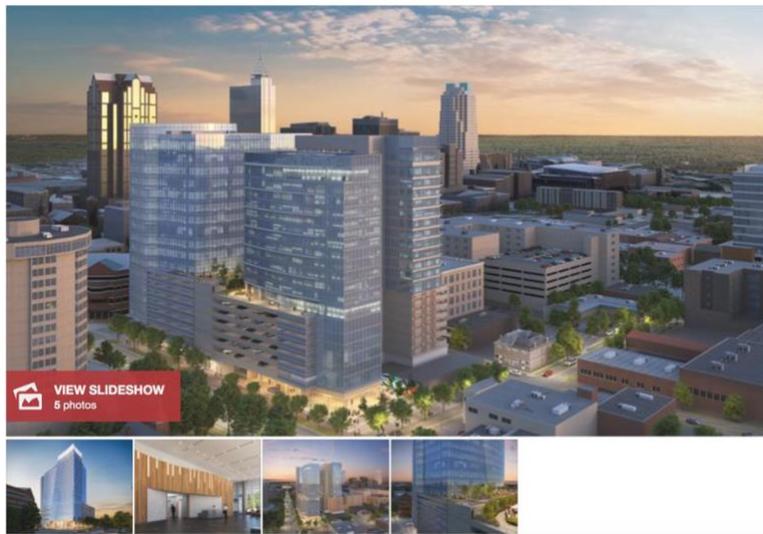


Fallon Company eyes 2020 start date for second phase of downtown Raleigh project



By Caleb Harshberger - Staff Writer, Triangle Business Journal, August 28, 2019

The developer behind a major project in downtown Raleigh says it plans to start on the second phase of the work in 2020.

The Fallon Company has named its Hillsborough Street mixed-use development "Raleigh Crossing" and plans to break ground on the first tower in September. Company President [Michael Fallon](#) says work on the second phase -- including two more towers -- will begin next year and feature a mix of hotel, residential and retail space.

"I think we'll get started on the next phases very soon after the groundbreaking," Fallon says.



Additionally, he says the company has already begun pursuing its next Triangle investments, and while the company has not released any details on what those may include, Fallon says to expect more major mixed-use projects.

“That’s frankly all we do,” he says, adding downtown areas are of particular interest to the company.

In June, [the company brought on Zac Vuncannon](#), formerly of Grubb Ventures, to serve as managing director to oversee projects in the Triangle region.

Downtown Raleigh's Future Skyline

Hillsborough Street

The Fallon Company of Boston paid a whopping \$17 million for 1.85 acres on Hillsborough Street in 2018, getting the land from an ownership group that included Hyde Street Holdings and the Lundy Group. Fallon scrapped previous plans for the site and will... [more](#)



Fallon says the company owns its projects and often self-funds, giving it more flexibility.

“Because we invest our own capital, we pay a lot of attention to the timing,” he says. “That also allows us to take different types of risk that have, maybe, longer time horizons.”

The 301 Hillsborough St. project’s first phase will be anchored by the Raleigh-based technology company Pendo, which is scheduled to move its headquarters to the new tower in early 2022, soon after the high rise is completed.

The first phase features more than 280,000 square feet of office space, 12,500 square feet of retail and public amenities such as a fitness studio and extensive indoor and outdoor seating.

CBRE Raleigh is handling leasing for the Hillsborough Street office building. Construction is expected to wrap up in the fourth quarter of 2021.