



Grant - Murray
REAL ESTATE, LLC
COMMERCIAL AND INVESTMENT BROKERAGE

150 N. McPherson Church Rd
Fayetteville, NC 28303
www.grantmurrayre.com



LAND FOR SALE

1.1 AC ALONG SKIBO RD

1638 Skibo Rd, Fayetteville, NC 28303

for more information

PATRICK MURRAY, CCIM, CLS

Principal / Broker in Charge

O: 910.829.1617 x202

C: 910.988.5284

patrick@grantmurrayre.com



OFFERING SUMMARY

Sale Price: \$880,000

Lot Size: 1.1 Acres (to be subdivided)

Zoning: LC

Traffic Count: 48,500-Skibo Rd
16,500-Yadkin Rd

Price / SF: \$18.37

PROPERTY OVERVIEW

This approximately 1.1 acre parcel is to be subdivided and available for sale for \$880,000 (\$800,000/acre). The property is currently part of the Fort Bragg Federal Credit Union site and has the canopy/drive-thru operations which is to be relocated to the new branch on the adjacent property. The parcel has not yet been subdivided so the parcel lines are approximate and acreage subject to change. The property is zoned LC which allows for many commercial development uses.

The property is located near the intersection of Skibo Rd and Yadkin Rd with a full movement traffic light onto Yadkin Rd and right in/out access onto Skibo Rd. The area is surrounded by numerous retailers and restaurants to include a Walmart Supercenter, Walgreens, Sams Club, and nearby Cross Creek Mall. Traffic counts along Skibo Rd are 48,500 and on Yadkin Rd are 16,500. Within a three mile radius of the property there are 63,396 residents with an average household income of \$57,139 and a daytime population of 72,799.

PROPERTY HIGHLIGHTS

- Approximately 1.1 acres for sale for \$880,000
- Near intersection of Skibo Rd and Yadkin Rd
- Traffic light onto Yadkin Rd and in/out onto Skibo Rd
- Zoned LC (Limited Commercial)

for more information

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1.1 AC along Skibo Rd
1638 SKIBO RD, FAYETTEVILLE, NC 28303

ADDITIONAL PHOTOS



for more information

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Google

Map data ©2020 Imagery ©2020 , Maxar Technologies, USDA Farm Service Agency

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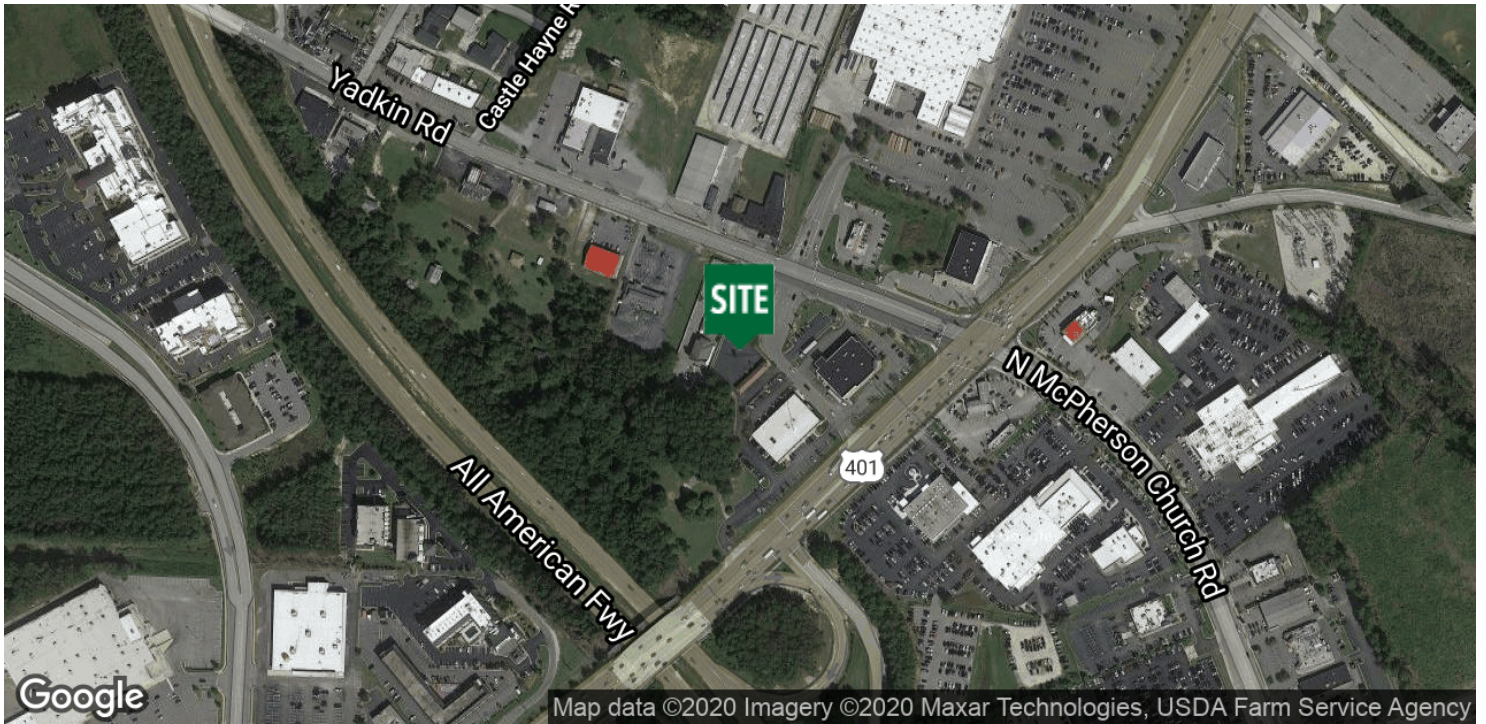
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LOCATION MAPS



for more information

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Executive Summary

1638 Skibo Rd
1638 Skibo Rd, Fayetteville, North Carolina, 28303
Rings: 1, 3, 5 mile radii

Prepared by Patrick Murray, CCIM, CLS
Latitude: 35.07878
Longitude: -78.95883

	1 mile	3 miles	5 miles
Population			
2000 Population	5,202	61,419	150,347
2010 Population	5,714	61,937	146,475
2019 Population	5,804	63,396	149,086
2024 Population	5,861	64,338	150,516
2000-2010 Annual Rate	0.94%	0.08%	-0.26%
2010-2019 Annual Rate	0.17%	0.25%	0.19%
2019-2024 Annual Rate	0.20%	0.30%	0.19%
2019 Male Population	50.6%	48.1%	48.4%
2019 Female Population	49.4%	51.9%	51.6%
2019 Median Age	30.8	33.5	32.9

In the identified area, the current year population is 149,086. In 2010, the Census count in the area was 146,475. The rate of change since 2010 was 0.19% annually. The five-year projection for the population in the area is 150,516 representing a change of 0.19% annually from 2019 to 2024. Currently, the population is 48.4% male and 51.6% female.

Median Age

The median age in this area is 30.8, compared to U.S. median age of 38.5.

Race and Ethnicity

2019 White Alone	42.1%	41.7%	40.2%
2019 Black Alone	39.1%	42.7%	45.2%
2019 American Indian/Alaska Native Alone	0.9%	0.9%	1.1%
2019 Asian Alone	5.9%	4.4%	3.4%
2019 Pacific Islander Alone	0.3%	0.4%	0.4%
2019 Other Race	5.6%	4.3%	4.1%
2019 Two or More Races	6.1%	5.7%	5.7%
2019 Hispanic Origin (Any Race)	15.5%	12.9%	12.3%

Persons of Hispanic origin represent 12.3% of the population in the identified area compared to 18.6% 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 71.2 in the identified area, compared to 64.8 for the U.S. as a whole.

Households

2019 Wealth Index	46	52	49
2000 Households	2,258	24,613	55,922
2010 Households	2,681	26,617	59,688
2019 Total Households	2,751	27,433	60,492
2024 Total Households	2,787	27,922	61,291
2000-2010 Annual Rate	1.73%	0.79%	0.65%
2010-2019 Annual Rate	0.28%	0.33%	0.14%
2019-2024 Annual Rate	0.26%	0.35%	0.26%
2019 Average Household Size	2.11	2.27	2.36

The household count in this area has changed from 59,688 in 2010 to 60,492 in the current year, a change of 0.14% annually. The five-year projection of households is 61,291, a change of 0.26% annually from the current year total. Average household size is currently 2.36, compared to 2.38 in the year 2010. The number of families in the current year is 37,248 in the specified area.

Data Note: Income is expressed in current dollars. Housing Affordability Index and Percent of Income for Mortgage calculations are only available for areas with 50 or more owner-occupied housing units.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024. Esri converted Census 2000 data into 2010 geography.

June 30, 2020



Executive Summary

1638 Skibo Rd
1638 Skibo Rd, Fayetteville, North Carolina, 28303
Rings: 1, 3, 5 mile radii

Prepared by Patrick Murray, CCIM, CLS
Latitude: 35.07878
Longitude: -78.95883

	1 mile	3 miles	5 miles
Mortgage Income			
2019 Percent of Income for Mortgage	26.4%	17.0%	16.4%
Median Household Income			
2019 Median Household Income	\$35,421	\$40,166	\$40,524
2024 Median Household Income	\$42,152	\$45,172	\$45,729
2019-2024 Annual Rate	3.54%	2.38%	2.45%
Average Household Income			
2019 Average Household Income	\$56,176	\$57,139	\$56,050
2024 Average Household Income	\$65,916	\$64,037	\$63,562
2019-2024 Annual Rate	3.25%	2.31%	2.55%
Per Capita Income			
2019 Per Capita Income	\$26,887	\$24,859	\$23,262
2024 Per Capita Income	\$31,630	\$27,912	\$26,398
2019-2024 Annual Rate	3.30%	2.34%	2.56%
Households by Income			

Current median household income is \$40,524 in the area, compared to \$60,548 for all U.S. households. Median household income is projected to be \$45,729 in five years, compared to \$69,180 for all U.S. households

Current average household income is \$56,050 in this area, compared to \$87,398 for all U.S. households. Average household income is projected to be \$63,562 in five years, compared to \$99,638 for all U.S. households

Current per capita income is \$23,262 in the area, compared to the U.S. per capita income of \$33,028. The per capita income is projected to be \$26,398 in five years, compared to \$36,530 for all U.S. households

Housing			
2019 Housing Affordability Index	85	130	136
2000 Total Housing Units	2,516	27,331	61,719
2000 Owner Occupied Housing Units	995	12,978	29,693
2000 Renter Occupied Housing Units	1,263	11,635	26,229
2000 Vacant Housing Units	258	2,718	5,797
2010 Total Housing Units	3,013	29,591	66,511
2010 Owner Occupied Housing Units	818	12,212	28,458
2010 Renter Occupied Housing Units	1,863	14,405	31,230
2010 Vacant Housing Units	332	2,974	6,823
2019 Total Housing Units	3,127	31,462	69,846
2019 Owner Occupied Housing Units	693	10,440	24,446
2019 Renter Occupied Housing Units	2,058	16,993	36,046
2019 Vacant Housing Units	376	4,029	9,354
2024 Total Housing Units	3,199	32,436	71,814
2024 Owner Occupied Housing Units	712	10,608	25,019
2024 Renter Occupied Housing Units	2,074	17,313	36,272
2024 Vacant Housing Units	412	4,514	10,523

Currently, 35.0% of the 69,846 housing units in the area are owner occupied; 51.6%, renter occupied; and 13.4% are vacant. Currently, in the U.S., 56.4% of the housing units in the area are owner occupied; 32.4% are renter occupied; and 11.2% are vacant. In 2010, there were 66,511 housing units in the area - 42.8% owner occupied, 47.0% renter occupied, and 10.3% vacant. The annual rate of change in housing units since 2010 is 2.20%. Median home value in the area is \$135,738, compared to a median home value of \$234,154 for the U.S. In five years, median value is projected to change by 0.96% annually to \$142,358.

Data Note: Income is expressed in current dollars. Housing Affordability Index and Percent of Income for Mortgage calculations are only available for areas with 50 or more owner-occupied housing units.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2019 and 2024. Esri converted Census 2000 data into 2010 geography.

June 30, 2020

WORKING WITH REAL ESTATE AGENTS

NOTE: Effective July 1, 2001, in every real estate sales transaction, a real estate agent shall, at first substantial contact directly with a prospective buyer or seller, provide the prospective buyer or seller with the following information [NC Real Estate Commission Rule 21 NCAC 58A.0104(c)].

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 working for you as **your** agent or simply working **with** you while acting as an agent of the other party.

This brochure addresses the various types of working 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.

SELLERS

Seller's Agent

If you are selling real estate, you may want to "list" your property for sale with a real estate firm. If so, you will sign a "listing agreement" authorizing the firm and its agents to represent you in your dealings with buyers as your *seller's agent*. You may also be asked to allow agents from other firms to help find a buyer for your property.

Be sure to read and understand the listing agreement before you sign it. Your agent must give you a copy of the listing agreement after you sign it.

Duties to Seller: The listing firm and its agents 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 signed the listing agreement, the firm and its agents may not give any confidential information about you to prospective buyers or their agents without your permission so long as they represent you. But **until you sign the listing agreement, you should avoid telling the listing agent anything you would *not* want a buyer to know.**

Services and Compensation: To help you sell your property, the listing firm and its agents will offer to perform a number of services for you. These may include • helping you price your property • advertising and marketing your property • giving you all required property disclosure forms for you to complete • negotiating for you the best possible price and terms • reviewing all written offers with you and • otherwise promoting your interests.

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 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.

Page 1 of 4



North Carolina Association of REALTORS®, Inc.

Grant-Murray Real Estate, LLC 150 N. McPherson Church Rd Fayetteville, NC 28303
Phone: (910)829-1617 202 Fax: (910)323-3607 Thomas Murray



STANDARD FORM 520
REC 1/1/2009

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 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 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 *sellers' 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.**

Seller's agents are compensated by the sellers.

FOR BUYER/SELLER

This is not a contract

Date

Grant-Murray Real Estate, LLC

Firm Name

Thomas Patrick Murray

Agent Name

231098

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.*

Agent's Initials Acknowledging Disclosure: _____

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 1/1/09

WORKING WITH REAL ESTATE AGENTS
Agents 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 Name (Print or Type)

Buyer or Seller Signature

Buyer or Seller Signature

Date

Date

Grant-Murray Real Estate, LLC

Firm Name

Thomas Patrick Murray

Agent Name and License Number

231098

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