

From the Triangle Business Journal:

<http://www.bizjournals.com/triangle/news/2016/10/17/university-ford-kia-downtown-durhman-nc-sold.html>

Sold: Land beside Durham's American Tobacco Campus fetches \$29M

Oct 17, 2016, 2:57pm EDT Updated: Oct 17, 2016, 4:09pm EDT

With construction mostly finished on what's left of the land inside the historic American Tobacco Campus (ATC) in downtown Durham, the owners at Capitol Broadcasting Corp. (CBC) have doubled down and bought the soon-to-be vacated auto dealership lot next door on Willard Street.

What was surprising about the land sale, however, was the \$28.8 million price that was paid for the 11.2-acre property, which was about triple the value that the county had assessed for property tax purposes.



TBJ FILE PHOTO

American Tobacco Campus

Durham County records show the land and buildings at 601 Willard St. for the University Ford Kia auto dealership was valued at \$9.5 million for the 2016 property reappraisal.

A deed filed Oct. 7 shows that 601 Willard Street Acquisition LLC, a corporation that has the same address as CBC on Western Boulevard in Raleigh, bought the land for \$28.8 million from University Properties of NC LLC of Winston-Salem, which has been leasing the land to the ownership of the University Ford Kia auto dealership. The property is on the west side of ATC and the Durham Bulls Athletic Park.

University Ford Kia owner Tony Fisher confirmed the property sale and says the dealership will be leasing the land from CBC for at least the next 12 to 18 months. That's about how long he estimates it will take to finalize the permitting and construction of a new dealership location planned on U.S. 15-501 in south Durham.

Michael Goodman, vice president of real estate at CBC, was not immediately available for comment. A CBC spokesman says the company plans to develop its plans for the land while the dealership builds and moves to its new location.

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In Durham, the real estate division of CBC has overseen the development, leasing and management of nine historic ATC buildings and construction of three new Diamond View office buildings between 1998 and 2013. The property is also the site of the Durham Performing Arts Center, the Aloft hotel and the Durham Bulls Athletic Park where the Durham Bulls minor league team is based.

CBC is the owner of the Durham Bulls, as well as WRAL-TV, Fox 50 and WILM-TV television stations, the WRAL-FM Mix 101.5 radio station, and a series of digital media and satellite data companies.

Occupancy of the more than 1 million square feet of office space at ATC and the Diamond View buildings was at about 99 percent as of third quarter 2016.

In May and July 2015, two other former auto dealership lots on the east side of the Durham Bulls Athletic Park sold for considerably less. Charlotte developer Northwood Ravin paid \$11.7 million, or \$1.9 million per acre, for the 6.1-acre Van Alen property, formerly the Elkins Chrysler auto dealership lot. The property is the site of the proposed 555 Mangum project that will have a mix of office, retail and apartment units.

Less than two months after the Van Alen piece sold, another Charlotte developer, CitiSculpt, paid \$5 million, or \$413,223 per acre, for the 12.1-acre former Hendrick Durham Automall. That site is currently under construction as multifamily housing with future office development planned.

Each of the properties, including ATC, front the N.C. 147 Durham Freeway and are a key gateway into downtown Durham.

University Ford Kia, Durham



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