



# NORTHGATE REDEVELOPMENT

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*1058 W Club Boulevard • Durham, NC 27701*



THE CHAMBERS GROUP  
ACCELERATING RETAIL SUCCESS™



**X TEAM**  
INTERNATIONAL  
EXTENSIVE EXPERIENCE  
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# NORTHGATE REDEVELOPMENT



## MARKET DETAILS

Durham is the heart of North Carolina's "Triangle" region comprised of three counties that include Raleigh, Durham and Chapel Hill. With 85 percent of the renowned Research Triangle Park located in Durham County, along with highly esteemed universities and its world-renowned Medical Center, Durham is truly a hub of well-educated professionals that spans healthcare, pharmaceuticals, computer software, telecommunications, higher education and biotechnology.

Durham's Duke University was voted one of the Top 10 Best College Towns in America. Duke University and North Carolina Central University boast a combined 23,094 students, contributing to the high student population in the Research Triangle. Duke University is the largest private employer in Durham county and second largest private employer in North Carolina. Duke students, their families, and campus visitors account for over \$426 million in spending per year and Duke's overall annual economic impact on Durham is over \$3.4 billion.

Durham offers signature cultural and entertainment options including championship college sports (Duke and the ACC), AAA Baseball (Durham Bulls), American Dance Festival (world's largest modern dance event), Durham Performing Arts Center (Top 4, Pollstar Magazine's Top worldwide theater venues) and national historical sites.

Durham's cultural diversity and competitive cost of living, world-class healthcare, and wealth of recreational and cultural resources combined with quality schools, top-notch colleges and universities, extraordinary dining and shopping opportunities all contribute to the exceptional quality of life that Durham residents enjoy.

**Durham is consistently ranked in the top ten "BEST OF" categories:**

### Top 10 Places to Live

**DPAC - Top 4, Pollstar Magazine's Top Worldwide Theater Venues**

**#5 Best Place for New College Grads**

**#1 Housing Market in the U.S.**

**#6 America's Smartest Cities**

**One of the Top Places in the World to Visit**

**#4 Most Affordable City in America**

**#1 America's Foodiest Small-Town**

**The Tastiest Town in the South**

**#1 Greatest Basketball Town to Visit**

**#5 in America for Spending on Food & Drink**

**#5 America's Top Geekiest Cities**

**Downtown Durham in Top 15 Up-and-Coming Neighborhoods**

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## PROPERTY DETAILS

- 616 - 14,761sf Available for Lease
- Redevelopment of the well-established, well positioned Northgate Mall into an upscale lifestyle mixed-use center
- Located at the crossroads of Interstate 85, Gregson Street, Guess Road and West Club Boulevard in Durham where over 152,000 cars converge each day
- Geographically aligned within a mile of Duke University and world-renowned Medical Center
- Duke's East Campus is within walking distance of Northgate
- 85% of Duke's students are from out of state and rely on area businesses such as Northgate for their personal needs and services, furnishings, food, and entertainment
- Due to an increase in traffic coming from the east through US 70 and commuting to Northeast Durham via the East End Connector and NC 147, Northgate will see a significant boost in daily traffic totals in its direct service area
- Northgate is situated in one of the most visible and evolutionary locations in the Triangle region
- Ample customer parking with over 5,000 spaces at grade and under cover
- Monthly community events generating high foot traffic
- On site property management, ownership, and marketing expertise
- Open air plaza with specialty shops and services, 10-screen digital cinema complex, artist clay studio, and a full service fitness studio

## DEMOGRAPHICS

EST. POPULATION	AVG. HH INCOME	EMPLOYEES
<b>92,621</b> 3 mi	<b>\$53,107</b> 3 mi	<b>70,496</b> 3 mi
<b>170,336</b> 5 mi	<b>\$61,538</b> 5 mi	<b>94,249</b> 5 mi
<b>352,525</b> 10 mi	<b>\$80,598</b> 10 mi	<b>208,627</b> 10 mi

# NORTHGATE REDEVELOPMENT



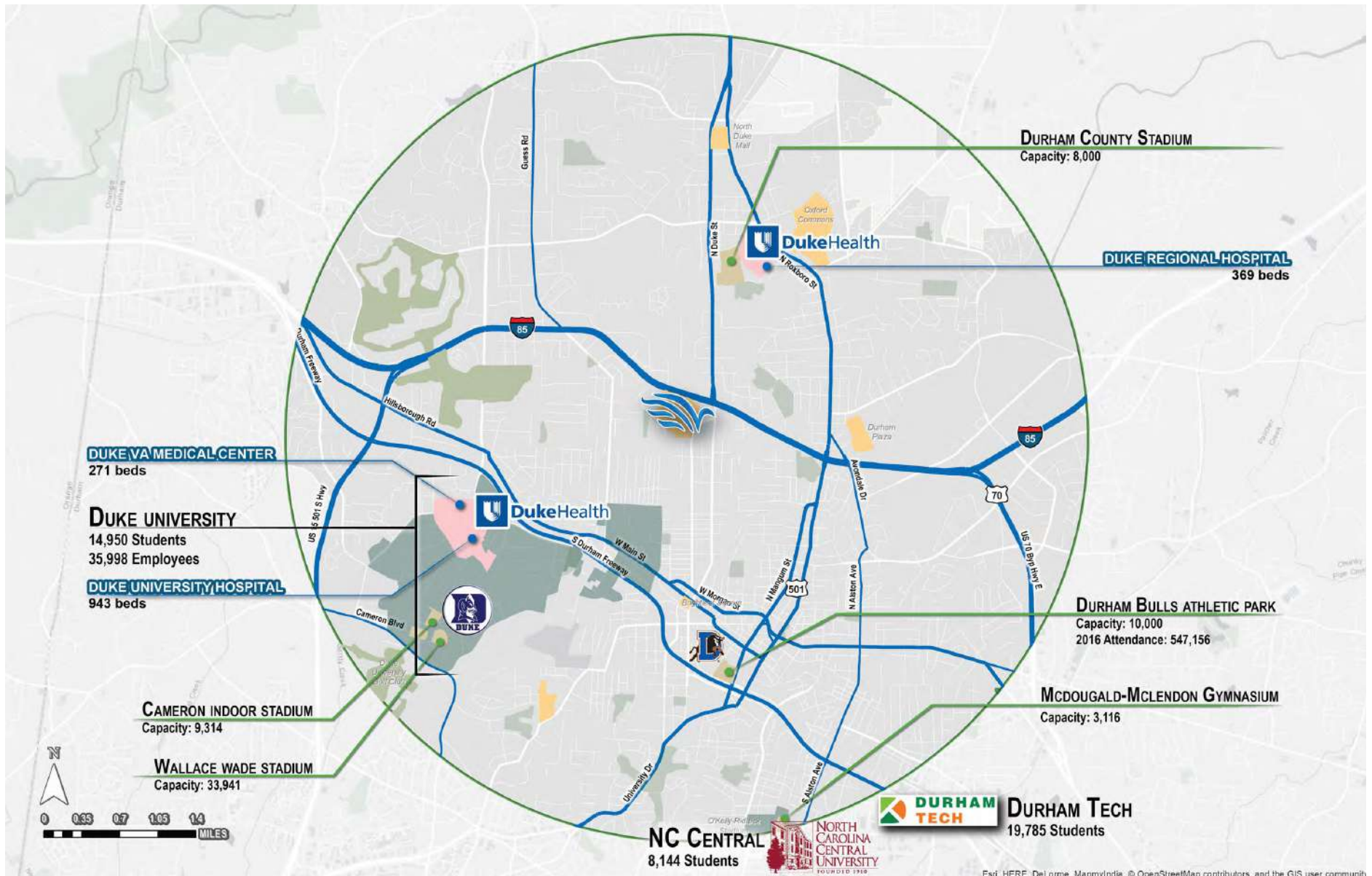
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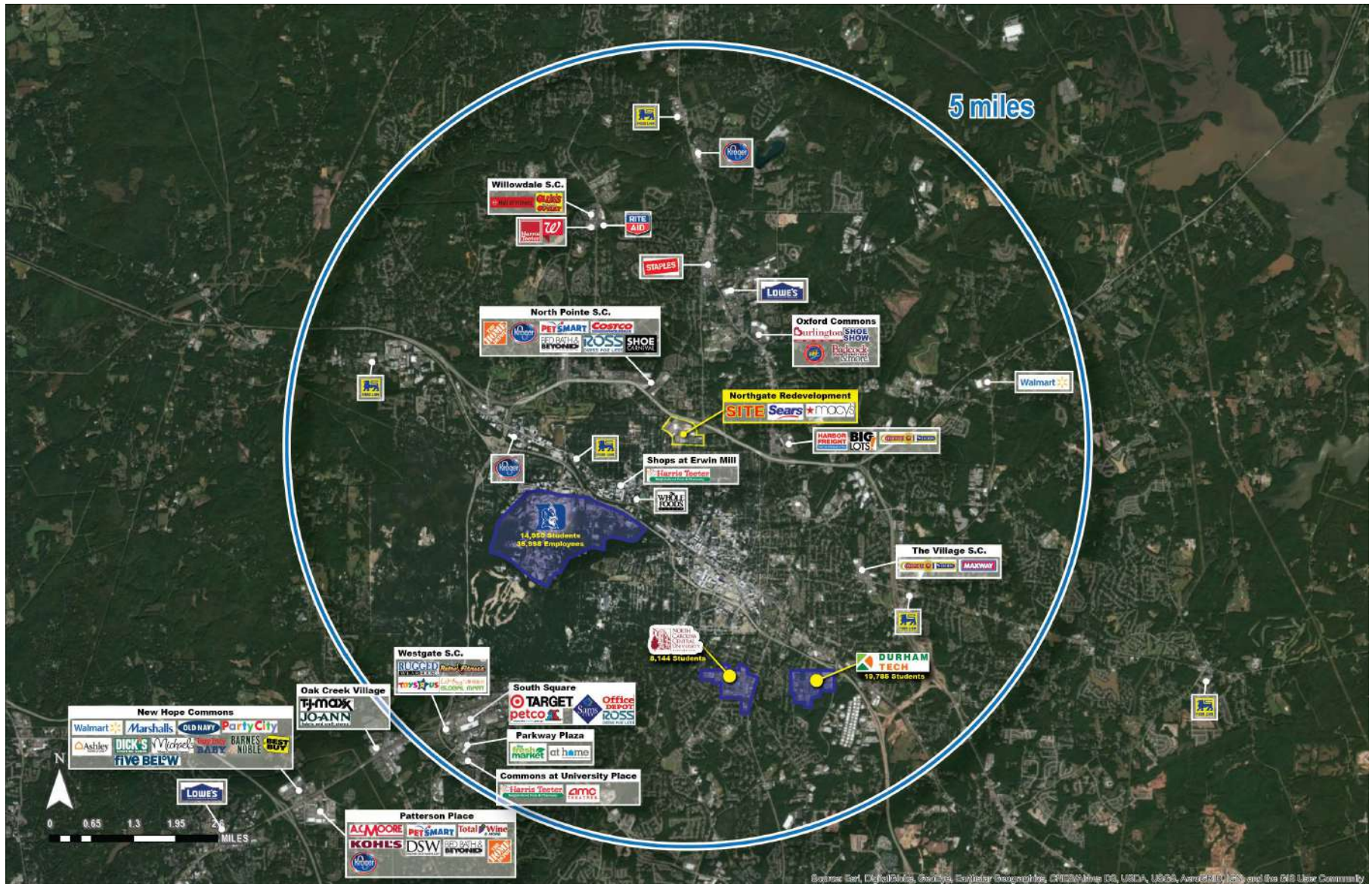


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# NORTHGATE REDEVELOPMENT



# NORTHGATE | Residential and mixed-use developments

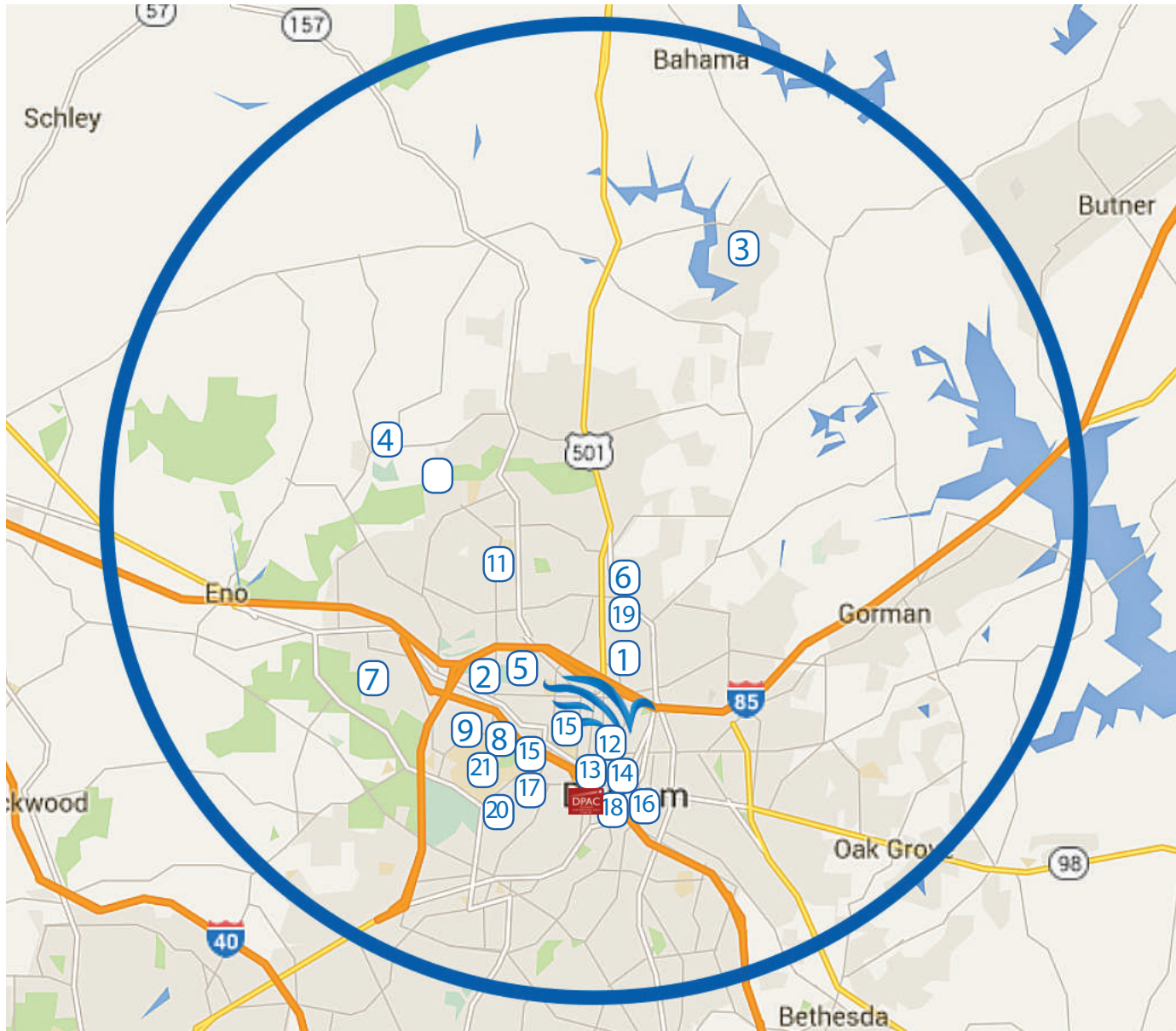
Within a 5-mile radius of Northgate




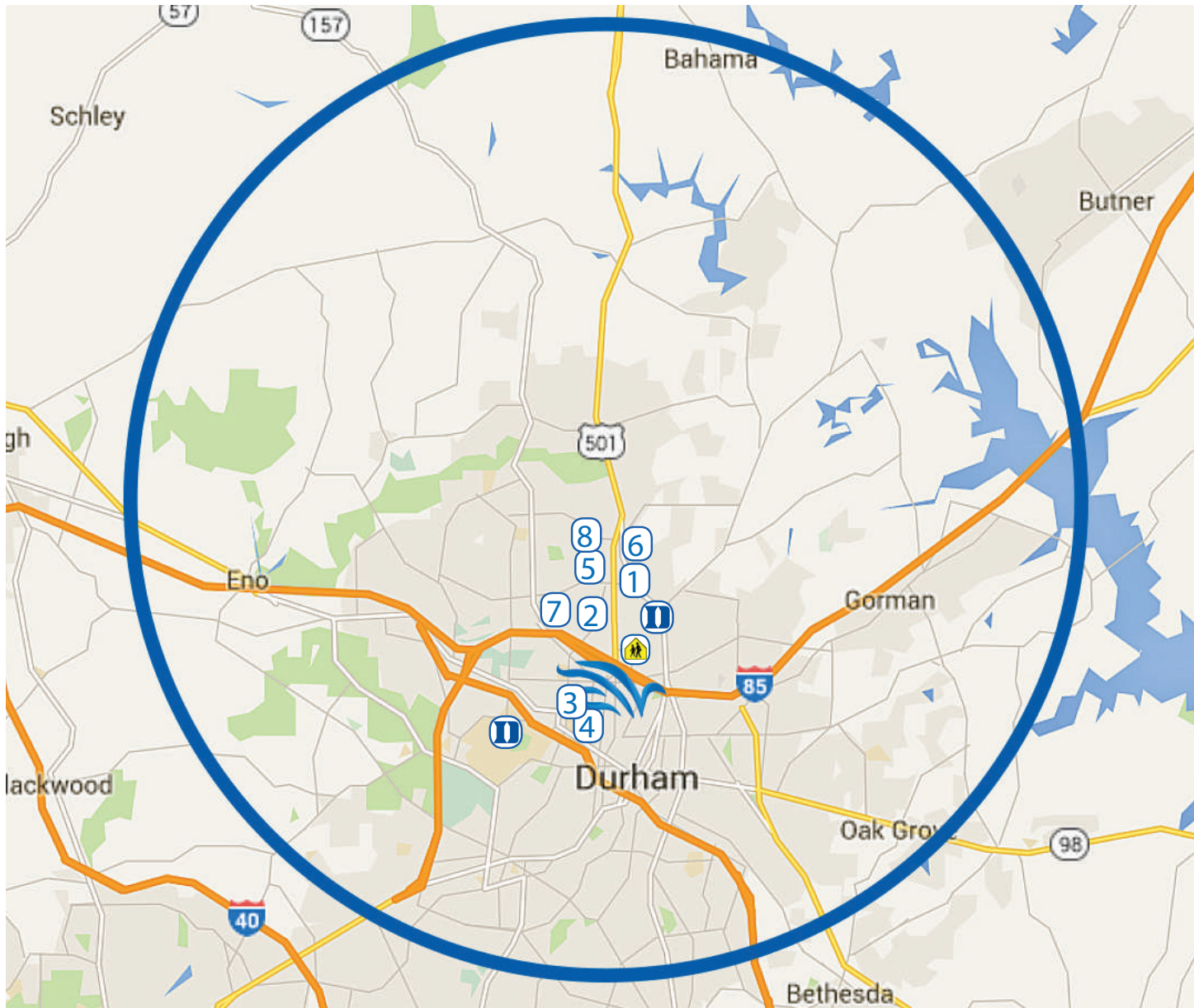
- 1) **CRESCENT:** Regency Realty upscale mixed-use development on Ninth Street comprised of office, residential studio and 1-3 bedroom apartments (303 units), Hilton Garden Inn (130 rooms) and neighborhood retail anchored by a Harris Teeter supermarket and 50 restaurants and upscale shops, and a 4,000 square foot state-of-the-art health club. Total estimated cost of project \$80 million. **Crescent Main Street (Second Phase)**, a \$41 million apartment complex project, will have both a three-story and a four-story building (208 units). It will be located on a 4-acre lot bound by West Main Street, 15th Street and Rutherford Street, about two blocks from Duke University Central Campus and Medical Center.
- 2) **FOSTER ON THE PARK:** Raleigh-based Blue Heron Asset Management plans on building a 7-story apartment building (160 units) on Foster St near the Durham Bulls Athletic Park. Project will include 2,260 SF of ground-floor retail space and a 63,000 SF parking structure. Construction to begin in 2018.
- 3) **WEST VILLAGE PHASE III:** Federal Capital Partners has developed a second phase of West Village in the Historic District of downtown Durham. First and Second Phases (240 units) are at 97 % occupancy. Phase III includes 20 studio, 95 one-bedroom, 41 two-bedroom apartments (156 units) with at-grade and structured parking. Average unit rents for \$1,542 per month.
- 3A) **CHESTERFIELD BUILDING:** Liggett & Myers Tobacco, Co. building (284,000 square ft.) constructed in 1948 purchased by Wexford Science & Technology, a subsidiary of San Diego-based BioMed Realty Trust, under construction to create multi-level state-of-the-art mixed use space; 153,000 SF of lab space, 78,000 SF for health system offices, 42,000 SF for research and innovation and 11,000 SF for ground level retail. Includes 544 space parking deck. Will create between 700-800 jobs for Durham. Total cost of project estimated at \$128 million.
- 4) **PAVILION EAST/ LAKEVIEW LOFTS/TRINITY COMMONS:** Mixed-use project developed by Anthony & Company across from Duke Medical Center with 220,000 square feet of retail and restaurant space on the first floor and 90 condominiums above the Pavilion. Prices start at \$300,000. Lakeview Lofts and Trinity Commons house swanky apartments (300 units) sandwiching both sides of the Pavilion project.
- 5) **DUKE MEDICAL CENTER:** In 2012, Duke University completed a massive \$600 million expansion of its Medical Center including a \$50 million, 580,000 square foot Duke Medicine Pavilion, an eight-story addition to the existing hospital to include intensive and intermediate care in-patient rooms, 16 operating suites and an expanded imaging facility. An 80,000 square foot School of Medicine Learning Center will provide a state-of-the-art environment for medical students and interdisciplinary team training. Duke Medicine Cancer Center is also constructing a 267,000 square foot, seven-story building dedicated to cancer care and clinical research. The new hospital expansion and cancer facility will create roughly 1,000 new permanent jobs including nursing positions, physician assistants, imaging technicians and other staff.
- 6) **INNOVATION DISTRICT:** Led by Boston-based Longfellow Real Estate Partners, the Innovation District of approximately 15 acres (1.7 million square feet) bound by Morris, Leggett and Fernway Streets is a proposed urban research cluster that would locate life science and technology companies near university research labs and offices. In the summer of 2015 Duke relocated its Innovation and Entrepreneurial Initiative to the third floor of the Imperial Building. Occupying 15,000 square feet, it contains a mix of classrooms, coworking space, offices & cafes. Longfellow Real Estate has started construction on two seven-story buildings and an eight-story parking structure. These structures will create 350,000 square feet of office space and 1500 new parking spaces. Duke Clinical Research will occupy one of the two buildings.
- 7) **GUESS RD. DEVELOPMENT: Walltown Community Center:** City of Durham completed construction of a 24,000 square foot multi-million dollar multi-use community facility in 2012. The building features a gymnasium that can double as an assembly hall, a suspended running and senior center, dance studios, classrooms, a media lab, and administrative space. The building has been designed to achieve LEED Bronze certification. Total cost of project \$17 million. **Denson Apartments for Veterans:** 24 apartment units for male and female veterans. Up-to-date transitional housing complex completed in fall 2016. **Forest Pointe Apartments:** Affordable, efficiency apartments (75 units). Has recently acquired additional rental units to expand down Guess Road and renovate existing structures to accommodate moderately priced apartments.
- 8) **ROSEWALK:** 5.6 acre pocket neighborhood development (54 units, including 16 mixed-household types) led by Pocket Partners, LLC. Rosewalk will house a residential mix of young singles, families and retirees. Median property value per unit is an estimated \$174,500 to \$350,000. Groundbreaking is set for February 2018.
- 9) **SOLIS NINTH STREET:** Terwilliger Pappas Partners has opened this mixed-use development adjacent to Duke University's East Campus. It features apartments (229 units), 10,000 square feet of restaurant and retail space, an 8,000 square foot clubhouse and a 24 hour fitness center. **Second Solis development:** Solis Brightleaf, will open on Main St. adjacent to Brightleaf Square in 2018. It will feature upscale one-, two- and three-bedroom luxury apartments (194 units) and a parking structure (250 spaces).
- 10) **HOTEL DEVELOPMENTS IN AREA:** Renovation to the old SunTrust Tower on Corcoran Street to house **21-C Museum Hotel**, a boutique hotel (124 rooms) and contemporary art museum, were completed in 2015. Former McPherson Hospital on Main Street was converted into a **Residence Inn** (143 rooms). **Aloft Hotel** (134 rooms) is open next to the DPAC. **Unscripted:** Boutique Hotel renovated from old Jack Tar Hotel in downtown Durham. Located on Corcoran St. and offering 74 retro-designed rooms with a 7,000 SF rooftop deck and pool plus 3 restaurants, a bar and a coffee shop on the hotel's first floor. **JB Duke Hotel:** LA contemporary, luxury hotel located on Duke's West Campus, opened in 2017.
- 11) **THE MARK AT DURHAM:** Woodfield will build a low-rise luxury apartment community called Gateway (305 units) near where Pettigrew Street intersects with Roxboro Road and the Durham Freeway. Amenities will include a rooftop terrace and parking garage as part of a \$400 million, 3-building, mixed-use project.
- 12) **ONE CITY CTR TOWER:** Colorado based Austin Lawrence Partners has broken ground on a 27 story development with space for offices, shops and condominiums on top of a parking structure (250 spaces) located at the corner of Main, Corcoran and Parrish street.
- 13) **555 MANGUM:** 240,000 square feet of retail and office space located near the Durham Bulls Athletic Park in downtown Durham.
- 14) **GORDON ST LUXURY TOWNHOMES:** 4 Line LLC and Greymont Development plan to build three- and four-story luxury townhomes (62 units) ranging from 1,500 to 2,500 square feet on Gordon St. in downtown Durham. Construction is set to begin early 2018.



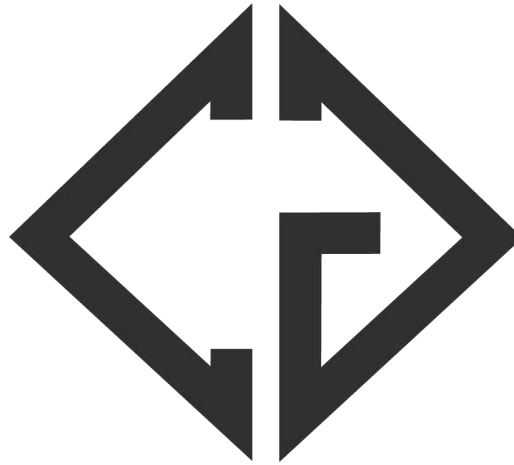
# NORTHGATE | *Local Points of Interest*



- ① NC Museum of Life and Science
  - ② Hillandale Golf Course
  - ③ Treyburn Golf Course
  - ④ Willowhaven Golf Course
  - ⑤ NC School of Science and Math
  - ⑥ Duke Homestead
  - ⑦ Bennett Place
  - ⑧ Sarah P. Duke Gardens
  - ⑨ Duke Chapel
  - ⑩ Eno River State Park
  - ⑪ Croasdaile Country Club
  - ⑫ American Tobacco Complex
  - ⑬ Durham Central Park, Historic Durham Athletic Park and Farmer's Market
  - ⑭ Durham Arts Council
  - ⑮ Duke's Nasher Museum of Art
  - ⑯ Durham Bulls Athletic Park
  - ⑰ Washington Duke Inn & Golf Course
  - ⑱ The Carolina Theatre
  - ⑲ Durham County Stadium
  - ⑳ Wallace Wade Stadium
  - ㉑ Cameron Indoor Stadium
-  Durham Performing Arts Center



- ① **HOSPITALS**  
6 Hospitals
- ① **MEDICAL PARKS**  
Independence Park  
24 Offices
- ② **Central Professional Park**  
23 Offices
- ③ **Crutchfield Area Clinics**  
9 Offices
- ④ **Broad Street Area Clinics/Dentists**  
17 Offices
- ⑤ **Duke St. Area**  
11 Offices
- ⑥ **Roxboro Road Area**  
4 Offices  
Nursing Homes and Hospices  
7 Offices
- ⑦ **Hillandale Road Clinics**  
13 Offices
- ⑧ **Carver Street Area Clinics**  
8 Offices



## THE CHAMBERS GROUP

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