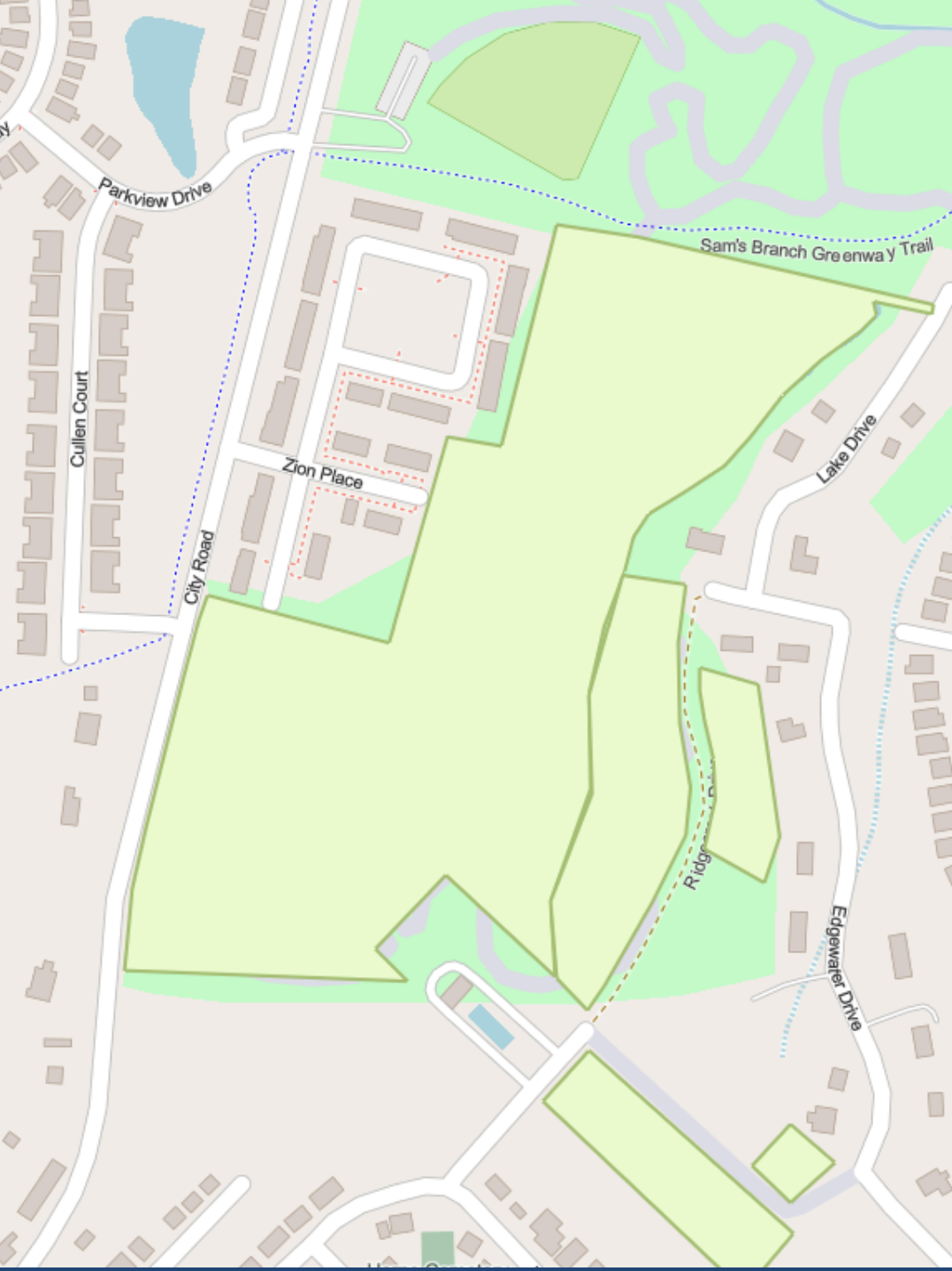


LAND | FOR SALE

Residential Development Opportunity

±30.8 Acres - City Rd
Clayton, NC





EXECUTIVE SUMMARY

Clayton Residential Development Opportunity

The subject property is a ±30.8-acre residential assemblage located in Clayton consisting of four parcels (IDs: 05029021, 05E99007L, 05029021B, and 05E99007N). The site is currently zoned RLD, RMD, RLL and designated as "Downtown Residential" under the Town's Future Land Use Plan, positioning the property as a potential residential development opportunity within one of Johnston County's fastest-growing submarkets.

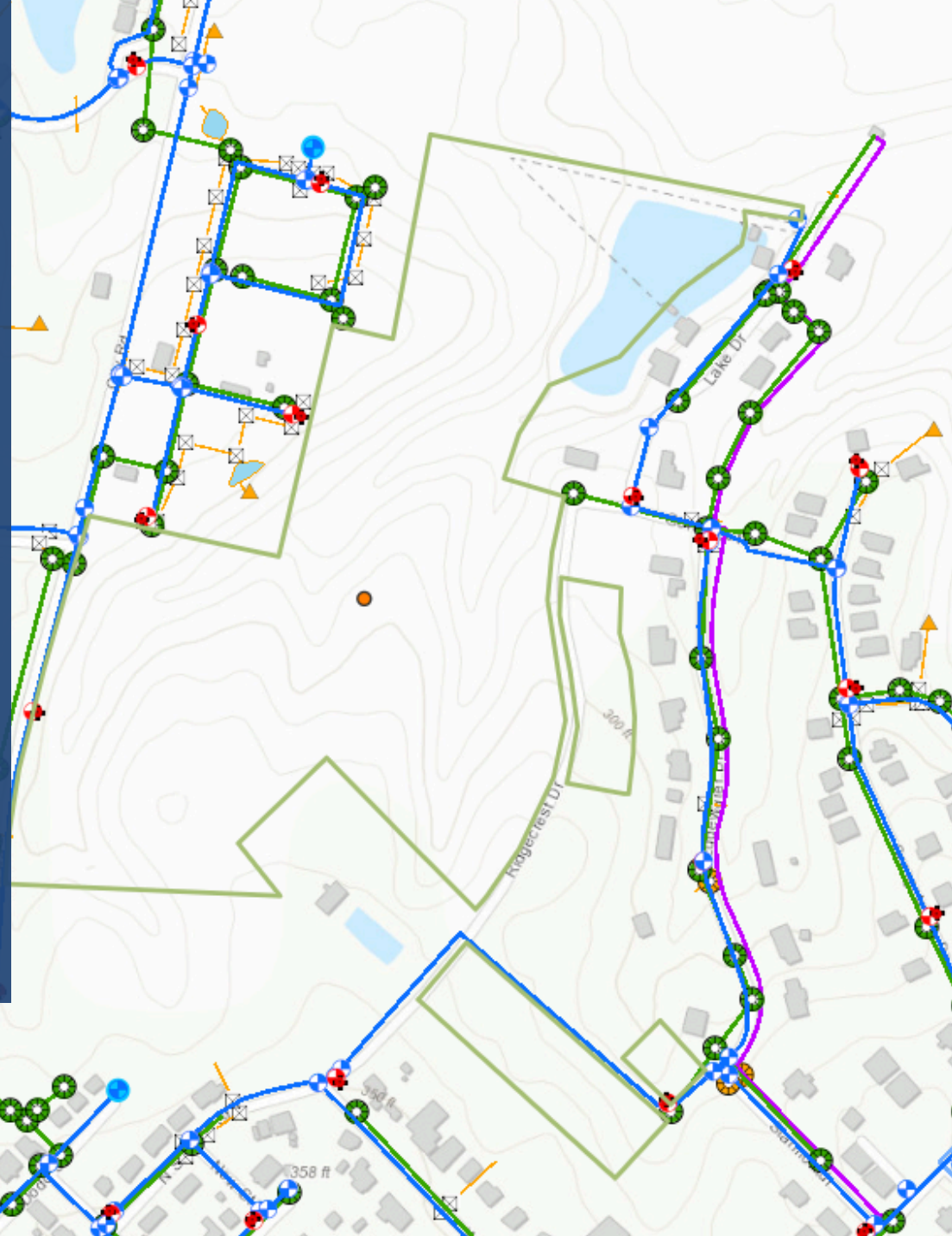
Ownership is seeking **\$2.4 million** for the full assemblage. From an infrastructure standpoint, municipal water and sewer appear to be available in the surrounding area based on Town GIS mapping and the utility exhibits provided. Buyers should independently verify utility capacity, off-site improvement requirements, connection points, and any utility extension obligations with the Town of Clayton.

The site presents a compelling opportunity for a residential developer seeking scale within the growing Clayton market. Future development plans will likely need to carefully balance density, product type, traffic mitigation, and neighborhood compatibility to enhance entitlement feasibility and community support.

PROPERTY FEATURES



- **PARCEL IDs:** 05029021 (±22 acres), 05E99007L (±4.6 acres), 05029021B (±1.5 acres), and 05E99007N (±2.2 acres)
- **Size:** ±30.3 acres
- **Current Zoning:** RLD (Residential Low Density), RMD (Residential Medium Density), RLL (Residential Large Lot)
- **Future Zoning:** Downtown, High Density Residential, Downtown Neighborhood, Low Density Residential
- **Utilities:** Gravity sewer and water access available from City Rd and Ridgecrest Dr
- **ETJ:** Town of Clayton
- **Access:** 790 ft of access on City rd, 925+ ft of access on Ridgecrest Dr to the main assemblage
- **Traffic Count:** 1,400 NCDOT (City rd)
- **TOPO:** The most challenging aspect of the site will likely be the topography. The property contains a man-made pond in the northwest corner of the assemblage, along with two streams traversing the site.

PRICE: \$2,400,000 (\$77,745/acre)



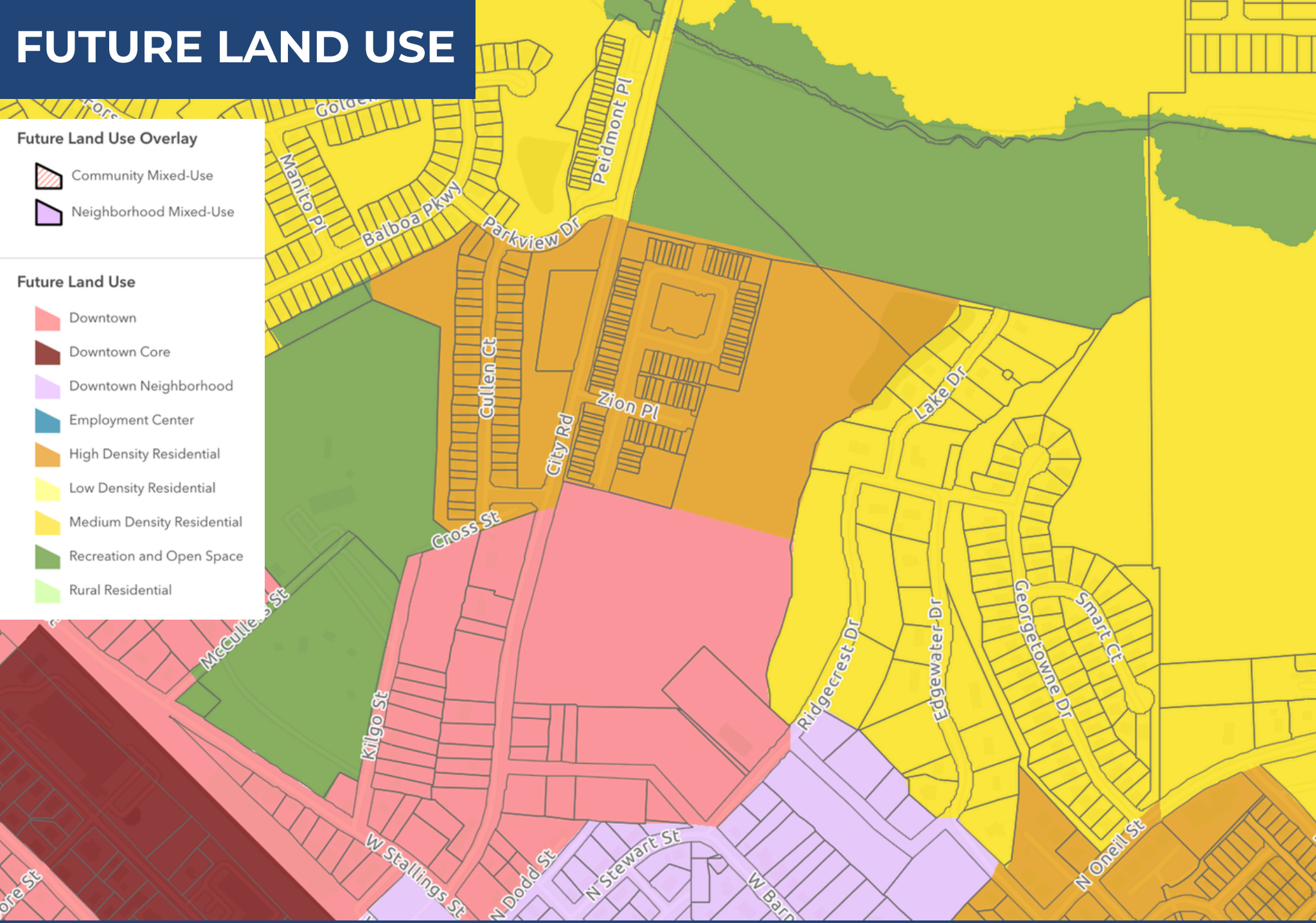
FUTURE LAND USE

Future Land Use Overlay

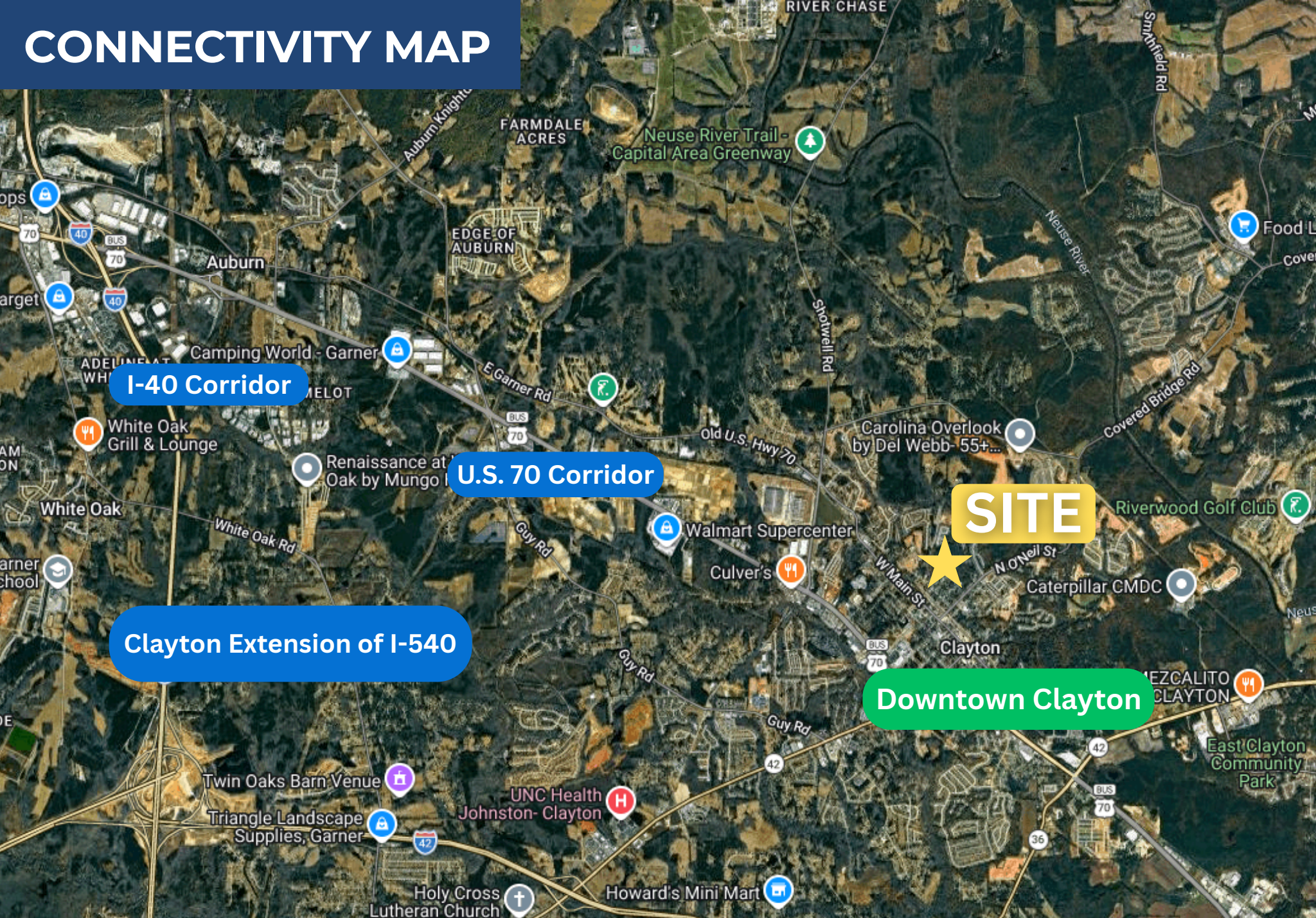
-  Community Mixed-Use
-  Neighborhood Mixed-Use

Future Land Use

-  Downtown
-  Downtown Core
-  Downtown Neighborhood
-  Employment Center
-  High Density Residential
-  Low Density Residential
-  Medium Density Residential
-  Recreation and Open Space
-  Rural Residential



CONNECTIVITY MAP



I-40 Corridor

U.S. 70 Corridor

Clayton Extension of I-540

Downtown Clayton

SITE

DEMOGRAPHICS

Radius	2 miles	5 miles	10 miles
Population			
2020 Population	14,812	54,226	216,289
2025 Population	18,513	65,280	256,492
2030 Population Projection	20,875	73,140	284,116
Annual Growth 2020-2025	5.0%	4.1%	3.7%
Annual Growth 2025-2030	2.6%	2.4%	2.2%
Households			
2020 Households	5,887	19,824	77,865
2025 Households	7,355	23,910	92,809
2030 Household Projection	8,298	26,813	103,032
Annual Growth 2020-2025	4.8%	4.2%	4.6%
Annual Growth 2025-2030	2.6%	2.4%	2.2%
Avg Household Size	2.50	2.70	2.70
Avg Household Vehicles	2.00	2.00	2.00
Housing			
Median Home Value	\$327,958	\$361,100	\$357,304
Median Year Built	2002	2005	2004
Owner Occupied Households	4,869	19,440	76,265
Renter Occupied Households	3,429	7,373	26,767
Households By Income			
< \$25,000	725	1,984	8,123
\$25,000 - 50,000	1,417	3,664	13,939
\$50,000 - 75,000	1,467	4,355	15,201
\$75,000 - 100,000	1,099	2,907	13,094
\$100,000 - 125,000	1,005	3,418	13,004
\$125,000 - 150,000	620	2,546	8,753
\$150,000 - 200,000	705	2,569	11,315
\$200,000+	316	2,464	9,378
Avg Household Income	\$91,264	\$110,497	\$110,858
Median Household Income	\$76,547	\$91,773	\$92,451

Radius	2 miles	5 miles	10 miles
Population By Age			
Age 0 - 4	1,215	3,857	15,239
Age 5 - 9	1,244	4,204	16,357
Age 10 - 14	1,197	4,459	17,402
Age 15 - 19	1,168	4,587	17,685
Age 20 - 24	1,137	4,269	16,218
Age 25 - 29	1,218	3,894	15,266
Age 30 - 34	1,374	4,015	16,424
Age 35 - 39	1,418	4,413	18,081
Age 40 - 44	1,366	4,721	18,961
Age 45 - 49	1,225	4,683	18,623
Age 50 - 54	1,153	4,563	17,986
Age 55 - 59	1,129	4,385	16,885
Age 60 - 64	1,044	3,863	15,046
Age 65 - 69	852	3,096	12,391
Age 70 - 74	693	2,499	9,664
Age 75 - 79	527	1,882	6,960
Age 80 - 84	320	1,117	4,189
Age 85+	233	773	3,115
Population Summary			
Age 15+	14,857	52,760	207,494
Age 20+	13,689	48,173	189,809
Age 55+	4,798	17,615	68,250
Age 65+	2,625	9,367	36,319
Median Age	37.50	38.80	38.80
Avg Age	37.80	38.30	38.30
Median Age, Male	36.30	37.70	37.70
Avg Age, Male	36.60	37.30	37.30
Median Age, Female	38.40	39.70	39.70
Avg Age, Female	38.80	39.20	39.10
Education			
Some High School, No Diploma	759	2,375	14,154
High School Graduate	3,407	9,824	42,124
Some College, No Degree	5,355	16,942	60,127
Associate Degree	759	3,083	10,890
Bachelor's Degree	1,722	9,970	38,651
Advanced Degree	1,310	4,793	18,535
Employment			
Civilian Employed	9,803	34,652	138,885
Civilian Unemployed	199	891	4,396
Civilian Non-Labor Force	4,586	16,130	60,373
U.S. Armed Forces	37	169	305

Radius	2 miles	5 miles	10 miles
Worker Travel Time To Job			
<30 Minutes	4,634	14,512	62,859
30-60 Minutes	3,857	13,419	47,421
60+ Minutes	567	3,664	12,227
Household Composition			
1-Person Households	2,074	5,263	19,861
2-Person Households	2,368	7,727	30,110
3-Person Households	1,307	4,310	16,905
4-Person Households	969	3,969	15,143
5-Person Households	433	1,759	7,060
6-Person Households	145	637	2,631
7-Person Households	58	244	1,099
Marital Status			
Married	3,286	13,199	49,389
Married No Children	1,859	7,119	27,146
Married with Children	1,427	6,080	22,243
Housing Units			
1 Unit	5,651	19,888	82,114
2 - 4 Units	412	753	2,126
5 - 19 Units	540	957	4,538
20+ Units	553	1,084	3,724
Housing Value			
< \$100,000	208	647	3,332
\$100,000 - 200,000	343	1,108	5,223
\$200,000 - 300,000	1,229	2,996	13,896
\$300,000 - 400,000	1,352	6,423	20,754
\$400,000 - 500,000	483	2,914	12,309
\$500,000 - 1,000,000	651	3,037	12,180
\$1,000,000+	50	226	994
Housing By Year Built			
Built 1940 - 1949	438	684	2,263
Built 1950 - 1959	209	348	2,229
Built 1960 - 1969	287	501	2,554
Built 1970 - 1979	598	1,035	4,603
Built 1980 - 1989	622	2,003	9,962
Built 1990 - 1999	1,431	5,067	17,288
Built 2000 - 2010	1,000	5,531	23,033
Built 2010+	3,171	10,098	38,646

JOHNSTON COUNTY: Market Overview (Multi)

Johnston County Multi-Family

12 Mo Delivered Units

229

12 Mo Absorption Units

370

Vacancy Rate

9.4%

12 Mo Asking Rent Growth

-0.4%

The Johnston County multifamily submarket has a vacancy rate of 9.4% as of the second quarter of 2026. Over the past year, the submarket's vacancy rate has changed by -3.7%, a result of 230 units of net deliveries and 370 units of net absorption.

Johnston County's vacancy rate of 9.4% compares to the submarket's five-year average of 11.0% and the 10-year average of 9.6%. Overall submarket vacancy is forecast to end 2026 at 14.0%.

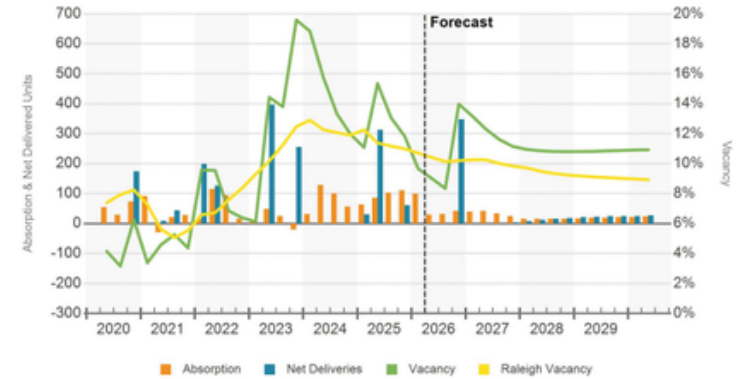
As of the second quarter of 2026, there are 348 multifamily units under construction in Johnston County. In comparison, the submarket has averaged 315 units under construction annually over the past 10 years. The Johnston County multifamily

submarket contains roughly 4,600 units of inventory. The submarket has approximately 1,600 units rated 4 & 5 Star, 2,300 units rated 3 Star, and 620 units rated 1 & 2 Star.

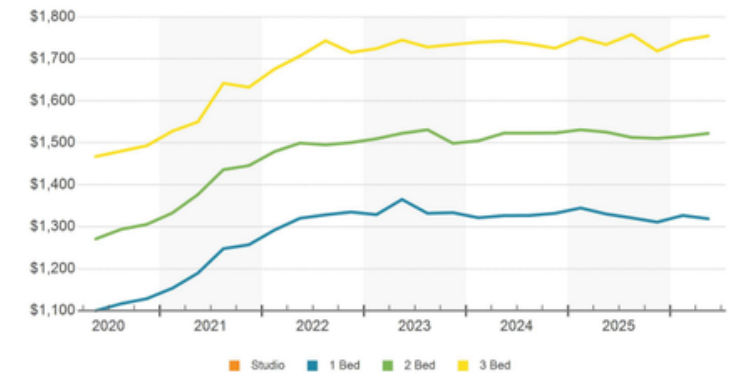
Average rents in Johnston County are \$1,510/month, compared to the Raleigh average of \$1,560/month.

Rents have changed by -0.4% year over year in Johnston County, compared to a change of -1.3% metro wide. Annual rent growth of -0.4% in Johnston County compares to the submarket's five-year average of 3.1% and its 10-year average of 3.0%. Overall annual rent growth in the Johnston County apartment submarket is forecast to end 2026 at 0.1% compared to the Raleigh average of 0.0%.

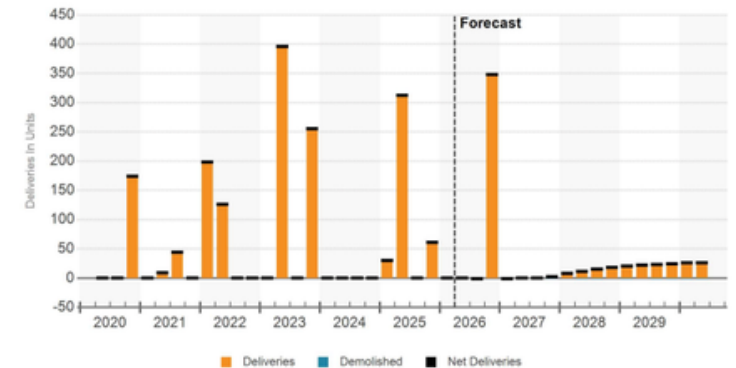
ABSORPTION, NET DELIVERIES & VACANCY



MARKET RENT PER UNIT BY BEDROOM



DELIVERIES & DEMOLITIONS



KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	1,600	7.7%	\$1,525	\$1,479	(9)	0	0
3 Star	2,337	11.6%	\$1,539	\$1,465	21	0	348
1 & 2 Star	621	5.6%	\$1,150	\$1,144	0	0	0
Submarket	4,558	9.4%	\$1,506	\$1,448	12	0	348

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-3.7% (YOY)	8.1%	11.1%	19.6%	2023 Q4	3.2%	2020 Q3
Absorption Units	370	117	123	503	2015 Q2	(44)	2003 Q3
Delivered Units	229	133	124	651	2024 Q1	0	2024 Q4
Demolished Units	0	0	2	0	2026 Q1	0	2026 Q1
Asking Rent Growth	-0.4%	1.8%	0.8%	11.1%	2021 Q3	-6.0%	2002 Q4
Effective Rent Growth	-1.4%	1.7%	0.8%	11.5%	2021 Q3	-6.0%	2002 Q4
Sales Volume	\$4M	\$12.5M	N/A	\$96M	2026 Q1	\$0	2015 Q2

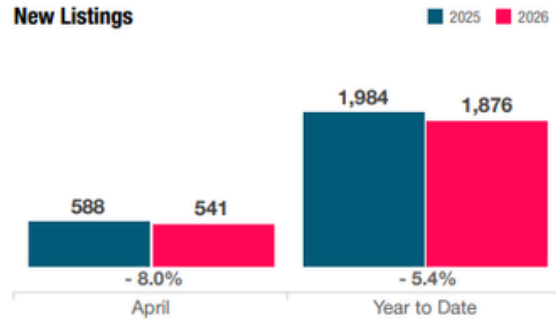
JOHNSTON COUNTY:

Residential Market Overview (For Sale)

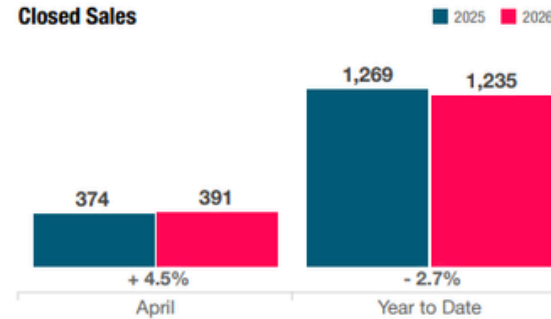
Key Metrics	April			Year to Date		
	2025	2026	% Change	Thru 4-2025	Thru 4-2026	% Change
New Listings	588	541	- 8.0%	1,984	1,876	- 5.4%
Closed Sales	374	391	+ 4.5%	1,269	1,235	- 2.7%
Median Sales Price*	\$348,495	\$364,990	+ 4.7%	\$350,000	\$365,000	+ 4.3%
Average Sales Price*	\$373,573	\$388,495	+ 4.0%	\$375,708	\$393,960	+ 4.9%
Total Dollar Volume (in millions)*	\$140	\$152	+ 8.6%	\$477	\$486	+ 1.9%
Percent of Original List Price Received*	97.3%	97.3%	0.0%	97.0%	96.6%	- 0.4%
Percent of List Price Received*	98.9%	99.1%	+ 0.2%	98.9%	98.8%	- 0.1%
Days on Market Until Sale	16	29	+ 81.3%	21	31	+ 47.6%
Housing Affordability Index	105	105	0.0%	105	105	0.0%
Inventory of Homes for Sale	1,192	1,233	+ 3.4%	—	—	—
Months Supply of Homes for Sale	3.5	3.6	+ 2.9%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

New Listings

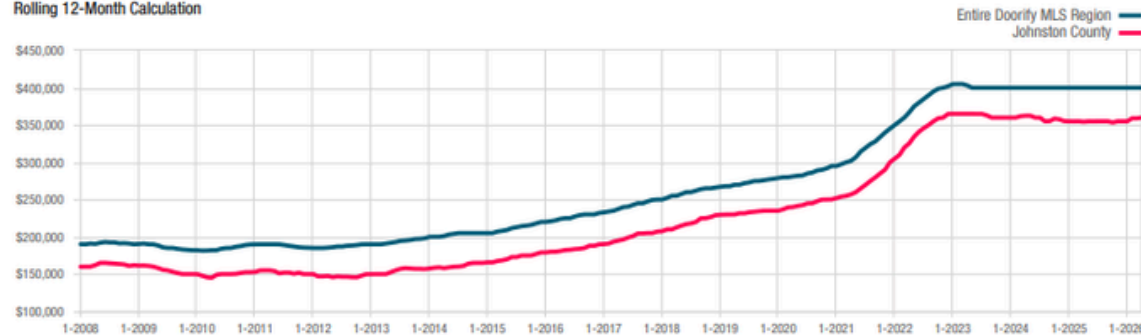


Closed Sales



Median Sales Price

Rolling 12-Month Calculation




A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

BROKERAGE TEAM



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