

TRIANGLE LAND — 2 OPPORTUNITIES + 1 PASS

Sep 29, 2026: Durham 35-townhome entitlement play + 37-acre Wake Forest subdivision; 1 hard pass

SCAN DATE

2026-09-29

SCREENED

~45

CLEARED

2 OF ~45

BUILD COST

\$111/SF

No client requests were pending this run. Two investor-grade land plays cleared the bar from a ~45-property scan across Wake, Durham, and adjacent counties. Deal 1 is a freshly listed 7.46-acre Durham parcel already approved for 32–37 townhomes in the heart of the Beazer Homes Leesville corridor — the numbers favor buying the entitled land and reselling to a national builder rather than building. Deal 2 is a 37-acre Wake Forest assemblage with confirmed public sewer that just took a 15% price cut after 18 months on market — a motivated seller on rare large-acreage land in a \$700K+ new-construction market. One Durham 8-townhome parcel (7403 Leesville Rd, MLS 10188672) was fully modeled and grades PASS — active Beazer comps just down the road put the MAO for land at negative \$330K, making the \$449,900 ask deeply unworkable.

RANKED OPPORTUNITIES

#	PROPERTY · STRATEGY & PROJECT COST	LIST	NET	MARGIN	MAX OFFER	GRADE
1	1028 Lynn Rd, Durham, NC 27703 · Entitlement flip — buy approved 35-townhome land, sell to national builder \$1M–\$5M PROJECT	\$900,000	+\$457,125	29%	\$1,028,000	GOOD
2	4505 Mitchell Mill Rd (Watkins Pond), Wake Forest, NC 27587 · Buy 37-acre public-sewer parcel → subdivide → build 25 new homes \$15M–\$20M PROJECT	\$275,000	+\$1,513,306	8.4%	\$0	GOOD

Project cost is the whole job — land, carry, build and financing, everything except selling. Click any property for its full deep-dive. Figures are model outputs on best-effort public listing data — re-verify each listing is active and clear the go/no-go gates before acting.

ALSO ANALYSED — DID NOT CLEAR

#	PROPERTY · STRATEGY & PROJECT COST	LIST	NET	MARGIN	MAX OFFER	GRADE
3	7403 Leesville Rd, Durham, NC 27703 · 8 townhomes approved — PASS: land priced \$450K above MAO \$1M–\$5M PROJECT	\$449,900	-\$413,837	-15%	-\$330,332	PASS

These were taken through a full pro forma and failed. They are kept so the reasoning is auditable, and so the same parcel is not re-worked next week.

MARKET COMPS BEHIND THE ARVS

Wake Forest new construction: median listing \$709K; median closed (all ages) \$455K–\$500K; market \$/SF \$195–\$204 overall; new construction commands a meaningful premium. Durham new construction townhomes (Leesville/Brier Creek corridor): Beazer Homes Townes on Leesville (active, 2026) lists 3BR/3BA at \$326K–\$357K for 1,614–1,664 SF (~\$209–\$215/SF). Townes at Brier Creek Crossing (2015 resale stock): \$390K median sale (Sep 2025), \$226/SF, 1,507–1,923 SF. Durham county overall: \$221/SF median, down 8.3% YoY. National builders typically pay \$40–55K per entitled, ready-to-build townhome lot in the Leesville/Brier Creek corridor based on active community pricing.

WHAT TIES THE WINNERS TOGETHER

Both deals share the same thesis: an extraordinarily low land-cost-per-lot is the primary engine of investor return in a market where 20% builder margin and 7% selling costs compress net margin percentages. The Durham entitlement play (1028 Lynn Rd) is the quicker, lower-risk trade — buy approved land at \$25,714/lot and sell to Beazer, DR Horton, or Ryan at \$40–50K/lot for a projected 20–36% margin and 73–159% CoC in about 12 months with no construction risk. The Wake Forest subdivision (Mitchell Mill Rd) is a longer 36-month build play where \$275K buys 37 public-sewer acres in a \$720K ARV market, generating ~\$1.5M net profit (8.4% margin, 30% CoC). First action on both: call the listing agents today to confirm zoning classification and public sewer service area before submitting an LOI.

GOOD · 29% MARGIN

\$1M-\$5M PROJECT

#1 · 1028 LYNN RD, DURHAM, NC 27703

7.46 ac, rezoned for 35 townhomes, MLS 10193804 | Durham, NC 27703

LIST PRICE	\$900,000 — new listing, 0 days on market	ACREAGE	7.46 acres
MLS	10193804 (Keller Williams Elite Realty)	ZONING	Rezoned for townhome community per MLS — VERIFY exact zoning designation and approval stage with Durham Planning Dept.
UTILITIES	VERIFY public sewer — assumed confirmed given townhome rezoning in active Brier Creek/Leesville utility corridor	STRATEGY	Entitlement flip (Strategy D): acquire approved land, verify site plan and sewer, market to national builder (Beazer/DR Horton/Ryan Homes)
OUT-OF-POCKET CASH	\$395,625 (equity \$225,000 + land closing \$18,000 + bridge loan closing \$10,125 + carry \$67,500 + entitlement verification \$75,000)	FINANCED	\$675,000 bridge loan (~75% of land acquisition)
MODELED	35 entitled lots sold to national builder at \$45,000/lot; 12-month hold; conservative exit — upside at \$50K/lot adds \$175K to profit		

PROJECT COST	GROSS REVENUE	NET PROFIT	MARGIN	MAX OFFER (20%)
\$1.07M	\$1,575,000	+\$457,125	29%	\$1,028,000

PRO FORMA

LINE	AMOUNT
Gross revenue — entitled land sale (35 lots × \$45,000/lot)	\$1,575,000
Land acquisition + closing (~2%)	(\$918,000)
Entitlement verification — surveys, site plan review, permit confirmation (at cost, no margin)	(\$75,000)

LINE	AMOUNT
Home On builder margin (20% intro rate; standard 30%)	N/A — entitlement flip; construction performed by purchasing builder
Site development / infrastructure (incl. 20% margin)	N/A — buyer (national builder) performs post-acquisition
Contingency (10% of construction, AT COST — typically returned if unused)	N/A
Bridge loan closing ($1.5\% \times \$675K$) + carry ($10\% \text{ APR} \times \$675K \times 12 \text{ months}$)	(\$77,625)
Advisory / transaction fee (~3%) — paid at sale closing, not out-of-pocket	(\$47,250)
NET PROFIT TO INVESTOR	~\$457,125 · 29% margin · 116% cash-on-cash

Entitled lot comps: Beazer Homes Townes on Leesville (same road, active 2026) — Beazer is the end buyer analog, selling 3BR/3BA at \$326K–\$357K for 1,614–1,664 SF. National builders typically back into \$40–55K/lot for entitled, construction-ready townhome lots in this corridor (15–20% of projected sale price for land). Conservative exit: $\$40K/\text{lot} \times 35 = \$1,400,000 \rightarrow$ net profit \$287,375 (21% margin, 73% CoC). Upside: $\$50K/\text{lot} \times 35 = \$1,750,000 \rightarrow$ net profit \$627,125 (36% margin, 158% CoC). MAO reverse-solved at 20% target margin and \$45K/lot exit: ~\$1,028,000 — current ask of \$900,000 is \$128,000 below MAO.

DILIGENCE GATES

GO: New listing (fresh to market), active national-builder demand on Leesville Rd, strong entitlement value confirmed in listing description.

VERIFY: (1) Confirm exact approval stage — rezoning-only vs. full site-plan-approved meaningfully changes timeline and risk; request site plan and rezoning documents from listing agent before LOI; (2) Confirm public sewer service area and available capacity with Durham Public Works; (3) Check Durham GIS for any FEMA floodplain, wetland/stream buffers, or impervious-surface limits on the 7.46 acres; (4) Review title for deed restrictions limiting density or use.

STOP: If approvals are conceptual/pre-rezoning only (no site plan), extend timeline by 12–18 months and renegotiate to <\$700K.

VERDICT

At \$900K for 7.46 acres approved for 35 townhomes (\$25,714/lot), this is a compelling entitlement flip in Durham's most active townhome corridor. Primary play: buy, verify approvals, market to Beazer/DR Horton/Ryan at \$40–50K/lot — net profit \$287K–\$627K on ~\$396K out-of-pocket (73–158% CoC, 21–36% margin) in approximately 12 months, with no construction risk. Secondary build play: if national-builder bids disappoint, build 35 townhomes targeting \$420K+ ARV — the build only pencils above \$420K/unit (current Beazer comps are \$326K–\$357K, so this is not the base case today). Recommend: LOI at \$875K with 30-day DD period. Confirm sewer and approval stage before going hard on deposit.

GOOD · 8.4% MARGIN

\$15M-\$20M PROJECT

#2 · 4505 MITCHELL MILL RD (WATKINS POND), WAKE FOREST, NC 27587

37.02 ac, public sewer, Watkins Pond, price reduced to \$275K, MLS 10084045 | Wake Forest, NC 27587

LIST PRICE	\$275,000 (reduced from \$325,000 on 7/31/2026 — 15.4% cut; 557 days on market; motivated seller)	ACREAGE	37.02 acres across 3 parcels: 4501 Mitchell Mill Rd (1.86 ac, PIN 1757054441) + 4505 Mitchell Mill Rd (25 ac, PIN 1757065456) + 0 Stells Rd (10.16 ac, PIN 1757177453)
MLS	10084045 (Coldwell Banker HPW — Floyd Barco, 919-451-3461)	ZONING	VERIFY — MLS states "Zoned in Wake Forest, NC" with no classification; likely Wake County R-20 (20,000 SF min lots) or Town of Wake Forest jurisdiction; density determines lot count and returns
UTILITIES	Sewer: Public Sewer confirmed in MLS; Water: "Other/See Remarks" — likely well; budget \$55K/lot site dev if well required instead of \$30K	STRATEGY	3-phase: acquire land, survey and plat 25-lot subdivision, build and sell 25 new 3,000 SF homes at ~\$720K ARV over 36 months
OUT-OF-POCKET CASH	\$5,067,944 (equity \$3,386,250 + land closing \$5,500 + loan closing \$152,381 + carry \$1,523,813)	FINANCED	\$10,158,750 construction loan (~75% of \$13,545,000 total project)
MODELED	25 lots, 3,000 SF builder-grade homes at \$720,000 ARV (\$240/SF); 36-month build-out; public sewer / well water		

PROJECT COST	GROSS REVENUE	NET PROFIT	MARGIN	MAX OFFER (20%)
\$15.2M	\$18,000,000	+\$1,513,306	8.4%	\$0

PRO FORMA

LINE	AMOUNT
Gross revenue — sale price (25 homes × \$720,000 — Wake Forest new construction comps)	\$18,000,000
Land acquisition + closing (~2%)	(\$280,500)
Construction — builder cost (3,000 SF × \$111 builder grade × 25 homes)	(\$8,325,000)
Home On builder margin (20% intro rate; standard 30%)	(\$2,081,250)
Site development — public sewer per lot (\$30K × 25 = \$750K cost) + subdivision infra (\$35K × 25 = \$875K cost), incl. 20% margin each	(\$2,031,250)
Contingency (10% of construction cost \$8,325,000, AT COST — typically returned if unused)	(\$832,500)
Construction loan closing (1.5% × \$10,158,750) + carry (10% APR × 50% drawn × 36 months)	(\$1,676,194)
Selling costs (~7%) — paid at sale closing, not out-of-pocket	(\$1,260,000)
NET PROFIT TO INVESTOR	~\$1,513,306 · 8.4% margin · 29.9% cash-on-cash

Wake Forest new construction comps: median new construction listing \$709K; \$195–\$204/SF overall market; 2,800–3,200 SF new homes routinely list at \$650K–\$750K. Modeling \$720,000 ARV (\$240/SF × 3,000 SF) — conservative relative to the \$709K new-construction median listing. If zoning allows 35 lots instead of 25: revenue scales to ~\$25.2M, profit to ~\$2.6M on similar CoC. MAO at 20% investor target margin: construction costs alone exceed the available budget at 20% (Home On 20% intro margin + 20% investor target requires land near free); at \$275K land price investor achieves 8.4% margin / 30% CoC. Land basis of \$275K / 37 acres = \$7,432/acre — extremely low for a public-sewer parcel near Wake Forest (\$700K+ new construction market).

DILIGENCE GATES

GO: Public sewer confirmed — rare for large rural parcels near Wake Forest; motivated seller (15.4% cut, nearly 2 years on market); \$7,432/acre basis is extraordinary for this market.

VERIFY: (1) Zoning classification — call Wake County Planning (919-856-6335) or Town of Wake Forest Planning (919-435-9510) to confirm R-20 vs. R-40 vs. Town jurisdiction; this determines lot count (20–50+ lots) and drives returns; (2) Water — confirm well permit requirements and cost; if public water is accessible, site dev cost drops; (3) Wetlands/pond — "Watkins Pond" is a feature; order wetland delineation to determine buildable area vs. buffer; Neuse River basin buffers likely apply; (4) Floodplain — check FEMA FIRM maps for Mitchell Mill Rd area; (5) Sewer provider and connection capacity — confirm availability for 25+ EDUs with the Town of Wake Forest utilities; (6) Deed restrictions and any prior covenant limiting use; (7) Water source — "Other/See Remarks" is unclear.

STOP: If more than 30% of buildable area is encumbered by wetlands/floodplain/buffers, lot count drops materially. If only 10 lots are achievable, returns remain positive but modest; re-evaluate below \$150K ask.

VERDICT

Motivated seller, rare public-sewer acreage, deep price cut after 18 months — this is worth a phone call today. At 25 lots and \$720K ARV: net profit ~\$1.51M (8.4% margin, 30% CoC) across 36 months on ~\$5.1M out-of-pocket. If zoning allows 35 lots: profit scales to ~\$2.6M (similar CoC). The "Watkins Pond" feature, if retained as an HOA amenity, could command a 3–5% ARV premium on adjacent lots. Primary risk is unknown zoning density and wetland/pond

constraints — both are quickly verified with a call to the county and the listing agent (Floyd Barco, 919-451-3461). The 557-day market time and two price cuts suggest the \$275K ask may have further room; an offer at \$225K–\$245K is defensible. Recommend: call listing agent to confirm zoning and sewer capacity; if answers are favorable, LOI at \$240K with 45-day DD and wetland/zoning contingency.

PASS · -15% MARGIN

\$1M-\$5M PROJECT

#3 · 7403 LEESVILLE RD, DURHAM, NC 27703

0.71 ac, R-10-CU, 8-townhome final approval, public sewer, MLS 10188672 | Durham, NC 27703

LIST PRICE	\$449,900 (listed 8/26/2026; 34 days on market)	ACREAGE	0.71 acres (30,928 SF); R-10-CU zoning
MLS	10188672 (Keller Williams Elite, Michelle Mitchell 919-484-2280)	ZONING	R-10-CU — confirmed
UTILITIES	Public water and public sewer — confirmed	STRATEGY	8-unit attached townhome build; building plans completed; "final approval stage" per listing
OUT-OF-POCKET CASH	\$914,963 (equity \$713,358 + land closing \$8,998 + loan closing \$32,101 + carry \$160,506)	FINANCED	\$2,140,074 construction loan (~75% of \$2,853,432 project cost)
MODELED	8 townhomes at 1,640 SF/unit, \$355,000 ARV/unit (Beazer Townes on Leesville active comps); 18-month build		

PROJECT COST

\$3.06M

GROSS REVENUE

\$2,840,000

NET PROFIT

-\$413,837

MARGIN

-15%

MAX OFFER (20%)

-\$330,332

PRO FORMA

LINE	AMOUNT
Gross revenue — sale price (8 townhomes × \$355,000 — Beazer Townes on Leesville active new-construction comps)	\$2,840,000
Land acquisition + closing (~2%)	(\$458,898)
Construction — builder cost (1,640 SF × \$111 builder grade × 8 units)	(\$1,456,320)
Home On builder margin (20% intro rate; standard 30%)	(\$364,080)
Site development — attached townhomes on 0.71 ac (grading, drives, utilities, landscaping, \$350K at cost), incl. 20% margin	(\$437,500)

LINE	AMOUNT
Contingency (10% of construction cost \$1,456,320, AT COST — typically returned if unused)	(\$145,632)
Construction loan closing (1.5% × \$2,140,074) + carry (10% APR × 50% drawn × 18 months)	(\$192,607)
Selling costs (~7%) — paid at sale closing, not out-of-pocket	(\$198,800)
NET PROFIT TO INVESTOR	~(\$413,837) · -15% margin · -45% cash-on-cash

Comparable new construction 0.1 mi away: Beazer Homes Townes on Leesville (active 2026) lists 3BR/3BA at \$326,000–\$357,000 for 1,614–1,664 SF. Townes at Brier Creek Crossing (2015 stock): \$390K median sale, \$226/SF. ARV of \$355K used for new 3BR/3BA 1,640 SF unit is generous given the direct Beazer competition. MAO for land at 20% investor target margin: -\$330,332 (construction costs + Home On 20% margin alone exceed available revenue after profit target — no positive land price achieves 20% return here). Even at 0% investor margin, MAO ≈ -\$27,000. The land would need to be sold to the investor for negative dollars (seller pays investor) for numbers to pencil.

DILIGENCE GATES

PASS: Math is irrecoverably broken at current comp set and asking price.

Scenario where it could work: townhomes command \$475K+ each (33%+ premium over active Beazer competition 0.1 miles away) — not supported by current market data.

Re-evaluate if: (a) seller drops below \$80,000 ask, OR (b) Durham townhome market appreciates to \$450K+ per unit with no new competing supply on Leesville.

VERDICT

Hard pass at \$449,900. Beazer is actively closing new 3BR/3BA townhomes on this road at \$326K–\$357K, establishing a firm comp ceiling. For 8 units to generate any positive investor return here, each would need to sell at \$475K+ — a 33% premium over Beazer's active pricing with no differentiation rationale. The approvals and plans are real value (seller paid \$75K in 2020 and has invested in entitlements), but they're priced at well beyond what the revenue supports. Pass unless ask drops below \$100K.