

Case Study: Land Acquisition

In 2017, Dowell Commercial Realty (DCR) acted as buyer representation for Nice View LLC, an apartment developer. After surveying Hickory and the surrounding area, this property becomes a primary site of interest. DCR ultimately had this site contracted for developer by 4Q17.

Property: 1186 4th Street Southwest, Hickory in Catawba County. Approx. 11.5 acre site with topography challenges. Site is well positioned off major thoroughfares Highway 321, Highway 70, and I-40. It is adjacent to but behind a Walmart Neighborhood Market.

Team: Sean Dowell of Dowell Commercial Realty (DCR)

Reference: Available Upon Request



Approach

Making the Most of an Unusable Site: Development of this site would have been challenging for anyone. Sitting on a bluff overlooking a creek, only approx. 6 acres of this 11.5 acre site are usable. Clustering development to one area allowed this multi-family developer to receive credit for unusable sections of this land. A sale of this property to a multi-family builder was its best and highest use.

Diligence to Overcome Environmental Questions: During contracted time, developer became aware of prior dumping activity on this property. Seller reports this as “clean dirt” received from multiple sources. Seller had been attempting to have a free solution to the lack of usable area but did not keep records about such. Due to having no associated paperwork, developer investigates this potential contamination of the site’s only usable area with extreme diligence and a contract extension. Given time for completion of environmental certification, this property finds its way to a successful sale.

Results

Property was purchased for \$400,000 in May 2019. This is \$67K per usable acre and \$5K per unit. By 2020, this property is developed into an eighty (80) unit new construction apartment complex. At four stories, 45’ in height, and sitting on a bluff, this property has incredible views.