

GOOD · 22.2% MARGIN

\$10M-\$15M PROJECT

#1 · 1008/1010 COPELAND ST, APEX, NC 27523

5.8 ac at 1008/1010 Copeland St, Apex 27523 · MLS 10059982 · RA → Medium Density (Apex 2045)

LIST PRICE	\$1,500,000 (MLS #10059982, Fathom Realty NC — been on market; motivated seller likely)	ACREAGE	5.8 acres (1008 Copeland: 2.96 ac + 1010 Copeland: 2.84 ac — two parcels, sold together)
MLS	10059982 (Doorify/Triangle MLS)	ZONING	RA (Residential Agricultural) — current. Apex 2045 Future Land Use: Medium Density Residential (7–12 units/acre)
UTILITIES	Public water AND public sewer confirmed on adjacent parcels; no HOA; no subdivision	STRATEGY	(B) Build new: rezone → 30 townhomes × 1,700 SF → sell; OR (D) Paper win: rezone → sell entitled lots to builder
OUT-OF-POCKET CASH	\$4,025,888 (25% equity \$2,993,225 + loan closing \$134,695 + 24-mo carry \$897,968)	FINANCED	\$8,979,675 construction loan (75% of \$11,972,900 total project cost)
MODELED	30 townhomes × 1,700 SF @ \$360/SF (Downtown Apex Q2 2026 median sold: \$375/SF per Redfin; using \$360 conservatively)	MAO	\$1,858,000 at \$360/SF — current ask \$1.5M is \$358K BELOW MAO. Cushion: 19%
PAPER-WIN ENTITLEMENT	Buy \$1.5M → rezone (\$100K) → sell 30 entitled lots @ \$200K/lot = \$6M gross → ~\$3.8M net profit, \$672K out-of-pocket, ~18-month hold	DOWNSIDE (NO REZONE, RA 8 homes × 2,400 SF @ \$360/SF ONLY)	→ ~12% margin / 41% C-o-C — survivable floor

PROJECT COST

\$13.0M

GROSS REVENUE

\$18,360,000

NET PROFIT

+\$4,069,237

MARGIN

22.2%

MAX OFFER (20%)

\$1,858,000

LINE	AMOUNT
Gross revenue — 30 townhomes, 1,700 SF each × \$360/SF (comps: Downtown Apex median \$375/SF Q2 2026)	\$18,360,000
Land acquisition + closing (~2%)	(\$1,530,000)
Construction — builder cost (51,000 SF × \$111/SF, builder grade)	(\$5,661,000)
Home On builder margin (20% intro rate; standard 30%)	(\$1,415,250)
Site development — 30 lots × \$30K/lot (public utilities, incl. 20% margin)	(\$1,125,000)
Subdivision infrastructure — 30 lots × \$35K/lot (incl. 20% margin)	(\$1,312,500)
Sewer/water extension to site — AT COST, no margin (est. 200 LF from adjacent parcel)	(\$80,000)
Contingency (10% of construction cost, AT COST — typically returned to investor if unused)	(\$566,100)
Soft costs — design/permits/survey (5% of construction, AT COST)	(\$283,050)
Construction loan closing (1.5% × \$8,979,675 loan)	(\$134,695)
Carry — 10% APR × 50% avg drawn × 24-month build	(\$897,968)
Selling costs (~7%) — paid at sale closing, not out-of-pocket	(\$1,285,200)
NET PROFIT TO INVESTOR	~\$4,069,237 · 22.2% margin · 101.1% cash-on-cash

ARV support: Downtown Apex Q2 2026 median sold \$375/SF per Redfin (30+ homes); 206 S Salem St → \$368/SF; 205 W Moore St → \$367/SF; 210 S Hughes St → \$503/SF. Model uses \$360/SF × 1,700 SF = \$612,000/unit, below current market median. MAO \$1,858,000 — at \$1.5M ask, investor is \$358,000 below MAO (19% cushion). Even if only 20 units approved on rezone, investor still clears 20%+ at \$360/SF.

GO: Apex 2045 Future Land Use designates this parcel Medium Density (7–12 units/acre) — strong planning-policy tailwind for rezone from RA.

GO: Both public water AND sewer confirmed on adjacent parcels — minimal extension needed.

GO: Walking/biking distance to downtown Apex restaurants, shops, Apex Friendship corridors.

GO: No HOA; no subdivision; clean parcels.

GO: \$1.5M ask is 19% below MAO at conservative \$360/SF comp — meaningful buffer.

VERIFY: Schedule pre-application meeting with Apex Planning (apexnc.org) — confirm rezone timeline, likely conditions (density cap, open space, traffic study), and any prior denials.

VERIFY: Call Apex Utilities to confirm sewer/water extension cost and available capacity from adjacent parcels (confirm gravity feed vs. pump station needed).

VERIFY: Desktop FEMA/NHD/wetlands review on the 5.8-acre parcel — flag any riparian buffers or floodplain that would reduce net buildable area.

VERIFY: Pull days-on-market full history — if listed 12+ months with no offers, confirm no hidden title/survey/easement issues.

STOP: If Apex Planning indicates the rezone is unlikely or site has deed restrictions preventing medium-density use.

STOP: If sewer extension requires a pump station (\$150K+) or capacity is constrained.

STOP: If >20% of the acreage is in FEMA floodplain or regulated wetlands.

VERDICT

GOOD — recommend moving to Phase 1 diligence this week. The combination of (a) Apex's own 2045 plan calling for medium density here, (b) adjacent public utilities, (c) a \$1.5M ask 19% below MAO at conservative comps, and (d) downtown Apex walkability makes this the strongest land play in the Triangle right now. Build scenario: 30 townhomes at \$360/SF (conservative vs. \$375 median) → investor nets +\$4,069,237 (22.2% margin, 101% cash-on-cash) on \$4.0M out-of-pocket over ~26 months. Entitlement scenario (lower risk, faster): buy → rezone → sell 30 entitled lots at \$200K/lot → investor nets +\$3,760,662 (62.7% margin) on only \$672K out-of-pocket in ~18 months. Even the no-rezone downside (8 RA homes) produces ~12% margin. Strong deal — diligence first.