

DC real estate investor buys prime Durham site near Apple campus

Oct 11, 2022, 3:05PM EDT, By: Laura Brummett



A real estate investment group based in Washington, D.C., has “made a statement” with its first North Carolina purchase.

Granite Canyon Partners (GCP) has won the competition for ownership of the Greenwood Commons shopping center. Located in Durham, the center was sold by local group Edwards Commercial Real Estate.

The purchase, priced at \$11.15 million, marks the first in the state for GCP. The firm beat out the other interested parties using aggressive pricing and terms to secure the deal, Andrew Margulies of Marcus & Millichap (NYSE: MMI) said. Margulies serves as senior vice president of investments and senior director of the retail division and represented the seller in the deal.

“It was very competitive amongst a number of different buyers both locally and nationally,” Margulies said. “As their first purchase in North Carolina, [GCP] knew they had to make a statement.”

Greenwood Commons is along N.C. Highway 55. Unlike other [recently sold retail centers](#) in the area, Greenwood Commons is not anchored by a grocery store. The 71,000-square-foot center has a mix of 24 tenants, including the North Carolina Department of Motor Vehicles, Auction Direct USA, Burn Boot Camp and The Glass Jug Beer Lab – RTP.

The center is comprised of four parcels totaling 11 acres. The building dates to 1988, according to Durham County records. It was purchased in 2005 by three entities registered to J. Michael Edwards of Edwards Commercial Real Estate and an LLC registered to William R. Kemp of NC Land Investments. The group paid \$6.5 million for the property.

In 2016, Kemp’s entity sold its 21 percent stake to the Edwards’ entities for \$378,000.

Greenwood Commons is located within five minutes of Research Triangle Park and the [site for the huge Apple \(Nasdaq: AAPL\) campus](#) in RTP. The site sees nearly 30,000 vehicles pass by per day, according to leasing materials. The property also includes a 1-to-2-acre plot that can hold a multi-tenant building of up to 10,000 square feet.

For centers that have a more unique tenant mix and aren't anchored by grocers, Margulies has seen pricing slightly soften as interest rates have been on a steady rise. But demand in the Triangle market remains strong, he said.

"The Raleigh Durham market historically, in the past 15 years that I've been selling shopping centers, has always been a little more insulated from a valuation perspective," Margulies said. "You have the same amount of buyers that want to buy in a market the size of Charlotte, but you have less inventory and less properties at any given time available to purchase."

That demand is coming from both local parties and outside firms, he said. Harrison Creason assisted Margulies in closing the transaction, along with Ben Yelm, North Carolina broker of record.

GCP has now established a satellite office in Durham. The firm's portfolio features retail and industrial properties in Maryland and Virginia.