2	0.1%	2.9%	0.02
Production	31	1.0%	5.0%	0.20
Transportation/Material Moving	191	6.1%	7.7%	0.80
Services	540	17.3%	16.5%	1.05
Healthcare Support	138	4.4%	3.5%	1.25
Protective Service	15	0.5%	2.1%	0.23
Food Preparation/Serving	341	10.9%	5.1%	2.14
Building Maintenance	25	0.8%	3.4%	0.24
Personal Care/Service	21	0.7%	2.4%	0.28

Data Note: Location Quotients compare the industry/occupation share of a local area's employment relative to that same share nationally. A value lower/greater than 1 indicates that the local area is less/more specialized in that industry or occupation category than the US as a whole.

Source: Esri forecasts for 2025 and 2030.

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Housing Profile

Pittsboro Town, NC
Pittsboro Town, NC (3752660)
Geography: Place

Prepared by Esri

Population		Households	
2020 Total Population	4,541	2024 Median Household Income	$62,860
2024 Total Population	6,022	2029 Median Household Income	$81,900
2029 Total Population	6,709	2024-2029 Annual Rate	5.43%
2024-2029 Annual Rate	2.18%		

	Census 2020		2024		2029	
Housing Units by Occupancy Status and Tenure	**Number**	**Percent**	**Number**	**Percent**	**Number**	**Percent**
Total Housing Units	1,902	100.0%	2,719	100.0%	3,012	100.0%
Occupied	1,791	94.2%	2,457	90.4%	2,762	91.7%
Owner	1,219	64.1%	1,682	61.9%	1,900	63.1%
Renter	572	30.1%	775	28.5%	862	28.6%
Vacant	111	5.8%	262	9.6%	250	8.3%

	2024		2029	
Owner Occupied Housing Units by Value	**Number**	**Percent**	**Number**	**Percent**
Total	1,682	100.0%	1,900	100.0%
<$50,000	53	3.2%	4	0.2%
$50,000-$99,999	58	3.4%	1	0.1%
$100,000-$149,999	83	4.9%	1	0.1%
$150,000-$199,999	88	5.2%	7	0.4%
$200,000-$249,999	93	5.5%	25	1.3%
$250,000-$299,999	183	10.9%	103	5.4%
$300,000-$399,999	518	30.8%	541	28.5%
$400,000-$499,999	274	16.3%	449	23.6%
$500,000-$749,999	285	16.9%	664	34.9%
$750,000-$999,999	18	1.1%	46	2.4%
$1,000,000-$1,499,999	27	1.6%	56	2.9%
$1,500,000-$1,999,999	0	0.0%	0	0.0%
$2,000,000+	2	0.1%	3	0.2%
Median Value	$354,633		$459,688	
Average Value	$380,158		$504,671	

Census 2020 Housing Units	**Number**	**Percent**
Total	1,902	100.0%
Housing Units In Urbanized Areas	0	0.0%
Rural Housing Units	1,902	100.0%

Census 2020 Owner Occupied Housing Units by Mortgage Status	**Number**	**Percent**
Total	1,219	100.0%
Owned with a Mortgage/Loan	928	76.1%
Owned Free and Clear	291	23.9%

Data Note: Persons of Hispanic Origin may be of any race.
Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2020 decennial Census data.

June 04, 2025

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Housing Profile

Pittsboro Town, NC
Pittsboro Town, NC (3752660)
Geography: Place

Prepared by Esri

Census 2020 Vacant Housing Units by Status	Number	Percent
Total	111	100.0%
For Rent	27	24.3%
Rented- Not Occupied	0	0.0%
For Sale Only	16	14.4%
Sold - Not Occupied	10	9.0%
Seasonal/Recreational/Occasional Use	10	9.0%
For Migrant Workers	3	2.7%
Other Vacant	45	40.5%

Census 2020 Occupied Housing Units by Age of Householder and Home Ownership		Owner Occupied Units	
	Occupied Units	Number	% of Occupied
Total	1,791	1,219	68.1%
15-24	55	20	36.4%
25-34	202	117	57.9%
35-44	314	227	72.3%
45-54	317	242	76.3%
55-59	183	131	71.6%
60-64	162	100	61.7%
65-74	308	213	69.2%
75-84	173	124	71.7%
85+	77	45	58.4%

Census 2020 Occupied Housing Units by Race/Ethnicity of Householder and Home Ownership		Owner Occupied Units	
	Occupied Units	Number	% of Occupied
Total	1,791	1,219	68.1%
White Alone	1,263	942	74.6%
Black/African American Alone	328	147	44.8%
American Indian/Alaska Native	14	4	28.6%
Asian Alone	25	21	84.0%
Pacific Islander Alone	1	0	0.0%
Other Race Alone	65	48	73.8%
Two or More Races	95	57	60.0%
Hispanic Origin	125	92	73.6%

Census 2020 Occupied Housing Units by Size and Home Ownership		Owner Occupied Units	
	Occupied Units	Number	% of Occupied
Total	1,791	1,219	68.1%
1-Person	571	291	51.0%
2-Person	529	397	75.0%
3-Person	274	187	68.2%
4-Person	240	204	85.0%
5-Person	116	94	81.0%
6-Person	31	23	74.2%
7+ Person	30	23	76.7%

2024 Housing Affordability	
Housing Affordability Index	71
Percent of Income for Mortgage	35.3%

Data Note: Persons of Hispanic Origin may be of any race.
Source: Esri forecasts for 2024 and 2029. U.S. Census Bureau 2020 decennial Census data.

June 04, 2025

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INCOME

$83,210
Median Household Income

$46,774
Per Capita Income

$252,148
Median Net Worth

EDUCATION

NO
4.8%
No High School Diploma

HS
23.9%
High School Diploma

24.9%
Some College/Associate's Degree

43.4%
Bachelor's/Grad/Prof Degree

BUSINESS

560
Total Businesses

4,560
Total Employees

KEY FACTS

10,205
Population

45.2
Median Age

4,343
Households

$69,729
Median Disposable Income

COMMUTERS

14.9%
Spend 7+ hours commuting to and from work per week

79.8%
Drive Alone to Work

EMPLOYMENT

73.9%
White Collar

11.7%
Blue Collar

14.4%
Services

JOBLESS
4.2%
Unemployment Rate

ROSE ASSOCIATES

Chatham County Commuting Report, Private Primary Jobs 2022

OVERALL INFLOW OUTFLOW ANALYSIS

Resident Flow (Live/Work in Chatham County)	Jobs
Resident Live/Work in Chatham County	4,609
Worker Inflow	11,405
Resident Outflow	20,820
Net Flow	-9,415

COMMUTING FLOW ANALYSIS BY EARNING, AGE AND INDUSTRY GROUP

Earnings Group	Worker Inflow	Percent of Total	Resident Worker	Percent of Total	Resident Outflow	Percent of Total	Net Flow
Jobs earning $1,250 per month or less	1,907	16.7%	991	21.5%	2,967	14.3%	-1,060
Jobs earning $1,251 to $3,333 per month	3,494	30.6%	1,669	36.2%	5,036	24.2%	-1,542
Jobs earning more than $3,333 per month	6,004	52.6%	1,949	42.3%	12,817	61.6%	-6,813

Age Group	Worker Inflow	Percent of Total	Resident Worker	Percent of Total	Resident Outflow	Percent of Total	Net Flow
Jobs for workers age 29 or younger	2,889	25.3%	1,047	22.7%	4,346	20.9%	-1,457
Jobs for workers age 30 to 54	5,838	51.2%	2,041	44.3%	10,832	52.0%	-4,994
Jobs for workers age 55 or older	2,678	23.5%	1,521	33.0%	5,642	27.1%	-2,964

Industry Group	Worker Inflow	Percent of Total	Resident Worker	Percent of Total	Resident Outflow	Percent of Total	Net Flow
Jobs in Goods Producing industries	2,423	21.2%	1,252	27.2%	3,782	18.2%	-1,359
Jobs in Trade, Transportation, and Utilities industries	2,901	25.4%	813	17.6%	4,270	20.5%	-1,369
Jobs in All Other Services industries	6,081	53.3%	2,544	55.2%	12,768	61.3%	-6,687

Data Source: US Census Bureau, Center for Economic Studies, LODES, 2022, available in 2024

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COMMUTING BY Top 10 COUNTIES AND BY STATE

Workers Coming Into Chatham County

Resident County	Jobs	Percent of Inflow Jobs	Percent of All County Jobs
Wake County, NC	2,112	18.5%	13.2%
Durham County, NC	854	7.5%	5.3%
Randolph County, NC	849	7.4%	5.3%
Lee County, NC	780	6.8%	4.9%
Orange County, NC	723	6.3%	4.5%
Alamance County, NC	632	5.5%	3.9%
Guilford County, NC	448	3.9%	2.8%
Mecklenburg County, NC	431	3.8%	2.7%
Harnett County, NC	424	3.7%	2.6%
Moore County, NC	412	3.6%	2.6%

Workers Coming into Chatham County by Surrounding State

Residence State Name	State Resident Workers	Percent of Inflow Jobs	Percent of All County Jobs
South Carolina	98	0.9%	0.6%
Virginia	70	0.6%	0.4%
Tennessee	13	0.1%	0.1%
Georgia	12	0.1%	0.1%

Residents Working Out of Chatham County

Workplace County	Jobs	Percent of Outflow Jobs	Percent of All County Jobs
Wake County, NC	6,875	33.0%	27.0%
Durham County, NC	4,015	19.3%	15.8%
Orange County, NC	1,618	7.8%	6.4%
Mecklenburg County, NC	1,084	5.2%	4.3%
Guilford County, NC	989	4.8%	3.9%
Lee County, NC	939	4.5%	3.7%
Randolph County, NC	824	4.0%	3.2%
Alamance County, NC	767	3.7%	3.0%
Forsyth County, NC	301	1.4%	1.2%
Johnston County, NC	205	1.0%	0.8%

Residents Working Out of Chatham County by Surrounding State

Workplace State Name	State Resident Workers	Percent of Outflow Jobs	Percent of All County Jobs
Virginia	204	1.0%	1.3%
South Carolina	58	0.3%	0.4%
Georgia	36	0.2%	0.2%
Tennessee	22	0.1%	0.1%

Office Submarket Report

Chatham County

Durham - NC USA

PREPARED BY

ROSE ASSOCIATES

Daniel Bellot

Vice President of Brokerage

CoStar™

OFFICE SUBMARKET REPORT

Submarket Key Statistics	1
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Overview

Chatham County Office

12 Mo Deliveries in SF	12 Mo Net Absorption in SF	Vacancy Rate	Market Asking Rent Growth
0	25.2K	5.8%	1.9%

The Chatham County office submarket has a vacancy rate of 5.8% as of the third quarter of 2025. Over the past year, the submarket's vacancy rate has changed by -3.6%, a result of no net delivered space and 25,000 SF of net absorption.

Chatham County's vacancy rate of 5.8% compares to the submarket's five-year average of 6.6% and the 10-year average of 5.5%.

The Chatham County office submarket has roughly 71,000 SF of space listed as available, for an availability rate of 9.6%. As of the third quarter of 2025, there is 40,000 SF of office space under construction in Chatham County. In comparison, the submarket has averaged 17,000 SF of under construction inventory over the past 10 years.

Chatham County contains 700,000 SF of inventory, compared to 37.7 million SF of inventory metro wide.

Average rents in Chatham County are roughly $25.00/SF, compared to the wider Durham market average of $29.00/SF.

Rents have changed by 1.9% year over year in Chatham County, compared to a change of 1.7% metro wide. Annual rent growth of 1.9% in Chatham County compares to the submarket's five-year average of 3.9% and its 10-year average of 4.0%.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	24,000	0%	$36.26	62.2%	0	0	39,505
3 Star	341,812	10.0%	$25.28	7.4%	0	0	0
1 & 2 Star	330,054	1.9%	$22.25	1.8%	2,509	0	0
Submarket	**695,866**	**5.8%**	**$24.87**	**9.6%**	**2,509**	**0**	**39,505**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-3.6% (YOY)	5.1%	5.8%	21.4%	2010 Q1	0%	2000 Q3
Net Absorption SF	25.2K	11,033	17,608	51,611	2016 Q1	(110,502)	2010 Q1
Deliveries SF	0	12,735	18,283	50,646	2023 Q4	0	2025 Q2
Market Asking Rent Growth	1.9%	2.4%	1.3%	9.2%	2007 Q4	-4.0%	2009 Q1
Sales Volume	$8.5M	$1.5M	N/A	$14.1M	2021 Q3	$0	2024 Q3

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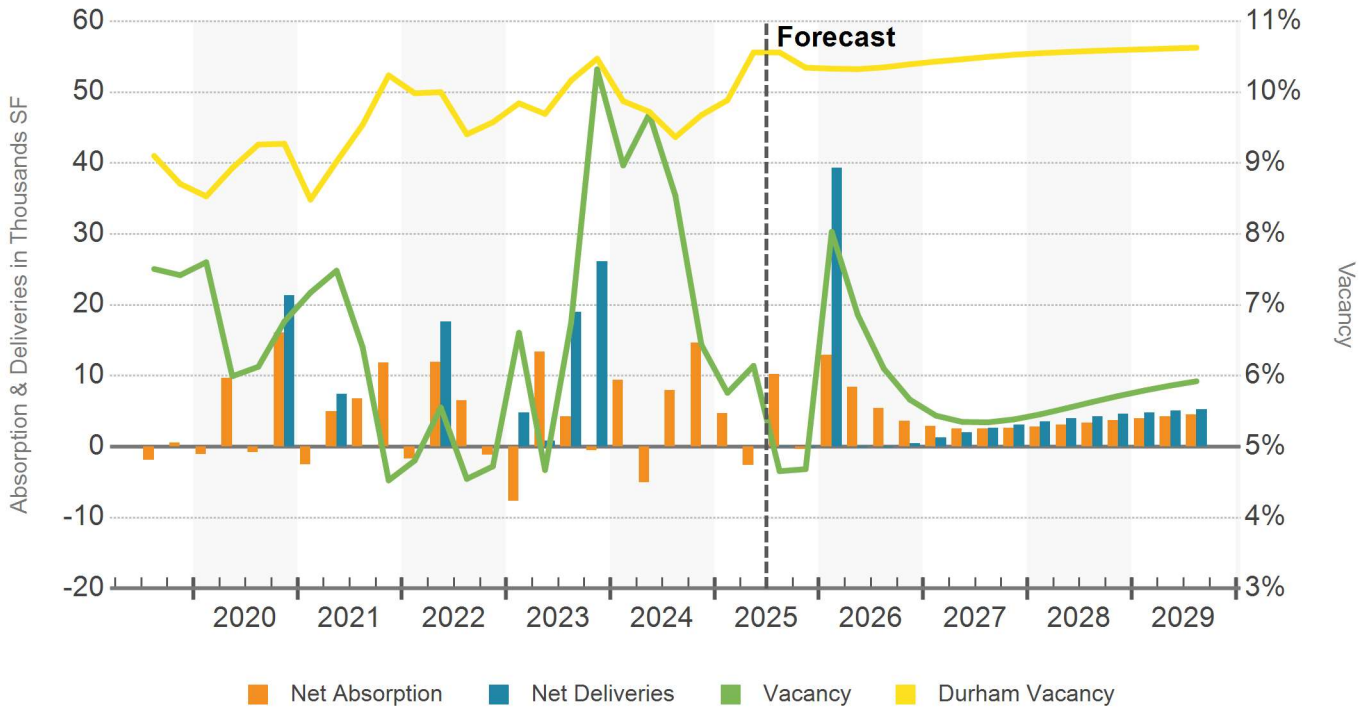
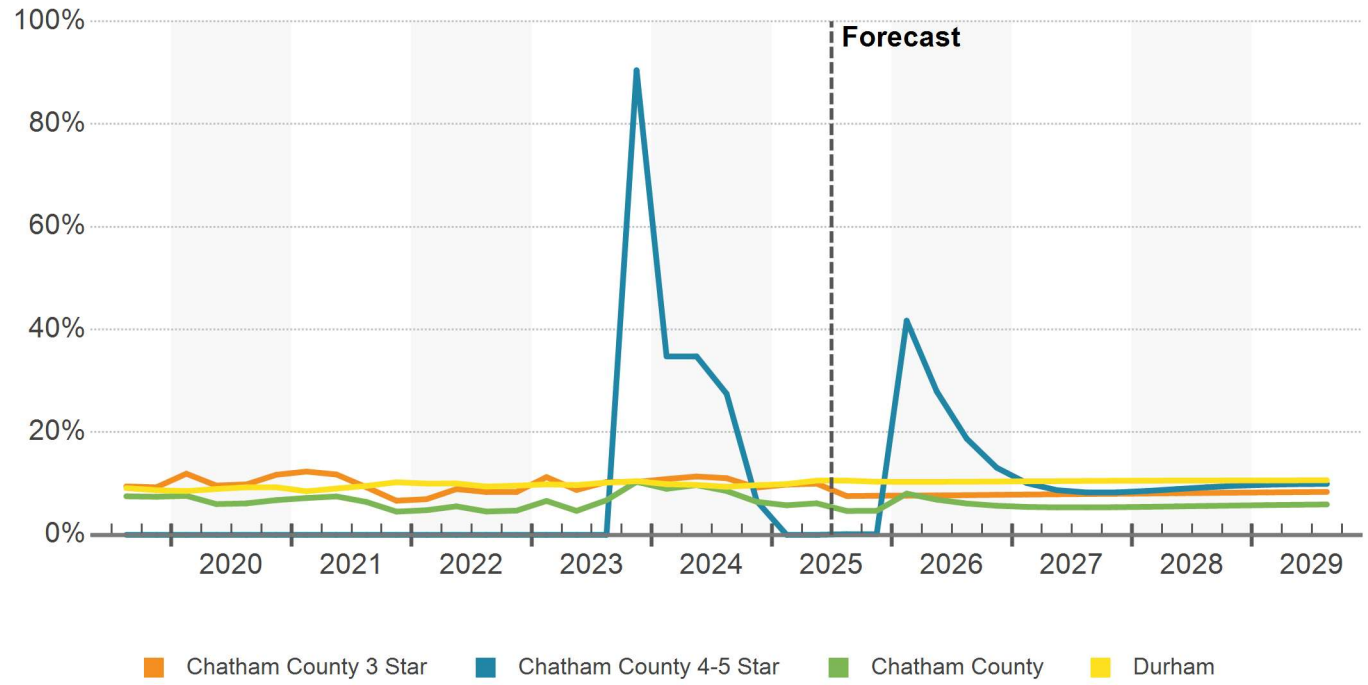
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



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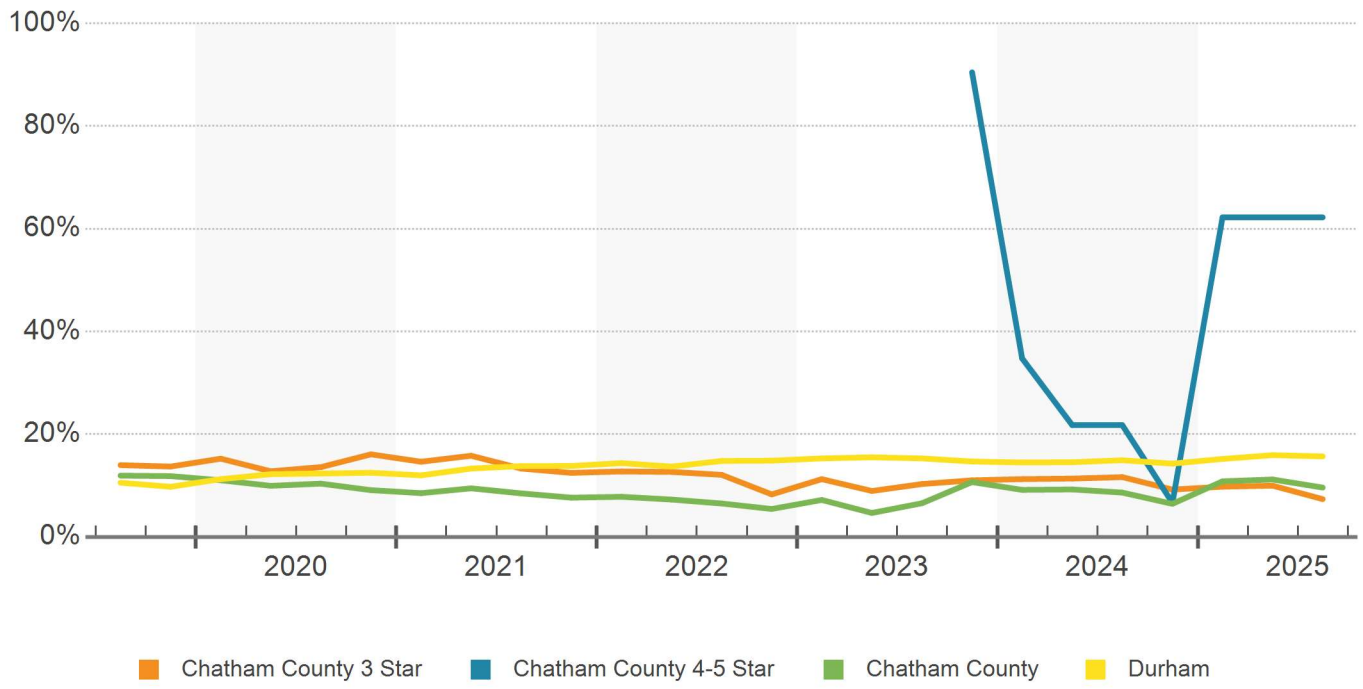
AVAILABILITY RATE



4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Building M 50 Lifestyle Pl	★★★★☆	24,000	2	6,798	6.8%	7,902

3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
189 Thompson St	★★★☆☆	550	1	550	20.0%	138
21 Hillsboro St	★★★☆☆	8,321	1	99	0%	0
19 Hillsboro St	★★★☆☆	6,000	1	600	0%	0
44 NC Highway 902	★★★☆☆	1,552	1	1,552	0%	0
13 Hillsboro St.	★★★☆☆	4,934	2	414	0.7%	0
40100-40150 Moring 40100-40150 Moring	★★★☆☆	13,000	2	2,372	64.7%	(61)
50101 Governors Dr	★★★☆☆	56,320	2	8,934	41.4%	(2,080)

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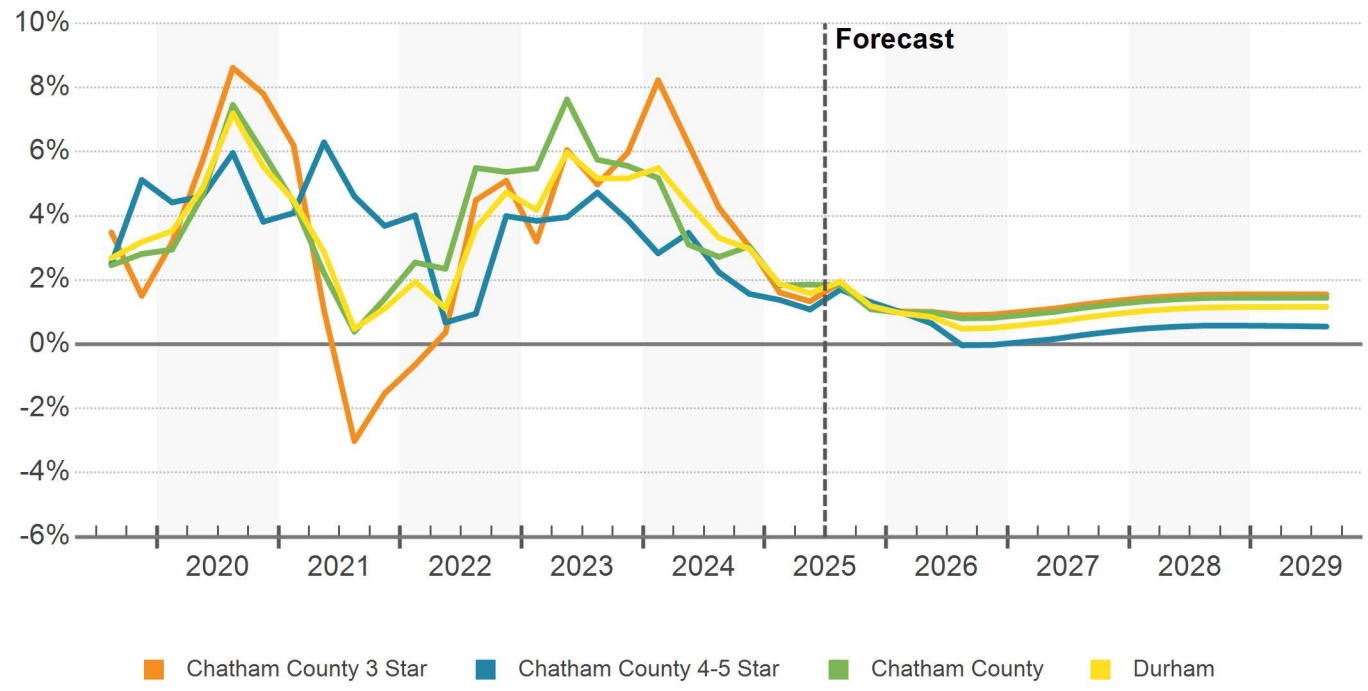
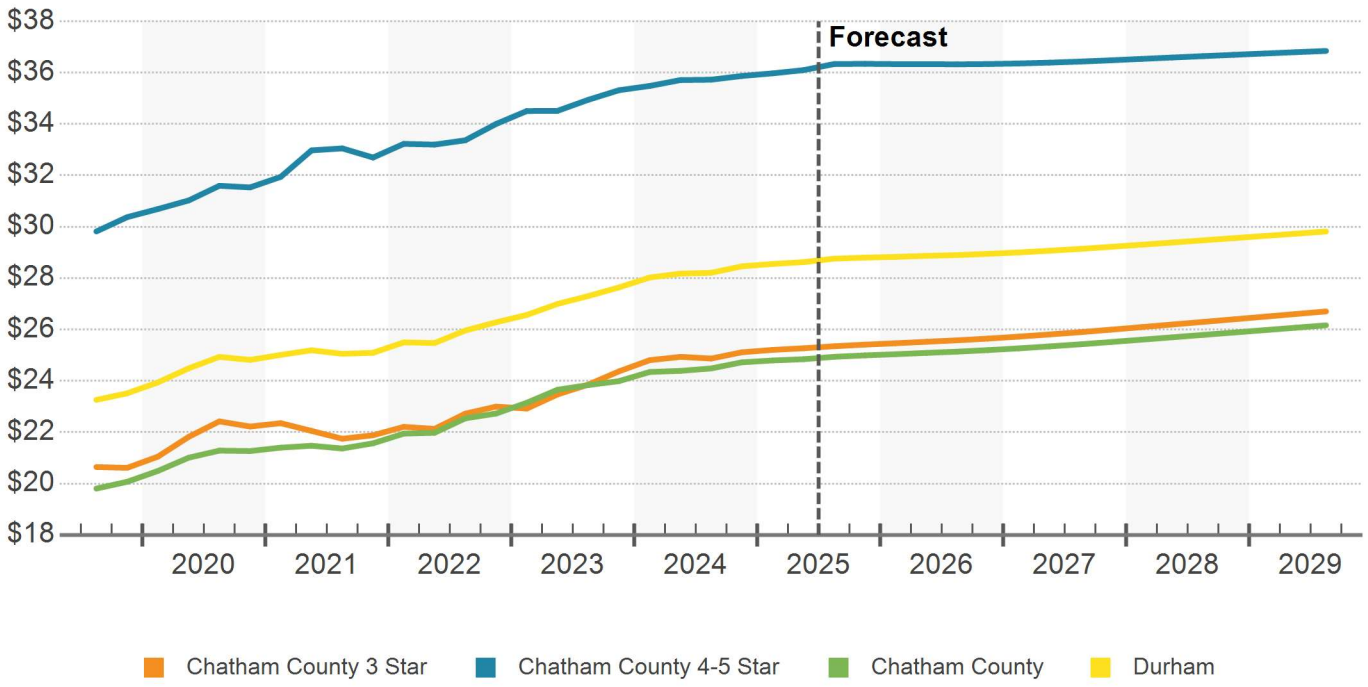
Rent

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET



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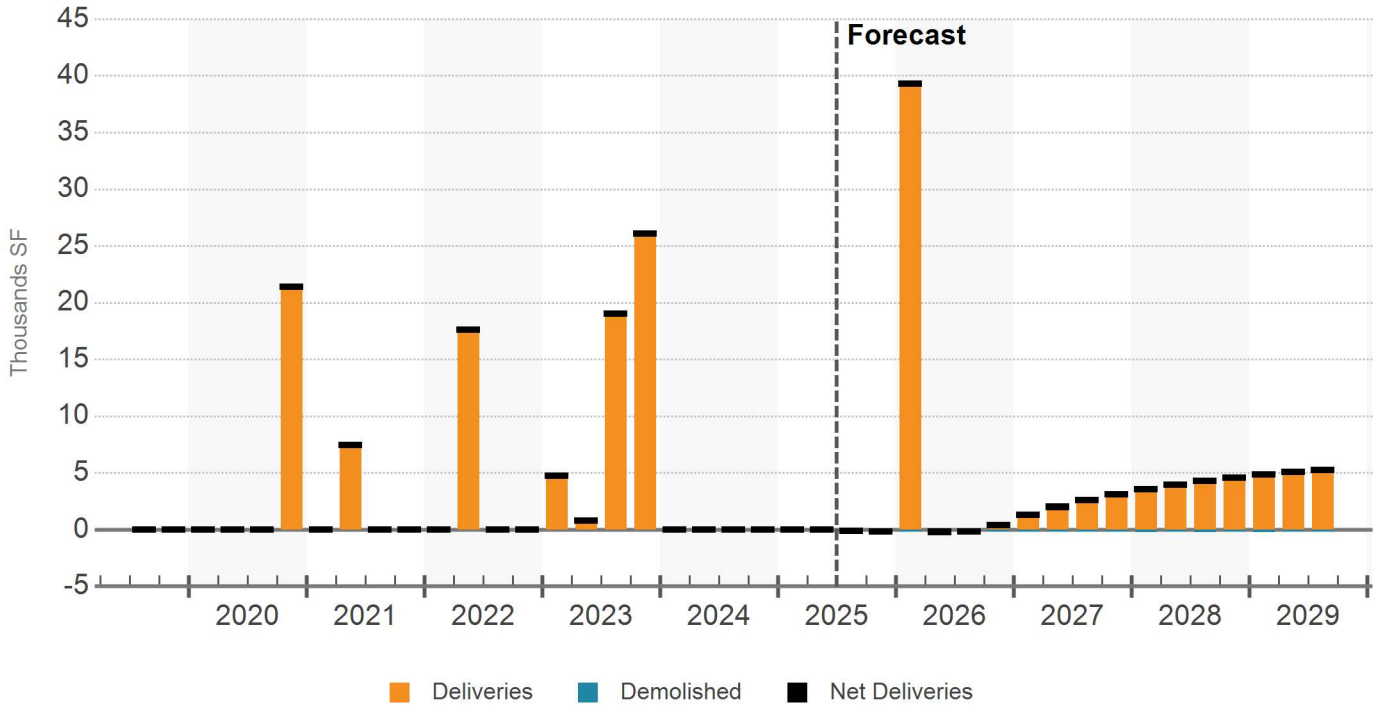
DELIVERIES & DEMOLITIONS



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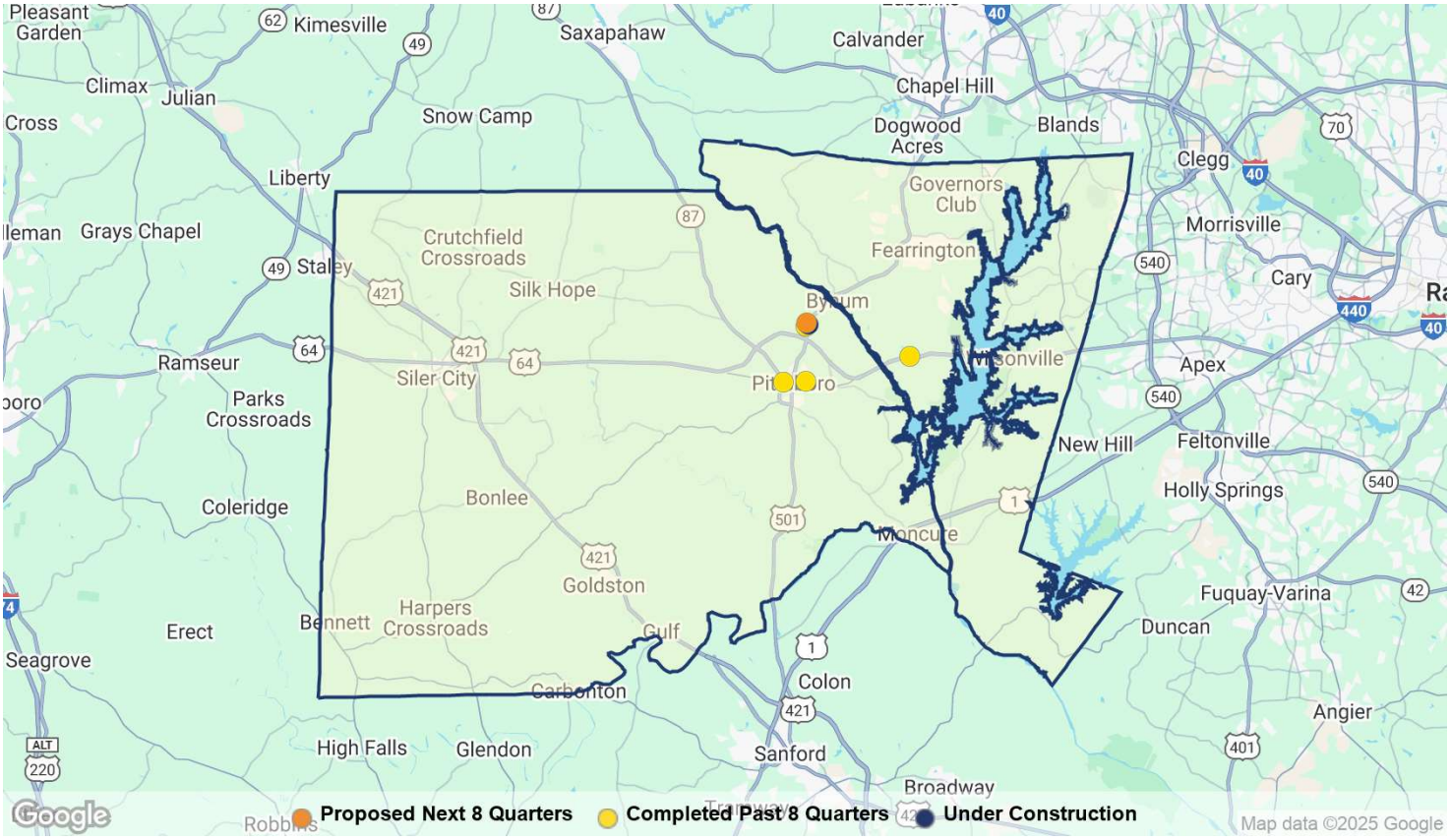
Construction

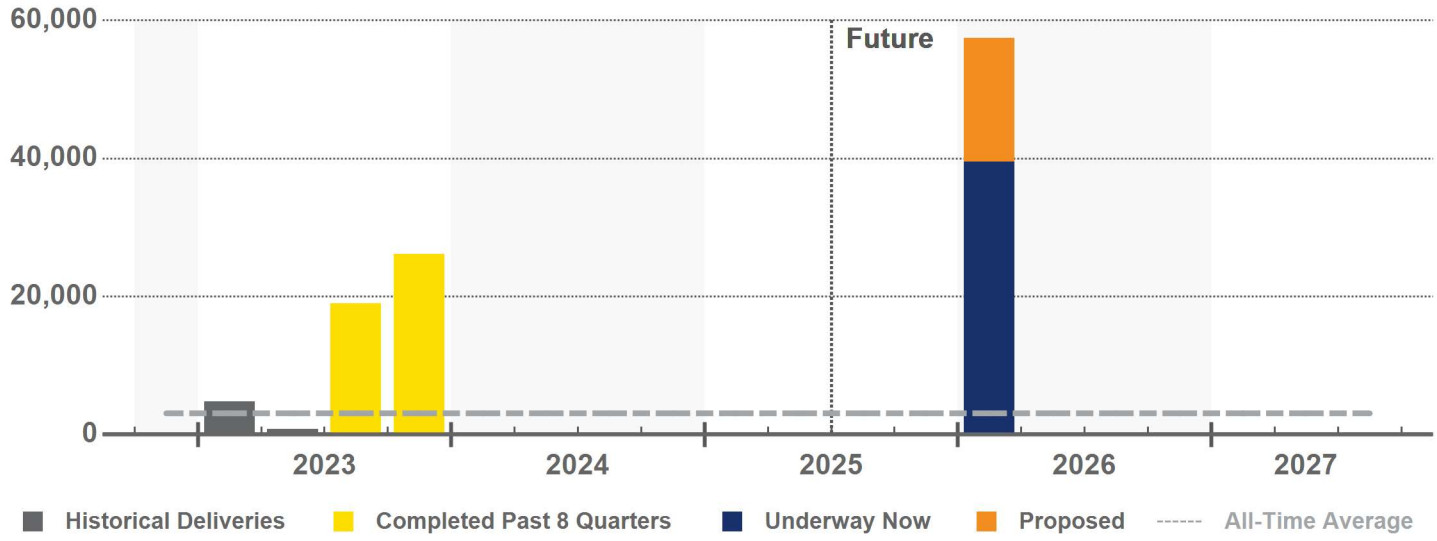
Chatham County Office

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
12,356	45,103	39,505	17,910

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



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Construction

RECENT DELIVERIES

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	**5830 Us-64 Hwy E**	★★☆☆☆	2,100	2	Mar 2023	Oct 2023	- Holmes Oil Company Inc.
2	**Building M** 50 Lifestyle Pl	★★★★☆	24,000	2	Feb 2023	Oct 2023	- Eco Group, LLC
3	**635 East St**	★☆☆☆☆	4,706	-	Dec 2022	Jul 2023	- -
4	**369 West St**	★★☆☆☆	14,297	-	Dec 2022	Jul 2023	- -

UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	**Building T** 372 Freedom Pky	★★★★☆	39,505	3	Feb 2025	Feb 2026	- Eco Group, LLC

PROPOSED

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	**Building A** 56 Entertainment Way	★★★★☆	17,910	2	Jul 2025	Mar 2026	Eco Group, LLC Eco Group, LLC

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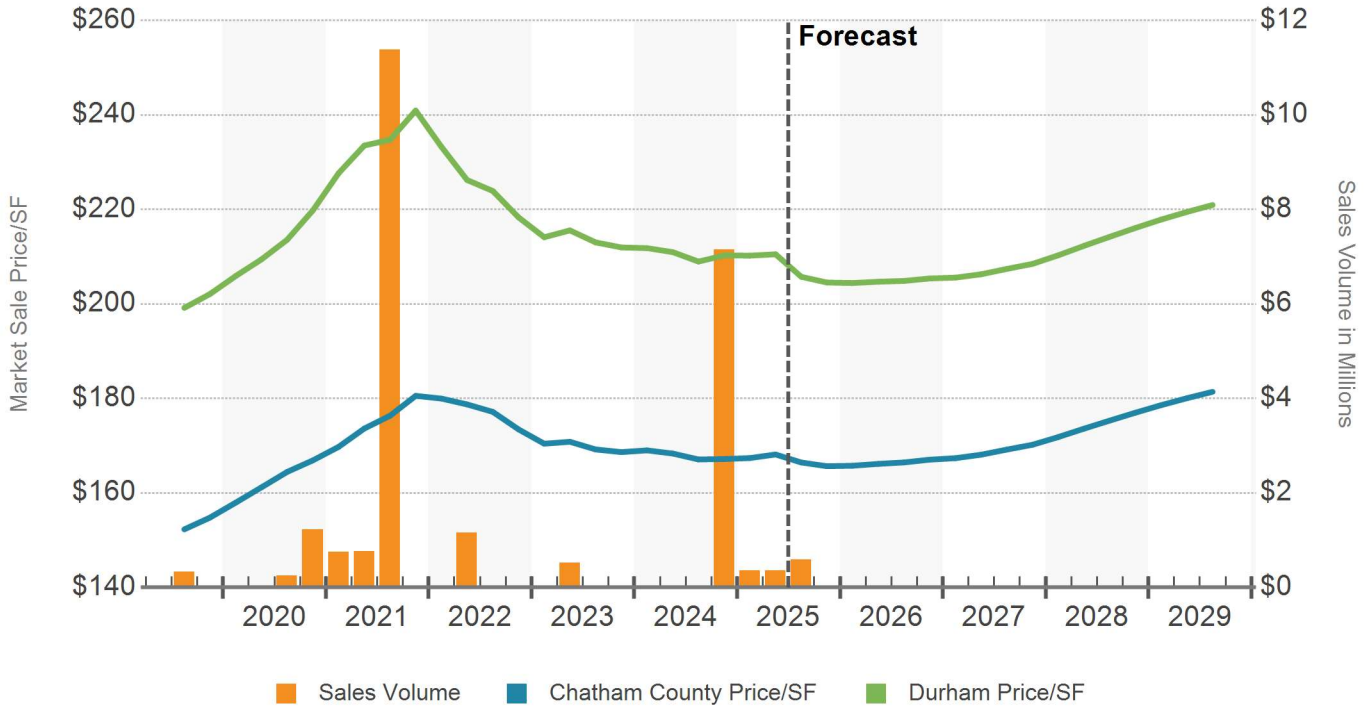
Sales

Over the past year, 5 office properties traded in Chatham County, accounting for 29,000 SF of inventory turnover. Office sales volume in Chatham County has totaled $8.5 million over the past year. Average annual sales volume over the past five years is $4.5 million and $2.8 million over the past 10 years.

Estimated office market pricing in Chatham County is $167/SF compared to the market average of $206/SF. Average market pricing for Chatham County is estimated at $250/SF for 4 & 5 Star properties, $213/SF for 3 Star assets, and $104/SF for 1 & 2 Star buildings. The estimated cap rate for Chatham County office is 9.4%, compared to the metro average of 9.0%.

SALES VOLUME & MARKET SALE PRICE PER SF



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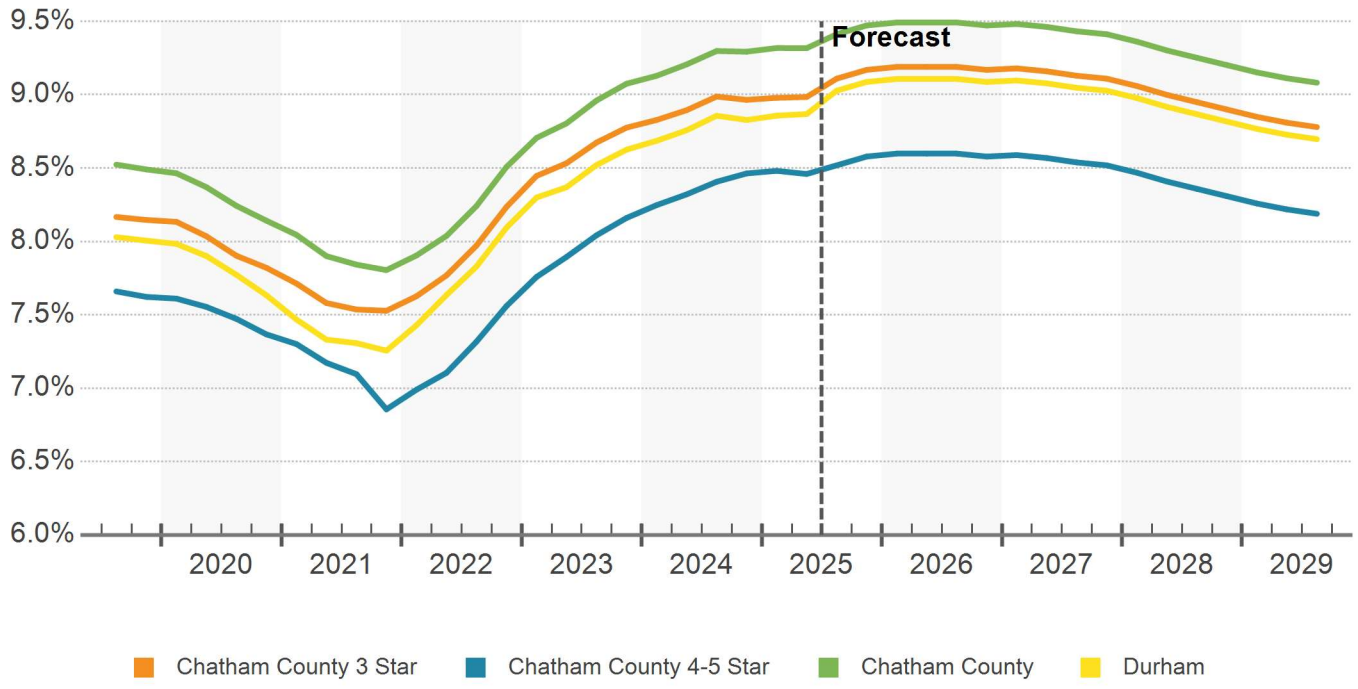
MARKET CAP RATE



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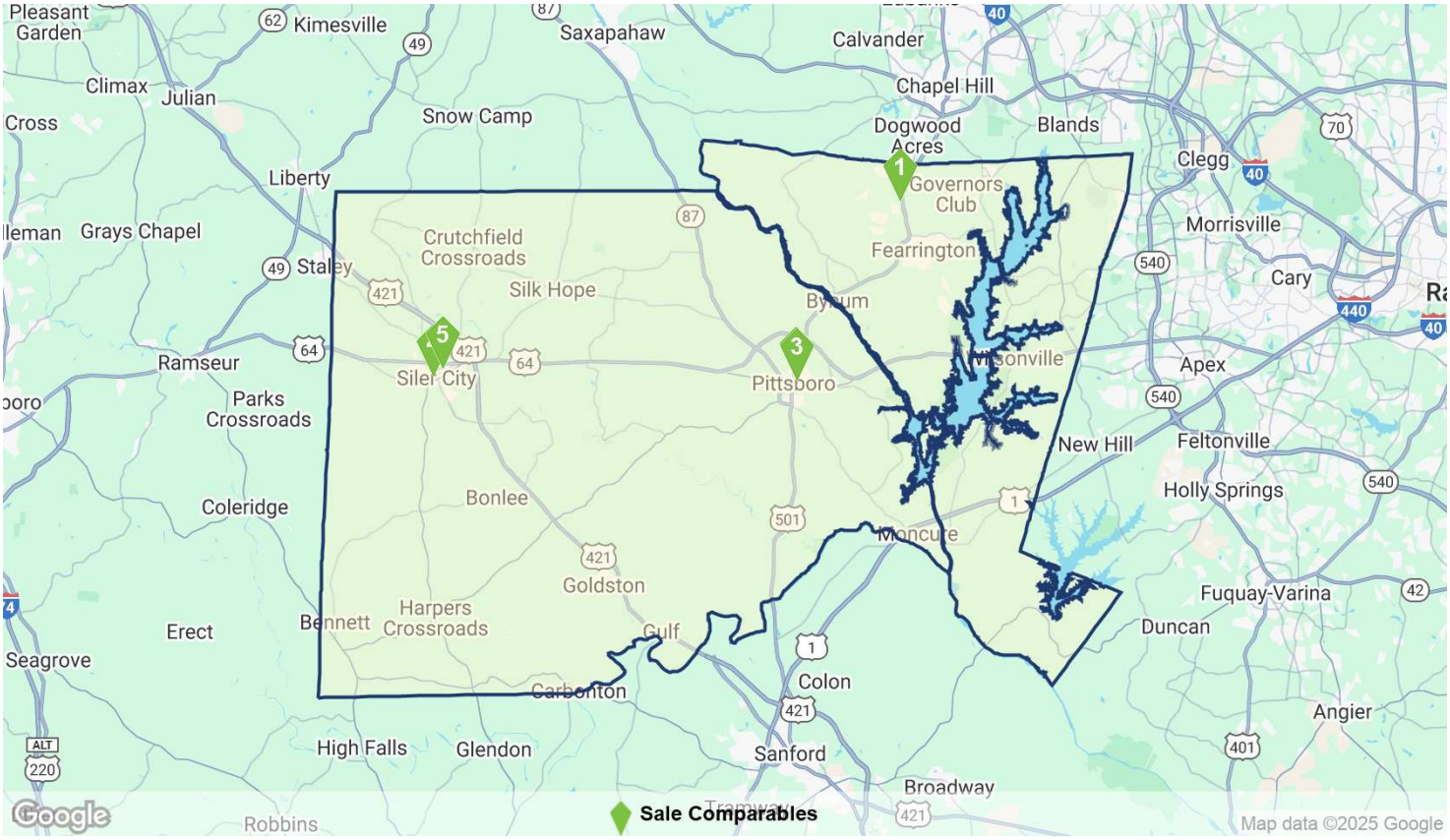
Sales Past 12 Months

Chatham County Office

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
5	-	$316	0%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$360,000	$1,692,000	$590,000	$6,500,000
Price/SF	$71	$316	$235	$464
Cap Rate	-	-	-	-
Time Since Sale in Months	0.2	5.1	3.8	9.5
Property Attributes	**Low**	**Average**	**Median**	**High**
Building SF	2,448	5,355	2,760	14,000
Stories	1	1	1	2
Typical Floor SF	1,258	4,598	2,526	14,000
Vacancy Rate At Sale	0%	0%	0%	0%
Year Built	1877	1960	1979	2014
Star Rating	★★☆☆☆	★★☆☆☆ 2.6	★★★☆☆	★★★☆☆

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Sales Past 12 Months

Chatham County Office

RECENT SIGNIFICANT SALES

	Property Name - Address	Property				Sale			
		Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1	**Polks Landing** 118 Knox Way	★★★☆☆	2014	14,000	0%	10/7/2024	$6,500,000	$464	-
2	**200 E Salisbury St**	★★☆☆☆	1930	2,448	0%	11/8/2024	$650,000	$266	-
3	**14 Small St N**	★★☆☆☆	1877	2,516	0%	7/18/2025	$590,000	$234	-
4	**101 E Raleigh St**	★★★☆☆	1979	5,052	0%	4/10/2025	$360,000	$71	-
5	**606 E 3rd St**	★★★☆☆	2002	2,760	0%	3/28/2025	$360,000	$130	-

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Supply & Demand Trends

Chatham County Office

OVERALL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	780,719	20,588	2.7%	17,515	2.2%	1.2
2028	760,131	16,321	2.2%	13,012	1.7%	1.3
2027	743,810	8,974	1.2%	10,649	1.4%	0.8
2026	734,836	39,298	5.7%	30,406	4.1%	1.3
2025	695,538	(328)	0%	11,928	1.7%	-
YTD	695,866	0	0%	4,575	0.7%	0
2024	695,866	0	0%	27,034	3.9%	0
2023	695,866	50,646	7.8%	9,290	1.3%	5.5
2022	645,220	17,600	2.8%	15,527	2.4%	1.1
2021	627,620	7,449	1.2%	21,012	3.3%	0.4
2020	620,171	21,369	3.6%	23,829	3.8%	0.9
2019	598,802	3,316	0.6%	(20,918)	-3.5%	-
2018	595,486	0	0%	6,042	1.0%	0
2017	595,486	0	0%	(9,416)	-1.6%	-
2016	595,486	37,157	6.7%	31,585	5.3%	1.2
2015	558,329	26,576	5.0%	48,448	8.7%	0.5
2014	531,753	14,000	2.7%	14,864	2.8%	0.9
2013	517,753	0	0%	33,166	6.4%	0

4 & 5 STAR SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	112,458	21,408	23.5%	18,986	16.9%	1.1
2028	91,050	17,143	23.2%	14,553	16.0%	1.2
2027	73,907	9,787	15.3%	12,048	16.3%	0.8
2026	64,120	40,120	167.2%	31,764	49.5%	1.3
2025	24,000	0	0%	1,564	6.5%	0
YTD	24,000	0	0%	1,590	6.6%	0
2024	24,000	0	0%	20,119	83.8%	0
2023	24,000	-	-	2,291	9.5%	-
2022	-	-	-	-	-	-
2021	-	-	-	-	-	-
2020	-	-	-	-	-	-
2019	-	-	-	-	-	-
2018	-	-	-	-	-	-
2017	-	-	-	-	-	-
2016	-	-	-	-	-	-
2015	-	-	-	-	-	-
2014	-	-	-	-	-	-
2013	-	-	-	-	-	-

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Supply & Demand Trends

Chatham County Office

3 STAR SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	341,812	0	0%	(709)	-0.2%	-
2028	341,812	0	0%	(733)	-0.2%	-
2027	341,812	0	0%	(692)	-0.2%	-
2026	341,812	0	0%	(629)	-0.2%	-
2025	341,812	0	0%	5,480	1.6%	0
YTD	341,812	0	0%	(2,583)	-0.8%	-
2024	341,812	0	0%	3,687	1.1%	0
2023	341,812	2,500	0.7%	(4,382)	-1.3%	-
2022	339,312	17,600	5.5%	10,674	3.1%	1.6
2021	321,712	7,449	2.4%	22,849	7.1%	0.3
2020	314,263	21,369	7.3%	11,714	3.7%	1.8
2019	292,894	3,316	1.1%	(16,593)	-5.7%	-
2018	289,578	0	0%	1,470	0.5%	0
2017	289,578	0	0%	(5,780)	-2.0%	-
2016	289,578	37,157	14.7%	35,246	12.2%	1.1
2015	252,421	26,576	11.8%	42,861	17.0%	0.6
2014	225,845	14,000	6.6%	19,295	8.5%	0.7
2013	211,845	0	0%	24,476	11.6%	0

1 & 2 STAR SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	326,449	(820)	-0.3%	(762)	-0.2%	-
2028	327,269	(822)	-0.3%	(808)	-0.2%	-
2027	328,091	(813)	-0.2%	(707)	-0.2%	-
2026	328,904	(822)	-0.2%	(729)	-0.2%	-
2025	329,726	(328)	-0.1%	4,884	1.5%	-
YTD	330,054	0	0%	5,568	1.7%	0
2024	330,054	0	0%	3,228	1.0%	0
2023	330,054	24,146	7.9%	11,381	3.4%	2.1
2022	305,908	0	0%	4,853	1.6%	0
2021	305,908	0	0%	(1,837)	-0.6%	-
2020	305,908	0	0%	12,115	4.0%	0
2019	305,908	0	0%	(4,325)	-1.4%	-
2018	305,908	0	0%	4,572	1.5%	0
2017	305,908	0	0%	(3,636)	-1.2%	-
2016	305,908	0	0%	(3,661)	-1.2%	-
2015	305,908	0	0%	5,587	1.8%	0
2014	305,908	0	0%	(4,431)	-1.4%	-
2013	305,908	0	0%	8,690	2.8%	0

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Rent & Vacancy

Chatham County Office

OVERALL RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$26.26	157	1.5%	6.2%	46,639	6.0%	0.3%
2028	$25.88	155	1.5%	4.7%	43,446	5.7%	0.3%
2027	$25.51	153	1.2%	3.2%	40,058	5.4%	-0.3%
2026	$25.20	151	0.8%	1.9%	41,619	5.7%	1.0%
2025	$24.99	150	1.1%	1.1%	32,578	4.7%	-1.8%
YTD	$24.87	149	1.9%	0.6%	40,221	5.8%	-0.7%
2024	$24.72	148	3.1%	0%	44,796	6.4%	-3.9%
2023	$23.99	144	5.6%	-3.0%	71,830	10.3%	5.6%
2022	$22.73	136	5.4%	-8.1%	30,474	4.7%	0.2%
2021	$21.57	129	1.4%	-12.8%	28,401	4.5%	-2.2%
2020	$21.27	127	6.0%	-14.0%	41,964	6.8%	-0.7%
2019	$20.07	120	2.8%	-18.8%	44,424	7.4%	4.0%
2018	$19.52	117	7.1%	-21.0%	20,190	3.4%	-1.0%
2017	$18.23	109	1.3%	-26.3%	26,232	4.4%	1.6%
2016	$17.99	108	2.3%	-27.2%	16,816	2.8%	0.8%
2015	$17.59	105	7.2%	-28.9%	11,244	2.0%	-4.2%
2014	$16.40	98	1.3%	-33.7%	33,116	6.2%	-0.3%
2013	$16.18	97	0.4%	-34.5%	33,980	6.6%	-6.4%

4 & 5 STAR RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$36.89	156	0.5%	2.9%	11,118	9.9%	0.3%
2028	$36.69	156	0.6%	2.3%	8,701	9.6%	1.3%
2027	$36.48	155	0.4%	1.7%	6,116	8.3%	-4.8%
2026	$36.34	154	0%	1.3%	8,381	13.1%	13.0%
2025	$36.34	154	1.3%	1.3%	26	0.1%	-6.5%
YTD	$36.26	154	1.5%	1.1%	0	0%	-6.6%
2024	$35.87	152	1.6%	0%	1,590	6.6%	-83.8%
2023	$35.32	150	3.9%	-1.5%	21,709	90.5%	-
2022	$34	144	4.0%	-5.2%	0	-	-
2021	$32.69	139	3.7%	-8.9%	0	-	-
2020	$31.53	134	3.8%	-12.1%	0	-	-
2019	$30.37	129	5.1%	-15.3%	0	-	-
2018	$28.89	123	3.0%	-19.5%	0	-	-
2017	$28.06	119	2.9%	-21.8%	0	-	-
2016	$27.26	116	6.0%	-24.0%	0	-	-
2015	$25.73	109	9.8%	-28.3%	0	-	-
2014	$23.43	99	2.3%	-34.7%	0	-	-
2013	$22.90	97	0.1%	-36.2%	0	-	-

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Rent & Vacancy

Chatham County Office

3 STAR RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$26.81	151	1.6%	6.7%	28,789	8.4%	0.2%
2028	$26.40	149	1.6%	5.1%	28,080	8.2%	0.2%
2027	$25.99	146	1.4%	3.5%	27,347	8.0%	0.2%
2026	$25.65	144	0.9%	2.1%	26,655	7.8%	0.2%
2025	$25.41	143	1.2%	1.2%	26,026	7.6%	-1.6%
YTD	$25.28	142	1.5%	0.7%	34,089	10.0%	0.8%
2024	$25.11	141	3.1%	0%	31,506	9.2%	-1.1%
2023	$24.37	137	6.0%	-3.0%	35,193	10.3%	2.0%
2022	$23	129	5.1%	-8.4%	28,311	8.3%	1.7%
2021	$21.88	123	-1.5%	-12.9%	21,385	6.6%	-5.1%
2020	$22.22	125	7.8%	-11.5%	36,785	11.7%	2.4%
2019	$20.61	116	1.5%	-17.9%	27,130	9.3%	6.8%
2018	$20.31	114	10.1%	-19.1%	7,221	2.5%	-0.5%
2017	$18.44	104	-1.3%	-26.6%	8,691	3.0%	2.0%
2016	$18.68	105	2.4%	-25.6%	2,911	1.0%	0.6%
2015	$18.24	103	5.8%	-27.4%	1,000	0.4%	-7.3%
2014	$17.23	97	0.5%	-31.4%	17,285	7.7%	-3.0%
2013	$17.14	96	0.3%	-31.7%	22,580	10.7%	-11.6%

1 & 2 STAR RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$23.64	166	1.6%	6.6%	6,732	2.1%	0%
2028	$23.27	163	1.6%	4.9%	6,665	2.0%	0%
2027	$22.90	160	1.4%	3.3%	6,595	2.0%	0%
2026	$22.59	158	1.0%	1.9%	6,583	2.0%	0%
2025	$22.37	157	0.9%	0.9%	6,526	2.0%	-1.6%
YTD	$22.25	156	2.5%	0.4%	6,132	1.9%	-1.7%
2024	$22.17	155	3.5%	0%	11,700	3.5%	-1.0%
2023	$21.42	150	5.6%	-3.4%	14,928	4.5%	3.8%
2022	$20.28	142	6.1%	-8.5%	2,163	0.7%	-1.6%
2021	$19.10	134	4.4%	-13.8%	7,016	2.3%	0.6%
2020	$18.30	128	4.5%	-17.5%	5,179	1.7%	-4.0%
2019	$17.52	123	3.7%	-21.0%	17,294	5.7%	1.4%
2018	$16.90	118	4.8%	-23.8%	12,969	4.2%	-1.5%
2017	$16.12	113	4.0%	-27.3%	17,541	5.7%	1.2%
2016	$15.50	109	1.0%	-30.1%	13,905	4.5%	1.2%
2015	$15.34	107	8.1%	-30.8%	10,244	3.3%	-1.8%
2014	$14.19	99	2.1%	-36.0%	15,831	5.2%	1.4%
2013	$13.90	97	0.6%	-37.3%	11,400	3.7%	-2.8%

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Sale Trends

Chatham County Office

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$182.70	181	9.1%
2028	-	-	-	-	-	-	$176.99	175	9.2%
2027	-	-	-	-	-	-	$170.21	168	9.4%
2026	-	-	-	-	-	-	$167.05	165	9.5%
2025	-	-	-	-	-	-	$165.67	164	9.5%
YTD	3	$1.3M	1.5%	$436,667	$126.84	-	$167.02	165	9.4%
2024	3	$7.2M	2.7%	$3,575,000	$434.70	-	$167.18	165	9.3%
2023	6	$519K	1.2%	$259,500	$135.16	-	$168.65	167	9.1%
2022	1	$1.2M	1.9%	$1,150,000	$95.83	-	$173.46	171	8.5%
2021	5	$12.9M	6.5%	$3,221,750	$340.42	-	$180.55	178	7.8%
2020	8	$1.5M	6.4%	$369,500	$53.55	-	$166.90	165	8.1%
2019	4	$575K	1.9%	$287,500	$78.82	-	$154.80	153	8.5%
2018	5	$1.1M	4.6%	$365,833	$112.02	7.0%	$150.16	148	8.3%
2017	6	$1.2M	1.9%	$196,500	$101.94	-	$143.52	142	8.2%
2016	4	$1.6M	2.2%	$397,500	$121.88	-	$146.58	145	7.8%
2015	3	$920K	1.4%	$460,000	$150.82	-	$141.59	140	7.7%
2014	4	$1.3M	3.2%	$329,879	$76.38	-	$132.15	131	7.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

3 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$233.95	177	8.7%
2028	-	-	-	-	-	-	$226.37	171	8.9%
2027	-	-	-	-	-	-	$217.42	164	9.1%
2026	-	-	-	-	-	-	$213.18	161	9.2%
2025	-	-	-	-	-	-	$211.22	160	9.2%
YTD	2	$720K	2.3%	$360,000	$92.17	-	$212.95	161	9.1%
2024	1	$6.5M	4.1%	$6,500,000	$464.29	-	$213.94	162	9.0%
2023	-	-	-	-	-	-	$214.33	162	8.8%
2022	-	-	-	-	-	-	$219.59	166	8.2%
2021	1	$11.4M	8.3%	$11,370,000	$427.83	-	$229.08	173	7.5%
2020	5	$253K	4.7%	$253,000	$91.67	-	$215.13	162	7.8%
2019	1	$0	0.8%	-	-	-	$199.24	150	8.1%
2018	2	$817.5K	1.9%	$408,750	$145.90	7.0%	$194.46	147	8.0%
2017	-	-	-	-	-	-	$185.21	140	7.8%
2016	1	$600K	1.1%	$600,000	$192.93	-	$191.04	144	7.4%
2015	1	$620K	0.2%	$620,000	$1,033.33	-	$184.85	140	7.4%
2014	1	$317.5K	1.3%	$317,487	$106.90	-	$172.02	130	7.5%

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Sale Trends

1 & 2 STAR SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$112.95	187	9.5%
2028	-	-	-	-	-	-	$109.53	181	9.7%
2027	-	-	-	-	-	-	$105.50	174	9.9%
2026	-	-	-	-	-	-	$103.61	171	10.0%
2025	-	-	-	-	-	-	$102.78	170	10.0%
YTD	1	$590K	0.8%	$590,000	$234.50	-	$103.56	171	9.8%
2024	2	$650K	1.5%	$650,000	$265.52	-	$103.46	171	9.8%
2023	6	$519K	2.6%	$259,500	$135.16	-	$104.58	173	9.6%
2022	1	$1.2M	3.9%	$1,150,000	$95.83	-	$107.02	177	9.0%
2021	4	$1.5M	4.6%	$505,667	$134.49	-	$109.49	181	8.3%
2020	3	$1.2M	8.1%	$408,333	$49.32	-	$100.41	166	8.6%
2019	3	$575K	2.9%	$287,500	$78.82	-	$92.63	153	9.0%
2018	3	$280K	7.1%	$280,000	$66.76	-	$89.02	147	8.9%
2017	6	$1.2M	3.8%	$196,500	$101.94	-	$85.69	142	8.7%
2016	3	$990K	3.2%	$330,000	$99.64	-	$87.14	144	8.3%
2015	2	$300K	2.4%	$300,000	$54.55	-	$84.29	139	8.2%
2014	3	$1M	4.7%	$334,009	$70.05	-	$79.11	131	8.3%

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Retail Submarket Report

Chatham County

Durham - NC USA

PREPARED BY

ROSE ASSOCIATES

Daniel Bellot

Vice President of Brokerage

CoStar™

RETAIL SUBMARKET REPORT

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Overview

Chatham County Retail

12 Mo Deliveries in SF	12 Mo Net Absorption in SF	Vacancy Rate	Market Asking Rent Growth
43.2K	38.9K	2.4%	2.9%

The Chatham County retail submarket has a vacancy rate of 2.4% as of the third quarter of 2025. Over the past year, the submarket's vacancy rate has changed by 0.1%, a result of 43,000 SF of net delivered space and 39,000 SF of net absorption.

Chatham County's vacancy rate of 2.4% compares to the submarket's five-year average of 3.6% and the 10-year average of 4.4%.

The Chatham County retail submarket has roughly 79,000 SF of space listed as available, for an availability rate of 2.7%.

As of the third quarter of 2025, there is 54,000 SF of retail space under construction in Chatham County. In comparison, the submarket has averaged 52,000 SF of under construction inventory over the past 10 years.

The Chatham County retail submarket contains roughly 2.9 million SF of inventory.

Market rents in Chatham County are $20.00/SF. Rents have changed by 2.9% year over year in Chatham County, compared to a change of 2.3% across the wider Durham market. Annual rent growth of 2.9% in Chatham County compares to the submarket's five-year average of 4.3% and its 10-year average of 3.4%.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	0	-	-	-	0	0	0
Power Center	0	-	-	-	0	0	0
Neighborhood Center	982,538	6.0%	$19.82	6.0%	(1,200)	0	0
Strip Center	45,424	0%	$23.01	0%	0	0	0
General Retail	1,844,813	0.5%	$20.10	1.0%	0	0	54,394
Other	0	-	-	-	0	0	0
Submarket	2,872,775	2.4%	$20.05	2.7%	(1,200)	0	54,394

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	0.1% (YOY)	5.6%	3.0%	13.2%	2009 Q4	0.1%	2006 Q2
Net Absorption SF	38.9K	42,462	27,617	223,625	2007 Q2	(224,844)	2009 Q4
Deliveries SF	43.2K	48,065	36,324	234,125	2007 Q2	0	2014 Q3
Market Asking Rent Growth	2.9%	1.7%	2.2%	5.5%	2022 Q3	-4.6%	2010 Q1
Sales Volume	$12M	$14.9M	N/A	$65.8M	2022 Q4	$0	2024 Q2

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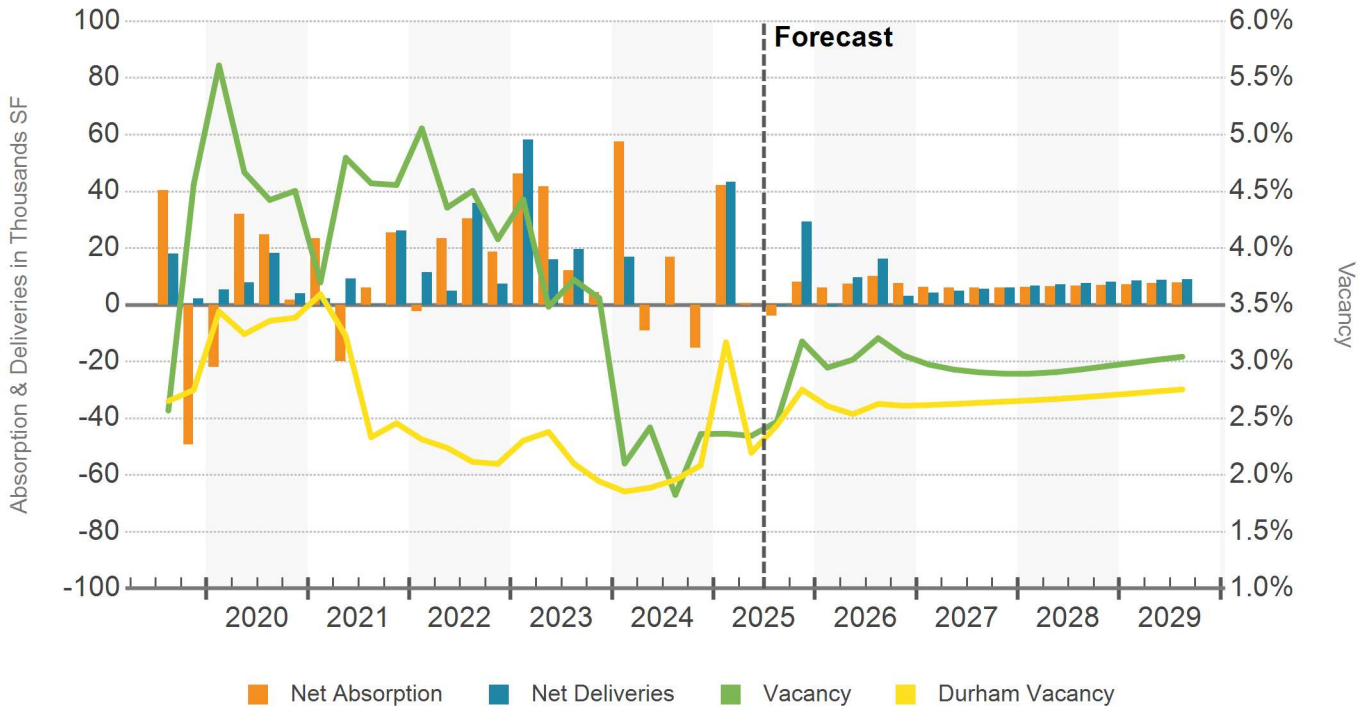
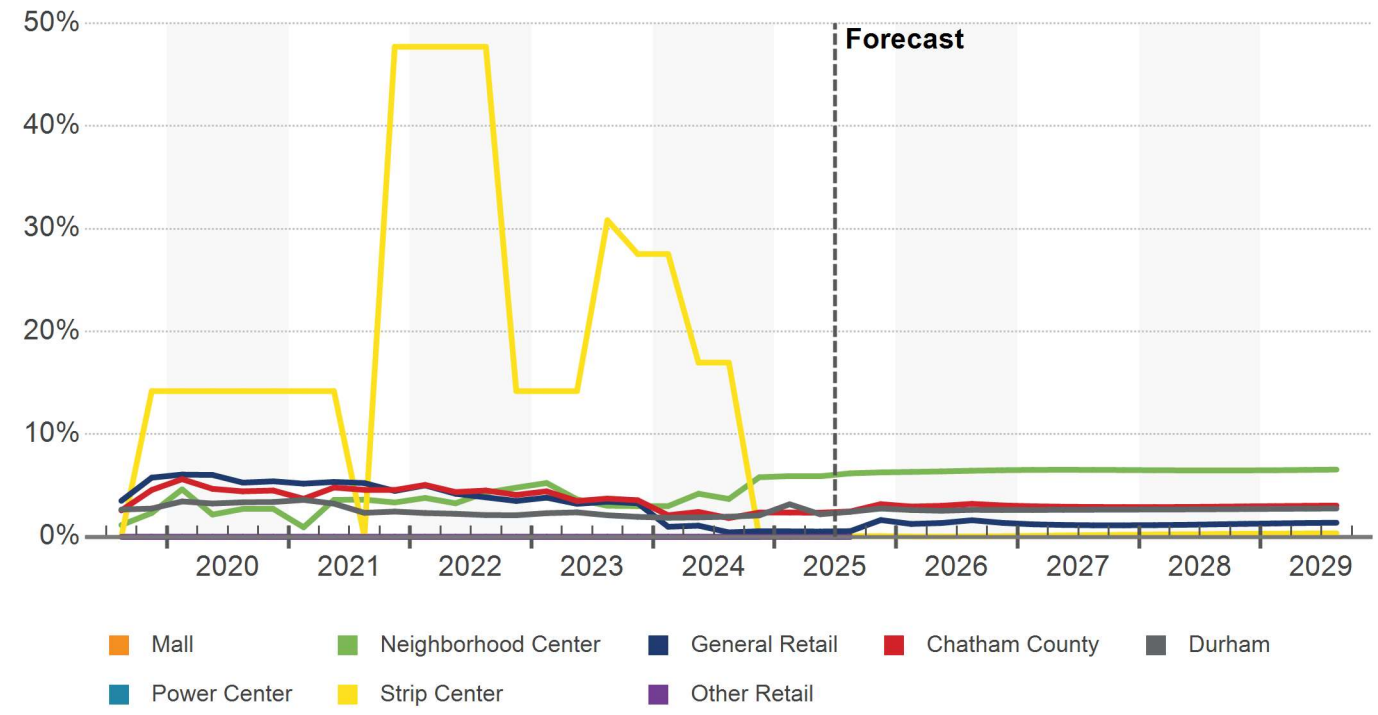
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



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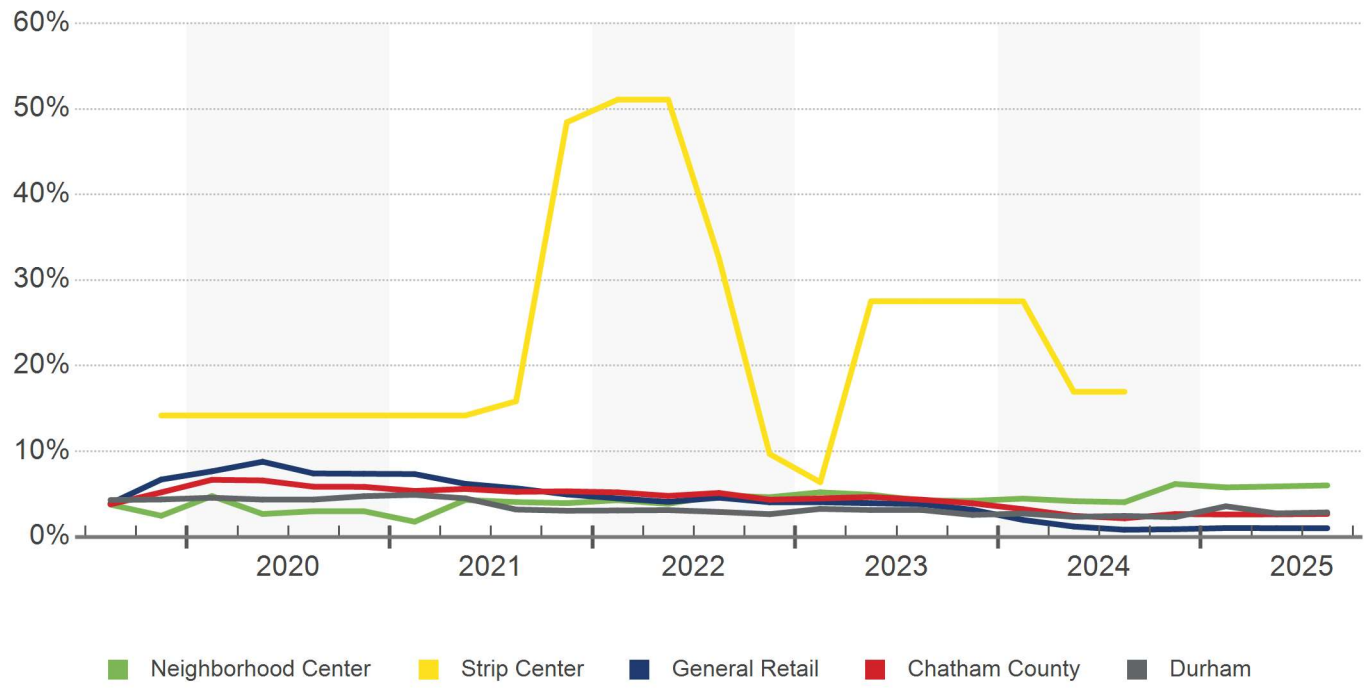
Leasing

AVAILABILITY RATE



4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	GLA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Northwoods Landing 65 Ramseur Rd	★★★★☆	62,000	1	1,200	2.3%	2,100

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3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	GLA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
YMCA 0 Shuttles Rd	★★★☆☆	36,000	1	36,000	0%	36,000
Building 1 50200 Governors Dr	★★★☆☆	7,202	1	2,000	0%	7,202
Building 1 10329 US 15 501 N	★★★☆☆	7,200	1	2,400	6.7%	2,400
Building 2 10329 US 15 501 N	★★★☆☆	7,200	1	2,400	6.7%	2,400
Chatham Center 32 Industrial Park Dr	★★★☆☆	7,850	3	4,100	9.4%	1,849
7695 Moncure Pittsboro Rd	★★★☆☆	1,000	1	1,000	0%	750
Peguin Place 35 Suttles Rd	★★★☆☆	8,800	1	1,280	0%	0
Chatham Commons 630 East St	★★★☆☆	46,440	2	2,400	4.7%	(1,200)
Siler Crossing 100-129 Siler Xing	★★★☆☆	132,639	2	25,870	31.6%	(17,930)

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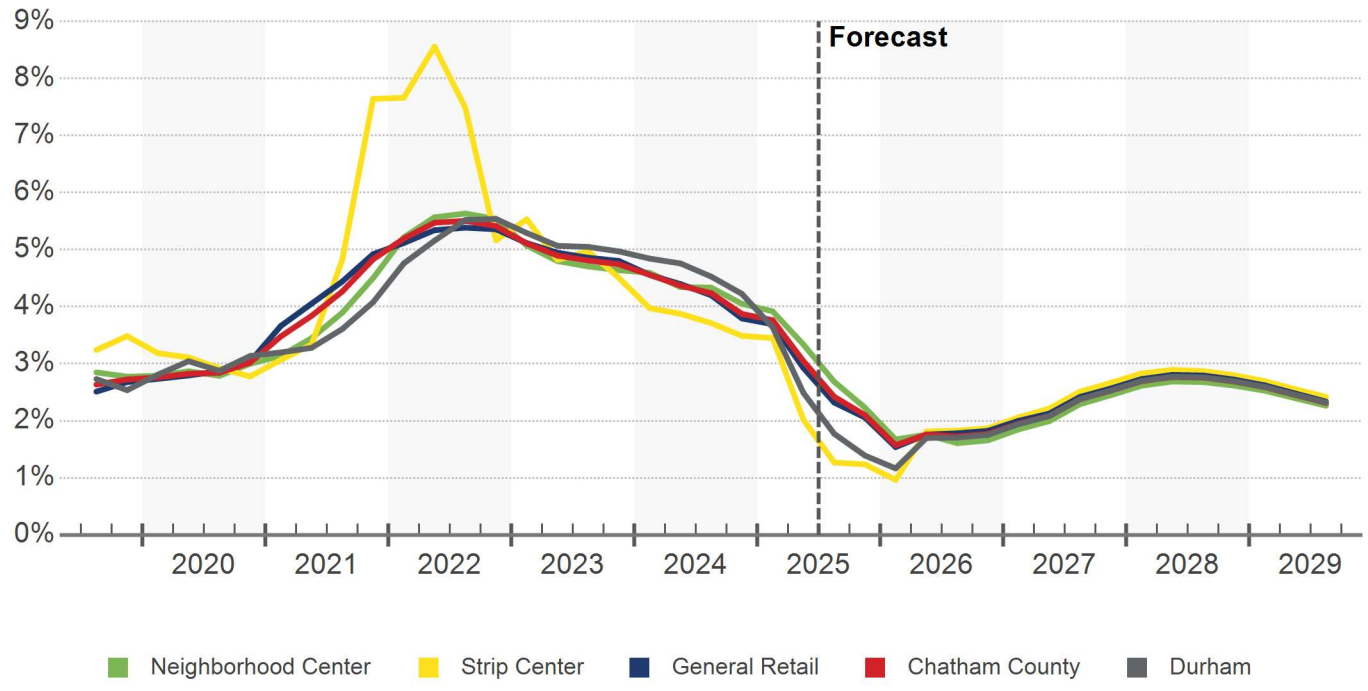
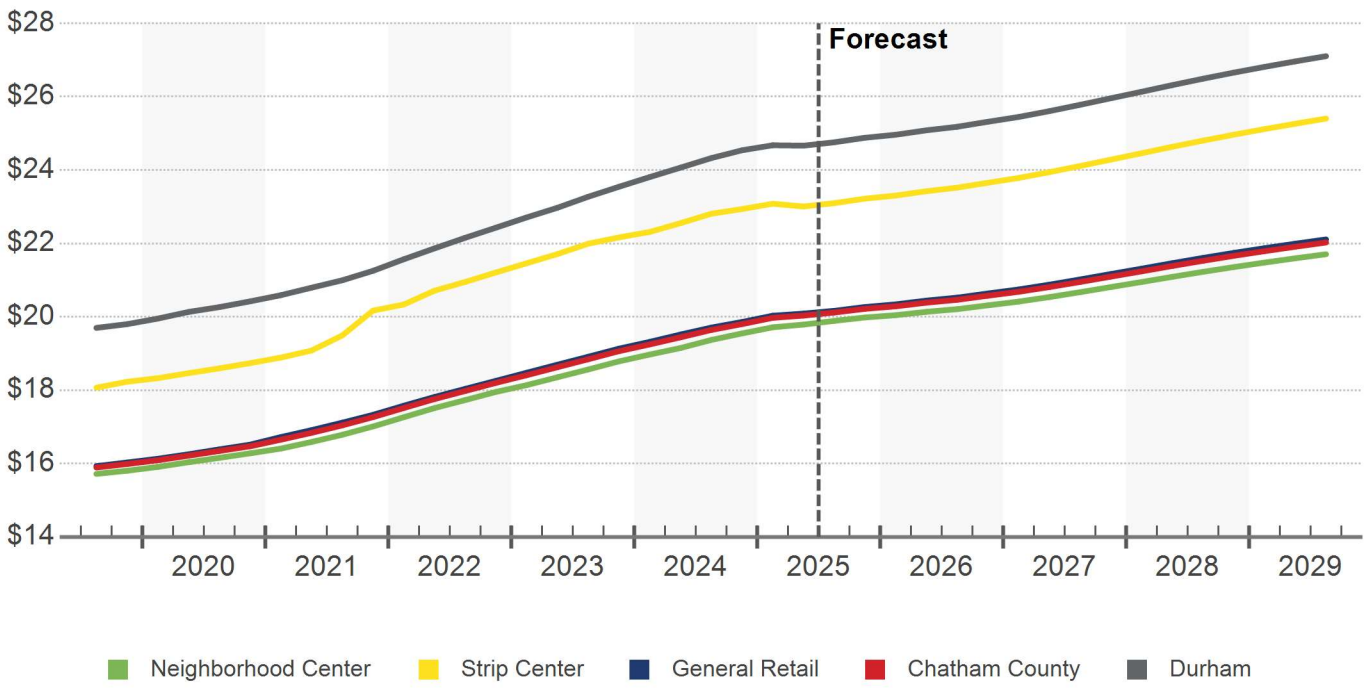
Rent

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET



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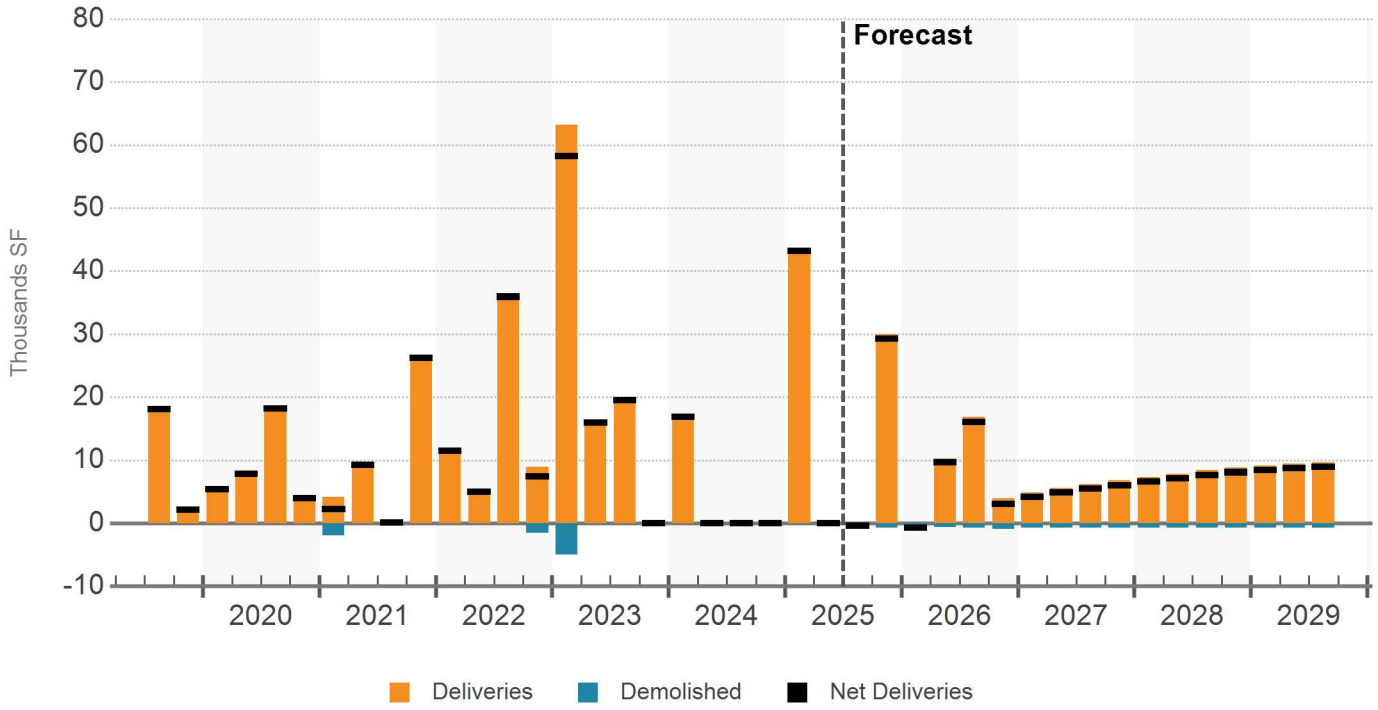
DELIVERIES & DEMOLITIONS



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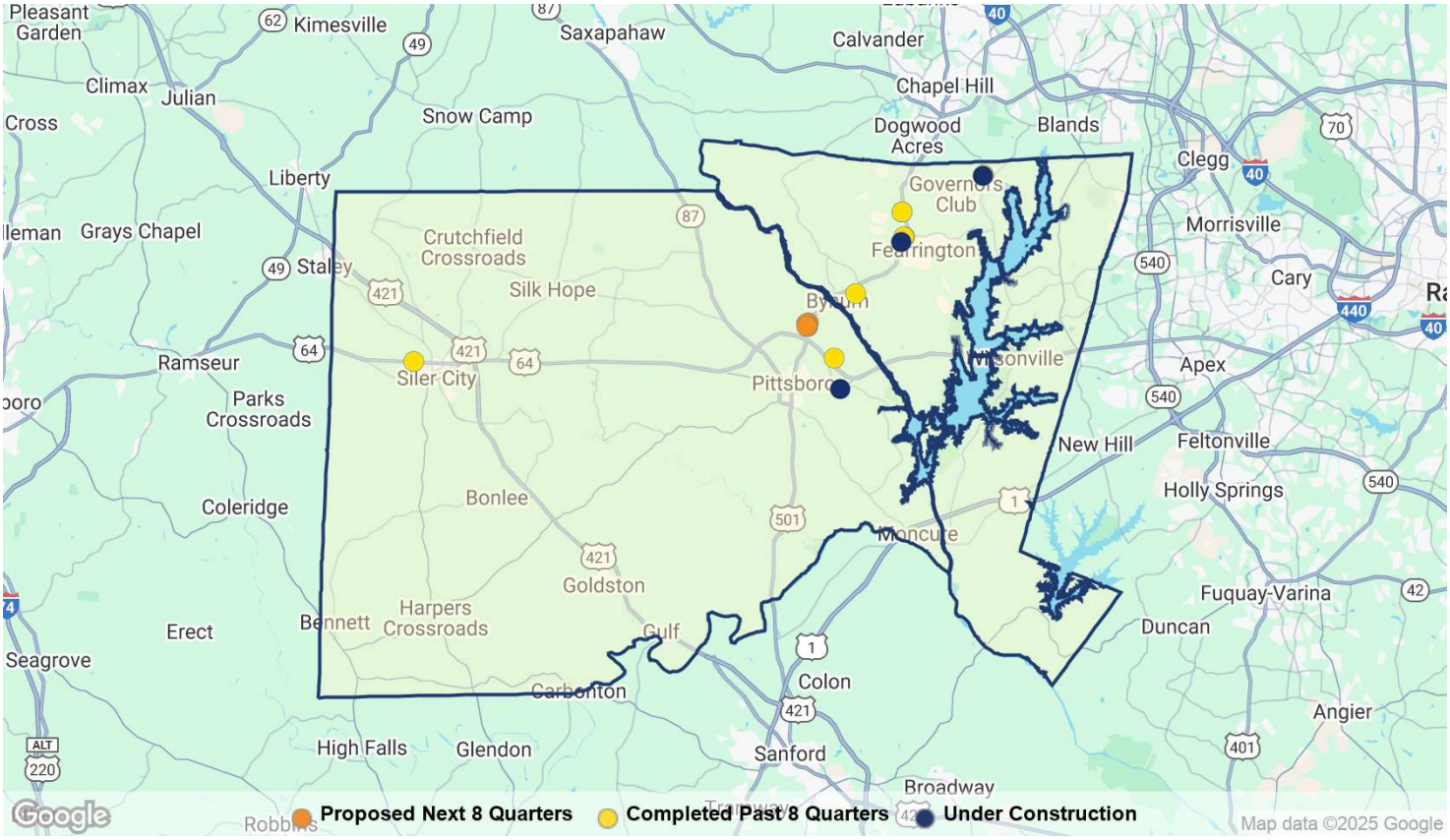
Construction

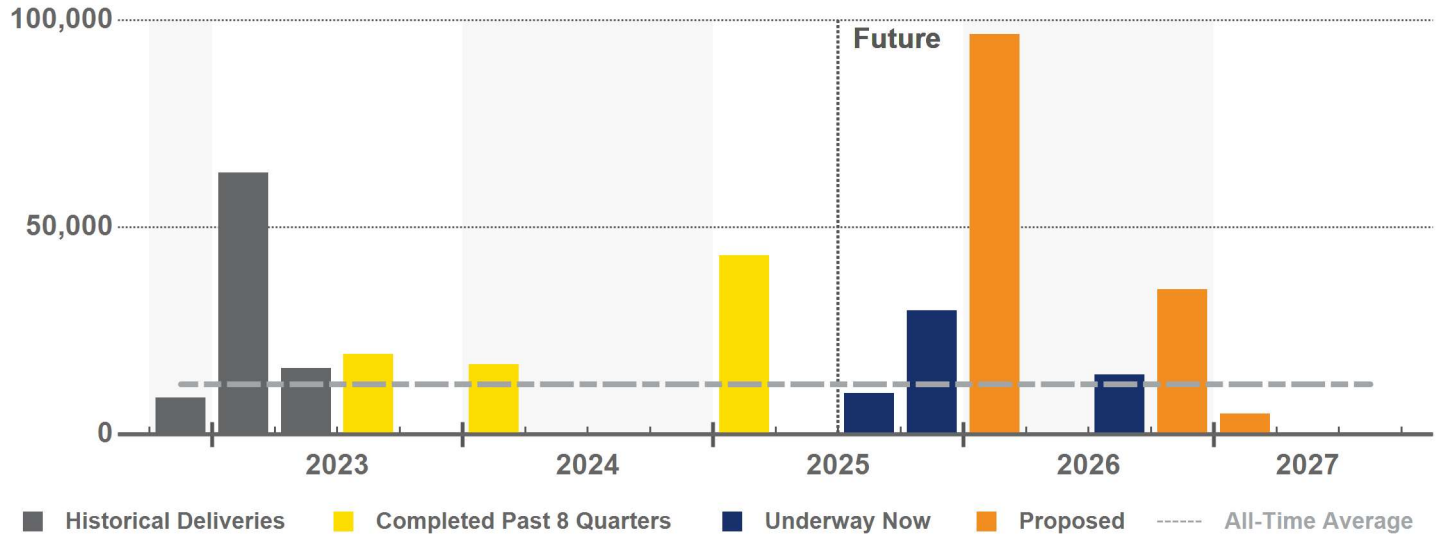
Chatham County Retail

All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
48,632	79,586	54,394	136,641

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



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Construction

RECENT DELIVERIES

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	YMCA 0 Shuttles Rd	★★★☆☆	36,000	1	May 2024	Mar 2025	- Homes By Dickerson
2	Building 1 50200 Governors Dr	★★★☆☆	7,202	2	Mar 2024	Jan 2025	- GV Investments, LLC
3	202 Ballentrae Ct	★★★★☆	4,260	1	Sep 2023	Jan 2024	- -
4	Goodwill 204 Ballentrae Ct	★★★☆☆	12,644	1	Sep 2023	Jan 2024	- Goodwill Industries International,…
5	1131 N Glenn Ave	★★★☆☆	5,080	1	Mar 2023	Jul 2023	- Iyad A Muhsen
6	344 Bynum Ridge Rd	★★☆☆☆	0	-	Mar 2023	Jul 2023	- Russell, Glenn Alan
7	Building 1 10329 US 15 501 N	★★★☆☆	7,200	1	Dec 2020	Jul 2023	- Bold Commercial Real Estate
8	Building 2 10329 US 15 501 N	★★★☆☆	7,200	1	Dec 2020	Jul 2023	- -

UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	Health Club 81 Market Chapel Rd	★★★☆☆	29,994	1	Feb 2024	Nov 2025	Wilson Blount Development Wilson Blount Development
2	Building 2 1 Governors Dr	★★★☆☆	14,400	2	Mar 2025	Aug 2026	- GV Investments, LLC
3	0 Lucian Bland Rd	★★★☆☆	10,000	1	Jun 2025	Sep 2025	- Duke Energy

PROPOSED

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	Building E 473 Freedom Pky	★★★★☆	47,292	1	Jul 2025	Mar 2026	- Eco Group, LLC
2	Bldg DD Us 15 501 Hwy N	★★★☆☆	35,000	1	Oct 2025	Oct 2026	- -
3	Building C 75 Mosaic Blvd	★★★★☆	20,725	1	Jul 2025	Feb 2026	- Eco Group, LLC
4	Building O 337 Freedom Pky	★★★★☆	15,689	2	Jul 2025	Feb 2026	- Eco Group, LLC
5	Building G 78 Mosaic Blvd	★★★★☆	6,635	1	Sep 2025	Feb 2026	- Eco Group, LLC
6	Building R 99 Russett Run	★★★★☆	6,300	2	Sep 2025	Feb 2026	- Melissa Gladden
7	Building DD 295 Freedom Pky	★★★★☆	5,000	1	Feb 2026	Feb 2027	- Eco Group, LLC

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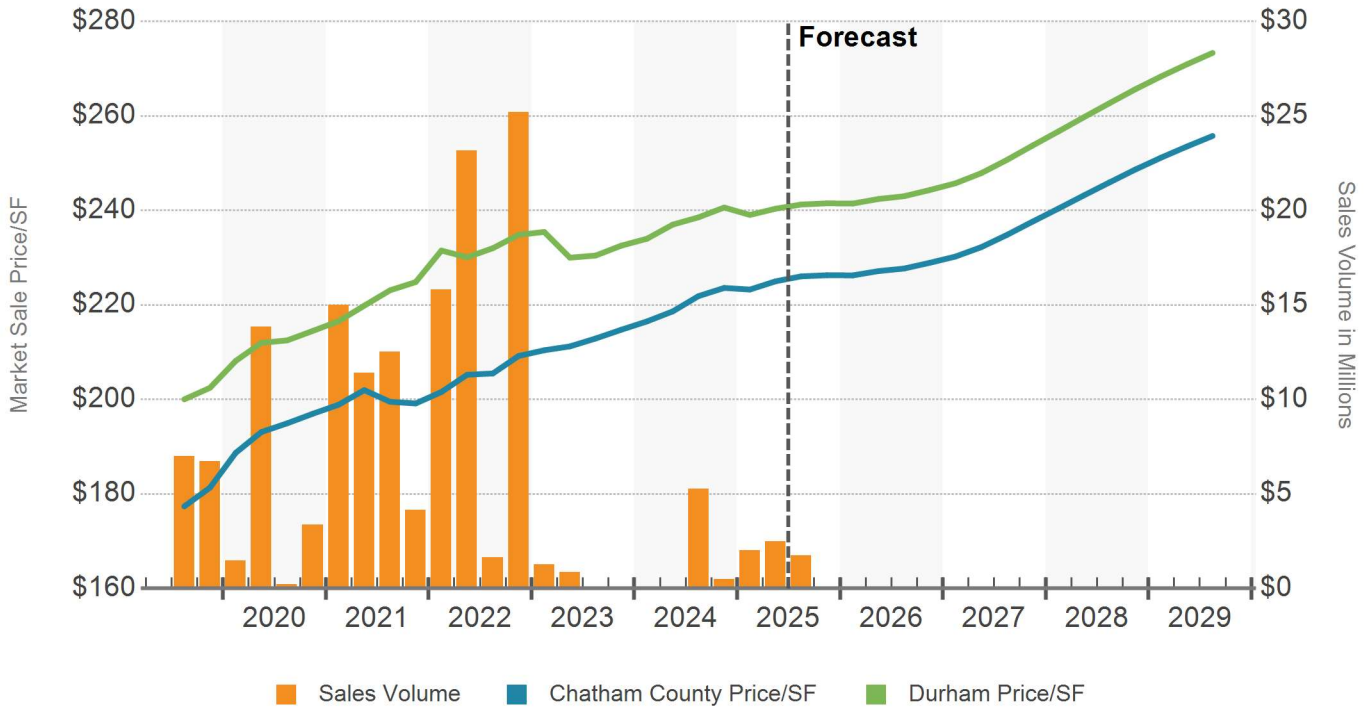
Sales

Over the past year, 16 retail properties traded in Chatham County, accounting for 120,000 SF of inventory turnover. Retail sales volume in Chatham County has totaled $12.0 million over the past year. Average annual sales volume over the past five years is $26.1 million and $19.7 million over the past 10 years.

Estimated retail market pricing in Chatham County is $226/SF compared to the market average of $241/SF. The estimated market cap rate for Chatham County retail matches the market average of 8.7%.

SALES VOLUME & MARKET SALE PRICE PER SF



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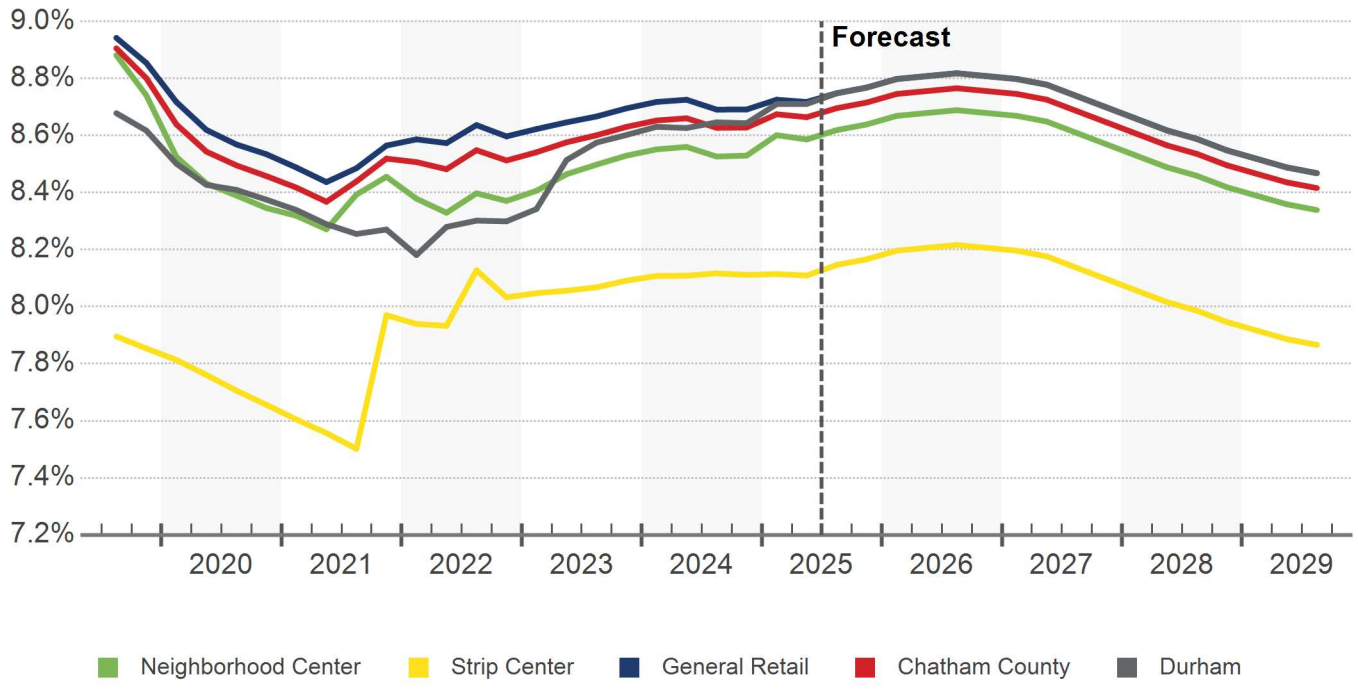
MARKET CAP RATE



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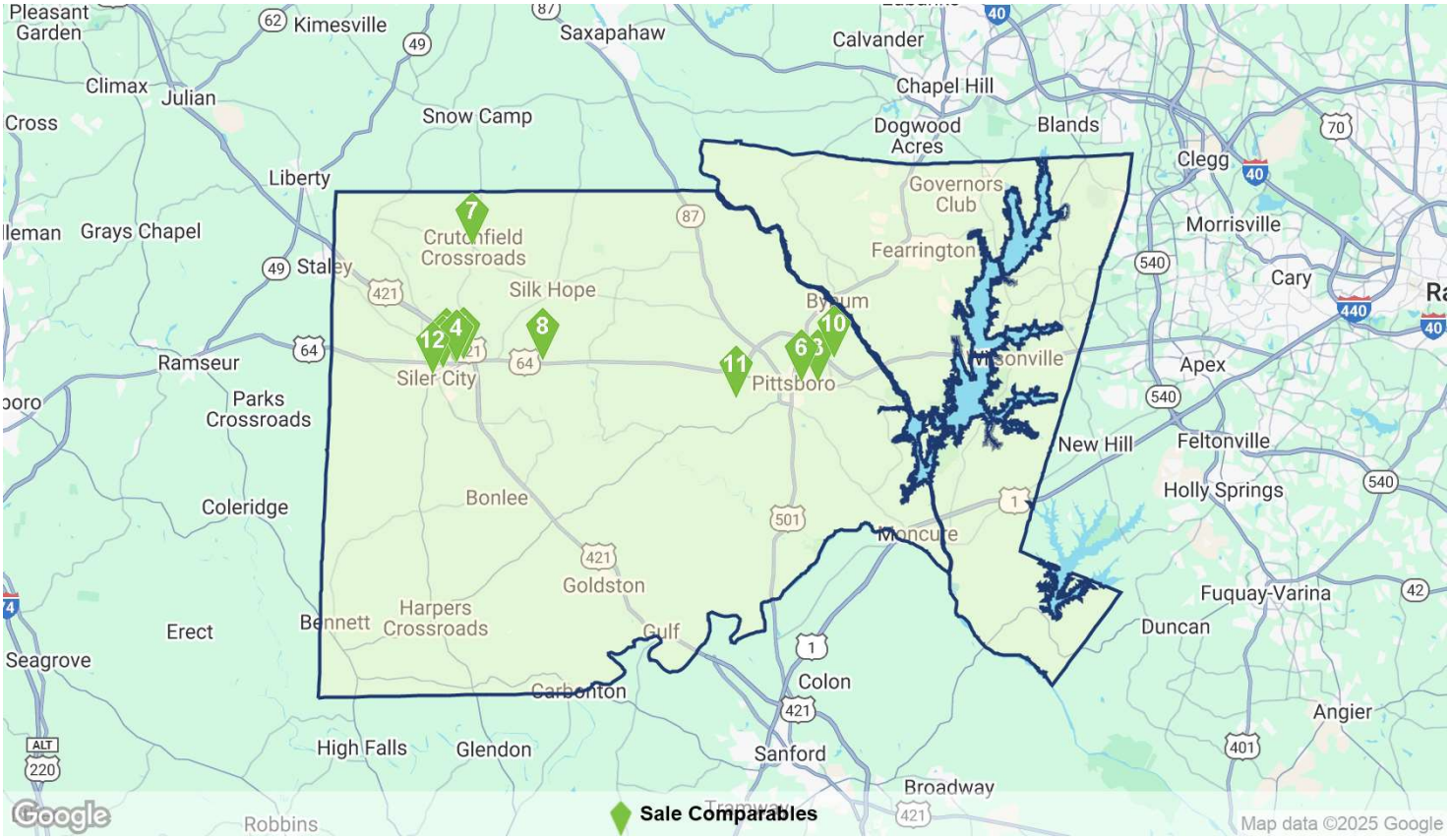
Sales Past 12 Months

Chatham County Retail

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
16	7.3%	$167	3.2%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$100,000	$1,087,682	$847,000	$4,100,000
Price/SF	$19	$167	$175	$828
Cap Rate	7.0%	7.3%	7.3%	7.5%
Time Since Sale in Months	0.5	5.9	5.9	11.9
Property Attributes	**Low**	**Average**	**Median**	**High**
Building SF	1,400	8,273	5,400	36,000
Stories	1	1	1	1
Typical Floor SF	1,400	8,791	5,400	36,000
Vacancy Rate At Sale	0%	3.2%	0%	100%
Year Built	1947	1981	1979	2025
Star Rating	★☆☆☆☆	★★☆☆☆ 2.3	★★☆☆☆	★★★★☆

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Sales Past 12 Months

RECENT SIGNIFICANT SALES

	Property Name - Address	Property Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Sale Price	Price/SF	Cap Rate
1	Ford 1701 E 11th St	★★★☆☆	1969	23,445	0%	8/13/2024	$4,100,000	$175	-
2	1113-1121 E 11th St	★★☆☆☆	2006	14,800	0%	2/24/2025	$2,000,000	$135	7.5%
3	1161 East St	★★★☆☆	1987	2,000	0%	6/16/2025	$1,655,000	$828	-
4	1410-1418 E 11th St	★★★☆☆	1993	8,112	0%	7/2/2025	$1,350,000	$166	-
5	1305 E Raleigh St	★★☆☆☆	1972	4,000	0%	7/25/2024	$875,000	$219	-
6	440 East St	★☆☆☆☆	1986	2,637	0%	4/9/2025	$847,000	$321	7.0%
7	6788 Siler Cty Snow Cp Rd	★★☆☆☆	1967	2,990	100%	7/7/2025	$377,500	$126	-
8	11330 W US 64	★★☆☆☆	1967	1,400	0%	10/8/2024	$280,000	$200	-
8	11330 W US 64	★★☆☆☆	1967	1,400	100%	9/26/2024	$280,000	$200	-
9	623 E Third St	★☆☆☆☆	1947	5,400	0%	12/13/2024	$100,000	$19	-
9	623 E Third St	★☆☆☆☆	1947	5,400	0%	12/13/2024	$100,000	$19	-
10	YMCA 0 Shuttles Rd	★★★☆☆	2025	36,000	0%	6/3/2025	-	-	-
11	1832 Alston Chapel Rd	★★★★☆	2023	1,584	0%	5/13/2025	-	-	-
4	1410-1418 E 11th St	★★★☆☆	1993	8,112	0%	3/28/2025	-	-	-
4	1410-1418 E 11th St	★★★☆☆	1993	8,112	0%	12/23/2024	-	-	-
12	Dollar General 217 Chatham Sq	★☆☆☆☆	1954	6,974	0%	8/19/2024	-	-	-

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Supply & Demand Trends

Chatham County Retail

OVERALL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	3,014,956	35,170	1.2%	30,535	1.0%	1.2
2028	2,979,786	29,478	1.0%	26,248	0.9%	1.1
2027	2,950,308	20,608	0.7%	24,311	0.8%	0.8
2026	2,929,700	28,063	1.0%	30,975	1.1%	0.9
2025	2,901,637	72,064	2.5%	46,851	1.6%	1.5
YTD	2,872,775	43,202	1.5%	41,429	1.4%	1.0
2024	2,829,573	16,904	0.6%	50,207	1.8%	0.3
2023	2,812,669	93,624	3.4%	104,412	3.7%	0.9
2022	2,719,045	59,770	2.2%	70,024	2.6%	0.9
2021	2,659,275	37,818	1.4%	34,743	1.3%	1.1
2020	2,621,457	35,452	1.4%	36,384	1.4%	1.0
2019	2,586,005	28,073	1.1%	(7,799)	-0.3%	-
2018	2,557,932	13,131	0.5%	46,647	1.8%	0.3
2017	2,544,801	31,222	1.2%	39,661	1.6%	0.8
2016	2,513,579	34,793	1.4%	80,858	3.2%	0.4
2015	2,478,786	(9,476)	-0.4%	18,720	0.8%	-
2014	2,488,262	18,838	0.8%	(4,141)	-0.2%	-
2013	2,469,424	153,400	6.6%	203,577	8.2%	0.8

NEIGHBORHOOD CENTER SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	979,787	(438)	0%	(1,397)	-0.1%	-
2028	980,225	(504)	-0.1%	(106)	0%	-
2027	980,729	(616)	-0.1%	(651)	-0.1%	-
2026	981,345	(813)	-0.1%	(2,800)	-0.3%	-
2025	982,158	(380)	0%	(4,943)	-0.5%	-
YTD	982,538	0	0%	(2,125)	-0.2%	-
2024	982,538	0	0%	(27,610)	-2.8%	-
2023	982,538	5,070	0.5%	22,491	2.3%	0.2
2022	977,468	0	0%	(14,121)	-1.4%	-
2021	977,468	0	0%	(6,119)	-0.6%	-
2020	977,468	0	0%	(3,900)	-0.4%	-
2019	977,468	0	0%	(9,596)	-1.0%	-
2018	977,468	0	0%	20,891	2.1%	0
2017	977,468	15,780	1.6%	25,271	2.6%	0.6
2016	961,688	0	0%	42,857	4.5%	0
2015	961,688	0	0%	24,769	2.6%	0
2014	961,688	0	0%	(14,872)	-1.5%	-
2013	961,688	5,000	0.5%	70,341	7.3%	0.1

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Supply & Demand Trends

Chatham County Retail

STRIP CENTER SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	46,130	296	0.6%	257	0.6%	1.2
2028	45,834	246	0.5%	192	0.4%	1.3
2027	45,588	164	0.4%	97	0.2%	1.7
2026	45,424	16	0%	25	0.1%	0.6
2025	45,408	(16)	0%	(46)	-0.1%	-
YTD	45,424	0	0%	-	-	-
2024	45,424	0	0%	12,500	27.5%	0
2023	45,424	14,400	46.4%	6,300	13.9%	2.3
2022	31,024	0	0%	10,400	33.5%	0
2021	31,024	0	0%	(10,400)	-33.5%	-
2020	31,024	0	0%	-	-	-
2019	31,024	0	0%	(4,400)	-14.2%	-
2018	31,024	0	0%	6,950	22.4%	0
2017	31,024	0	0%	(1,400)	-4.5%	-
2016	31,024	0	0%	-	-	-
2015	31,024	0	0%	-	-	-
2014	31,024	0	0%	2,950	9.5%	0
2013	31,024	0	0%	(8,000)	-25.8%	-

GENERAL RETAIL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2029	1,989,039	35,312	1.8%	31,675	1.6%	1.1
2028	1,953,727	29,736	1.5%	26,162	1.3%	1.1
2027	1,923,991	21,060	1.1%	24,865	1.3%	0.8
2026	1,902,931	28,860	1.5%	33,750	1.8%	0.9
2025	1,874,071	72,460	4.0%	51,840	2.8%	1.4
YTD	1,844,813	43,202	2.4%	43,554	2.4%	1.0
2024	1,801,611	16,904	0.9%	65,317	3.6%	0.3
2023	1,784,707	74,154	4.3%	75,621	4.2%	1.0
2022	1,710,553	59,770	3.6%	73,745	4.3%	0.8
2021	1,650,783	37,818	2.3%	51,262	3.1%	0.7
2020	1,612,965	35,452	2.2%	40,284	2.5%	0.9
2019	1,577,513	28,073	1.8%	6,197	0.4%	4.5
2018	1,549,440	13,131	0.9%	18,806	1.2%	0.7
2017	1,536,309	15,442	1.0%	15,790	1.0%	1.0
2016	1,520,867	34,793	2.3%	38,001	2.5%	0.9
2015	1,486,074	(9,476)	-0.6%	(6,049)	-0.4%	-
2014	1,495,550	18,838	1.3%	7,781	0.5%	2.4
2013	1,476,712	148,400	11.2%	141,236	9.6%	1.1

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Rent & Vacancy

OVERALL RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$22.14	148	2.2%	11.8%	92,394	3.1%	0.1%
2028	$21.66	145	2.7%	9.4%	88,194	3.0%	0.1%
2027	$21.09	141	2.5%	6.5%	85,371	2.9%	-0.2%
2026	$20.57	137	1.8%	3.9%	89,468	3.1%	-0.1%
2025	$20.22	135	2.1%	2.1%	92,196	3.2%	0.8%
YTD	$20.05	134	2.9%	1.3%	68,600	2.4%	0%
2024	$19.80	132	3.9%	0%	66,827	2.4%	-1.2%
2023	$19.06	127	4.7%	-3.7%	100,130	3.6%	-0.5%
2022	$18.20	122	5.4%	-8.1%	110,918	4.1%	-0.5%
2021	$17.27	115	4.8%	-12.8%	121,172	4.6%	0.1%
2020	$16.47	110	3.0%	-16.8%	118,097	4.5%	-0.1%
2019	$15.99	107	2.7%	-19.3%	117,913	4.6%	1.4%
2018	$15.56	104	2.4%	-21.4%	82,041	3.2%	-1.7%
2017	$15.19	101	2.6%	-23.3%	124,357	4.9%	-0.4%
2016	$14.81	99	1.9%	-25.2%	132,796	5.3%	-1.9%
2015	$14.53	97	2.4%	-26.6%	178,861	7.2%	-1.1%
2014	$14.19	95	2.1%	-28.3%	207,057	8.3%	0.9%
2013	$13.90	93	0.8%	-29.8%	184,078	7.5%	-2.7%

NEIGHBORHOOD CENTER RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$21.81	152	2.1%	11.6%	64,441	6.6%	0.1%
2028	$21.36	149	2.6%	9.3%	63,408	6.5%	0%
2027	$20.81	145	2.4%	6.5%	63,733	6.5%	0%
2026	$20.31	141	1.7%	3.9%	63,625	6.5%	0.2%
2025	$19.98	139	2.2%	2.2%	61,580	6.3%	0.5%
YTD	$19.82	138	3.2%	1.4%	59,114	6.0%	0.2%
2024	$19.55	136	4.0%	0%	56,989	5.8%	2.8%
2023	$18.79	131	4.6%	-3.9%	29,379	3.0%	-1.8%
2022	$17.95	125	5.5%	-8.2%	46,800	4.8%	1.4%
2021	$17.01	118	4.5%	-13.0%	32,679	3.3%	0.6%
2020	$16.28	113	3.0%	-16.7%	26,560	2.7%	0.4%
2019	$15.80	110	2.8%	-19.1%	22,660	2.3%	1.0%
2018	$15.38	107	2.7%	-21.3%	13,064	1.3%	-2.1%
2017	$14.98	104	2.6%	-23.4%	33,955	3.5%	-1.0%
2016	$14.59	102	2.3%	-25.4%	43,446	4.5%	-4.5%
2015	$14.26	99	2.7%	-27.0%	86,303	9.0%	-2.6%
2014	$13.89	97	2.4%	-28.9%	111,072	11.5%	1.5%
2013	$13.56	94	1.5%	-30.6%	96,200	10.0%	-6.9%

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Rent & Vacancy

STRIP CENTER RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$25.54	150	2.3%	11.3%	163	0.4%	0.1%
2028	$24.96	146	2.8%	8.8%	131	0.3%	0.1%
2027	$24.28	142	2.7%	5.9%	89	0.2%	0.1%
2026	$23.65	139	1.9%	3.1%	29	0.1%	0%
2025	$23.22	136	1.2%	1.2%	33	0.1%	0.1%
YTD	$23.01	135	1.8%	0.3%	0	0%	0%
2024	$22.94	134	3.5%	0%	0	0%	-27.5%
2023	$22.16	130	4.5%	-3.4%	12,500	27.5%	13.3%
2022	$21.21	124	5.2%	-7.5%	4,400	14.2%	-33.5%
2021	$20.17	118	7.6%	-12.1%	14,800	47.7%	33.5%
2020	$18.74	110	2.8%	-18.3%	4,400	14.2%	0%
2019	$18.23	107	3.5%	-20.5%	4,400	14.2%	14.2%
2018	$17.62	103	3.2%	-23.2%	0	0%	-22.4%
2017	$17.06	100	2.8%	-25.6%	6,950	22.4%	4.5%
2016	$16.59	97	3.1%	-27.7%	5,550	17.9%	0%
2015	$16.10	94	2.1%	-29.8%	5,550	17.9%	0%
2014	$15.77	92	2.0%	-31.3%	5,550	17.9%	-9.5%
2013	$15.46	91	-0.5%	-32.6%	8,500	27.4%	25.8%

GENERAL RETAIL RENT & VACANCY

	Market Asking Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2029	$22.22	146	2.2%	11.9%	27,790	1.4%	0.1%
2028	$21.74	143	2.7%	9.5%	24,655	1.3%	0.1%
2027	$21.16	139	2.6%	6.6%	21,549	1.1%	-0.2%
2026	$20.64	135	1.8%	3.9%	25,814	1.4%	-0.3%
2025	$20.27	133	2.1%	2.1%	30,583	1.6%	1.1%
YTD	$20.10	132	2.7%	1.2%	9,486	0.5%	0%
2024	$19.86	130	3.8%	0%	9,838	0.5%	-2.7%
2023	$19.13	126	4.8%	-3.7%	58,251	3.3%	-0.2%
2022	$18.26	120	5.4%	-8.1%	59,718	3.5%	-1.0%
2021	$17.33	114	4.9%	-12.7%	73,693	4.5%	-0.9%
2020	$16.52	108	3.0%	-16.8%	87,137	5.4%	-0.4%
2019	$16.03	105	2.7%	-19.3%	90,853	5.8%	1.3%
2018	$15.61	102	2.3%	-21.4%	68,977	4.5%	-1.0%
2017	$15.26	100	2.5%	-23.1%	83,452	5.4%	-0.1%
2016	$14.88	98	1.7%	-25.1%	83,800	5.5%	-0.3%
2015	$14.63	96	2.2%	-26.3%	87,008	5.9%	-0.2%
2014	$14.31	94	2.0%	-27.9%	90,435	6.0%	0.7%
2013	$14.04	92	0.6%	-29.3%	79,378	5.4%	-0.1%

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Sale Trends

Chatham County Retail

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$257.87	201	8.4%
2028	-	-	-	-	-	-	$248.65	194	8.5%
2027	-	-	-	-	-	-	$237.62	186	8.6%
2026	-	-	-	-	-	-	$228.91	179	8.8%
2025	-	-	-	-	-	-	$226.28	177	8.7%
YTD	8	$6.2M	2.7%	$1,245,900	$203.99	7.3%	$226.22	177	8.7%
2024	12	$5.7M	2.9%	$955,833	$139.72	-	$223.59	175	8.6%
2023	8	$2.1M	1.6%	$701,840	$297.94	6.0%	$214.75	168	8.6%
2022	22	$65.8M	7.8%	$3,132,407	$314.42	5.3%	$209.19	163	8.5%
2021	23	$43M	16.5%	$2,390,464	$107.36	7.6%	$199.15	156	8.5%
2020	13	$18.9M	2.6%	$2,361,063	$360.58	6.3%	$196.98	154	8.5%
2019	17	$18.6M	5.7%	$1,239,059	$131.87	6.8%	$181.36	142	8.8%
2018	13	$14M	3.6%	$1,274,776	$158.68	-	$170.80	133	9.0%
2017	10	$5.8M	1.3%	$642,060	$175.86	7.0%	$166.03	130	9.0%
2016	19	$20.8M	12.5%	$1,596,538	$70.52	6.3%	$161.78	126	9.0%
2015	3	$1.2M	2.2%	$395,333	$22.02	-	$159.34	124	8.9%
2014	13	$29M	5.9%	$2,634,799	$207.19	5.9%	$159.08	124	9.0%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

NEIGHBORHOOD CENTER SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$252.21	198	8.3%
2028	-	-	-	-	-	-	$243.54	191	8.4%
2027	-	-	-	-	-	-	$233.11	183	8.6%
2026	-	-	-	-	-	-	$224.95	176	8.7%
2025	-	-	-	-	-	-	$222.78	175	8.6%
YTD	1	$847K	0.3%	$847,000	$321.20	7.0%	$222.79	175	8.6%
2024	-	-	-	-	-	-	$221.17	173	8.5%
2023	-	-	-	-	-	-	$212.26	166	8.5%
2022	-	-	-	-	-	-	$209.23	164	8.4%
2021	5	$28.8M	26.3%	$5,769,869	$112.40	7.6%	$197.54	155	8.5%
2020	-	-	-	-	-	-	$199.25	156	8.3%
2019	6	$10.1M	11.0%	$2,021,720	$98.43	7.0%	$181.45	142	8.7%
2018	-	-	-	-	-	-	$169.47	133	9.0%
2017	-	-	-	-	-	-	$166.42	130	8.9%
2016	4	$16.9M	27.1%	$4,220,375	$64.84	-	$161.77	127	9.0%
2015	1	$150K	4.8%	$150,000	$3.23	-	$159.71	125	8.9%
2014	6	$18.8M	9.7%	$3,131,184	$200.44	5.5%	$157.74	124	8.9%

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Sale Trends

STRIP CENTER SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$208.81	123	7.8%
2028	-	-	-	-	-	-	$201.03	118	7.9%
2027	-	-	-	-	-	-	$191.79	113	8.1%
2026	-	-	-	-	-	-	$184.40	108	8.2%
2025	-	-	-	-	-	-	$182.05	107	8.2%
YTD	3	$3.4M	68.3%	$1,675,000	$146.21	7.5%	$181.87	107	8.1%
2024	1	$0	17.9%	-	-	-	$178.48	105	8.1%
2023	-	-	-	-	-	-	$172.07	101	8.1%
2022	-	-	-	-	-	-	$165.85	97	8.0%
2021	-	-	-	-	-	-	$160.85	95	8.0%
2020	-	-	-	-	-	-	$176.10	104	7.7%
2019	-	-	-	-	-	-	$167.85	99	7.9%
2018	1	$1M	47.7%	$1,025,000	$69.26	-	$161.68	95	8.0%
2017	-	-	-	-	-	-	$156.53	92	8.0%
2016	-	-	-	-	-	-	$152.91	90	8.0%
2015	-	-	-	-	-	-	$151.43	89	7.9%
2014	-	-	-	-	-	-	$206.16	121	7.6%

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GENERAL RETAIL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2029	-	-	-	-	-	-	$261.95	206	8.4%
2028	-	-	-	-	-	-	$252.42	198	8.5%
2027	-	-	-	-	-	-	$241.04	189	8.7%
2026	-	-	-	-	-	-	$232.01	182	8.8%
2025	-	-	-	-	-	-	$229.13	180	8.8%
YTD	4	$2M	2.3%	$1,016,250	$407.31	-	$229.05	180	8.7%
2024	11	$5.7M	4.1%	$955,833	$139.72	-	$225.91	178	8.7%
2023	8	$2.1M	2.6%	$701,840	$297.94	6.0%	$217.05	171	8.7%
2022	22	$65.8M	12.5%	$3,132,407	$314.42	5.3%	$210.20	165	8.6%
2021	18	$14.2M	11.0%	$1,090,692	$98.37	-	$200.90	158	8.6%
2020	13	$18.9M	4.2%	$2,361,063	$360.58	6.3%	$196.31	154	8.5%
2019	11	$8.5M	2.6%	$847,729	$221.72	6.7%	$181.63	143	8.9%
2018	12	$13M	5.0%	$1,299,754	$176.67	-	$171.71	135	9.0%
2017	10	$5.8M	2.2%	$642,060	$175.86	7.0%	$166.06	130	9.1%
2016	15	$3.9M	3.6%	$430,389	$114.01	6.3%	$161.99	127	9.1%
2015	2	$1M	0.5%	$518,000	$139.49	-	$159.34	125	9.0%
2014	7	$10.2M	3.5%	$2,039,137	$220.89	6.2%	$158.65	125	9.1%

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Hospitality Market Report

Raleigh/Durham/Chapel Hill - NC USA

PREPARED BY

ROSE ASSOCIATES

Daniel Bellot

Vice President of Brokerage

CoStar™

HOSPITALITY MARKET REPORT

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Overview

Raleigh/Durham/Chapel Hill Hospitality

12 Mo Occupancy	12 Mo ADR	12 Mo RevPAR	12 Mo Supply	12 Mo Demand
65.4%	$135	$88	11.5M	7.5M

Hotel performance in Raleigh/Durham/Chapel Hill continued to decelerate. Through March 2026, the 12-month RevPAR declined by -0.8%, driven by a -1.0% occupancy decrease and a 0.2% ADR change. Transient volume continued to drop, especially during midweek. Additionally, group volume eroded in December 2025 due to an unexpected fire at the Raleigh Convention Center.

The sluggish performance is expected to worsen throughout 2026. The 12-month RevPAR is projected to decline by -1.5% by year-end, primarily due to a decrease in occupancy. Supply additions are anticipated to outpace a shrinking demand base, resulting in continued volume losses. For comparison, the national RevPAR is forecast to grow by 1.4% by year-end.

Several factors could adversely affect the market forecast. Ongoing geopolitical tensions could further disrupt the overall economy, causing unintended negative impact on travel. Also, a softening labor market driven by broader AI adoption could undermine business travel and erode group demand. Additionally, although tax refunds could be higher for some Americans this year due to legislative changes, they could be recirculated through the economy via higher fuel prices rather than spent on a leisure trip.

The Raleigh/Durham/Chapel Hill region benefits from a diverse mix of demand drivers, notably its prominent higher education institutions, including Duke University, the University of North Carolina at Chapel Hill, and North Carolina State University.

These universities generate consistent hotel demand through academic conferences, collegiate sports, and family visits during alumni and parents' weekends. Additionally, top-tier healthcare facilities, such as Duke University Medical Center and UNC Hospitals, generate lodging needs from both patients and medical professionals.

Research Triangle Park (RTP), spanning 7,000 acres, stands as the largest research park in the country and fuels weekday corporate transient demand. It hosts over 300 companies, including major players like IBM, Cisco, and GlaxoSmithKline.

Leisure travel is supported by the region's array of museums, cultural attractions, and sporting events. Top attractions in the area include the North Carolina Museum of Natural Sciences, the North Carolina Museum of Art, Pullen Park, Marbles Kids Museum, and the Lenovo Center, home to the NHL's Carolina Hurricanes. Additionally, group demand is anchored by the Raleigh Convention Center (RCC), which is slated for a 300,000-SF expansion, with completion expected in 2028.

Supply growth is accelerating in Raleigh/Durham/Chapel Hill, with 15 hotels under construction, totaling approximately 2,400 rooms. Additionally, another 3,700 rooms are in final planning across 30 projects.

Over the past 12 months through March 2026, 16 hotels were sold, totaling approximately $146 million in sales volume. Regional owner-operators have become the driving force behind hotel acquisitions.

KEY INDICATORS

Class	Rooms	12 Mo Occ	12 Mo ADR	12 Mo RevPAR	12 Mo Delivered	Under Construction
Luxury & Upper Upscale	5,724	69.0%	$207	$143	0	939
Upscale & Upper Midscale	17,211	66.8%	$139	$93	0	1,099
Midscale & Economy	8,784	60.3%	$75	$45	64	312
Total	31,719	65.4%	$135	$88	64	2,350

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Overview

Raleigh/Durham/Chapel Hill Hospitality

Average Trend	Current	3 Mo	YTD	12 Mo	Historical Average	Forecast Average
Occupancy	69.2%	63.0%	63.0%	65.4%	64.3%	62.2%
Occupancy Change	3.3%	2.6%	2.6%	-1.0%	10.1%	-1.2%
ADR	$138	$133	$133	$135	$125	$139
ADR Change	-0.1%	0.1%	0.1%	0.2%	11.9%	1.4%
RevPAR	$96	$84	$84	$88	$80	$87
RevPAR Change	3.2%	2.7%	2.7%	-0.8%	23.2%	0.1%

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Raleigh/Durham/Chapel Hill comprises nine submarkets, with the largest, Research Triangle Park/Airport, offering nearly 7,900 rooms. Raleigh Downtown/West, the fifth-largest submarket, typically achieves the highest RevPAR, driven by its concentration of upper-tier class hotels.

Historically, transient travelers accounted for nearly 80% of overall hotel demand, with the remainder in the group sector. Through February 2026, the 12-month transient RevPAR declined by -0.3%, mainly driven by a modest loss in midweek volume.

Business travel in the region is fueled by the presence of several Fortune 500 companies headquartered locally, including First Citizens Bank, IQVIA Holdings, and Advance Auto Parts. Additionally, the area hosts regional offices for leading technology and biotechnology firms, including IBM, Cisco, Biogen, Bayer, Google, Meta, Apple, Microsoft, and Amazon, further contributing to weekday corporate transient demand.

In March 2026, Epic Games, a video game and software developer headquartered in Cary, announced it had laid off over 1,000 employees due to declining engagement on its online game platform. The job cuts came amid other similar reorganization plans made by the Magnificent Seven companies, including Meta and Amazon. These workforce reductions are expected to adversely affect corporate travel.

Conversely, the 12-month group RevPAR declined by -3.7% through February, driven by material occupancy declines offsetting healthy rate gains. Group demand in the region is supported by two venues: the Raleigh Convention Center (RCC) and the Durham Convention Center (DCC). The DCC, a smaller facility, offers approximately 35,000 SF of meeting space and primarily hosts local events.

The RCC is a mid-sized convention facility featuring a 150,000-SF contiguous exhibit hall, a 32,000-SF ballroom, and 20 meeting rooms. A $388 million expansion is underway, adding 300,000 SF of space in a newly constructed building. Upon completion in 2028, the expanded RCC will offer roughly 800,000 SF of event space and 30 meeting rooms.

On December 1, 2025, a fire occurred on the roof of the convention center. While no one was injured and no event took place in the building, the RCC was closed for over a month to repair the damage. Several events were cancelled as a result, causing volume erosion.

Through March 2026, the luxury and upper upscale segments incurred a 12-month RevPAR change of -0.6%, while the upscale and upper midscale sectors experienced a change of 0.1%. The midscale and economy categories witnessed a negative impact, posting a 12-month RevPAR change of -1.7%.

The market is characterized by higher occupancy and ADR on the weekends. Weekend leisure demand and social groups fill up hotel rooms, with occupancy typically reaching 70% on Friday and Saturday nights, roughly 700 basis points higher than weekday volume. Weekend rates are also higher, with an $8 premium over weekdays during the trailing 12 months.

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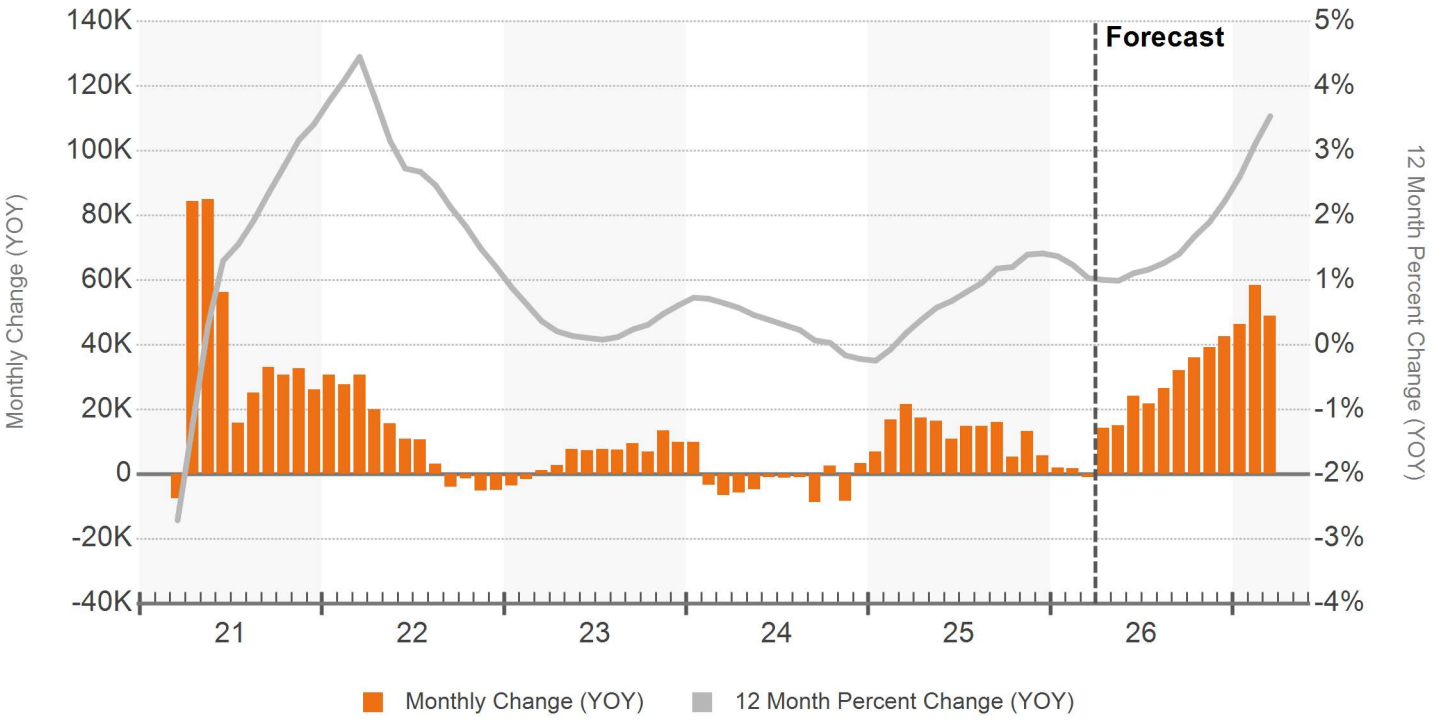
Performance

SUPPLY CHANGE



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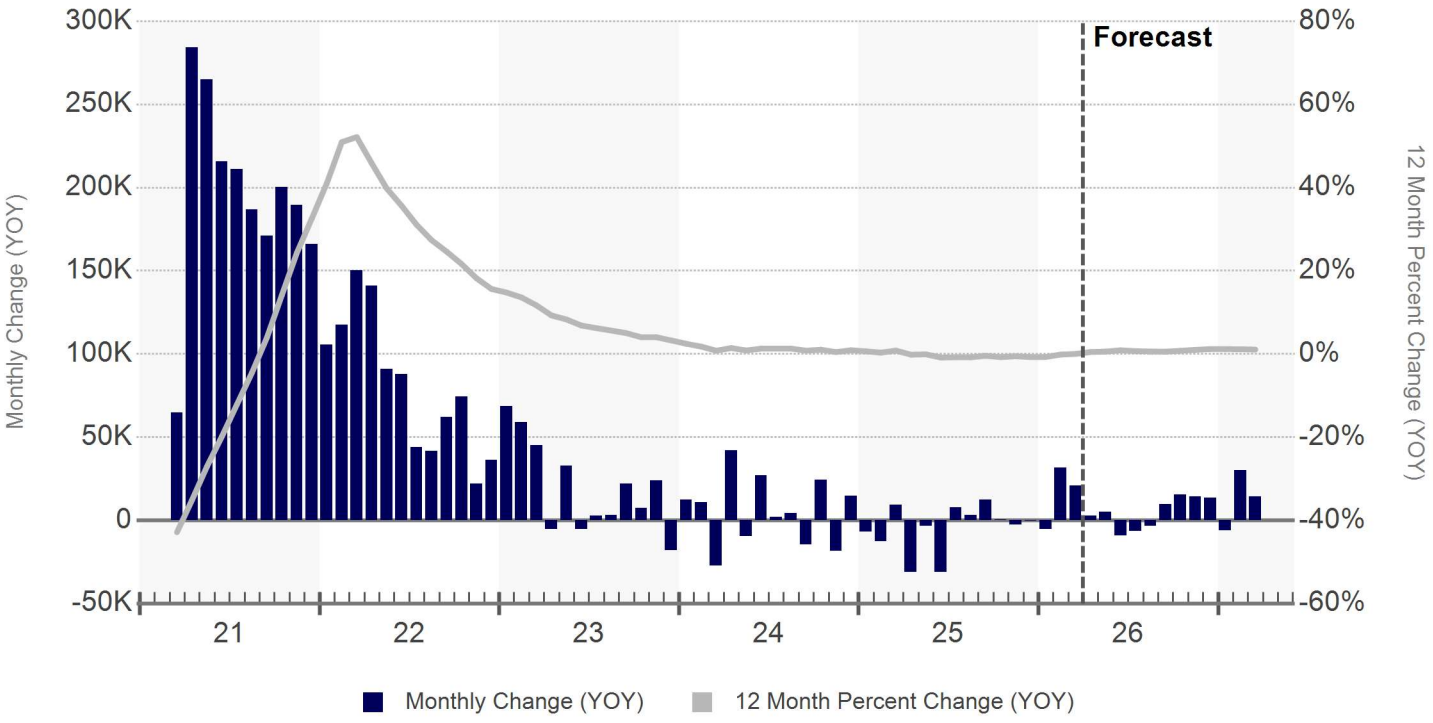

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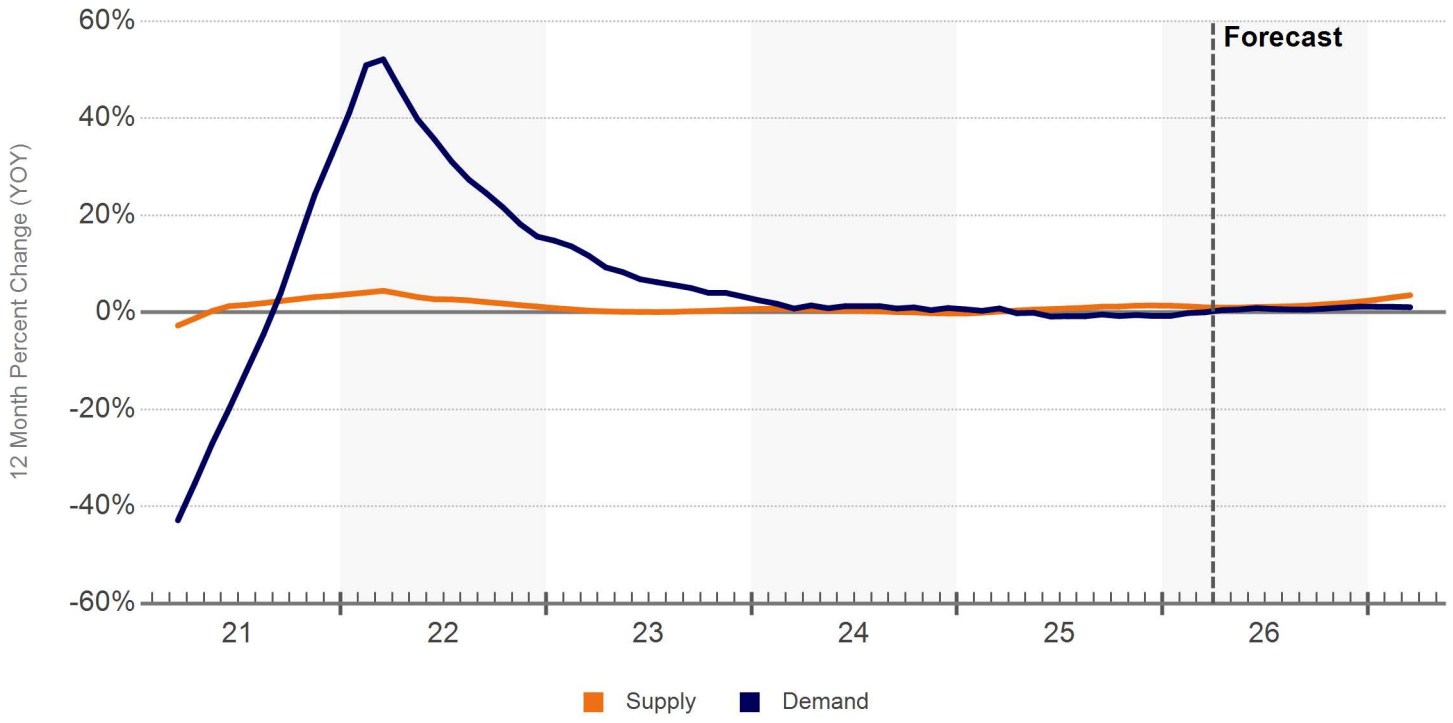
Performance

SUPPLY & DEMAND CHANGE



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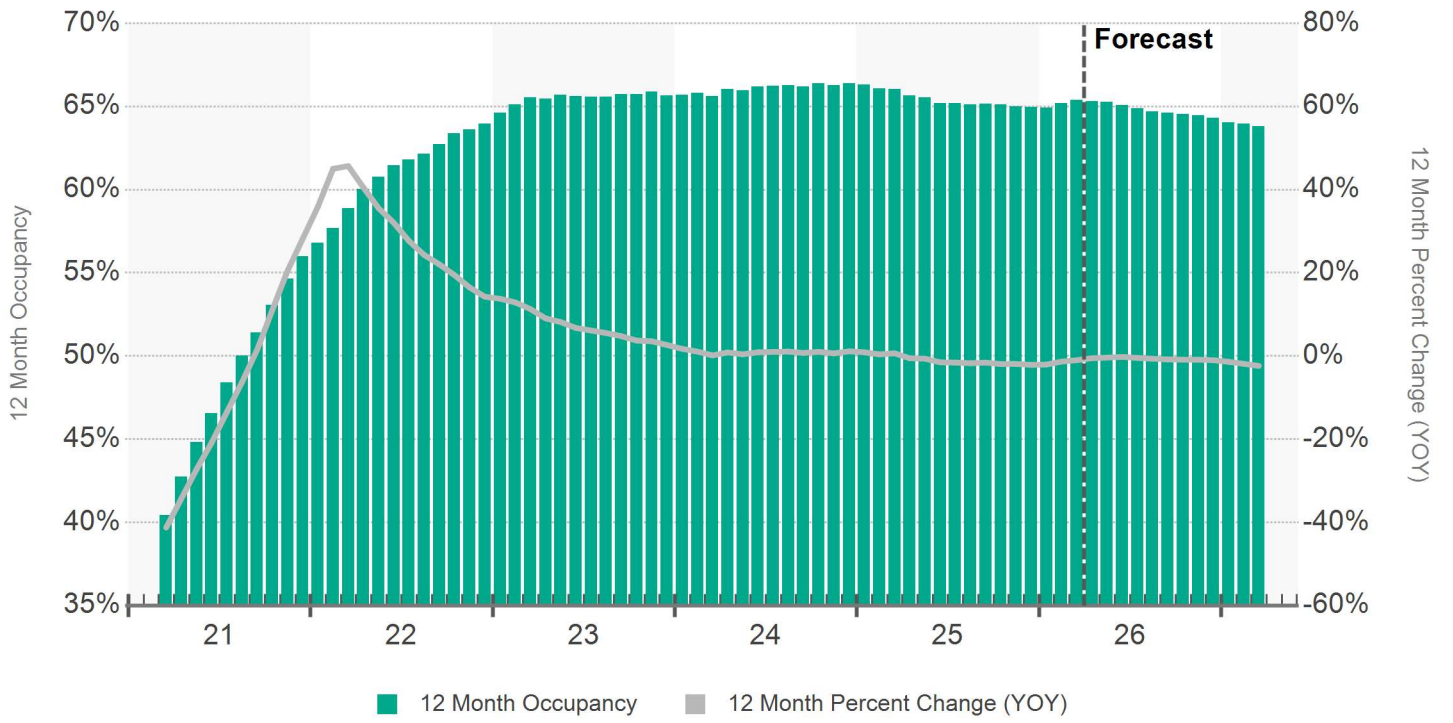

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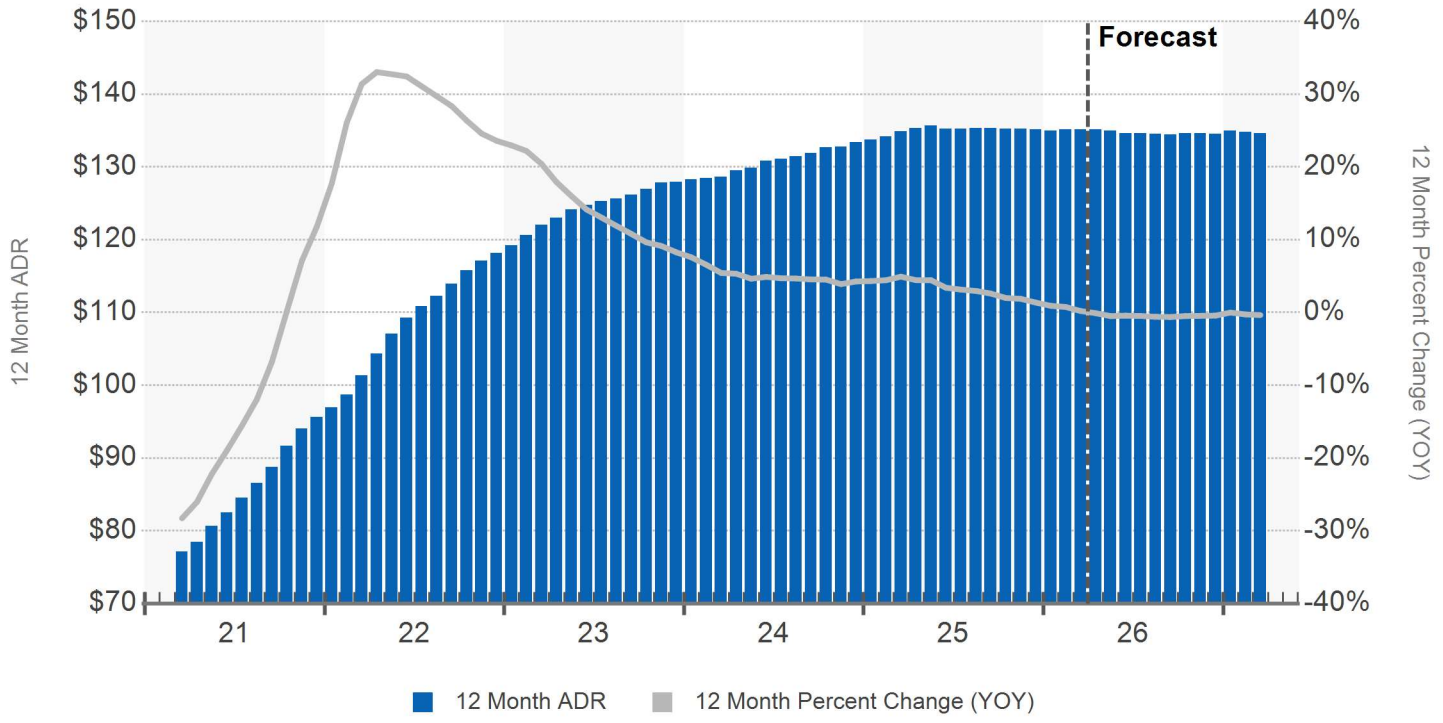
Performance

ADR



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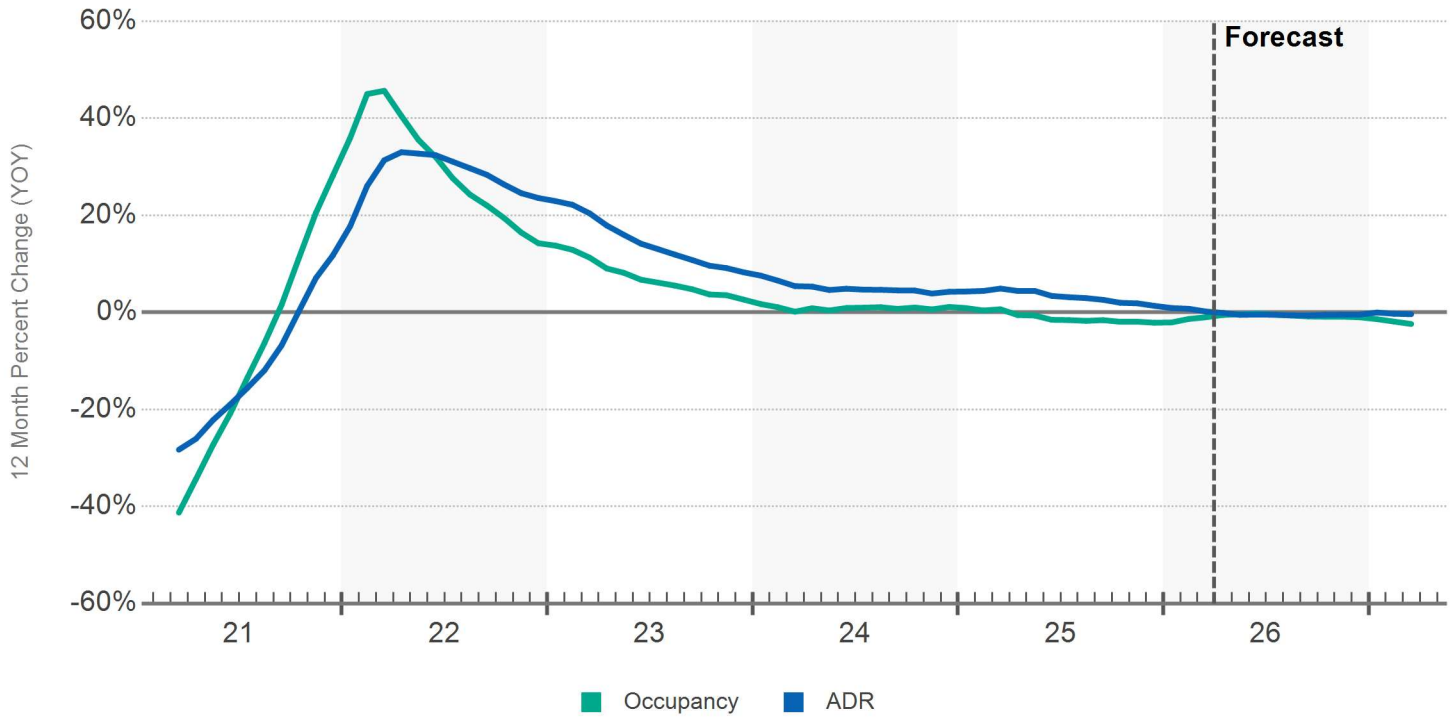

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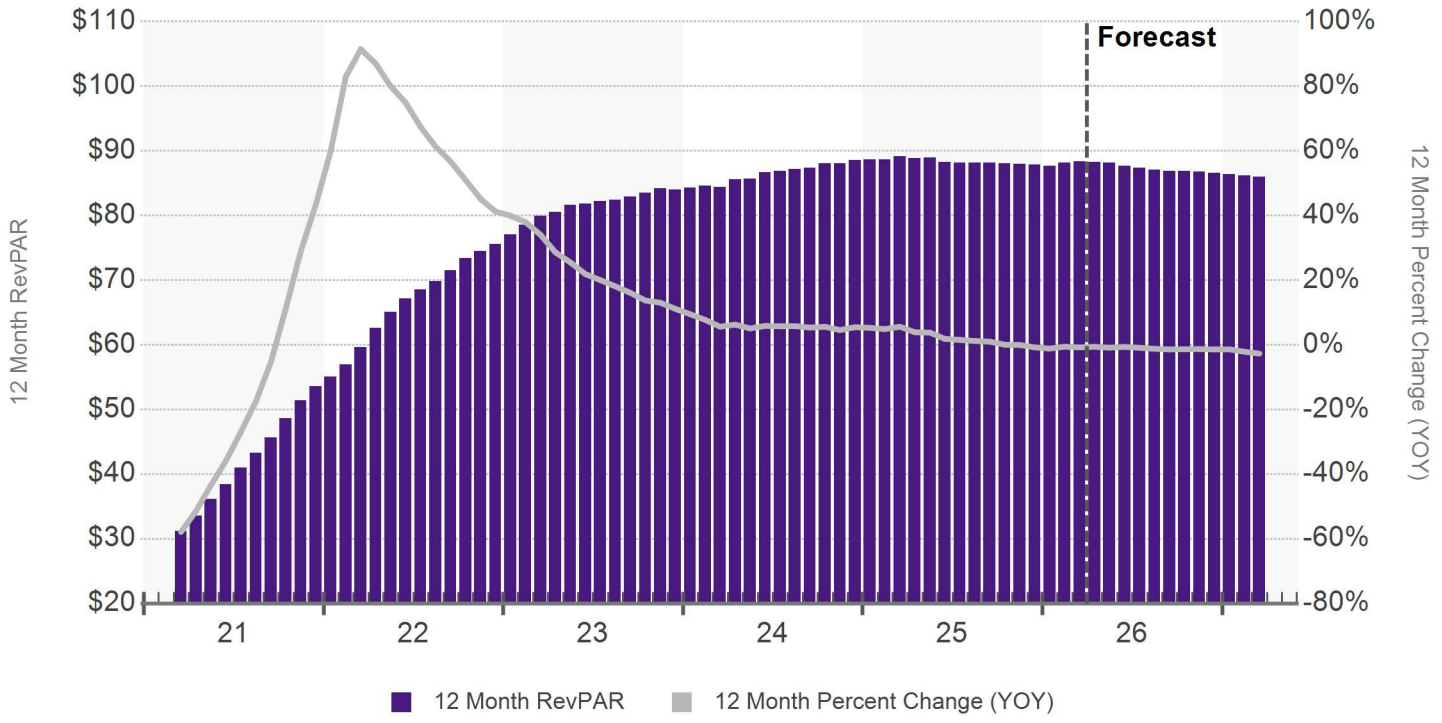
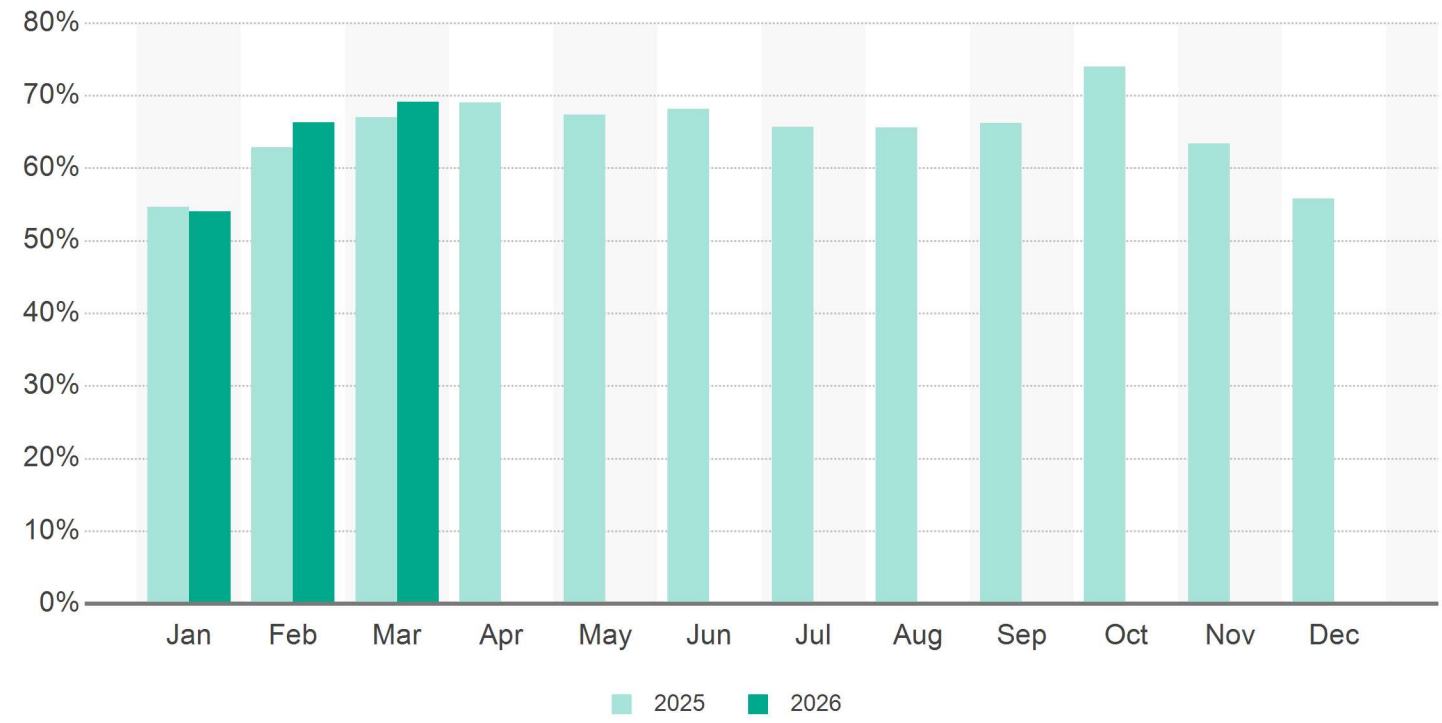
Performance

REVPAR



OCCUPANCY MONTHLY



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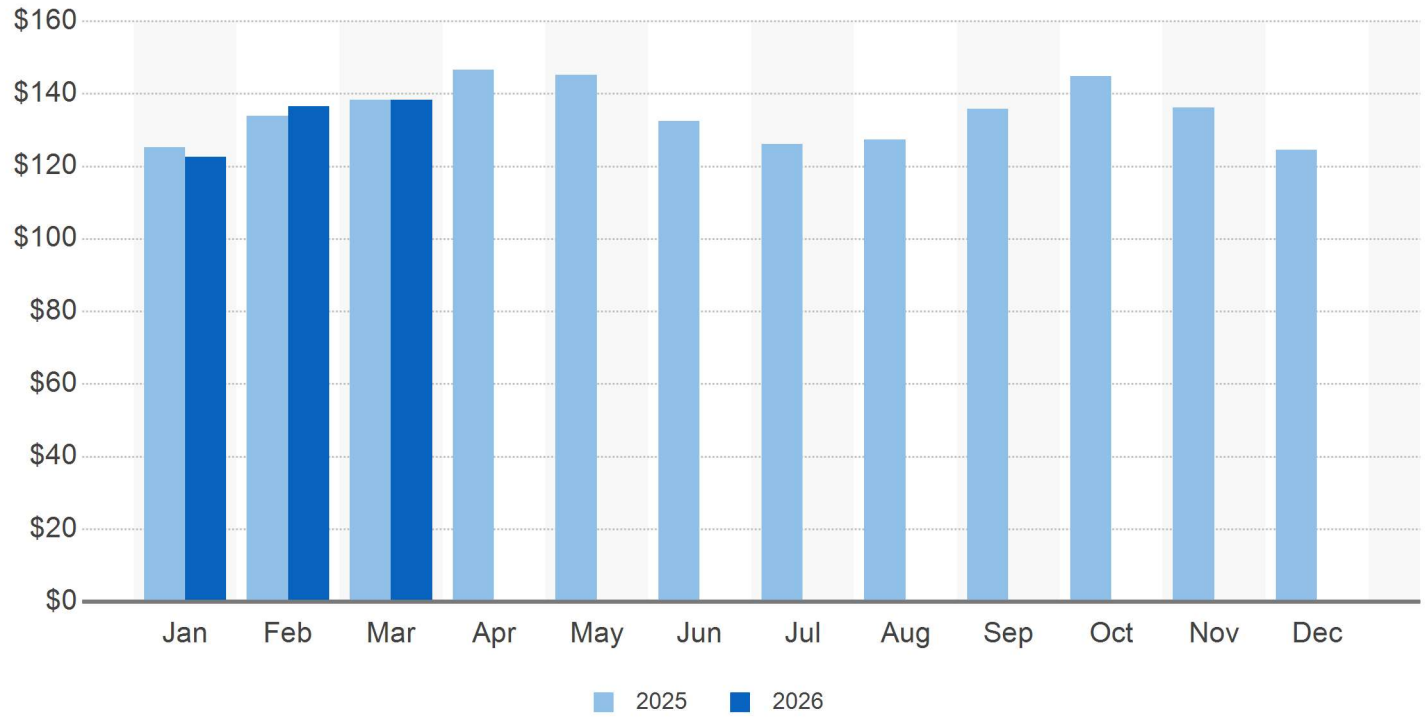
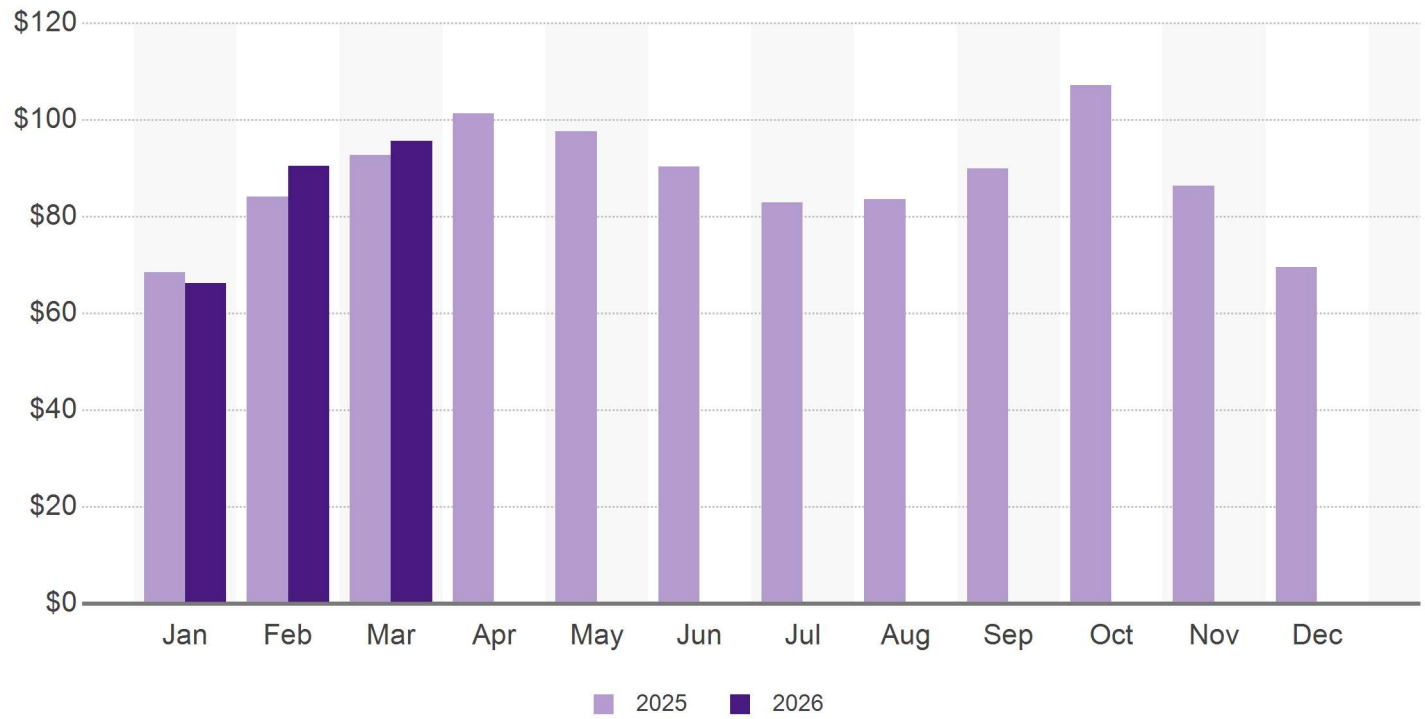
Performance

ADR MONTHLY



REVPAR MONTHLY



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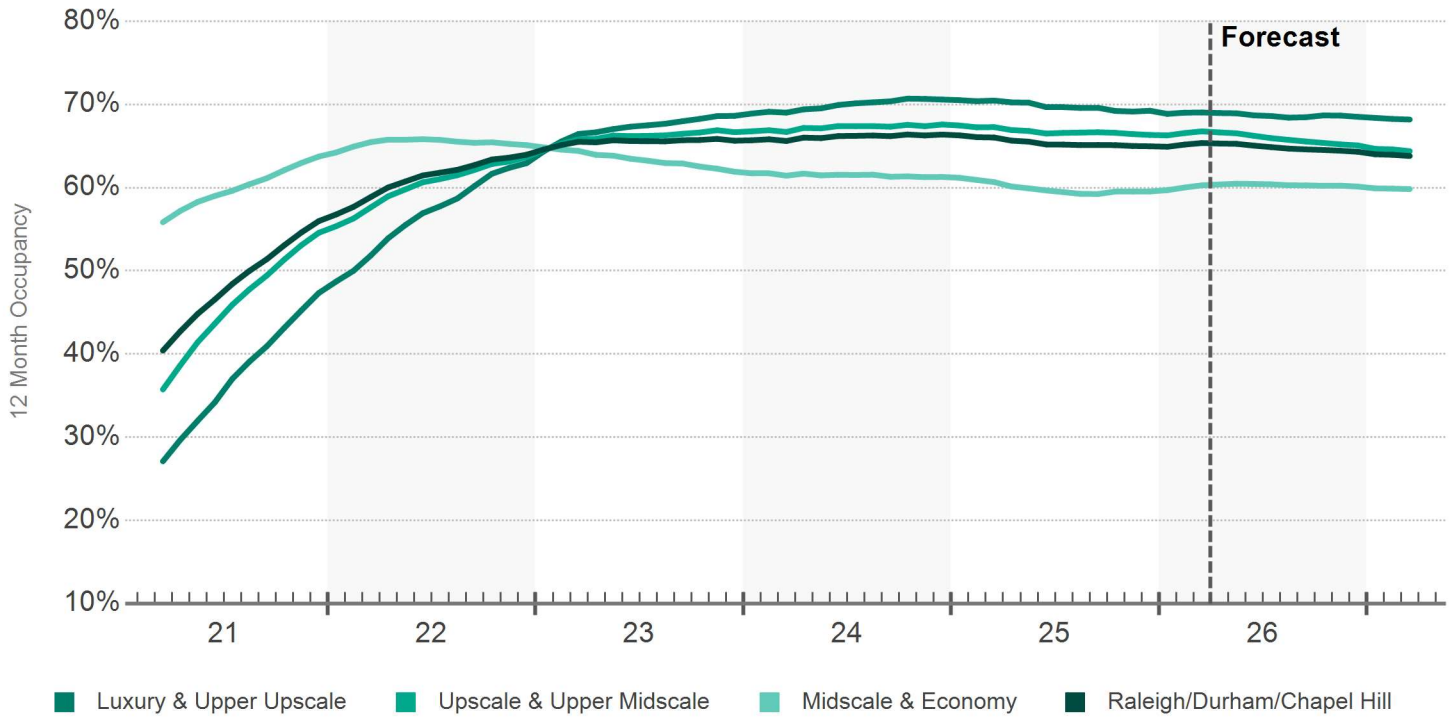
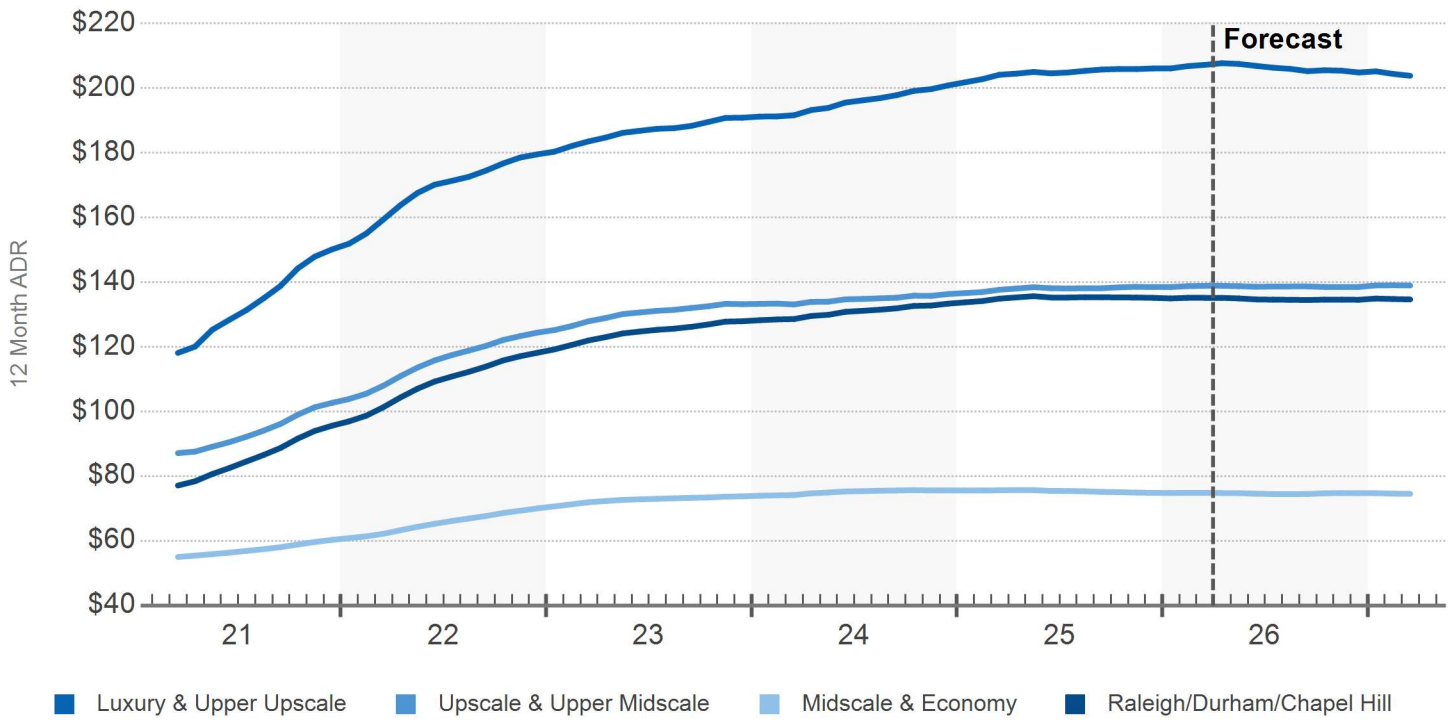
Performance

OCCUPANCY BY CLASS



ADR BY CLASS



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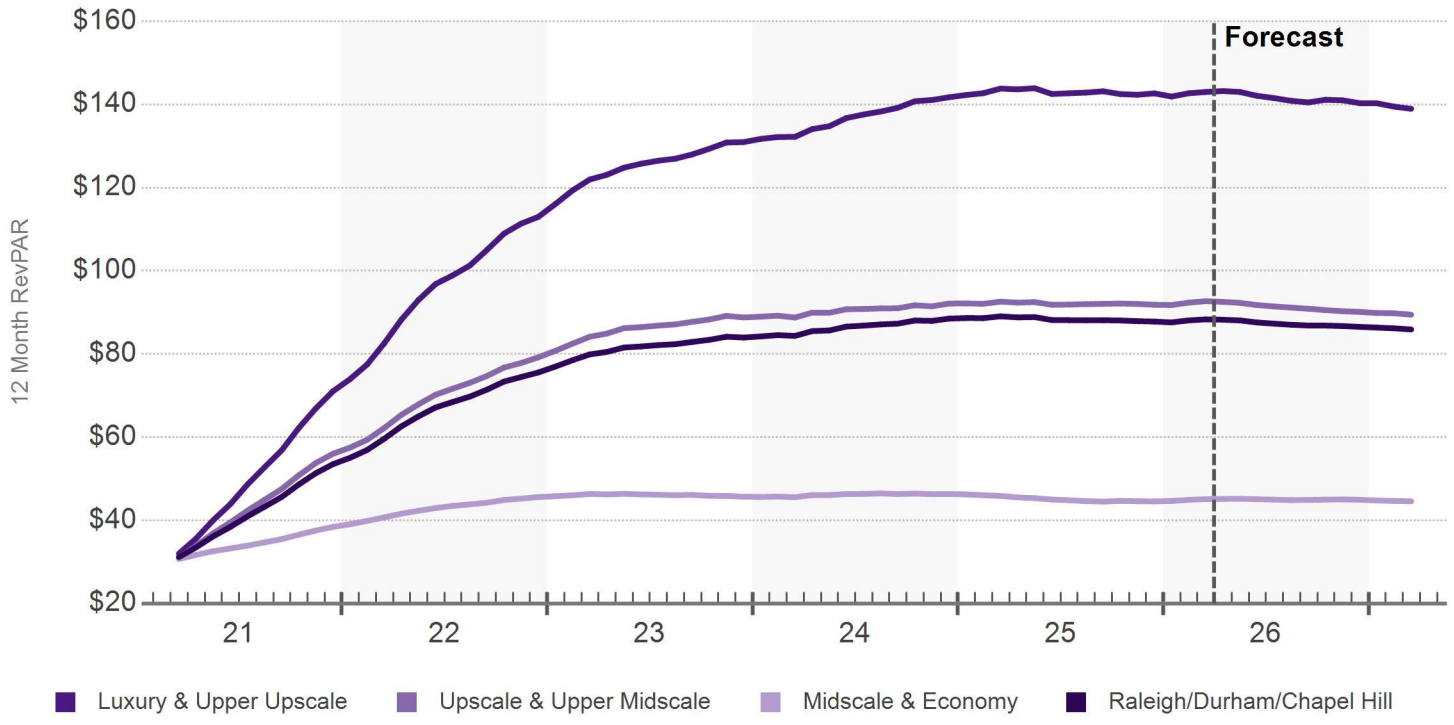
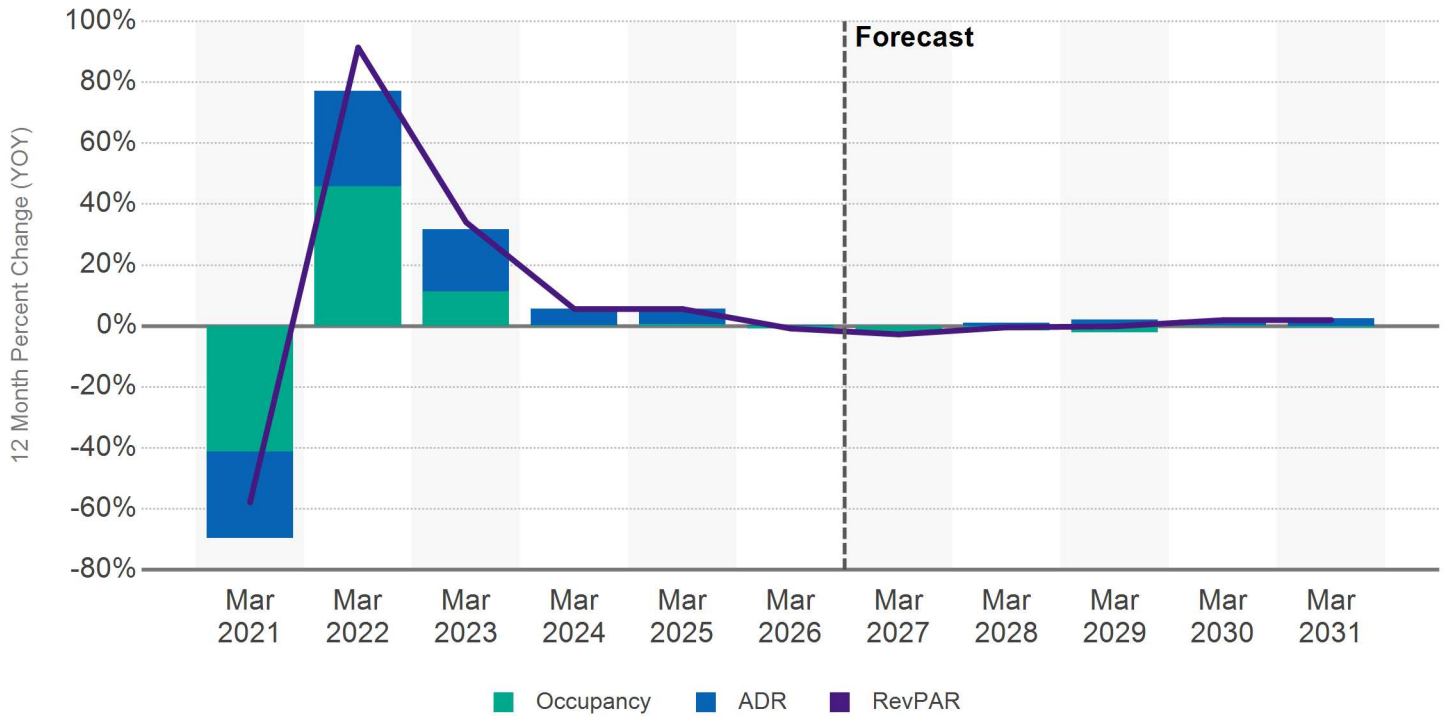
Performance

REVPAR BY CLASS



REVPAR GROWTH COMPOSITION



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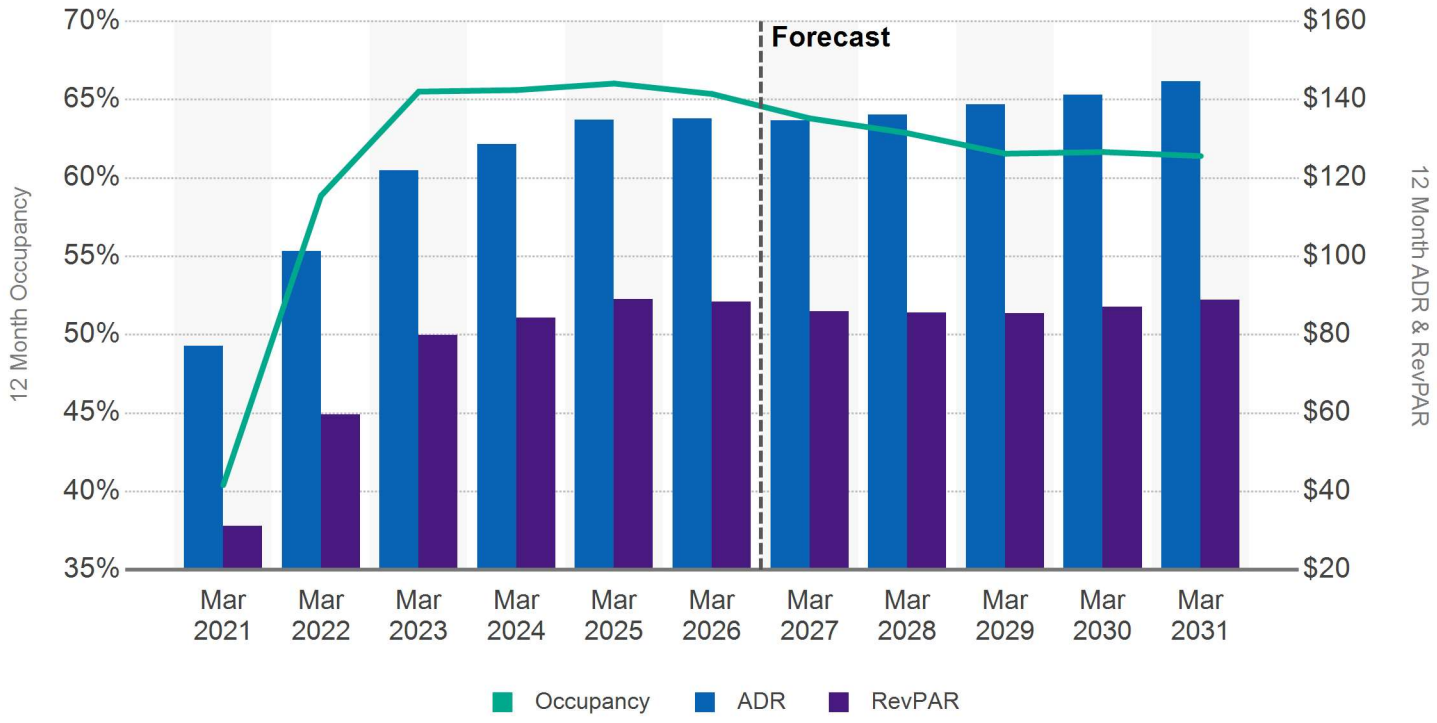
OCCUPANCY, ADR & REVPAR



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FULL-SERVICE HOTELS PROFITABILITY (ANNUAL)

	2024			2023-2024 % Change	
Market	% of Revenues	Per Key	POR	Per Key	POR
Revenue					
Rooms	62.1%	$43,359	$183.43	6.4%	6.1%
Food	20.4%	$14,255	$60.31	8.7%	8.4%
Beverage	5.1%	$3,530	$14.93	-0.3%	-0.5%
Other F&B	9.5%	$6,598	$27.91	8.2%	7.9%
Other Departments	1.9%	$1,323	$5.60	31.6%	31.3%
Miscellaneous Income	1.0%	$731	$3.09	-13.7%	-13.9%
Total Revenue	100%	$69,796	$295.28	6.8%	6.5%
Operating Expenses					
Rooms	27.9%	$12,107	$51.22	1.7%	1.4%
Food & Beverage	70.1%	$17,081	$72.26	5.7%	5.4%
Other Departments	53.7%	$710	$3	-30.8%	-31.0%
Administrative & General	7.9%	$5,480	$23.18	2.9%	2.7%
Information & Telecommunication Systems	1.9%	$1,305	$5.52	3.7%	3.4%
Sales & Marketing	9.5%	$6,604	$27.94	4.0%	3.8%
Property Operations & Maintenance	4.7%	$3,275	$13.86	-1.3%	-1.6%
Utilities	3.7%	$2,564	$10.85	8.5%	8.2%
Gross Operating Profit	29.6%	$20,669	$87.44	17.2%	16.9%
Management Fees	2.7%	$1,876	$7.94	7.1%	6.8%
Rent	0.7%	$523	$2.21	-14.5%	-14.8%
Property Taxes	1.4%	$987	$4.17	-12.5%	-12.7%
Insurance	1.1%	$758	$3.21	6.9%	6.6%
EBITDA	23.7%	$16,524	$69.91	23.0%	22.7%
Total Labor Costs	38.7%	$27,044	$114.41	5.3%	5.0%

(1) For Annual P&L, the current year exchange rate is used for each year going back in time. This current year exchange rate is the average of all 12 monthly rates for that year.
(2) Percentage of Revenues for departmental expenses (Rooms, Food & Beverage, and Other Departments) are based on their respective departmental revenues. All other expense percentages are based on Total Revenue.
(3) Labor costs are already included in the operating expenses above. Amounts shown in Total Labor Costs are for additional detail only.

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Room deliveries slowed down in Raleigh/Durham/Chapel Hill. For the trailing 12 months through March 2026, the market welcomed a 64-room hotel. Over the previous 12-month period through March 2025, eight hotels opened in the market, totaling roughly 950 rooms. For comparison, the rolling three-year average delivered room count is 620.

However, construction activity is expected to remain elevated in the foreseeable future. Approximately 2,400 rooms are under construction across 15 hotels, representing 7.4% of the existing inventory. For comparison, rooms under construction nationwide represent 2.3% of the industry's supply.

Industry experts reported that smaller markets with reasonable land costs, coupled with limited new supply and robust, sustainable economic activity, are prime targets for hotel development. These projects can typically receive municipal tax incentives, franchise relief from brand companies, and potentially qualify for C-PACE loans, a financial instrument that targets energy-efficient buildings and features.

For instance, the 600-room Omni Raleigh Hotel is under construction in the Raleigh Downtown/West submarket. Owned by the City of Raleigh, the luxury property will serve as the headquarters hotel for the expanded Raleigh Convention Center. The city is contributing $75 million from bond proceeds towards the $360 million project. The hotel will feature several dining concepts, approximately 55,000 SF of meeting space, a rooftop pool, a signature spa, and a fitness center. It is anticipated to debut in 2028.

Since the pandemic, mixed-use developments have been on the rise due to a shift in work modes and increased demand for "live-work-play" communities. Office space, multifamily units, and retail amenities are integrated in these projects to foster social interactions and to create a sense of community for office workers, residents, and visitors.

Hotels are becoming an increasingly important component of these mixed-use developments, driven by synergy and complementary uses. Hotels can benefit from office tenant demand and retail amenities that enrich guest experiences. In return, they drive foot traffic through culinary offerings and event spaces to create a dynamic, 24/7 destination.

For example, the 186-room Pagemore Hotel, a Tribute Portfolio Hotel, broke ground in November 2025. The upper upscale property is located within the 92-acre Fenton development. The mixed-use project offers class A office space, 357 luxury apartments, and curated shopping experiences. Roughly 350,000 SF of retail and 200,000 SF of office space were delivered between 2022 and 2023, including an eight-screen movie theater. The hotel is anticipated to open in late 2027.

If all projects progress according to schedule, the market is anticipated to welcome another 1,000 hotel rooms by the end of the year, reflecting a 3.1% supply growth. Moreover, an additional 3,700 rooms are in final planning across 30 projects.

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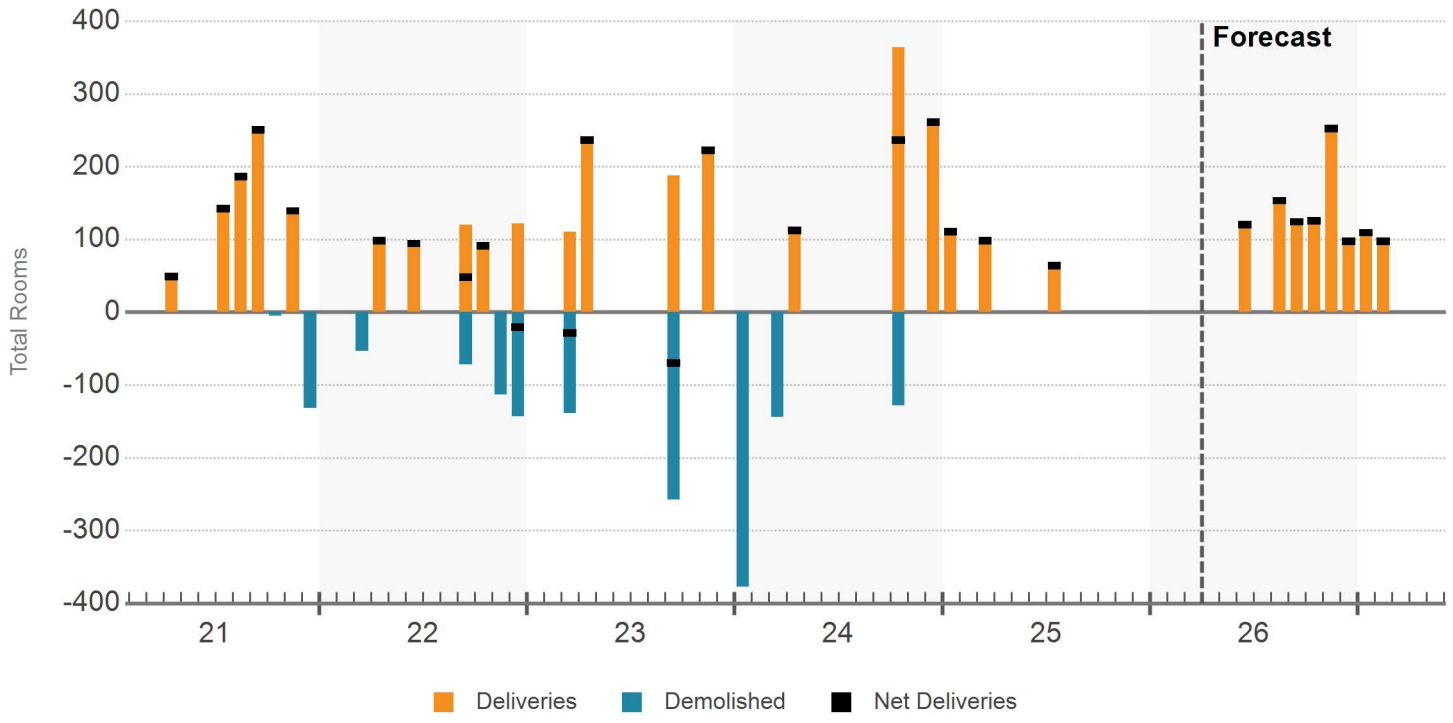
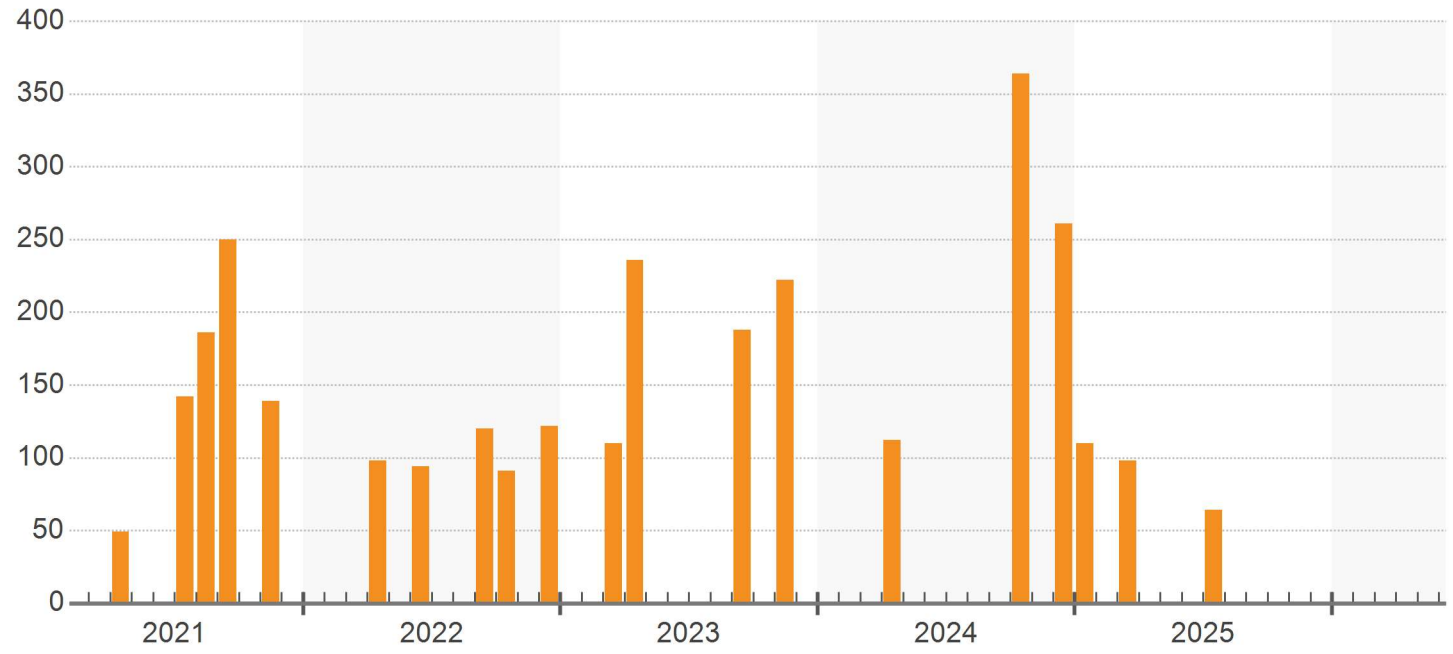
Construction

DELIVERIES & DEMOLITIONS



ROOMS DELIVERED



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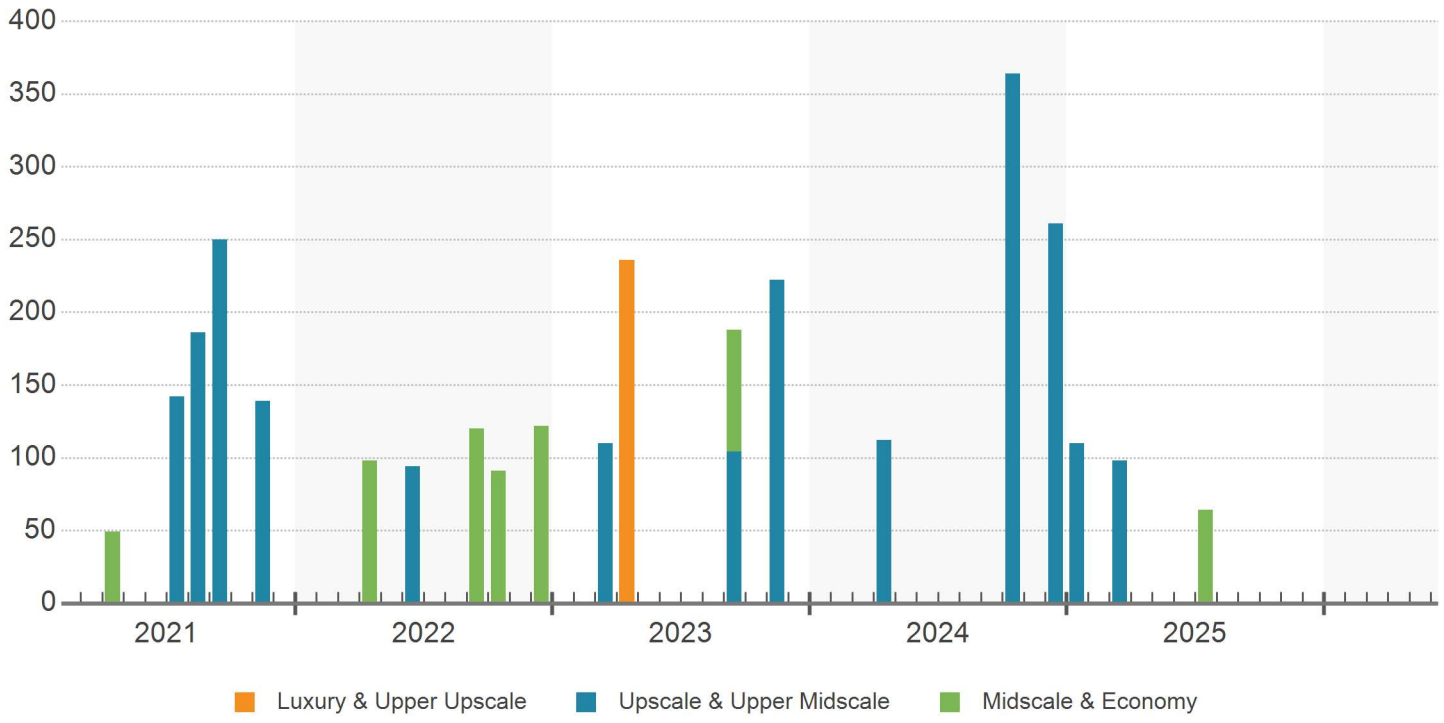
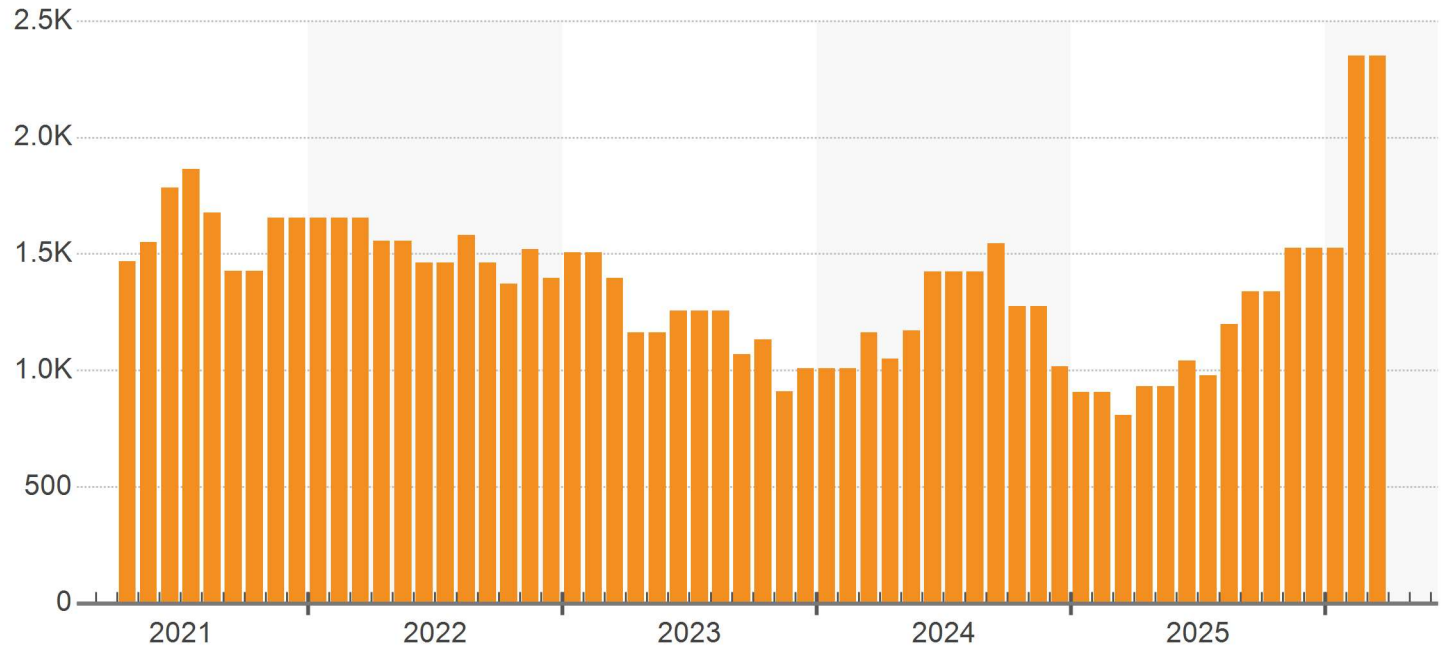
Construction

ROOMS DELIVERED BY CLASS



ROOMS UNDER CONSTRUCTION



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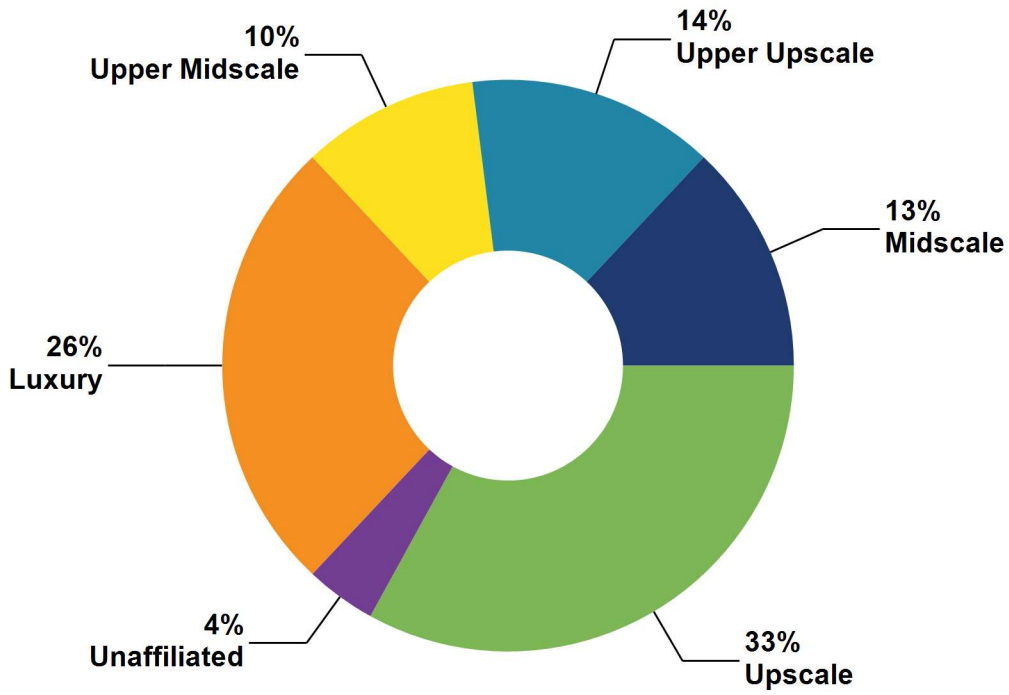
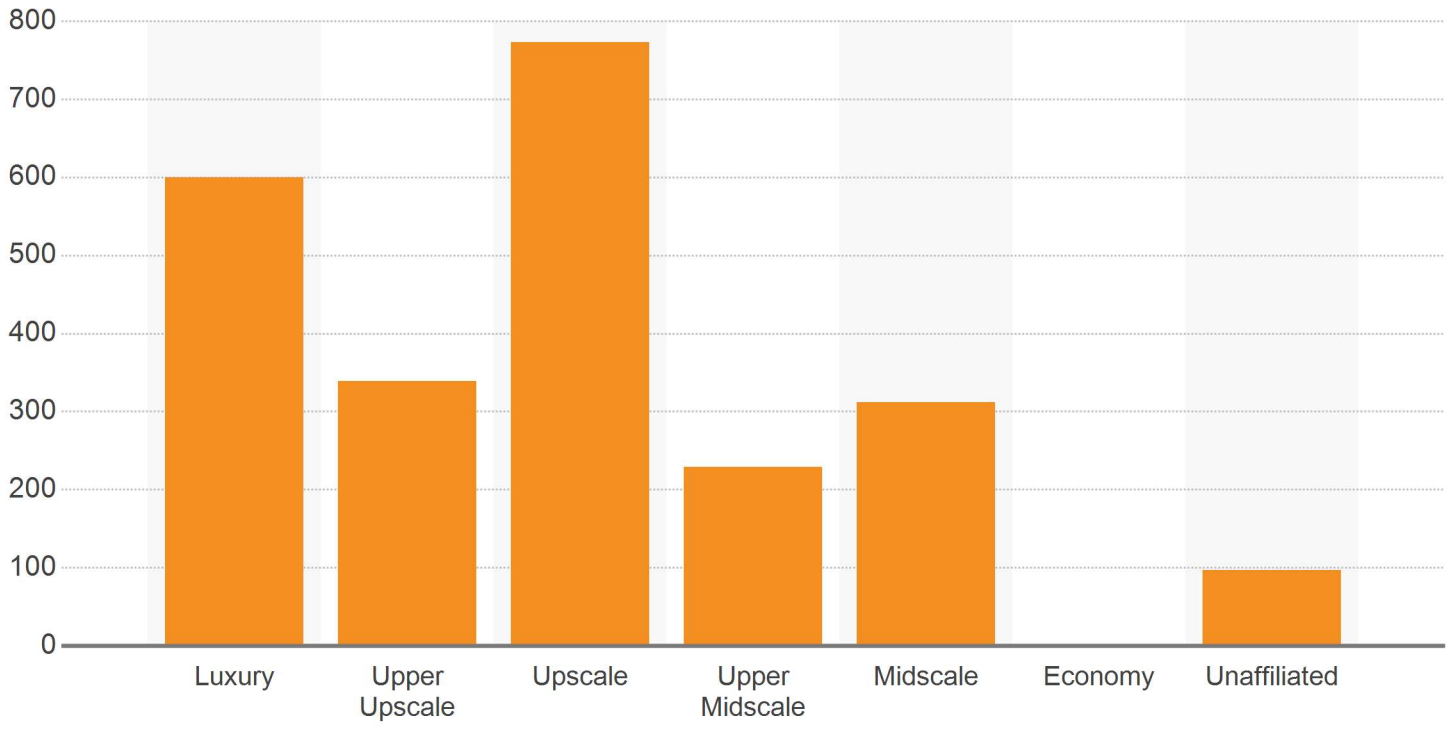
TOTAL ROOMS UNDER CONSTRUCTION BY SCALE



ROOMS UNDER CONSTRUCTION BY SCALE



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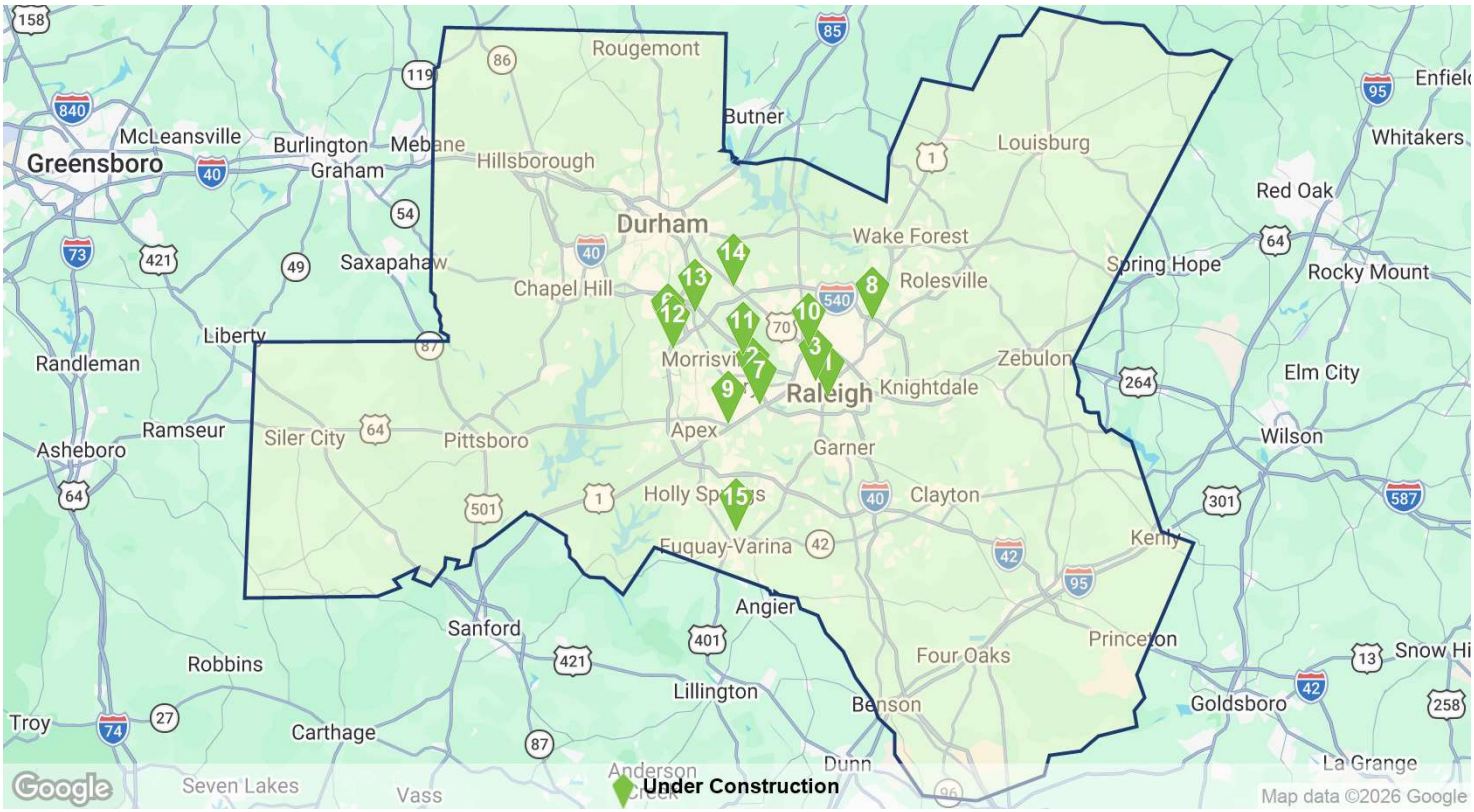
Under Construction Properties

Raleigh/Durham/Chapel Hill Hospitality

Properties	Rooms	Percent of Inventory	Average Rooms
15	2,350	7.4%	157

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Class	Rooms	Stories	Start	Complete	Brand/Developer
1	Omni Raleigh Hotel 10 W South St	Luxury	600	27	Feb 2026	Apr 2028	Omni Omni Hotels & Resorts
2	The Pagemore Hotel at Fenton, A… 465 Fenton Gateway Dr	Upper Upscale	186	7	Nov 2025	Sep 2027	Tribute Portfolio Mainsail Property Manageme…
3	Oberlin Hotel Raleigh, Curio Colle… 501 Woodburn Rd	Upper Upscale	153	6	Mar 2024	Aug 2026	Curio Collection by Hilton Quality Oil Company
4	AC Hotel Cary 4917 North Carolina 55	Upscale	140	7	Sep 2025	Apr 2027	AC Hotels by Marriott CN Hotels
5	Courtyard by Marriott Cary Westo… SWQ North Harrison Avenue Pky	Upscale	138	7	Jun 2024	Nov 2026	Courtyard Daly Seven
6	Residence Inn By Marriott Cary P… 1245 Parkside Main St	Upscale	134	6	Feb 2026	Dec 2027	Residence Inn Winwood Hospitality Group
7	Residence Inn by Marriott Cary Cr… 1722 Walnut St	Upscale	125	7	Apr 2025	Oct 2026	Residence Inn CMC Hotels

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Under Construction Properties

UNDER CONSTRUCTION

	Property Name/Address	Class	Rooms	Stories	Start	Complete	Brand/Developer
8	StudioRes Raleigh Northeast 6300 Triangle Town Boulev	Midscale	124	4	Aug 2025	Sep 2026	StudioRes Concord Hospitality Enterprises
9	Residence Inn by Marriott Cary R… 103 Edinburgh Dr	Upscale	122	5	May 2024	Apr 2026	Residence Inn RevPAR Companies
10	Home2 Suites by Hilton Raleigh C… 2051 Century Dr	Upper Midscale	120	5	Sep 2024	Jun 2026	Home2 Suites by Hilton RK Investors
11	Residence Inn by Marriott Cary W… SWQ North Harrison Avenue Pky	Upscale	114	7	Jun 2024	Nov 2026	Residence Inn Daly Seven
12	Hampton Inn and Suites Cary Ral… Intersection Mahal Ave	Upper Midscale	109	4	Jun 2025	Jan 2027	Hampton by Hilton Parks Hospitality Group
13	Tru by Hilton Durham RTP 1129 Slater Rd	Midscale	97	4	Aug 2025	Feb 2027	Tru by Hilton New River Hotels, Inc.
14	Revisn Brier Creek 10400 Little Brier Creek Ln	Upscale	97	4	Oct 2024	Dec 2026	- Welcome Holdings LLC
15	Tru by Hilton Fuquay-Varina Raleigh 1800 Gathering Square Ct	Midscale	91	4	Feb 2026	Jun 2027	Tru by Hilton Fuquay Varina Ventures LLC

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Sales velocity in Raleigh/Durham/Chapel Hill kept pace. Through March 2026, the market achieved a 12-month sales volume of approximately $146 million across 16 transactions. The average deal size was roughly $9.8 million, with an average price per key of about $78,000.

Over the previous 12-month period through March 2025, 10 hotels were sold, totaling approximately $148 million in deal volume. For comparison, the rolling three-year average sales volume is $175 million.

Recently, regional owner-operators, who have an operational presence in specific markets and established relationships with balance sheet lenders, have become the driving force behind hotel acquisitions. Market participants reported that newer vintage assets are popular investments for many, as they do not require extensive renovations upfront and can generate steady cash flow upon takeover.

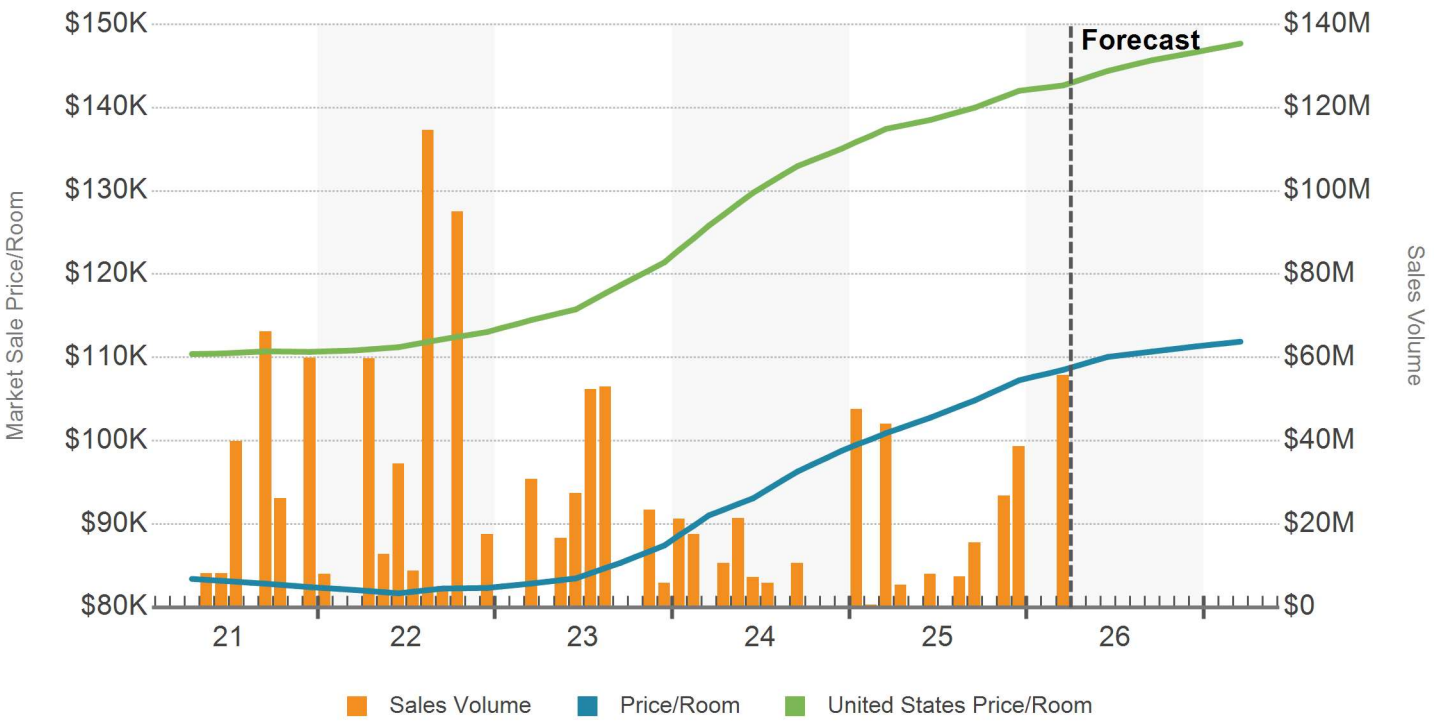
For instance, locally based Focus Properties acquired the 94-room SpringHill Suites Raleigh Apex from Peak Hotels for $18.7 million, or approximately $199,000 per key in December 2025. The buyer secured a $15 million loan from Benchmark Community Bank for the acquisition, representing an 80% loan-to-value ratio. The upscale property was built in 2022.

Meanwhile, value-add opportunities typically offer a deeper discount on a replacement basis. Market participants cited the difficulty of underwriting ramp-up years as a reason these deals are more complex to execute, particularly given the current economic uncertainty. Buyers can reap the benefits of acquiring such assets if they can undertake a comprehensive renovation and streamline operations to achieve cash flow upside.

For example, the 122-room Comfort Suites Regency Park Cary was sold for $11.2 million, or roughly $92,000 per key, in March 2026. Locally based Parks Hospitality Group purchased the upper-midscale extended-stay property from Naik Investment. The hotel was built in 1998 and underwent renovation in 2019. The buyer plans to convert the property into a Hilton-branded extended-stay asset after completing necessary overhauls.

The 401-room Marriott Raleigh City Center is on the CMBS watchlist with debt maturity by November 2026. Additionally, four hotels are in special servicing. The underlying loans for these properties were transferred to special servicers due to maturity default.

SALES VOLUME & MARKET SALE PRICE PER ROOM



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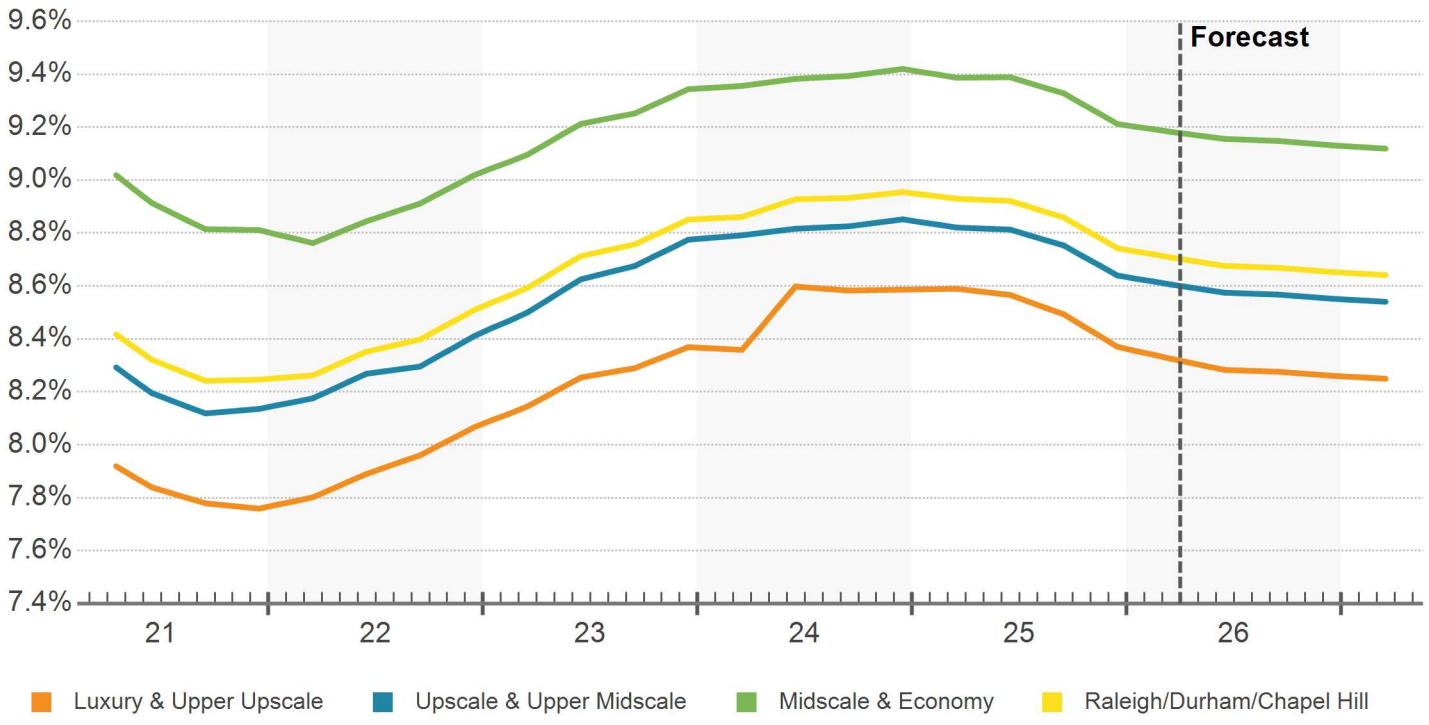
MARKET CAP RATE



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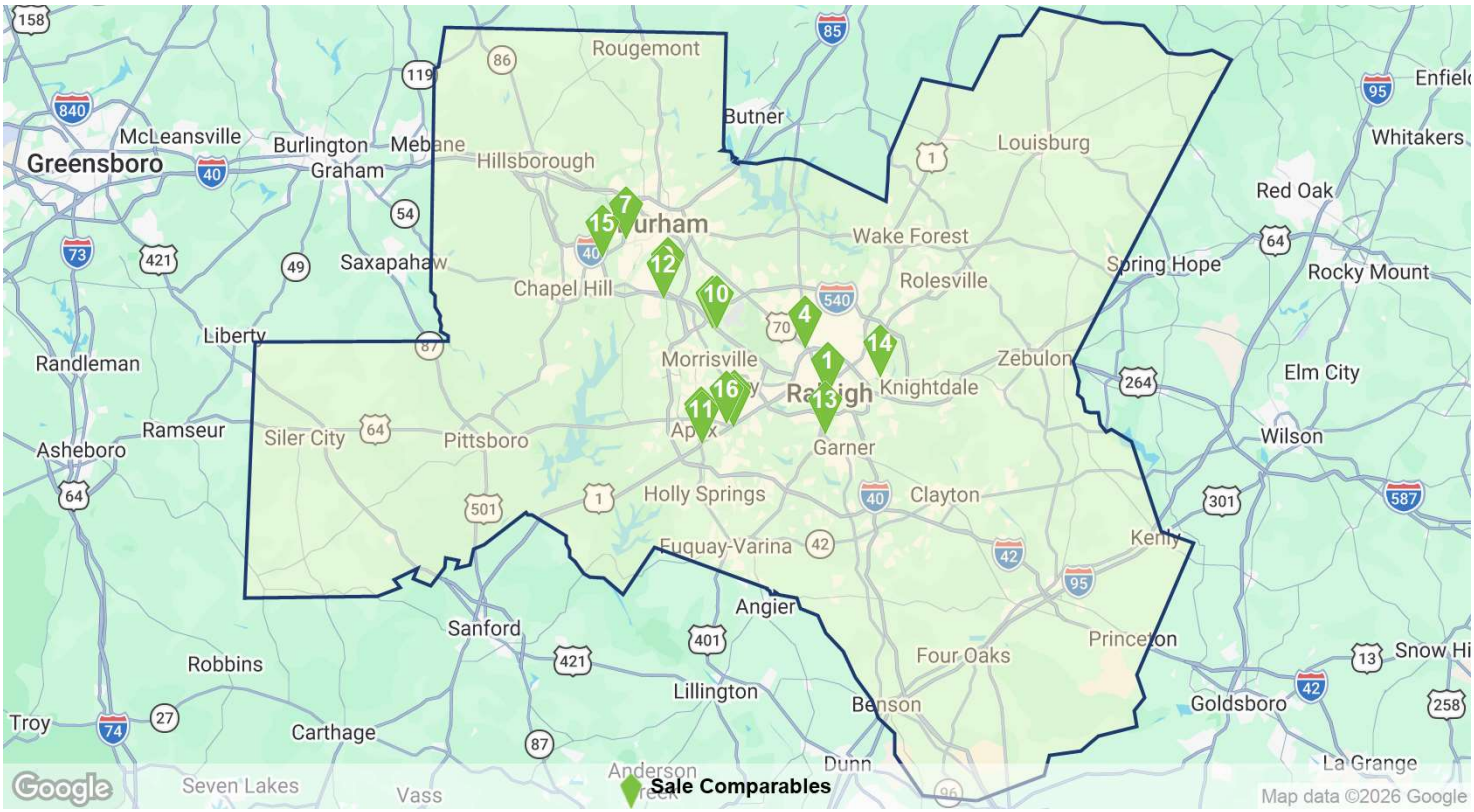
Sales Past 12 Months

Raleigh/Durham/Chapel Hill Hospitality

Sale Comparables	Average Price/Room	Average Price	Average Cap Rate
16	$88K	$11.2M	8.0%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sale Attributes	Low	Average	Median	High
Sale Price	$2,850,000	$11,230,357	$8,000,000	$44,500,000
Price/Room	$46,899	$88,032	$70,833	$198,936
Cap Rate	8.0%	8.0%	8.0%	8.0%
Time Since Sale in Months	0.9	5.5	5.1	11.9
Property Attributes	**Low**	**Average**	**Median**	**High**
Property Size in Rooms	60	127	120	353
Number of Floors	2	4	3	16
Total Meeting Space	0	2,027	2,027	17,461
Year Built	1981	1997	1998	2022
Class	Economy	Upper Midscale	Upper Midscale	Upper Upscale

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Sales Past 12 Months

RECENT SIGNIFICANT SALES

		Property Information				Sale Information		
	Property Name/Address	Class	Yr Built	Rooms	Brand	Sale Date	Price	Price/Room
1	Sheraton Raleigh Hotel 421 S Salisbury St	Upper Upscale	1981	353	Sheraton Hotel	3/27/2026	$44,500,000	$126,062
2	SpringHill Suites by Marriott Ralei… 1100 Marco Dr	Upscale	2022	94	SpringHill Suites	12/9/2025	$18,700,000	$198,936
3	Comfort Suites Regency Park 350 Ashville Ave	Upper Midscale	1998	122	Comfort Suites	3/9/2026	$11,200,000	$91,803
4	La Quinta Inn & Suites by Wyndha… 2211 Summit Park Ln	Upper Midscale	1998	134	La Quinta Inns & Suites	12/12/2025	$11,000,000	$82,090
5	Sonesta ES Suites Raleigh Cary 2900 Regency Pky	Upper Midscale	1998	108	Sonesta ES Suites	11/13/2025	$10,000,000	$92,593
6	Extended Stay America Select Sui… 2700 Slater Rd	Economy	1997	120	Extended Stay America Select Suites	11/19/2025	$8,500,000	$70,833
7	Extended Stay America Select Sui… 3105 Tower Blvd	Economy	1997	120	Extended Stay America Select Suites	11/19/2025	$8,200,000	$68,333
8	Sonesta ES Suites Raleigh Durha… 2020 Hospitality Ct	Upper Midscale	1999	120	Sonesta ES Suites	9/23/2025	$8,000,000	$66,667
9	La Quinta Inn & Suites by Wyndha… 1910 West Park Dr	Upper Midscale	1998	141	La Quinta Inns & Suites	6/6/2025	$8,000,000	$56,738
10	Sonesta Select Raleigh Durham A… 2001 Hospitality Ct	Upscale	1990	152	Sonesta Select	9/23/2025	$7,500,000	$49,342
11	Clarion Pointe Apex - Holly Springs 1411 E Williams St	Upper Midscale	1998	68	Clarion Pointe	8/19/2025	$7,300,000	$107,353
12	Suburban Studios Durham 5008 NC Highway 55	Economy	1998	129	Suburban Studios	12/29/2025	$6,050,000	$46,899
13	Best Western Plus Edison Inn 1595 Mechanical Blvd	Upper Midscale	1996	65	Best Western Plus	4/24/2025	$5,425,000	$83,462
14	Americas Best Value Inn Raleigh 4716 New Bern Ave	Economy	1996	60	Americas Best Value Inn	12/31/2025	$2,850,000	$47,500
15	Staybridge Suites Durham - Chap… 3704 Mt Moriah Rd	Upscale	2006	99	Staybridge Suites	2/12/2026	-	-
16	Courtyard Raleigh Cary 102 Edinburgh Drive South	Upscale	1989	149	Courtyard	10/1/2025	-	-

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Raleigh/Durham/Chapel Hill spans a vast area, encompassing two major cities and several renowned universities. The region is known as the Research Triangle due to the number of technology companies and scholarly institutions around the three cities.

Raleigh, the capital city of North Carolina and the second-largest city in the state, boasts a substantial government and public administration employment base, which contributes stability to the region's diverse economy and generates business travel for local hotels. The city is home to two Fortune 500 companies: First Citizens Bank, following its acquisition of Silicon Valley Bank, and Advanced Auto Parts, a leading provider of automotive aftermarket parts.

Durham is a national leader in health-related activities. The healthcare industry in Durham comprises more than 300 medical and health-related companies and practices, with a notable presence from Duke University Medical Center. The university, including its health services, is the city's largest employer.

In addition to Duke University, the market is home to other higher education institutions, including the University of North Carolina (UNC) at Chapel Hill and North Carolina State University. These academic institutions provide a steady stream of workers for many local employers, while generating demand for the hotel industry through events such as parents' weekends, homecoming, and athletic competitions.

CNBC named North Carolina America's Top State for Business in 2023 for the second year. Companies attracted to the state's business environment are particularly drawn to the Raleigh-Durham area for its highly skilled labor pool and lower-than-average cost of living.

Visitors are drawn by the area's charming mix of urban excitement and Southern hospitality. Known as the "City of Oaks" and often described as a park with a city in it, Raleigh offers an abundance of parks, greenways, and lakes for outdoor activities. The city is also renowned for the quality and quantity of its free museums, earning it the nickname "Smithsonian of the South."

Conventions and conferences are a significant component of demand for the local hotel industry, accounting for over 30% of rooms sold in upper upscale and luxury hotels. The largest convention center in the market is the Raleigh Convention Center, a 500,000-SF facility that includes a 150,000-SF exhibit hall. The smaller Durham Convention Center offers 35,000 SF of multi-function space. In addition to the two convention centers, the market's full-service hotels provide ample meeting and event space.

Raleigh-Durham International Airport (RDU) offers more than 400 daily flights, with service by 19 airlines. Nonstop service is available to 74 locations, including 15 international destinations. The airport welcomed over 15.6 million passengers in 2025, up 1.1% year over year.

Intersections of several major interstate highways make the area easily accessible by ground transportation. Interstates 40, 85, 95, 440 (the Beltline), 540, and 885 all pass through portions of the market. Several state routes, such as North Carolina Highways 55, 147, and 885, also serve the region.

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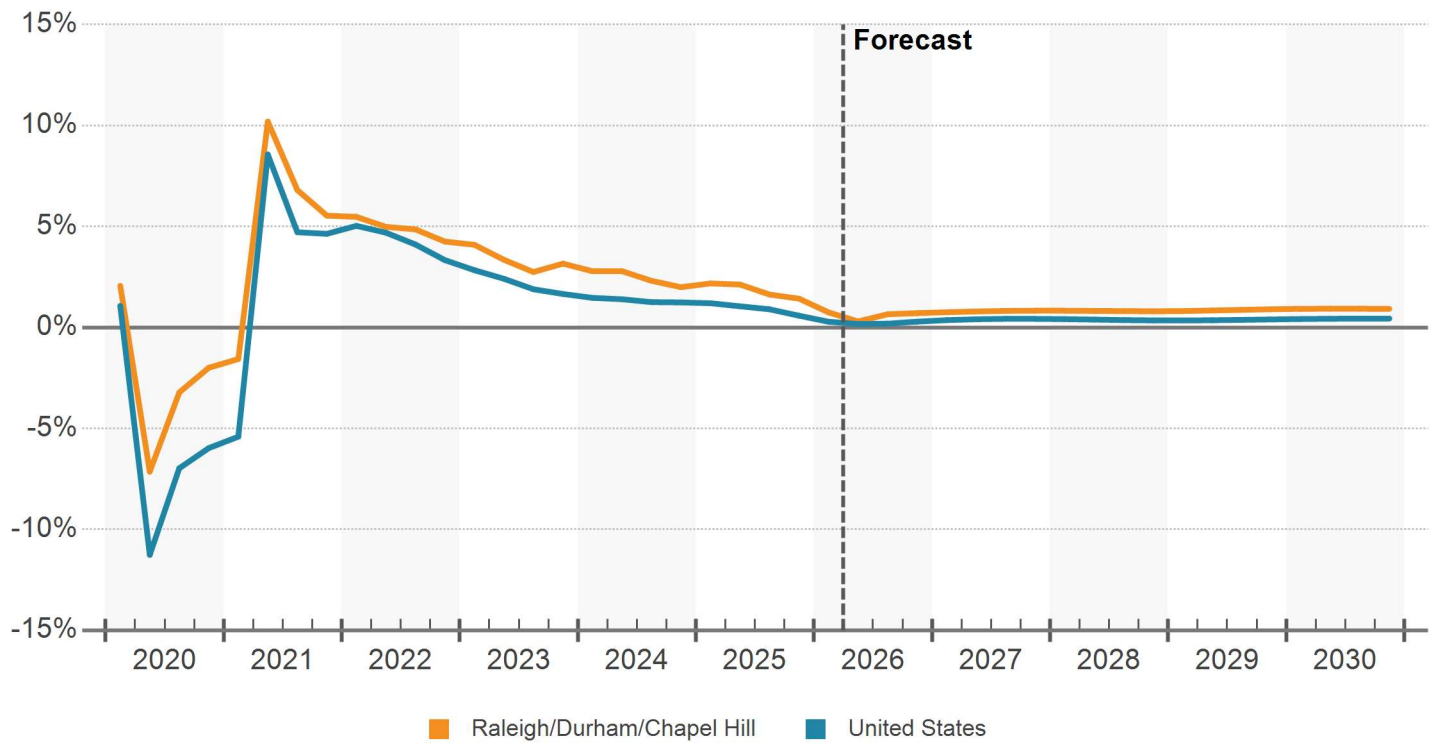
RALEIGH/DURHAM/CHAPEL HILL EMPLOYMENT BY INDUSTRY IN THOUSANDS

	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
Industry	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	61	0.7	0.01%	-0.22%	0.00%	0.32%	-0.05%	0.20%
Trade, Transportation, and Utilities	169	0.8	0.22%	-0.17%	1.82%	0.73%	0.52%	0.23%
Retail Trade	98	0.9	0.49%	0.18%	0.67%	-0.08%	0.48%	0.14%
Financial Activities	60	0.9	0.40%	-0.18%	2.93%	1.14%	0.84%	0.25%
Government	173	1.1	-0.61%	-0.56%	1.13%	0.57%	0.72%	0.32%
Natural Resources, Mining, and Construction	65	1.1	0.89%	-0.27%	4.61%	1.91%	1.29%	0.57%
Education and Health Services	185	1.0	2.00%	2.18%	3.25%	2.13%	0.70%	0.39%
Professional and Business Services	214	1.4	0.82%	-0.38%	3.48%	1.15%	1.09%	0.51%
Information	32	1.5	0.44%	0.00%	2.09%	0.57%	1.15%	0.18%
Leisure and Hospitality	108	0.9	0.90%	0.67%	1.58%	0.97%	1.46%	0.86%
Other Services	46	1.1	0.89%	0.55%	2.52%	0.67%	0.80%	0.20%
Total Employment	1,115	1.0	0.63%	0.25%	2.33%	1.07%	0.85%	0.39%

Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)



Source: Oxford Economics

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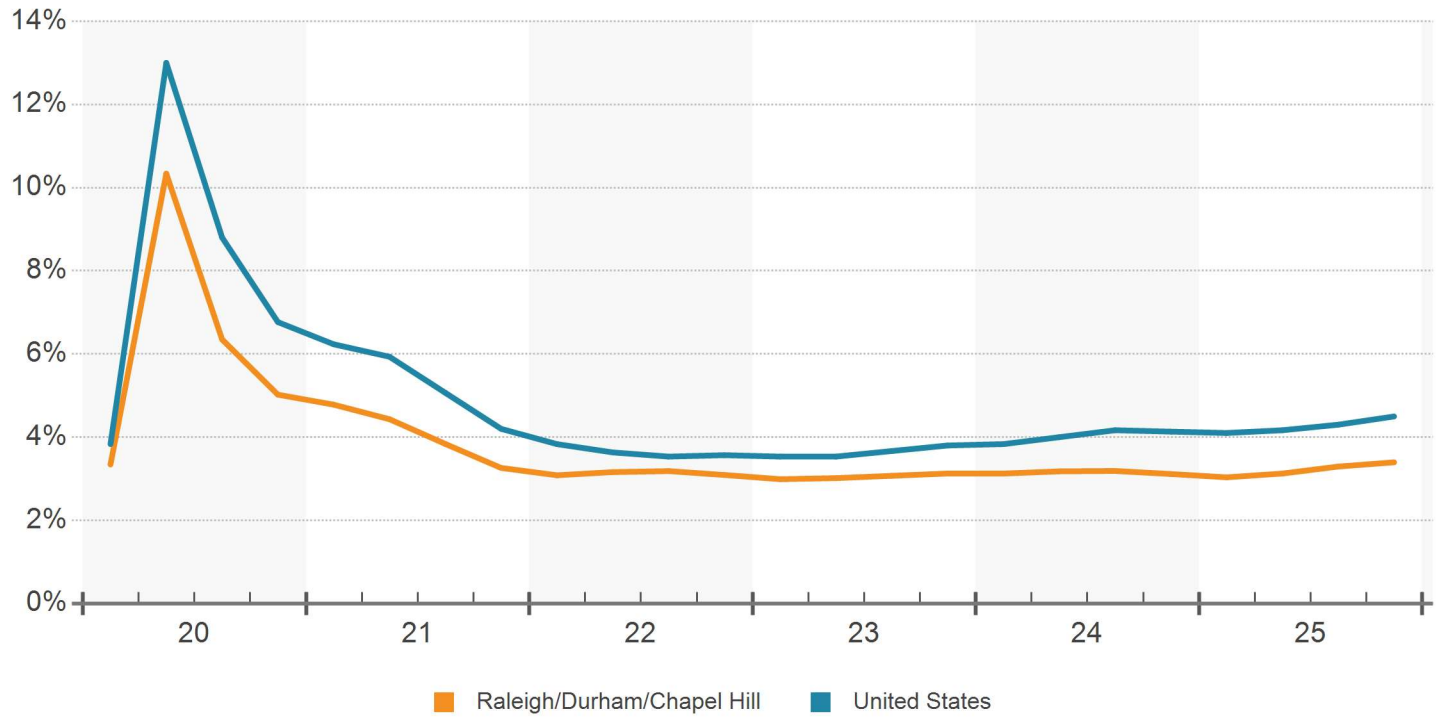
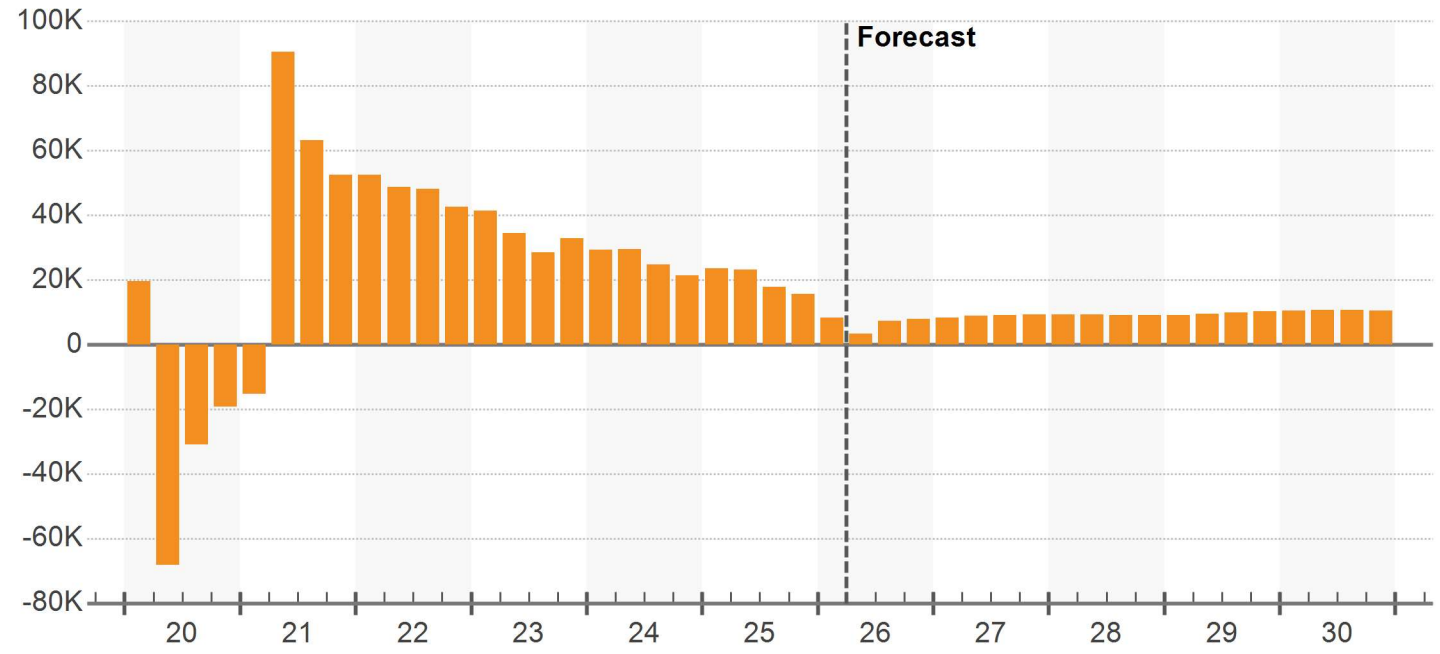
UNEMPLOYMENT RATE (%)



NET EMPLOYMENT CHANGE (YOY)



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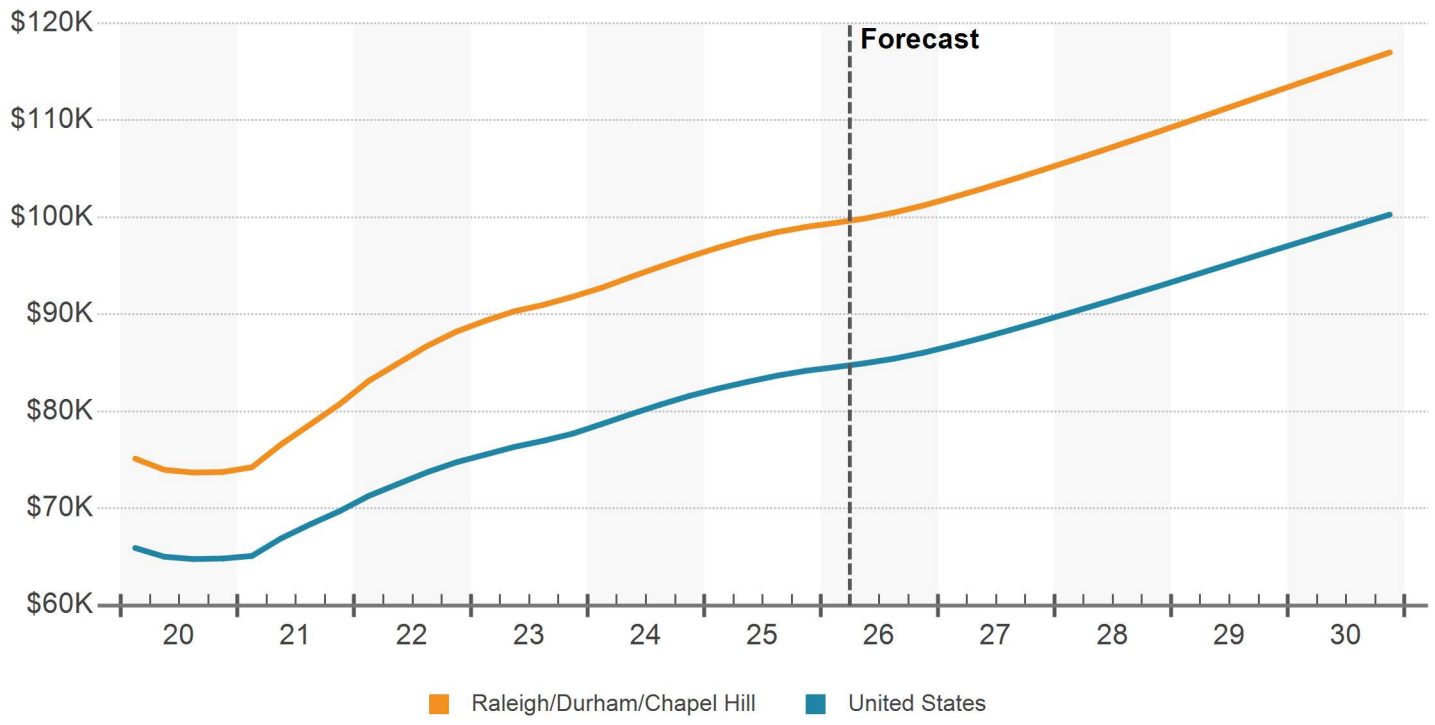
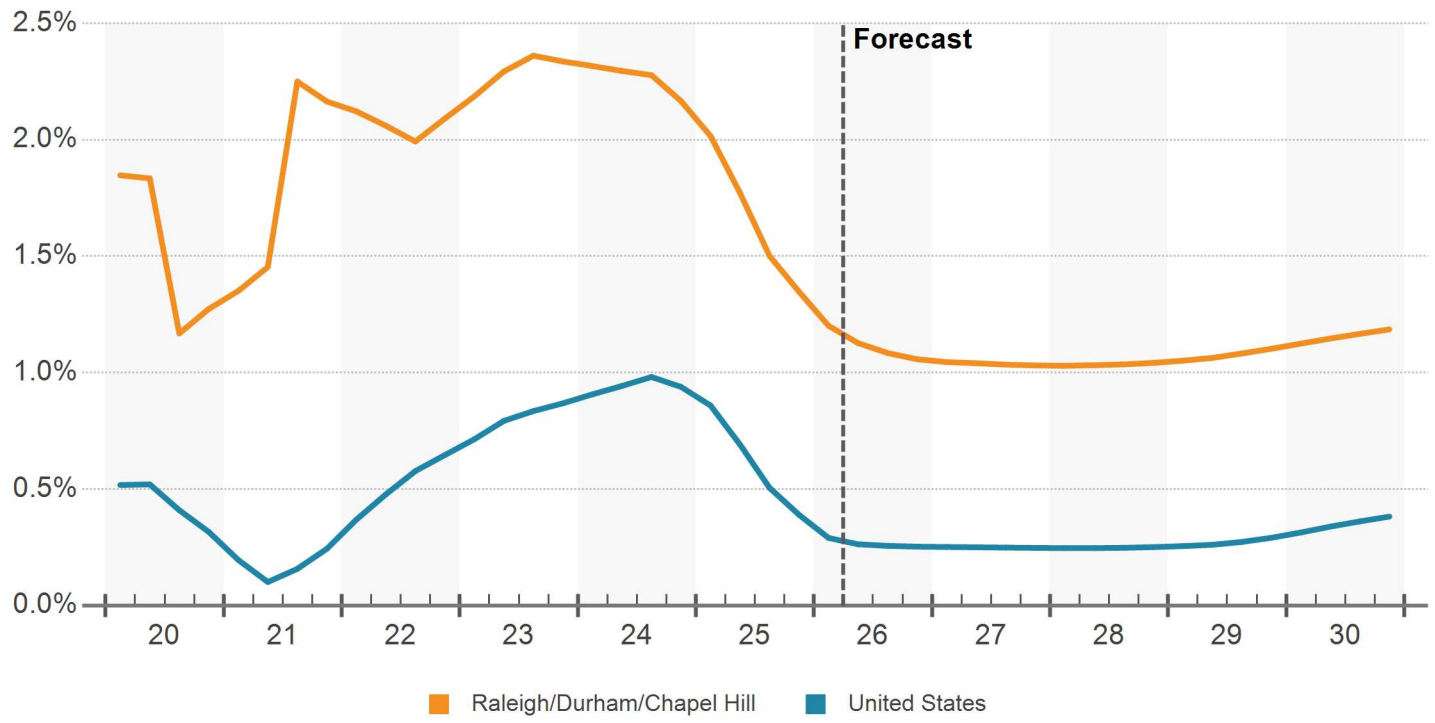
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



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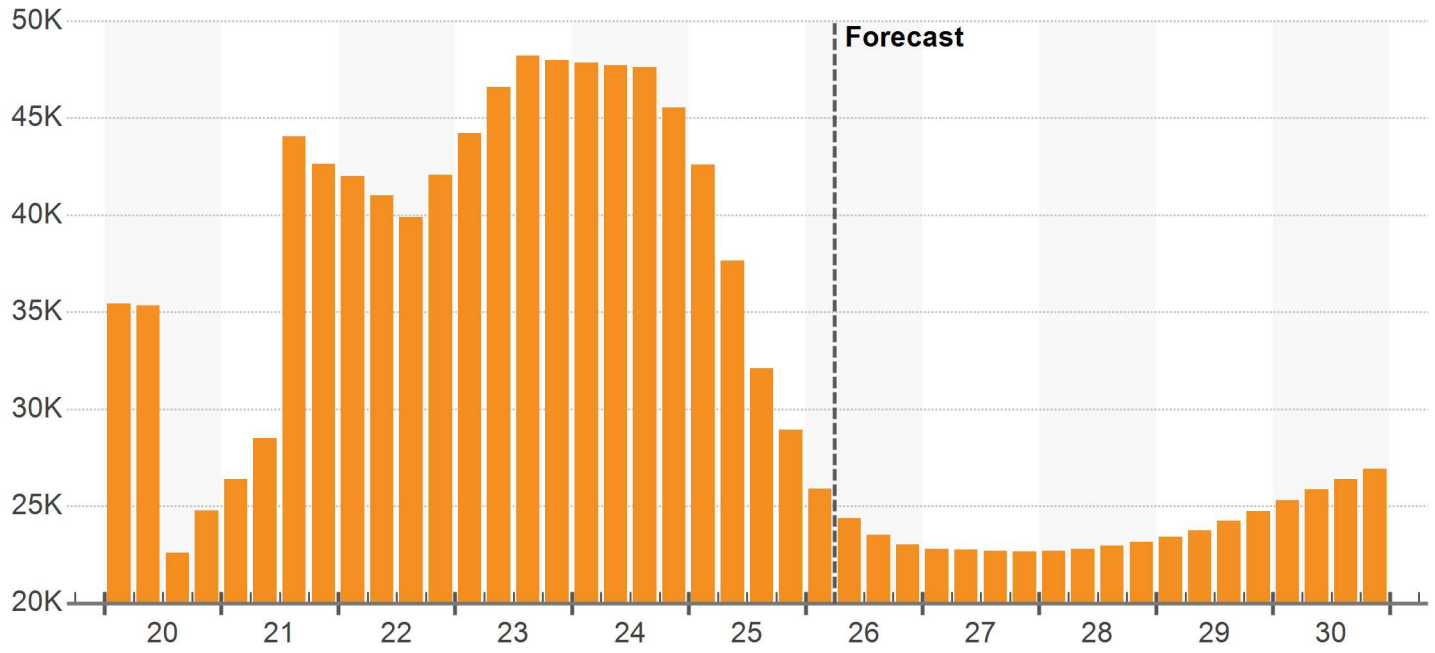
Economy

NET POPULATION CHANGE (YOY)

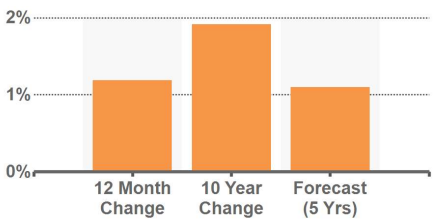


DEMOGRAPHIC TRENDS

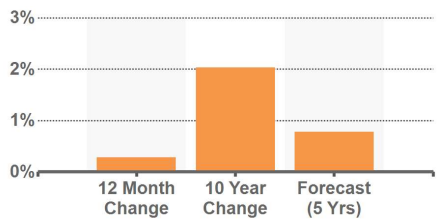
	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
Demographic Category	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,183,899	342,325,781	1.2%	0.3%	1.9%	0.6%	1.1%	0.3%
Households	885,954	134,289,578	1.6%	0.7%	2.5%	1.0%	1.4%	0.6%
Median Household Income	$99,542	$84,662	2.5%	2.6%	4.6%	4.2%	3.5%	3.7%
Labor Force	1,153,900	171,005,109	0.3%	0.2%	2.0%	0.7%	0.8%	0.2%
Unemployment	3.4%	4.5%	0.3%	0.4%	-0.1%	0%	-	-

Source: Oxford Economics

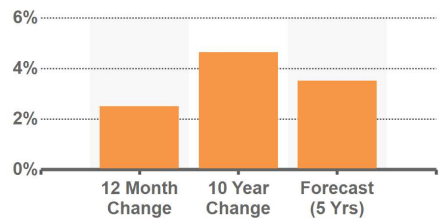
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics

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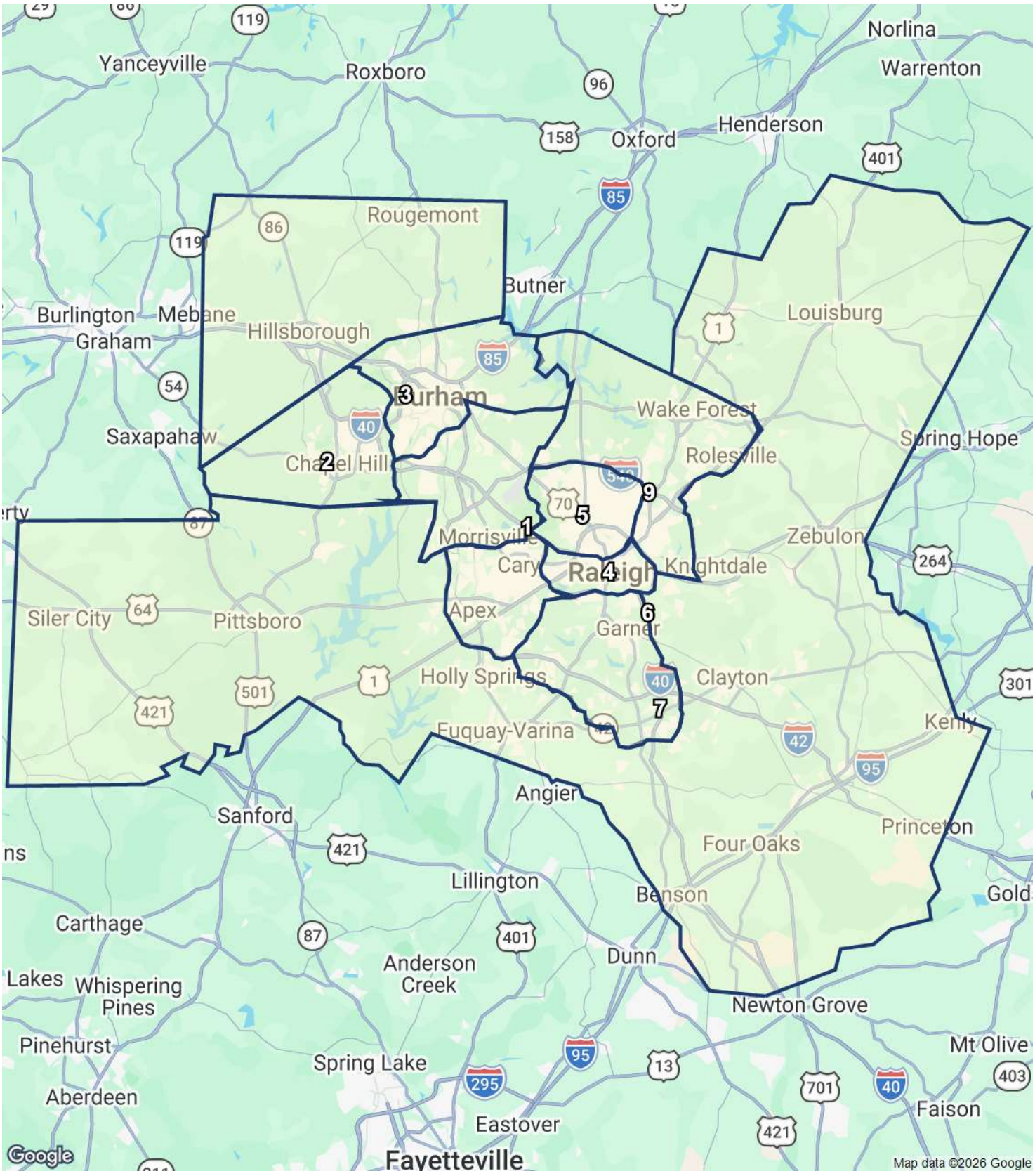
RALEIGH/DURHAM/CHAPEL HILL SUBMARKETS



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Submarkets

SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction			
#	Submarket	Bldgs	Rooms	% Market	Rank	Bldgs	Rooms	%	Rank	Bldgs	Rooms	% Market	Rank
1	Cary/Apex	27	2,948	9.3%	6	0	0	-	-	3	433	14.7%	2
2	Chapel Hill	20	2,392	7.5%	8	0	0	-	-	0	0	0%	8
3	Durham	32	3,827	12.1%	2	0	0	-	-	0	0	0%	7
4	Raleigh Downtown/West	26	3,298	10.4%	5	0	0	-	-	2	753	22.8%	1
5	Raleigh Midtown/North	26	3,812	12.0%	3	0	0	-	-	1	120	3.2%	5
6	Raleigh Rural Areas	52	3,367	10.6%	4	0	0	-	-	1	91	2.7%	6
7	Raleigh South/Garner	18	1,370	4.3%	9	1	64	4.7%	1	0	0	0%	9
8	Research Triangle Park/Air…	61	7,879	24.8%	1	0	0	-	-	7	829	10.5%	3
9	Wake Forest/Route 1	29	2,826	8.9%	7	0	0	-	-	1	124	4.4%	4

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Submarkets

SUBMARKET PERFORMANCE

		12 Mo Occupancy			12 Mo ADR			12 Mo RevPAR		
#	Submarket	Rank	%	Year Growth	Rank	Per Room	Year Growth	Rank	Per Room	Year Growth
1	Cary/Apex	3	68.0%	-3.3%	4	$145.83	1.9%	4	$99.15	-1.4%
2	Chapel Hill	5	66.2%	-0.5%	2	$163.77	1.0%	2	$108.40	0.6%
3	Durham	7	62.5%	-0.2%	3	$146.23	-0.3%	5	$91.41	-0.5%
4	Raleigh Downtown/West	4	66.8%	-1.1%	1	$179.50	1.6%	1	$119.91	0.5%
5	Raleigh Midtown/North	1	70.1%	-1.6%	5	$142.86	-1.7%	3	$100.20	-3.3%
6	Raleigh Rural Areas	9	53.3%	0.4%	7	$106.80	1.9%	8	$56.95	2.3%
7	Raleigh South/Garner	8	60.5%	-1.6%	9	$93.72	-3.9%	9	$56.68	-5.4%
8	Research Triangle Park/Air…	2	68.9%	-0.2%	6	$125	0.4%	6	$86.07	0.2%
9	Wake Forest/Route 1	6	64.8%	-0.5%	8	$98.75	0.4%	7	$63.99	0%

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Appendix

OVERALL SUPPLY & DEMAND

	Supply			Demand		
Year	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2030	12,533,850	0	0%	7,712,004	(22,766)	-0.3%
2029	12,533,850	54,037	0.4%	7,734,770	98,273	1.3%
2028	12,479,813	322,266	2.7%	7,636,497	(46,563)	-0.6%
2027	12,157,547	444,037	3.8%	7,683,060	149,447	2.0%
2026	11,713,510	254,151	2.2%	7,533,613	88,245	1.2%
YTD	2,829,690	2,542	0.1%	1,783,947	46,611	2.7%
2025	11,459,359	159,537	1.4%	7,445,368	(55,796)	-0.7%
2024	11,299,822	(24,977)	-0.2%	7,501,164	67,030	0.9%
2023	11,324,799	68,475	0.6%	7,434,134	234,762	3.3%
2022	11,256,324	133,407	1.2%	7,199,372	972,842	15.6%
2021	11,122,917	367,005	3.4%	6,226,530	1,530,210	32.6%
2020	10,755,912	(268,017)	-2.4%	4,696,320	(3,165,949)	-40.3%
2019	11,023,929	140,186	1.3%	7,862,269	362,289	4.8%
2018	10,883,743	321,075	3.0%	7,499,980	426,929	6.0%
2017	10,562,668	277,936	2.7%	7,073,051	77,289	1.1%
2016	10,284,732	250,659	2.5%	6,995,762	258,605	3.8%

LUXURY & UPPER UPSCALE SUPPLY & DEMAND

	Supply			Demand		
Year	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2030	2,429,251	0	0%	1,561,136	(4,403)	-0.3%
2029	2,429,251	54,037	2.3%	1,565,540	68,836	4.6%
2028	2,375,214	206,661	9.5%	1,496,704	40,409	2.8%
2027	2,168,553	80,403	3.9%	1,456,295	25,634	1.8%
2026	2,088,150	46,025	2.3%	1,430,661	16,646	1.2%
YTD	491,760	(24,210)	-4.7%	329,502	(20,940)	-6.0%
2025	2,042,125	(52,062)	-2.5%	1,414,015	(64,300)	-4.3%
2024	2,094,187	19,749	1.0%	1,478,315	54,660	3.8%
2023	2,074,438	59,158	2.9%	1,423,655	155,185	12.2%
2022	2,015,280	40,216	2.0%	1,268,470	333,666	35.7%
2021	1,975,064	140,802	7.7%	934,804	339,264	57.0%
2020	1,834,262	(157,543)	-7.9%	595,540	(827,990)	-58.2%
2019	1,991,805	(19,529)	-1.0%	1,423,530	42,479	3.1%
2018	2,011,334	57,985	3.0%	1,381,051	85,826	6.6%
2017	1,953,349	103,093	5.6%	1,295,225	74,354	6.1%
2016	1,850,256	66,166	3.7%	1,220,871	3,281	0.3%

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Appendix

UPSCALE & UPPER MIDSCALE SUPPLY & DEMAND

	Supply			Demand		
Year	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2030	6,738,685	0	0%	4,238,957	(12,606)	-0.3%
2029	6,738,685	0	0%	4,251,562	28,980	0.7%
2028	6,738,685	98,380	1.5%	4,222,583	(35,636)	-0.8%
2027	6,640,305	269,300	4.2%	4,258,219	112,189	2.7%
2026	6,371,005	130,236	2.1%	4,146,030	6,077	0.1%
YTD	1,548,990	15,772	1.0%	988,266	37,559	4.0%
2025	6,240,769	198,601	3.3%	4,139,953	55,923	1.4%
2024	6,042,168	89,154	1.5%	4,084,030	115,135	2.9%
2023	5,953,014	(43,941)	-0.7%	3,968,895	150,221	3.9%
2022	5,996,955	119,170	2.0%	3,818,674	611,154	19.1%
2021	5,877,785	243,098	4.3%	3,207,520	990,051	44.6%
2020	5,634,687	(38,721)	-0.7%	2,217,469	(1,875,713)	-45.8%
2019	5,673,408	136,928	2.5%	4,093,182	206,895	5.3%
2018	5,536,480	267,491	5.1%	3,886,287	248,188	6.8%
2017	5,268,989	196,985	3.9%	3,638,099	56,068	1.6%
2016	5,072,004	217,341	4.5%	3,582,031	171,264	5.0%

MIDSCALE & ECONOMY SUPPLY & DEMAND

	Supply			Demand		
Year	Available Rooms	Change	% Change	Occupied Rooms	Change	% Change
2030	3,365,914	0	0%	1,910,991	(5,756)	-0.3%
2029	3,365,914	0	0%	1,916,747	237	0%
2028	3,365,914	16,371	0.5%	1,916,510	(51,746)	-2.6%
2027	3,349,543	95,188	2.9%	1,968,256	11,334	0.6%
2026	3,254,355	77,890	2.5%	1,956,922	65,522	3.5%
YTD	788,940	10,980	1.4%	466,179	29,992	6.9%
2025	3,176,465	12,998	0.4%	1,891,400	(47,419)	-2.4%
2024	3,163,467	(133,880)	-4.1%	1,938,819	(102,765)	-5.0%
2023	3,297,347	53,258	1.6%	2,041,584	(70,644)	-3.3%
2022	3,244,089	(25,979)	-0.8%	2,112,228	28,022	1.3%
2021	3,270,068	(16,895)	-0.5%	2,084,206	200,895	10.7%
2020	3,286,963	(71,753)	-2.1%	1,883,311	(462,246)	-19.7%
2019	3,358,716	22,787	0.7%	2,345,557	112,915	5.1%
2018	3,335,929	(4,401)	-0.1%	2,232,642	92,915	4.3%
2017	3,340,330	(22,142)	-0.7%	2,139,727	(53,132)	-2.4%
2016	3,362,472	(32,848)	-1.0%	2,192,859	84,059	4.0%

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Appendix

OVERALL PERFORMANCE

	Occupancy		ADR		RevPAR	
Year	Percent	% Change	Per Room	% Change	Per Room	% Change
2030	61.5%	-0.3%	$143.82	2.4%	$88.49	2.1%
2029	61.7%	0.9%	$140.48	1.7%	$86.69	2.6%
2028	61.2%	-3.2%	$138.08	1.6%	$84.49	-1.6%
2027	63.2%	-1.7%	$135.84	1.0%	$85.85	-0.8%
2026	64.3%	-1.0%	$134.53	-0.4%	$86.52	-1.5%
YTD	63.0%	2.6%	$133	0.1%	$83.85	2.6%
2025	65.0%	-2.1%	$135.13	1.4%	$87.79	-0.8%
2024	66.4%	1.1%	$133.33	4.2%	$88.51	5.4%
2023	65.6%	2.6%	$127.89	8.3%	$83.96	11.1%
2022	64.0%	14.3%	$118.13	23.6%	$75.56	41.2%
2021	56.0%	28.2%	$95.59	11.8%	$53.51	43.3%
2020	43.7%	-38.8%	$85.52	-20.7%	$37.34	-51.4%
2019	71.3%	3.5%	$107.84	2.5%	$76.91	6.1%
2018	68.9%	2.9%	$105.17	2.8%	$72.47	5.8%
2017	67.0%	-1.6%	$102.27	1.6%	$68.48	0.1%
2016	68.0%	1.3%	$100.62	3.9%	$68.44	5.2%

LUXURY & UPPER UPSCALE PERFORMANCE

	Occupancy		ADR		RevPAR	
Year	Percent	% Change	Per Room	% Change	Per Room	% Change
2030	64.3%	-0.3%	$215.81	2.4%	$138.69	2.1%
2029	64.4%	2.3%	$210.79	1.5%	$135.84	3.8%
2028	63.0%	-6.2%	$207.70	1.7%	$130.88	-4.5%
2027	67.2%	-2.0%	$204.13	-0.3%	$137.09	-2.3%
2026	68.5%	-1.1%	$204.79	-0.6%	$140.31	-1.7%
YTD	67.0%	-1.3%	$207.97	2.2%	$139.35	0.8%
2025	69.2%	-1.9%	$206.04	2.6%	$142.67	0.7%
2024	70.6%	2.9%	$200.79	5.2%	$141.74	8.2%
2023	68.6%	9.0%	$190.81	6.3%	$130.95	15.9%
2022	62.9%	33.0%	$179.48	19.6%	$112.97	59.0%
2021	47.3%	45.8%	$150.09	9.5%	$71.04	59.6%
2020	32.5%	-54.6%	$137.07	-15.3%	$44.50	-61.5%
2019	71.5%	4.1%	$161.85	3.2%	$115.67	7.4%
2018	68.7%	3.6%	$156.84	0.8%	$107.69	4.4%
2017	66.3%	0.5%	$155.64	0%	$103.20	0.5%
2016	66.0%	-3.3%	$155.69	3.4%	$102.73	0%

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UPSCALE & UPPER MIDSCALE PERFORMANCE

	Occupancy		ADR		RevPAR	
Year	Percent	% Change	Per Room	% Change	Per Room	% Change
2030	62.9%	-0.3%	$146.86	2.4%	$92.38	2.1%
2029	63.1%	0.7%	$143.45	1.2%	$90.50	1.9%
2028	62.7%	-2.3%	$141.73	0.9%	$88.81	-1.5%
2027	64.1%	-1.5%	$140.54	1.5%	$90.12	0%
2026	65.1%	-1.9%	$138.50	0%	$90.13	-1.9%
YTD	63.8%	2.9%	$136.21	1.4%	$86.90	4.3%
2025	66.3%	-1.9%	$138.45	1.6%	$91.84	-0.3%
2024	67.6%	1.4%	$136.30	2.4%	$92.13	3.8%
2023	66.7%	4.7%	$133.17	7.1%	$88.78	12.1%
2022	63.7%	16.7%	$124.37	21.2%	$79.20	41.4%
2021	54.6%	38.7%	$102.65	5.9%	$56.02	46.9%
2020	39.4%	-45.5%	$96.91	-16.7%	$38.14	-54.6%
2019	72.1%	2.8%	$116.38	2.7%	$83.97	5.5%
2018	70.2%	1.7%	$113.34	3.2%	$79.56	4.9%
2017	69.0%	-2.2%	$109.82	1.1%	$75.83	-1.1%
2016	70.6%	0.5%	$108.57	4.8%	$76.68	5.4%

MIDSCALE & ECONOMY PERFORMANCE

	Occupancy		ADR		RevPAR	
Year	Percent	% Change	Per Room	% Change	Per Room	% Change
2030	56.8%	-0.3%	$77.68	2.4%	$44.10	2.1%
2029	56.9%	0%	$75.88	1.0%	$43.21	1.0%
2028	56.9%	-3.1%	$75.11	0.4%	$42.76	-2.7%
2027	58.8%	-2.3%	$74.82	0.1%	$43.97	-2.2%
2026	60.1%	1.0%	$74.74	-0.1%	$44.94	0.9%
YTD	59.1%	5.4%	$73.20	0.2%	$43.25	5.6%
2025	59.5%	-2.8%	$74.83	-1.0%	$44.56	-3.8%
2024	61.3%	-1.0%	$75.61	2.5%	$46.34	1.5%
2023	61.9%	-4.9%	$73.77	5.4%	$45.67	0.2%
2022	65.1%	2.2%	$70.02	16.1%	$45.59	18.6%
2021	63.7%	11.2%	$60.29	8.0%	$38.42	20.2%
2020	57.3%	-18.0%	$55.81	-7.2%	$31.98	-23.9%
2019	69.8%	4.3%	$60.15	2.0%	$42	6.4%
2018	66.9%	4.5%	$58.98	3.2%	$39.47	7.9%
2017	64.1%	-1.8%	$57.13	0.3%	$36.60	-1.5%
2016	65.2%	5.0%	$56.95	3.5%	$37.14	8.6%

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Appendix

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2030	-	-	-	-	-	-	$121,769	252	8.6%
2029	-	-	-	-	-	-	$118,901	246	8.6%
2028	-	-	-	-	-	-	$116,243	241	8.6%
2027	-	-	-	-	-	-	$113,649	235	8.6%
2026	-	-	-	-	-	-	$111,337	230	8.7%
YTD	3	$55.7M	1.5%	$27,850,000	$117,263	8.0%	$109,485	227	8.7%
2025	17	$193.7M	6.2%	$12,103,125	$98,650	-	$107,254	222	8.7%
2024	11	$94.4M	3.7%	$8,577,727	$80,922	7.5%	$98,797	204	9.0%
2023	19	$209.4M	6.8%	$12,319,803	$98,512	6.7%	$87,434	181	8.9%
2022	30	$355.8M	8.2%	$17,791,816	$140,758	7.8%	$82,328	170	8.5%
2021	33	$220.9M	6.5%	$12,274,753	$109,705	7.0%	$82,424	171	8.2%
2020	13	$92.3M	4.2%	$7,099,231	$71,598	23.0%	$87,589	181	8.6%
2019	13	$127.9M	4.3%	$10,657,880	$98,380	7.8%	$93,478	193	8.8%
2018	18	$119.5M	5.1%	$7,030,877	$78,274	10.5%	$93,392	193	8.6%
2017	13	$61M	3.1%	$7,622,125	$67,008	12.5%	$90,630	188	8.6%
2016	10	$100.5M	4.3%	$10,054,060	$81,344	7.0%	$84,567	175	8.7%

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LUXURY & UPPER UPSCALE SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2030	-	-	-	-	-	-	$200,706	234	8.2%
2029	-	-	-	-	-	-	$195,978	228	8.2%
2028	-	-	-	-	-	-	$191,598	223	8.2%
2027	-	-	-	-	-	-	$187,322	218	8.2%
2026	-	-	-	-	-	-	$183,510	214	8.3%
YTD	1	$44.5M	6.2%	$44,500,000	$126,062	-	$180,459	210	8.3%
2025	2	$85.6M	8.0%	$42,784,500	$187,241	-	$176,347	205	8.4%
2024	1	$21.4M	3.9%	$21,440,000	$95,289	-	$163,863	191	8.6%
2023	1	$53M	5.8%	$53,000,000	$159,159	-	$149,029	174	8.4%
2022	3	$159.4M	13.7%	$53,149,030	$210,909	-	$140,144	163	8.1%
2021	1	$19.8M	3.6%	$19,800,000	$97,537	-	$141,537	165	7.8%
2020	1	$8.1M	0.8%	$8,100,000	$180,000	-	$150,489	175	8.1%
2019	2	$29.6M	4.3%	$14,787,500	$125,851	-	$162,186	189	8.1%
2018	-	-	-	-	-	-	$166,364	194	7.8%
2017	2	$17.6M	5.1%	$8,796,000	$63,054	-	$161,824	188	7.8%
2016	1	$48M	6.4%	$48,000,000	$144,144	9.0%	$151,244	176	7.9%

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UPSCALE & UPPER MIDSCALE SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2030	-	-	-	-	-	-	$121,766	259	8.5%
2029	-	-	-	-	-	-	$118,898	252	8.5%
2028	-	-	-	-	-	-	$116,240	247	8.5%
2027	-	-	-	-	-	-	$113,646	241	8.5%
2026	-	-	-	-	-	-	$111,334	236	8.6%
YTD	2	$11.2M	0.7%	$11,200,000	$91,803	8.0%	$109,482	233	8.6%
2025	11	$82.5M	6.3%	$8,248,100	$76,584	-	$107,278	228	8.6%
2024	3	$28.2M	2.3%	$9,400,000	$70,677	-	$98,308	209	8.9%
2023	10	$119.1M	7.3%	$11,907,200	$98,082	6.7%	$85,820	182	8.8%
2022	19	$172.7M	8.6%	$14,390,103	$122,992	7.8%	$81,125	172	8.4%
2021	8	$154.7M	5.8%	$22,105,437	$159,688	-	$81,257	173	8.1%
2020	3	$43.9M	2.2%	$14,628,382	$122,928	-	$86,653	184	8.5%
2019	5	$73.5M	3.9%	$14,702,600	$122,726	7.8%	$92,208	196	8.6%
2018	8	$92.4M	5.3%	$11,551,489	$111,879	7.7%	$90,913	193	8.5%
2017	8	$33.8M	2.7%	$11,261,667	$84,042	-	$88,373	188	8.4%
2016	5	$31M	3.7%	$6,197,320	$59,820	5.0%	$82,497	175	8.6%

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MIDSCALE & ECONOMY SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/Room	Avg Cap Rate	Price/Room	Price Index	Cap Rate
2030	-	-	-	-	-	-	$65,637	273	9.1%
2029	-	-	-	-	-	-	$64,091	266	9.1%
2028	-	-	-	-	-	-	$62,658	261	9.1%
2027	-	-	-	-	-	-	$61,260	255	9.1%
2026	-	-	-	-	-	-	$60,014	250	9.1%
YTD	-	-	-	-	-	-	$59,016	245	9.2%
2025	4	$25.6M	4.9%	$6,400,000	$59,674	-	$58,068	241	9.2%
2024	7	$44.7M	6.3%	$6,387,857	$82,500	7.5%	$53,490	222	9.4%
2023	8	$37.4M	6.4%	$6,227,442	$64,533	-	$46,818	195	9.3%
2022	8	$23.7M	4.0%	$4,741,600	$64,424	-	$43,587	181	9.0%
2021	24	$46.4M	9.5%	$4,640,750	$55,116	7.0%	$42,691	177	8.8%
2020	9	$40.3M	9.8%	$4,478,317	$45,440	23.0%	$44,703	186	9.3%
2019	6	$24.8M	5.1%	$4,961,312	$53,233	-	$47,123	196	9.5%
2018	10	$27.1M	7.6%	$3,012,556	$38,678	12.5%	$46,394	193	9.3%
2017	3	$9.6M	2.5%	$3,200,000	$41,921	12.5%	$44,456	185	9.4%
2016	4	$21.6M	4.2%	$5,388,499	$55,984	-	$41,236	171	9.5%

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DELIVERIES & UNDER CONSTRUCTION

	Inventory			Deliveries		Net Deliveries		Under Construction	
Year	Bldgs	Rooms	% Change	Bldgs	Rooms	Bldgs	Rooms	Bldgs	Rooms
YTD	291	31,719	0%	0	0	0	0	15	2,350
2025	291	31,727	1.0%	3	272	3	272	12	1,525
2024	288	31,410	0.3%	6	737	0	88	9	1,016
2023	286	31,301	1.2%	6	756	3	359	9	1,009
2022	283	30,921	-0.3%	5	525	0	144	11	1,398
2021	284	31,023	1.8%	7	766	4	529	14	1,654
2020	278	30,474	0.6%	2	238	(1)	23	12	1,426
2019	277	30,281	0.2%	4	434	3	419	8	911
2018	276	30,207	1.6%	4	401	3	351	4	434
2017	272	29,740	4.5%	10	1,251	6	816	5	506
2016	262	28,450	0.7%	3	324	(1)	25	7	945

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