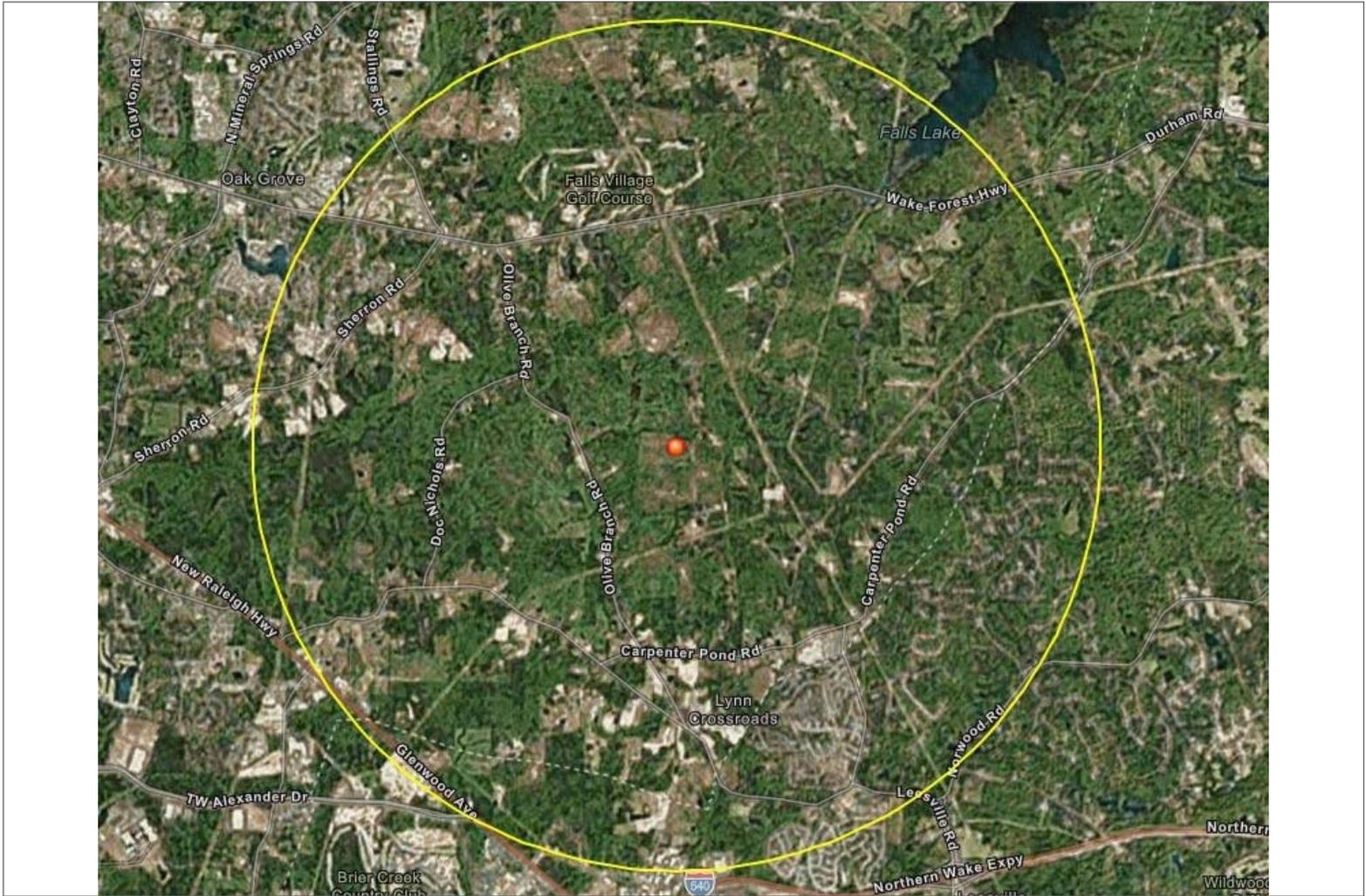


FOR SALE

Residential Development

802 Virgil Road, Durham, NC 27703
35.951243681, -78.765644243



PROPERTY HIGHLIGHTS

- Traffic Counts: Leesville Road = 2300, Hickory Grove Church Road = 2900, Olive Branch Road = 2200, Carpenter Pond Road = 1700
- Excellent road frontage with high visibility
- Power and cable on site
- Low-density residential development, perfect for 1-acre mid to high-end residential homes
- located near the new Fendol Farms community project and only minutes to U.S. 70, I-540

DEMOGRAPHICS	1-MILE	3-MILE	5-MILE
Population	194	20,259	80,088
Households	76	7,735	31,597
Average Household Income (\$)	84,565	110,465	107,352

FOR MORE INFORMATION CALL:

Cory Bowes O | 855.384.LAND C | 336.583.5370 Cbowes@nationalland.com

No warranty expressed or implied has been made as to the accuracy of the information provided herein, no liability assumed for error or omissions.

FOR SALE

Residential Development

802 Virgil Road, Durham, NC 27703

35.951243681, -78.765644243



Size

Price

TMS #

146.48 +/- Acres

\$4,260,000

0870-03-01-0451



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Parcel #194241 / PIN: 0870-03-01-0451
802 Virgil Road
Durham, NC



Residential Development

802 Virgil Road, Durham, NC 27703

35.951243681, -78.765644243



Executive Summary

27703, Durham, North Carolina
Rings: 1, 3, 5 mile radii

Prepared by Esri
Latitude: 35.95518
Longitude: -78.76326

	1 mile	3 miles	5 miles
Population			
2000 Population	135	11,050	35,620
2010 Population	182	15,667	65,538
2017 Population	194	20,259	80,088
2022 Population	238	23,038	89,797
2000-2010 Annual Rate	3.03%	3.55%	6.29%
2010-2017 Annual Rate	0.88%	3.61%	2.80%
2017-2022 Annual Rate	4.17%	2.60%	2.31%
2017 Male Population	48.5%	49.2%	48.3%
2017 Female Population	51.5%	50.8%	51.7%
2017 Median Age	43.3	38.8	37.0

In the identified area, the current year population is 80,088. In 2010, the Census count in the area was 65,538. The rate of change since 2010 was 2.80% annually. The five-year projection for the population in the area is 89,797 representing a change of 2.31% annually from 2017 to 2022. Currently, the population is 48.3% male and 51.7% female.

Median Age

The median age in this area is 43.3, compared to U.S. median age of 38.2.

Race and Ethnicity

	1 mile	3 miles	5 miles
2017 White Alone	82.1%	76.4%	61.1%
2017 Black Alone	8.7%	13.3%	25.4%
2017 American Indian/Alaska Native Alone	0.0%	0.3%	0.4%
2017 Asian Alone	3.6%	4.7%	6.3%
2017 Pacific Islander Alone	0.0%	0.0%	0.0%
2017 Other Race	4.1%	3.0%	4.1%
2017 Two or More Races	1.5%	2.3%	2.6%
2017 Hispanic Origin (Any Race)	6.7%	6.9%	8.4%

Persons of Hispanic origin represent 8.4% of the population in the identified area compared to 18.1% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 62.6 in the identified area, compared to 64.0 for the U.S. as a whole.

Households

	1 mile	3 miles	5 miles
2000 Households	54	3,989	13,132
2010 Households	72	5,967	25,983
2017 Total Households	76	7,735	31,597
2022 Total Households	93	8,789	35,346
2000-2010 Annual Rate	2.92%	4.11%	7.06%
2010-2017 Annual Rate	0.75%	3.64%	2.73%
2017-2022 Annual Rate	4.12%	2.59%	2.27%
2017 Average Household Size	2.55	2.62	2.53

The household count in this area has changed from 25,983 in 2010 to 31,597 in the current year, a change of 2.73% annually. The five-year projection of households is 35,346, a change of 2.27% annually from the current year total. Average household size is currently 2.53, compared to 2.52 in the year 2010. The number of families in the current year is 21,223 in the specified area.

Data Note: Income is expressed in current dollars

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022. Esri converted Census 2000 data into 2010 geography.

October 12, 2017

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Executive Summary

27703, Durham, North Carolina
Rings: 1, 3, 5 mile radii

Prepared by Esri
Latitude: 35.95518
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	1 mile	3 miles	5 miles
Median Household Income			
2017 Median Household Income	\$68,330	\$92,536	\$81,023
2022 Median Household Income	\$75,000	\$97,648	\$88,448
2017-2022 Annual Rate	1.88%	1.08%	1.77%
Average Household Income			
2017 Average Household Income	\$84,565	\$110,465	\$107,352
2022 Average Household Income	\$93,581	\$120,882	\$119,299
2017-2022 Annual Rate	2.05%	1.82%	2.13%
Per Capita Income			
2017 Per Capita Income	\$35,384	\$41,771	\$42,383
2022 Per Capita Income	\$39,043	\$45,679	\$46,991
2017-2022 Annual Rate	1.99%	1.80%	2.09%

Households by Income
Current median household income is \$81,023 in the area, compared to \$56,124 for all U.S. households. Median household income is projected to be \$88,448 in five years, compared to \$62,316 for all U.S. households

Current average household income is \$107,352 in this area, compared to \$80,675 for all U.S. households. Average household income is projected to be \$119,299 in five years, compared to \$91,585 for all U.S. households

Current per capita income is \$42,383 in the area, compared to the U.S. per capita income of \$30,820. The per capita income is projected to be \$46,991 in five years, compared to \$34,828 for all U.S. households

Housing			
2000 Total Housing Units	57	4,112	13,678
2000 Owner Occupied Housing Units	44	3,696	10,972
2000 Renter Occupied Housing Units	11	293	2,160
2000 Vacant Housing Units	2	123	546
2010 Total Housing Units	77	6,264	27,570
2010 Owner Occupied Housing Units	60	5,140	18,642
2010 Renter Occupied Housing Units	12	827	7,341
2010 Vacant Housing Units	5	297	1,587
2017 Total Housing Units	79	8,064	32,898
2017 Owner Occupied Housing Units	60	6,387	21,727
2017 Renter Occupied Housing Units	16	1,347	9,871
2017 Vacant Housing Units	3	329	1,301
2022 Total Housing Units	96	9,149	36,813
2022 Owner Occupied Housing Units	73	7,222	24,185
2022 Renter Occupied Housing Units	19	1,567	11,161
2022 Vacant Housing Units	3	360	1,467

Currently, 66.0% of the 32,898 housing units in the area are owner occupied; 30.0%, renter occupied; and 4.0% are vacant. Currently, in the U.S., 55.6% of the housing units in the area are owner occupied; 33.1% are renter occupied; and 11.3% are vacant. In 2010, there were 27,570 housing units in the area - 67.6% owner occupied, 26.6% renter occupied, and 5.8% vacant. The annual rate of change in housing units since 2010 is 8.17%. Median home value in the area is \$245,319, compared to a median home value of \$207,344 for the U.S. In five years, median value is projected to change by 1.96% annually to \$270,355.

Data Note: Income is expressed in current dollars

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022. Esri converted Census 2000 data into 2010 geography.

October 12, 2017

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as a *buyer's agent* without a written agreement. But if you decide to make an offer to purchase a particular property, the agent must obtain a written agency agreement before writing the offer. If you do not sign it, the agent can no longer represent and assist you and is no longer required to keep information about you confidential.

Be sure to read and understand any agency agreement before you sign it. Once you sign it, the agent must give you a copy of it.

Services and Compensation: Whether you have a written or unwritten agreement, a *buyer's agent* will perform a number of services for you. These may include helping you

- find a suitable property
- arrange financing
- learn more about the property and
- otherwise promote your best interests.

If you have a **written** agency agreement, the agent can also help you prepare and submit a written offer to the seller.

A *buyer's agent* can be compensated in different

ways. For example, you can pay the agent out of your own pocket. Or the agent may seek compensation from the seller or listing agent first, but require you to pay if the listing agent refuses. Whatever the case, be sure your compensation arrangement with your *buyer's agent* is spelled out in a buyer agency agreement before you make an offer to purchase property and that you carefully read and understand the compensation provision.

Dual Agent

You may permit an agent or firm to represent you **and** the seller at the same time. This “dual agency relationship” is most likely to happen if you become interested in a property listed with your *buyer's agent* or the agent's firm. If this occurs and you have not already agreed to a dual agency relationship in your (written or oral) buyer agency agreement, your *buyer's agent* will ask you to amend the buyer agency agreement or sign a separate agreement or document permitting him or her to act as agent for both you and the seller. It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally.

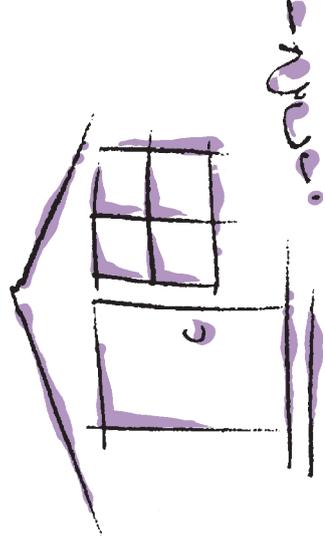
Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated dual agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a *dual agent's* loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of

- what your relationship is with the *dual agent* and
- what the agent will be doing for you in the transaction.

This can best be accomplished by putting the agreement in writing at the earliest possible time.



Seller's Agent Working With a Buyer

If the real estate agent or firm that you contact does not offer *buyer agency* or you do not want them to act as your *buyer agent*, you can still work with the firm and its agents. However, they will be acting as the *seller's agent* (or “subagent”). The agent can still help you find and purchase property and provide many of the same services as a *buyer's agent*. The agent must be fair with you and provide you with any “material facts” (such as a leaky roof) about properties.

But remember, the agent represents the seller—not you—and therefore must try to obtain for the seller the best possible price and terms for the seller's property.

Furthermore, a *seller's agent* is required to give the seller any information about you (even personal, financial or confidential information) that would help the seller in the sale of his or her property. Agents must tell you *in writing* if they are *seller's agents* before you say anything that can help the seller. But **until you are sure that an agent is not a seller's agent, you should avoid saying anything you do not want a seller to know.**

Sellers' agents are compensated by the sellers.

Disclosure of Seller Subagency (Complete, if applicable)

When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see “Seller's Agent Working with a Buyer” in the brochure. Agent's Initials. Acknowledging Disclosure: _____

(Note: This brochure is for informational purposes only and does not constitute a contract for service.)

The North Carolina Real Estate Commission
P.O. Box 17100 • Raleigh, North Carolina 27619-7100
919/875-3700 • Web Site: www.ncrec.gov
REC 3.45 3/11/13

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WORKING REAL ESTATE AGENTS

WORKING WITH REAL ESTATE AGENTS

When buying or selling real estate, you may find it helpful to have a real estate agent assist you.

Real estate agents can provide many useful services and work with you in different ways. In some real estate transactions, the agents work for the seller. In others, the seller and buyer may each have agents. And sometimes the same agents work for both the buyer and the seller. It is important for you to know whether an agent is representing you as **your** agent or simply assisting you while acting as an agent of the other party.

This brochure addresses the various types of agency relationships that may be available to you. It should help you decide which relationship you want to have with a real estate agent. It will also give you useful information about the various services real estate agents can provide buyers and sellers, and it will help explain how real estate agents are paid.

For representing you and helping you sell your property, you will pay the listing firm a sales commission or fee. The listing agreement must state the amount or method for determining the sales commission or fee and whether you will allow the firm to share its commission with agents representing the buyer.

Dual Agent

You may even permit the listing firm and its agents to represent you **and** a buyer at the same time. This “dual agency relationship” is most likely to happen if an agent with your listing firm is working as a *buyer’s agent* with someone who wants to purchase your property. If this occurs and you have not already agreed to a dual agency relationship in your listing agreement, your listing agent will ask you to amend your listing agreement to permit the agent to act as agent for both you and the buyer.

It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally.

Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a dual agent’s loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of

- what your relationship is with the *dual agent* and
- what the agent will be doing for you in the transaction.

BUYERS

When buying real estate, you may have several choices as to how you want a real estate firm and its agents to work with you. For example, you may want them to

represent only you (as a **buyer’s agent**). You may be willing for them to represent both you and the seller at the same time (as a **dual agent**). Or you may agree to let them represent only the seller (**seller’s agent** or **subagent**). Some agents will offer you a choice of these services. Others may not.

Buyer’s Agent

Duties to Buyer: If the real estate firm and its agents represent you, they must

- promote your best interests
- be loyal to you
- follow your lawful instructions

provide you with all material facts that could influence your decisions

- use reasonable skill, care and diligence, and
- account for all monies they handle for you.

Once you have agreed (either orally or in writing) for the firm and its agents to be your *buyer’s agent*, they may not give any confidential information about you to sellers or their agents without your permission so long as they represent you. But **until you make this agreement with your buyer’s agent, you should avoid telling the agent anything you would not want a seller to know.**

Unwritten Agreements: To make sure that you and the real estate firm have a clear understanding of what your relationship will be and what the firm will do for you, you may want to have a written agreement. However, some firms may be willing to represent and assist you for a time

Continued on the back

FOR BUYER/SELLER

Agent Name _____ License Number _____

Firm Name _____

Date _____

WORKING WITH REAL ESTATE AGENTS

Agents are required to review this with you and must retain this acknowledgment for their files.

This is not a contract

By signing, I acknowledge that the agent named below furnished a copy of this brochure and reviewed it with me.

Buyer or Seller Name (Print or Type)

Buyer or Seller Signature

Buyer or Seller Name (Print or Type)

Buyer or Seller Signature

Date

Firm Name

Agent Name

License Number

Disclosure of Seller Subagency (Complete, if applicable)

When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see “Seller’s Agent Working with a Buyer” in the brochure.

Buyer’s Initials Acknowledging Disclosure: _____