



2025 CAPABILITIES BROCHURE

Land Services Group

555 FAYETTEVILLE STREET | RALEIGH, NC

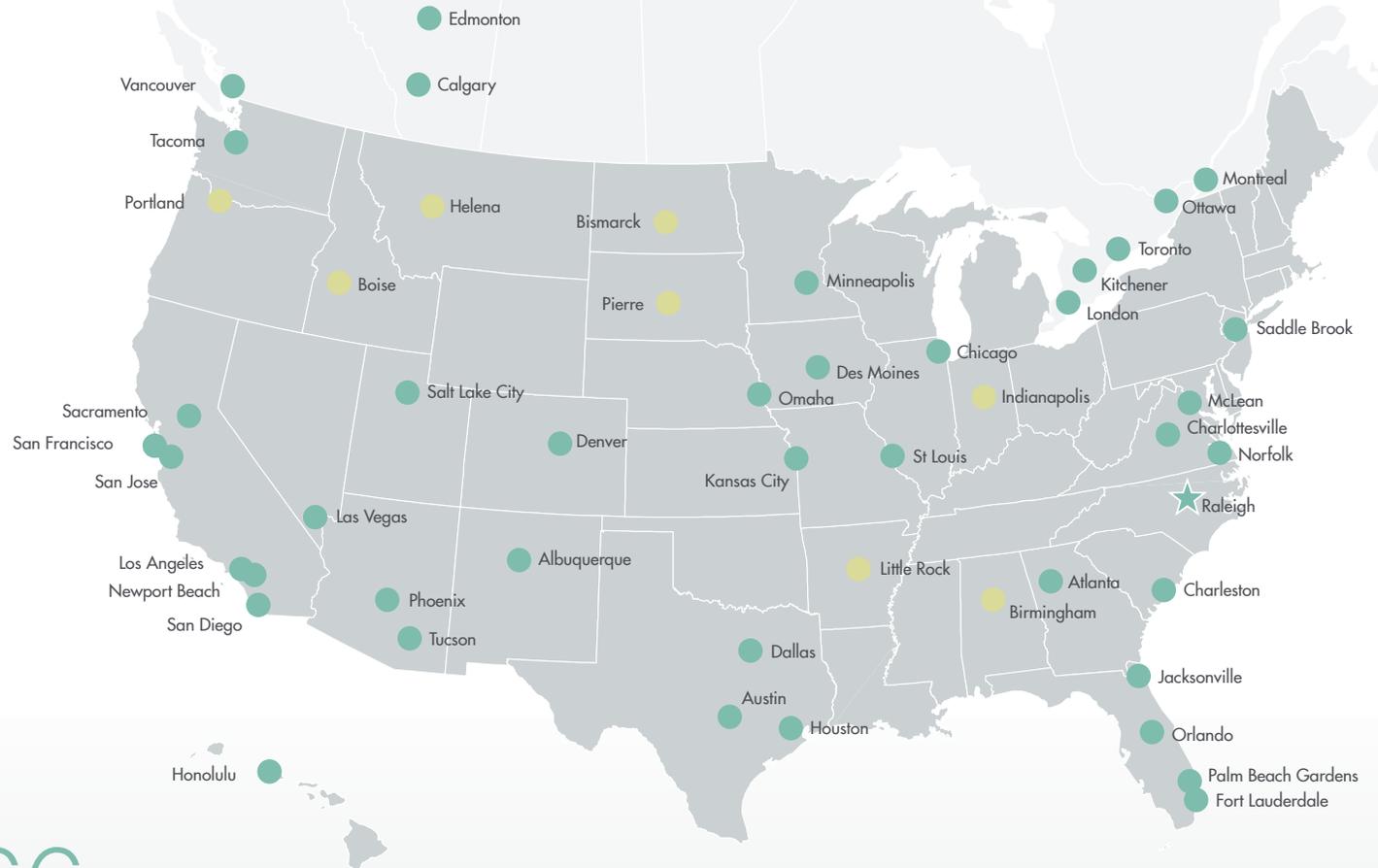
CBRE

Covering the entire landscape.

THE FULL-SERVICE ADVANTAGE

With over 100 land professionals conducting business around the world, CBRE Land Services Group brings the experience – and the solutions – to deliver powerful outcomes driven by our clients' investment goals.

- Land Services Group Office Location
- Land Services Group License Location



LSG – North America Activity 2024

\$4B

Transaction volume

666

Transactions

Source: CBRE Capital Markets, includes sales transactions \$10M+

Leader in the field.

- Dispositions and acquisitions
- Property marketing
- Due diligence support
- Market analysis and research
- Site selection
- Financial analysis
- Financing and equity sourcing
- Foreclosure sales
- Short and note sales
- Development consulting
- Feasibility studies
- Highest-and-best-use studies
- Review of strategic alternatives
- Valuations and appraisals
- Right-of-way and eminent domain
- Property assessments
- Zoning compliance support

With unsurpassed experience and superior market intelligence of the Triangle area, our team focuses exclusively on land holdings, providing a depth of expertise on the expanding Raleigh-Durham area.

Our Top Transactions

Property	City, State	Acres	Price
McCrimmon Parkway	Morrisville, NC	109	\$72.5M
Narsingi Village	Hyderabad, India	16.61	\$56.7M
Parmer RTP Excess Land	Durham, NC	110	\$36.0M
Rigsbee Avenue & Angier Avenue	Durham, NC	169.79	\$23.0M
S. Harrington Street & W. Davie Street	Raleigh, NC	1.343	\$20.9M
104 T.W. Alexander Drive	Durham, NC	64.97	\$20.5M
Catawba River Assemblage	Rock Hill, SC	1,808	\$20.0M
Chatham County Assemblage	Pittsboro, NC	489.11	\$19.6M
Oakridge Takedown #2	Durham, NC	7.79	\$19.1M
Bellwood Drive & Cameron Street	Raleigh, NC	4.91	\$17.5M
Oakridge Takedown #1	Durham, NC	6.82	\$16.8M
705 Doc Nichols Road	Durham, NC	240.16	\$16.0M
865 W. Morgan Street	Raleigh, NC	3.29	\$16.0M
4525 Green Level West Road	Apex, NC	61.29	\$15.6M
Eastgate540	Knightdale, NC	30.02	\$14.3M
Citisculpt Parcel A	Durham, NC	4.18	\$13.5M
Rutherford Street & Bolton Street	Durham, NC	3.12	\$12.5M
1400 S. Blount Street	Raleigh, NC	10.05	\$12.0M

2024 Sales Activity CBRE Raleigh Land Services

849.65

Acres

28

Transactions

\$111.23M

Total Dollar Volume Sold

Grounded in experience.

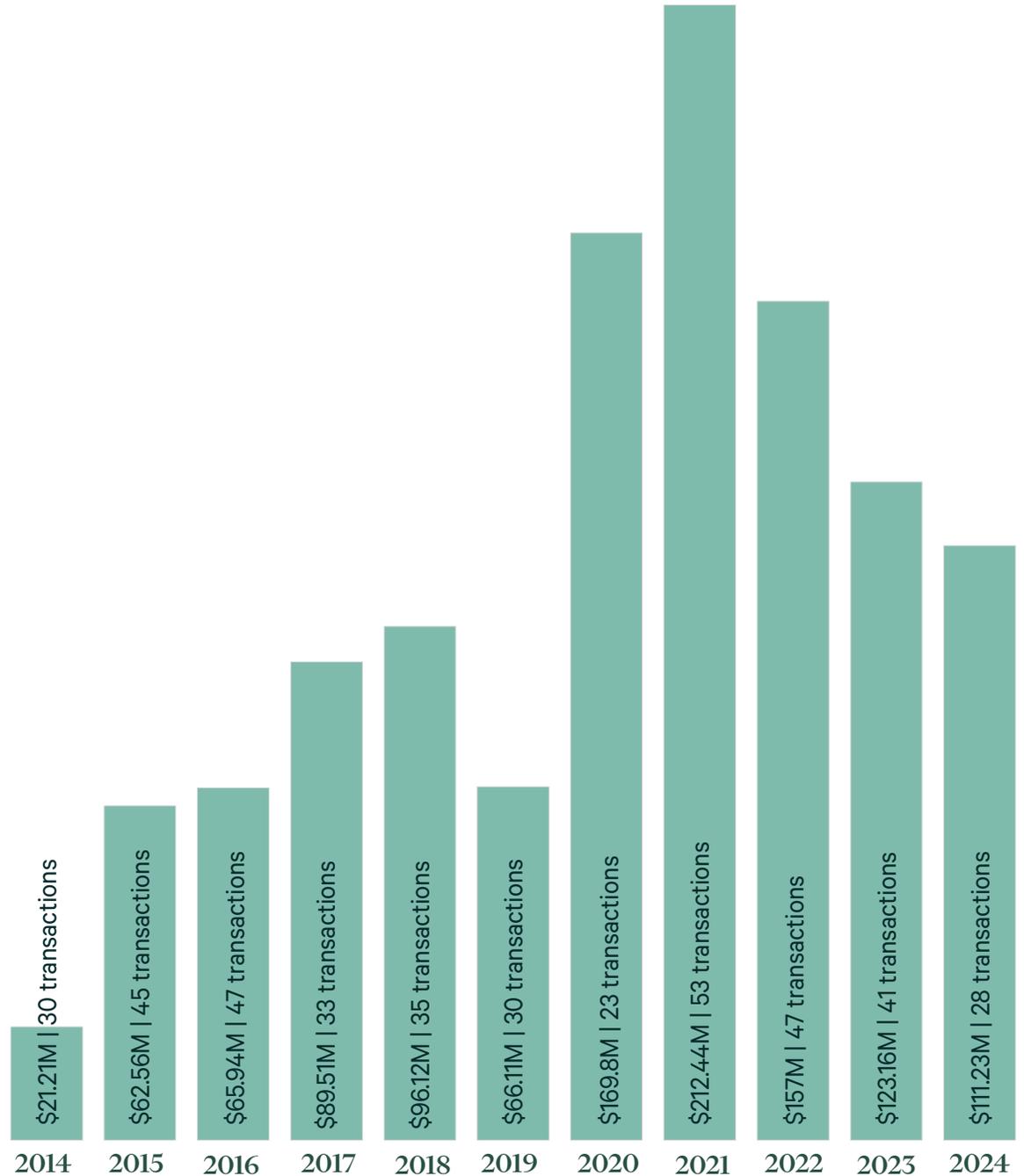
CBRE Raleigh Land Services 2014-2024 Transactions

1.175B

Total Dollar Volume Sold

412

Transactions



Unlocking innovation.

Our land entitlement and sales experts leverage deep relationships and proprietary technology to anticipate trends, command capital and deliver proven results.



A global platform and the largest market share among our competitors



An integrated network with access to information on hot markets and active developers



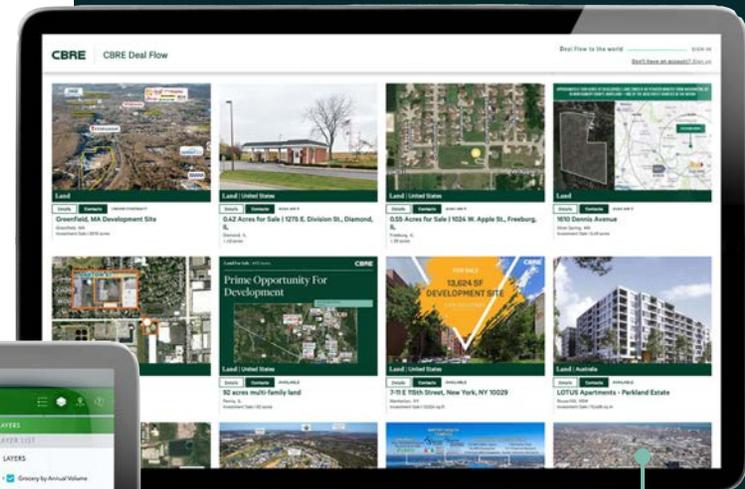
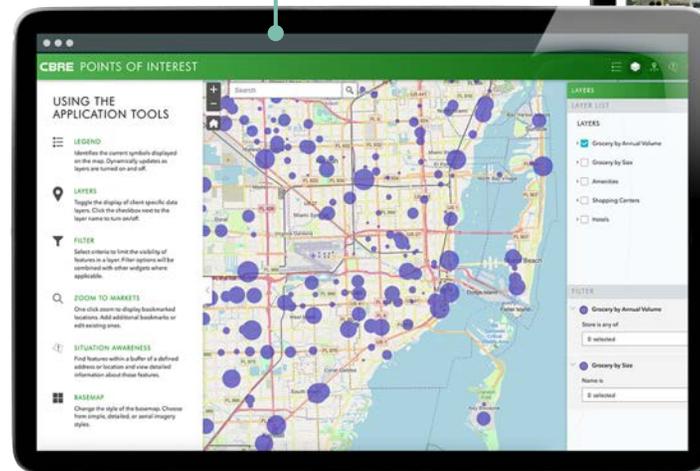
An institutionalized approach with a full, detailed marketing process

CBRE Dimension

Unmatched intelligence, visualized for impact.

CBRE Dimension is our proprietary location intelligence platform, combining exclusive data, CBRE market knowledge and our clients' requirements to animate the art and science of real estate decision making.

We analyze demographics, spending, employment data and competitive landscapes to visualize actionable insights that help drive intelligent location conversations.



CBRE Deal Flow

Access to inventory and meaningful, actionable data.

CBRE Deal Flow is our proprietary digital marketplace and global listing platform for all property and portfolio sales, including land listings.

Notable assignments.

Spark (McCrimmon Parkway)



Market	Morrisville, North Carolina
Type	Life Sciences Mixed Use
Seller	Stephens Enterprises
Buyer	Trinity Capital Partners
Acres	109
Lead Brokers	Chester F. Allen & Tiffany Hilburn
Sale Price	\$72.5 Million

Due to a recent extension of McCrimmon Parkway through the property and limited large-scale undeveloped tracts in the area, the site's desirability and value increased significantly. Knowing the significant increase in value and the open development possibilities with the new access, the landowner approached CBRE to assist in finding a joint venture partner to master plan and build the site. After conducting the marketing process and selecting a partner, the site has been planned and is under construction for a 1.8M-square-foot life sciences campus with a couple of multifamily developments as well as some complementary retail spaces.

Citisculpt Assemblage



Market	Durham, North Carolina
Type	Urban Mixed Use
Seller	Citisculpt/Durham Partnership Group, LLC
Buyer	LMC/Kane Realty/Park Grove Realty
Acres	8.11
Lead Brokers	Chester F. Allen
Sale Price	\$21.45 Million

Citisculpt, a real estate development partnership owned several mixed-use parcels in downtown Durham. One of the parcels was preliminarily approved to construct up to 212,000 square feet of office space, 300 apartments, a 155-key hotel and 10,000 square feet of retail space. Citisculpt decided to sell the parcels and hire CBRE to market the parcels separately.

CBRE marketed the parcels using a traditional approach with no deadlines for offers. Buyers for all parcels were secured quickly and closed on the sites after a short due diligence period. The three parcels have since been developed and have become a central part of Durham's skyline, adding needed rental units to the American Tobacco Campus district.

Notable assignments.

NC Highway 42 & US Highway 70



Market Clayton, North Carolina

Type Industrial

Seller Norfolk Southern Railway

Buyer Grifols Therapeutics

Acres 466.69 Acres

Lead Brokers Barry J. Bowling

Sale Price \$9 Million

Norfolk Southern Railway owned 467 acres of mostly timbered land at the interchange of NC Hwy. 42 and US Hwy. 70 in Clayton, a growing city just outside of the Raleigh metro area. Due to the property's minimal access, CBRE determined that it would most likely be a neighboring property owner that would purchase the land. Located next door to the property, Grifols had announced a new expansion that would utilize their existing landholdings in the area. To accommodate for future expansions, they purchased the full tract as an investment for additional growth.

705 Doc Nichols Road



Market Durham, North Carolina

Type Single-Family Residential

Seller East Durham Land Company LLC

Buyer Mungo Homes

Acres 240.16 Acres

Lead Brokers Chester F. Allen & Tiffany Hilburn

Sale Price \$16 Million

This property was formerly entitled for an age-restricted single-family residential community phase of Fendol Farms. CBRE started marketing the property in 2018, running a call for offers process and selecting a buyer in 2019. After a termination, CBRE re-marketed the property in 2020, running a traditional marketing process and selecting Mungo Homes as the buyer. Mungo, under contract with the Eqypt Tract next door, planned to add the Doc Nichols Road parcel as additional phases to its planned residential community. With an initial takedown closing of 110 acres in January 2022 and a secondary takedown of 130 acres in March 2024, Mungo is planning to build Sweetbrier, a 1,152-home community. The Doc Nichols Road land is planned to make up to 648 lots of the community, with the Eqypt Tract accounting for the remaining 504 homes.

Testimonials.

“In all dealings I’ve had with Chester and his team, he’s done a fantastic job of both securing top value for the property, and finding buyers who perform and close on time (the latter being equally important!). What I appreciate most about my relationship with him and his team though, is the ability to have straightforward and honest conversations about how best to get a deal done. There are so many moving pieces in real estate transactions, it’s so important to work with people you can trust, and I really value Chester and his team in that regard. They are also some of the most knowledgeable land brokers in the market in my opinion, and I’ve worked with many!”

Caitlin Shelby, Managing Director | Wood Partners

“CBRE brokered a couple of very interesting deals that we worked together on in 2018. Their ability to place us in the exact situations in which we thrive was impeccable. We were able to go from contract to close on 700 acres in just about 100 days. CBRE’s outreach and guidance throughout the limited timeframe we were granted to contemplate these acquisitions was instrumental in our decision-making. We are grateful to have worked with the team at CBRE, and look forward to more deals in the future.”

Eric Rifkin, Chief Operating Officer | The Halle Companies



“Thank you Raleigh CBRE team for your guidance and professionalism with the selling of our family farm. Not being familiar with large real estate transactions such as this one, I was rather overwhelmed at the daunting prospect of understanding the whole process. You and your team provided the most helpful direction and counsel at every step of the way and made me feel constantly reassured that we were working the best deal possible. I was impressed with your market knowledge and industry contacts that made the marketing to contracting to closing timeline surprisingly short.”

Robert Fleming, Owner | Fleming Family Farm

“Barry represented the YMCA in selling some property that the Y inherited from a donor. The deal was very complicated from the beginning, but Barry managed the entire process exceptionally well. We had to deal with some state regulations, a difficult buyer, hurricane damage in the middle of the process and some legal complexities at the closing. Yet, Barry never faltered in his ability to negotiate, or provide the Y with exceptional advice.”

Bryan Huffman, Chief Financial Officer | YMCA of the Triangle Area



Connect with us.

80 years of combined experience in commercial real estate



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