

DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY IN THE RAPIDLY REVITALIZING EAST END

618 RAMSEUR STREET

DURHAM, NC 27705

CUSTOM STONE BUILDING FOR SALE

- 11,000 SF ON 0.92 ACRES
- PARCEL ID: 102865



Sale Price - \$1,850,000

TRADEMARK  PROPERTIES
As if it's our own®

Marcus Jackson

(919) 645-1428 (Office)

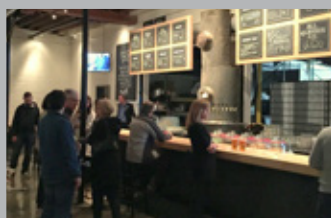
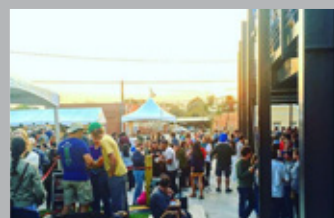
(919) 616-3284 (Mobile)

mjackson@trademarkproperties.com

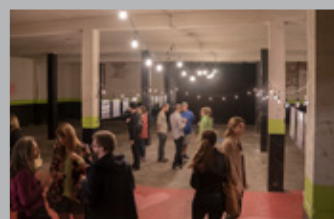
DOWNTOWN DURHAM EAST - RAPID MOMENTUM



1. PLANNED
POLICE HQ
2. GATEWAY
APARTMENTS



PONYSAURUS
BREWING
COMPANY



DURHAM
FRUIT &
PRODUCE
ARTS CENTER



1. GOLDEN BELT
2. CORDOBA
3. BULL CITY CIDER

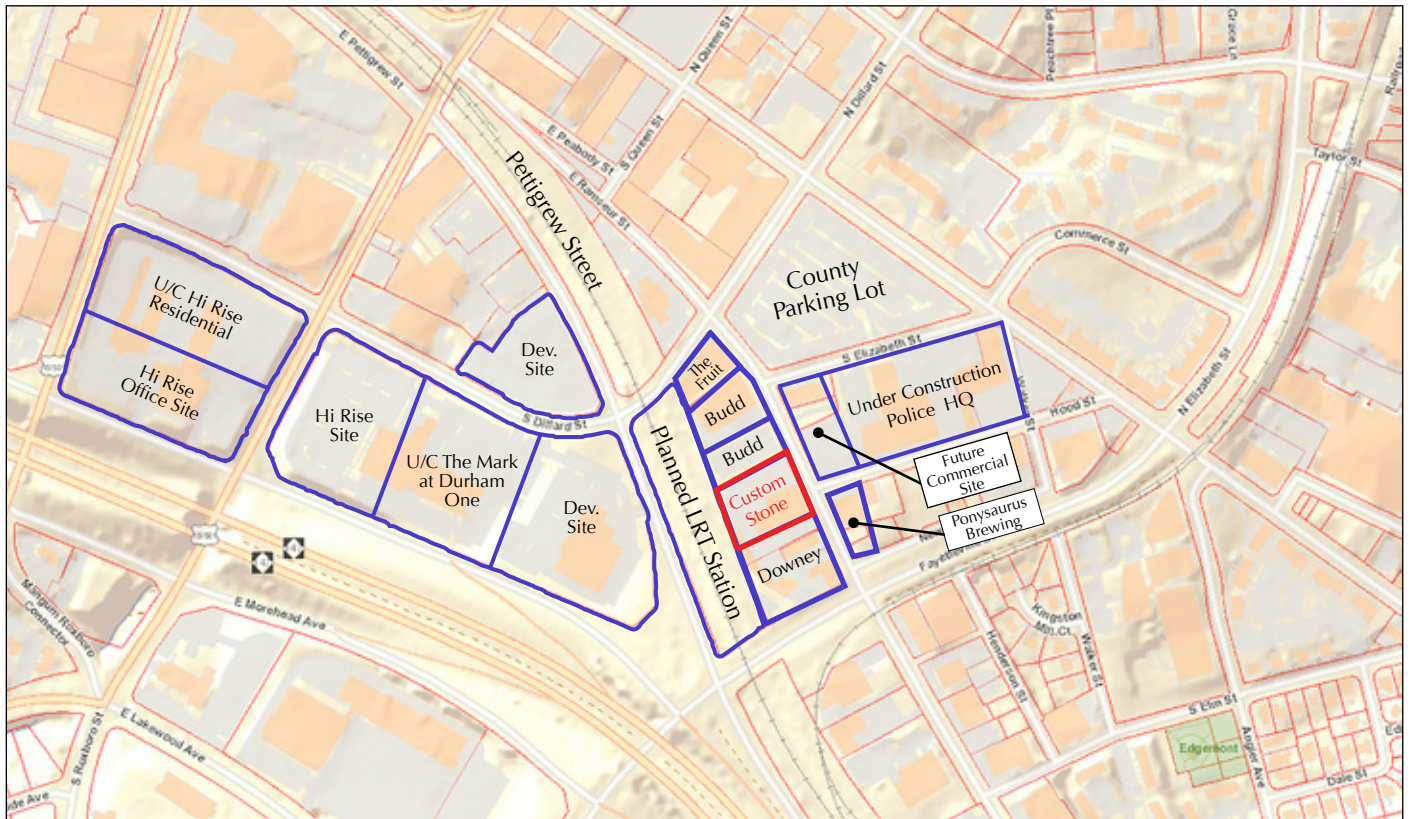
The East Side is rising quickly as the last frontier in the hyper growing Downtown Durham.....it's where retro and quirky will mix with contemporary; historical will compliment trendy; and art will intersect with commerce. In fact, the 309 unit Gateway apartment community will be completed by 4Q 2017. The new \$73 million Police Headquarters commenced construction in July 2016, which includes a future commercial development site fronting Ramseur Street and will be completed in summer 2018.

There are two well-known breweries already located on The East Side. Bull City Ciderworks was the first mover years ago. And in October 2015, Ponysaurus Brewing opened its brewery with a capacity of 1,900 barrels annually plus a tap room, and a substantial "beer garden" that accommodates frequent visits by the most popular food trucks. With plenty outdoor seating, Ponysaurus was rated by the News & Observer as the best bar in the Triangle if you want to bring your kids.

In 2017, the Durham Fruit & Produce Arts Center, built in 1925 as a refrigerated fruit and produce distribution facility, commenced renovations. Now often called "The Fruit", the 22,000 square foot facility is being adapted to host an extensive array of programs that will be inviting to all the region's cultures to include arts studios, exhibition and performance space, as well as concerts, catering, art shows and festivities. The owners like to say that The Fruit is "more like Chelsea, less like Disney". (www.durhamfruit.com)

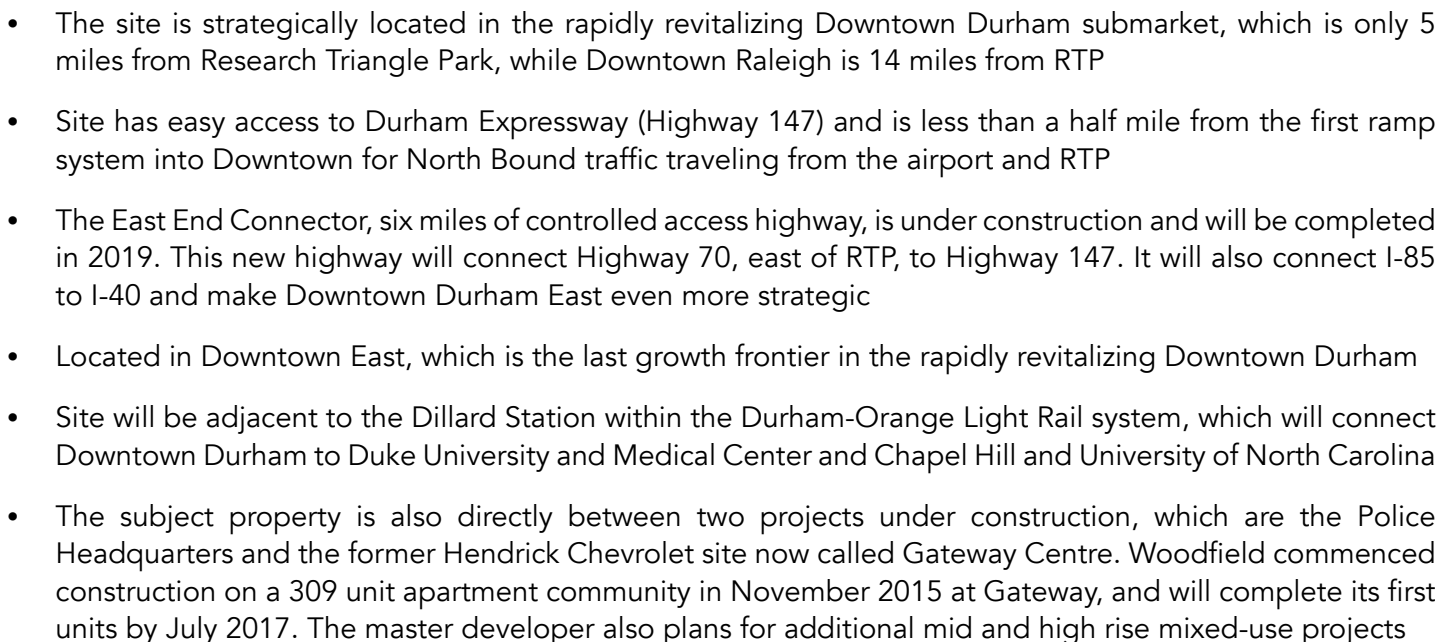
DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

DRAMATIC GROWTH IN IMMEDIATE AREA



- Custom Stone, the subject property, currently operates as a highly successful stone cutting and distribution business. Zoned DD S1. The longtime owner is flexible on the move out date
- The Fruit is a arts & entertainment center, which has full construction documents and has embarked on a renovation of the 22,000 square foot facility. It can be found at www.durhamfruit.com
- Budd-Piper is a building recently sold by TradeMark Properties and Marcus Jackson to Smashing Boxes in April 2017, which will move out of American Tobacco, renovate this building and plans to occupy by the first quarter of 2018
- Downey is a prime corner parcel that was previously listed by TradeMark Properties. The owner has opted not to sell and will redevelop the property into an eclectic, low cost food hall. It has advanced with negotiations with a proven restaurant and food company. Marcus Jackson is currently the leasing representative for this property
- Directly across from the subject, on the other side of the planned LRT Station, are two apartment projects under construction to total 723 units. There are also four future development sites, likely to be high rises

EXCEPTIONAL DOWNTOWN AND OVERALL TRIANGLE LOCATION



DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

DOWNTOWN DURHAM AERIAL



DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

WORLD CLASS OPPORTUNITY - DOWNTOWN DURHAM

- Since the year 2000, there has been \$4.0 billion invested in the downtown area with the majority emanating from Duke University and its Medical Center. A simple breakdown also includes \$279 million in new office buildings; \$800 million in new multifamily; and public facilities totaling close to \$300 million
- Since 2012, the Downtown Durham area has experienced significant apartment growth with 2,667 units of Class A apartments, primarily with deck parking is delivered to the market. Average current rent for all Class A units is about \$1.70 per square foot. The highest effective rent achiever per square foot is Berkshire Ninth Street with asking rents at \$1.88 per square foot or \$1,817 per month per unit. About 863 units in three projects are currently under construction
- The hotel market has sprung to life with the recent delivery of 448 rooms and 300 more proposed. The Aloft Hotel is closest to the site at DPAC and completed in 3rd quarter 2015
- The success of the Durham Bulls AAA baseball team and Polstar's ranking of DPAC as 4th best performer in the country
- Success of the American Tobacco campus, which includes over 1 million sf of office and retail space plus DPAC, the Ballpark, about 100 apartments and the Aloft Hotel. The fame and national prominence of American Underground as a hotbed for entrepreneurial growth with its 250 plus start-ups: www.americanunderground.com
- Downtown is nationally known for its restaurants and voted Tastiest Town in the South for 2013 by Southern Living Magazine. New York Times ran a feature piece last year. [Click here](#) to redirect to article
- Duke University and Medical Center's prominence and their dramatic growth:
 - Recently completed an \$800 million expansion to its hospital – will hire 1,000 new employees and believes the local "domino impact" will be up to 5,000 jobs
 - Will grow its graduate schools by 1,000 students
 - Launched a \$3.25 billion capital campaign in 2012 and reached its goal in July 2016



DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

EMPLOYMENT AND OFFICE MARKET DYNAMICS

Since the second quarter of 2016, the overall Research Triangle real estate market returned to pre-recession vacancy and absorption levels across all property sectors and keeps climbing. Rental rates are also inching up as landlords become more comfortable with the state of the economy. The total size of the Triangle office market is 52.9 million square foot with vacancy rate 14.00% as of 1Q 2017.

The Downtown Durham submarket contains 3.9 million square feet, but has grown more than tripled since 2003, when the office market was 1.4 million square foot. Downtown Durham has the lowest vacancy rate of all triangle submarkets at 5.26% and Class A vacancy rate at 1.96%.

Duke University and its Medical Center have driven the office market over recent history and currently leases over 1 million square foot. While Duke has been a driving force, downtown has increasingly become a magnet for corporate relocations over the past 5 to 10 years. The following are major examples:

- McKinney & Silver, a global advertising agency relocated from Downtown Raleigh
- Burt's Bees, a global natural health products company, relocated its headquarters from the RTP/I-40 submarket in Durham County
- James Scott Farrin, a major law firm relocated also from the RTP/I-40 submarket
- FHI 360, a global non-profit human development organization, relocated its long-time headquarters from Research Triangle Park. It started with 300 employees at year-end 2013 and now has grown to about 400
- Alavara, a major Seattle-based developer of end-to-end sales tax compliance software, will establish a regional hub and has leased over 25,000 square feet at year-end 2014 and plans to hire about 200
- Downtown is also experiencing significant internal growth, such as:
 - Measurement Inc., a national scholastic testing company, that started in the founder's Durham home – it now has about 400 employees in downtown
 - Bronto Software was founded in 2002 by departing staff from globally known software maker Red Hat. Today it employees 205
 - Windsor Circle was founded in 2011 by departing staff from Bronto and has already become a major customer retention software provider
 - Appia was founded in Downtown in 2008 and just months ago it announced that it was being sold for \$100 million

From the above, it is obvious that Downtown is increasingly becoming a magnet for employment growth and technology start-ups. It is home to American Underground, which provides an entire ecosystem for start-ups and early stage firms. In 2013, Google chose American Underground as its 7th "Google for Entrepreneurs Tech Hub". The Underground was started in 2010 with 35 companies and now has over 250.

DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

THE CITY OF DURHAM - ACCOLADES

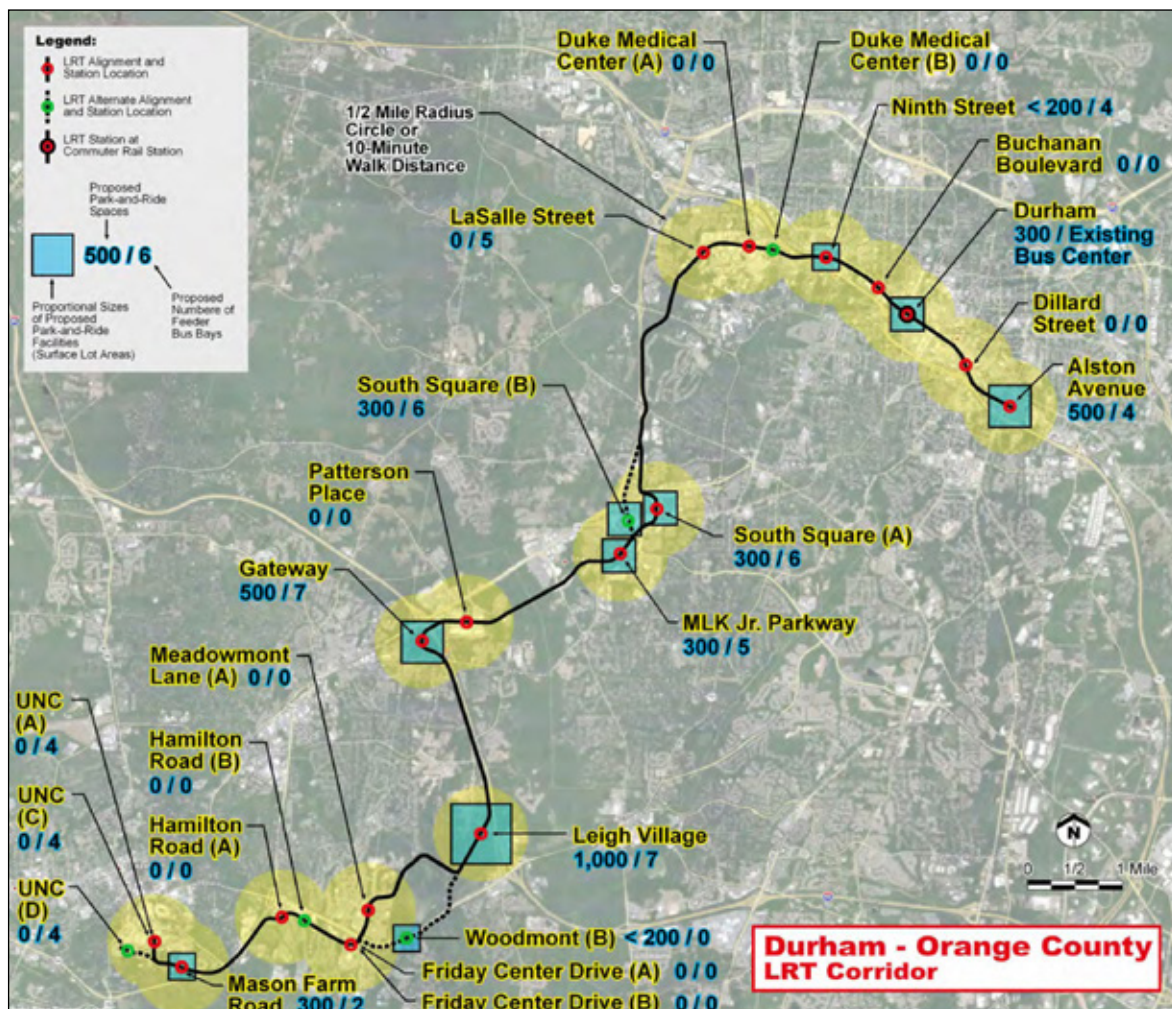


- Ranked #7 of America's 100 Best Places To Live by U.S. News in Feb. 2017
- Ranked #2 of America's 20 Fastest Growing metropolitan areas
- Recognized as North Carolina's Most Educated City by Yahoo Finance
- Durham was #6 on America's Top 10 Cities for Small Business
- Durham was globally recognized for its economic potential, ranking #2 in the Top 10 Small American Cities of the Future
- Durham received the "Tastiest Town in the South" title after a regional 2 month voting process by Southern Living Magazine
- Durham's American Underground was selected by Google to become one of seven Entrepreneur Tech Hubs in the US and Canada
- Durham was ranked among the Top Ten Cities for Creatives by SmartAsset
- Rated # 1 in the country for pay equality by 247wallst.com: Female workers earned 97.4 percent of what men earned
- GQ Magazine recently voted Durham, NC The Best College Town in America (When Students are Gone)
- #1 Foodiest Small Town by Bon Appetite Magazine
- Top 10 Tech Town by Wired Magazine

DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

DURHAM-ORANGE LRT STATION MAP

618 Ramseur will only be several hundred yards from the Dillard light rail station. Durham and Orange County previously approved the sales tax increase. And in 2014, The Durham-Orange line was only one of two rapid transit plans approved by the Federal Transit Authority for "Project Development". There is a national pipeline of 78 projects vying for FTA approval. GoTriangle, the metro area's controlling entity for transit, just secured executive sign off in February 2016, signaling the completion of the Project Development phase (Environmental Impact Statement), a major milestone. GoTriangle will now spend the next three years moving its engineered design from 30% to 100% complete. Projected design completion is to be 2020 and the entire line is projected to open to passengers by 2028. There are no planned property impacts to any properties along E. Ramseur Street. Please reference and consider the phenomenal results that Charlotte has experienced around its rail stations, especially in the South End, which can be found at: www.historicsouthend.com.



DOWNTOWN DURHAM - REDEVELOPMENT OPPORTUNITY

618 RAMSEUR STREET CUSTOM STONE PHOTOS

