CBRE Raleigh’s Land Services professionals maximize the market presence of listed properties by combining international scope and local expertise with a worldwide network of relationships and a robust national listing service. The Land Services Group maintains a database of thousands of global land investors, high net worth individuals, foreign investors, and family offices to effectively and efficiently market properties. Our professionals assemble teams of trained specialists in various service lines to market parcels directly to investors and end users. The Land Services Group provides the corporate resources, client support and brokerage expertise necessary to satisfy the needs of every land owner.

CBRE Raleigh’s Land Services Group is the market leader in effectively marketing all land assets including single family residential, multifamily residential, commercial, industrial and mixed use types. Since 2011, the four person team has sold over 11,400 acres of land in 197 transactions, worth over $390 million in sale value.
CBRE: GLOBAL STRENGTH, LOCAL EXPERTISE & A BOUTIQUE APPROACH

The CBRE Land Services Group is a network of experienced professionals focused exclusively on land transactions. The Land Services Group leverages the vast CBRE platform, drawing on market experts in Capital Markets and other retail, office and industrial Brokerage specialties. Our mission is to accelerate your success through superior market knowledge, industry-leading technology, and a global real estate perspective.

Our professionals are land entitlement and disposition experts and offer their extensive knowledge of local market conditions, competitive land parcels and the regulatory environment to assist land owners in forming a strategy for maximizing the value of their real estate holdings. Land owner, developer, and investor representation services include market analysis and feasibility studies, strategic site selection, financial analysis, demographic and mapping services, and property acquisitions and dispositions.

CBRE Land Services professionals maximize the market presence of listed properties by combining international scope and local expertise with a worldwide network of relationships and a robust national listing service. The Land Services Group maintains a database of thousands of global land investors, high net worth individuals, foreign investors, and family offices to effectively and efficiently market properties. Our professionals assemble teams of trained specialists in various service lines to market parcels directly to investors and end users. The Land Services Group provides the corporate resources, client support and brokerage expertise necessary to satisfy the needs of every land owner.
CBRE
THE GLOBAL STRENGTH BEHIND THE LAND SERVICES GROUP

Represent 90% of Fortune 500

#1 IN ENVIRONMENTAL SUSTAINABILITY
With more than 30 years of experience in the commercial real estate industry, Barry is widely regarded as one of the most knowledgeable brokers in the market. As a native of Raleigh, Barry has been actively involved in the rapid expansion of the Triangle area over the past few decades and has developed a keen awareness of market trends and development potential.

Barry joined CBRE|Raleigh in 1993 and now leads CBRE|Raleigh’s Land Services Group, a team of four experienced professionals that specialize in disposition, acquisition and advisory services for raw land, entitled land, improved residential lots, master-planned communities and redevelopment sites.

Chester Allen is an Executive Vice President, and member of CBRE|Raleigh’s Land Services Group. Chester specializes in sales transactions, handling all aspects of the buyer and seller representation process. Among his key areas of focus are single and multifamily residential, office, retail, and industrial development projects, raw land assemblages and master-planned subdivisions. His clients range from major corporations and institutional landlords including REITs, to private equity firms, to local investor groups and individual families.

Carlton combines local market knowledge and the resources of the Triangle’s top commercial real estate firm with first-class service to assist his clients with commercial land, residential lot positions and building requirements. His goal is to provide due diligence to his clients while creating and sustaining long-term relationships. Carlton’s specialties include helping financial institutions make sense of distressed assets, working with local investors to achieve the highest returns possible and working with builders and developers to maximize the value of land.

Tiffany is an Associate with CBRE|Raleigh’s Land Services team. She is responsible for handling land sale and lease transactions, representing both buyers and sellers in the Triangle Region.

Previously, Tiffany was a Marketing Specialist with CBRE|Raleigh, providing marketing and brokerage support for investment sales, land and industrial transactions. Assisting two teams of brokers in the day-to-day marketing activities, Tiffany was responsible for creating and maintaining listings, agreements, property evaluations and proposals for all assigned projects.
“Chester Allen and the Land Services team at CBRE were instrumental in closing several deals for us, totaling more than $16 million. Chester took the time to understand our mission, financial circumstances, and property needs and used that information to match us with properties that positioned us well to meet challenges linked to years of double-digit growth. Chester helped structure each deal to minimize development risk and counseled us towards efficient and effective diligence efforts, while helping us navigate requisite site plan approvals that were a condition of closing.”

-Reggie Oakley, Former Director of Real Estate Development | The Summit Church

“CBRE brokered a couple of very interesting deals that we worked together on in 2018. Their ability to place us in the exact situations in which we thrive was impeccable. We were able to go from contract to close on 700 acres in just about 100 days. CBRE’s outreach and guidance throughout the limited timeframe we were granted to contemplate these acquisitions was instrumental in our decision-making. We are grateful to have worked with the team at CBRE, and look forward to more deals in the future.”

-Eric Rifkin, Project Manager | The Halle Companies
CLIENT TESTIMONIALS

“Thank you Carlton for a successful sale of our property. Your efforts to facilitate and coordinate a combined three parcel sale were critical in increasing the value and marketability of the property. Particularly, your recommendation and assistance in helping us coordinate the rezoning prior to listing the property really made a difference. Your continual communication and updated correspondence with the buyer during the contract period were wonderful and took a lot of stress off the process. Thanks again, and we will contact you again with any future land sale projects.”

-Venard Paul Dean, Landowner

“Barry has represented our company in both acquisition and sales of real estate in Raleigh and surrounding areas for more than a decade. Barry continually goes above and beyond what we ask of him. His market knowledge is very thorough and he is one of the most seasoned and experienced brokers in the area. He regularly assists in the entitlement process when it is needed and has extensive contacts in the area which help with the difficult task of land development. Barry is professional and level headed and knows what it takes to get a property from the marketing stage to an actual closing.”

-C. Patrick Crosby, Jr., Partner | The Crown Companies, LLC
“The CBRE Raleigh land services group handled our sale of family acreage in North Raleigh. For us, a best value sale had to include an entitlement process by the buyer which meant an inherently long and complex path to a closing. The CBRE team understood our needs, the complexity of the deal and the market. They never lost focus through a two year process eventually obtaining the best deal for us.”

-Mason Williams, Owner | Williams Property Group

“I was very pleased that Chester reached out to me to offer this property – The Retreat at Haw River. At first I had no interest, but as Chester gave me more details – I became interested. After a meeting to discuss the benefits, I made a verbal offer and Chester did his best to make the deal happen. It was successfully closed last Friday and all parties are very happy with a very fair deal. Chester exhibited his real estate skills in getting the deal closed and was very helpful. I would recommend Chester for both large and small land deals in the future. Thank you Chester!!!”

-Tim Smith, Founder | Preston Development Company
REPRESENTATIVE CLIENTS
REPRESENTATIVE TRANSACTIONS

CATAWBA RIVER ASSEMBLAGE | ROCK HILL, SC
CITISCULPT PARCEL A | DURHAM, NC
BRIER CREEK | RALEIGH, NC
OLD LEAD MINE ROAD | RALEIGH, NC
OLDE TOWNE | RALEIGH, NC
ANDREWS CHAPEL ASSEMBLAGE | DURHAM, NC
NC HWY. 42 & US HWY. 70 | CLAYTON, NC
PHILLIPS AT CHATHAM LOFTS | CARY, NC
3029 E. CORNWALLIS ROAD | DURHAM, NC
PICKETT ROAD & GARRETT ROAD | DURHAM, NC
CAPITAL HILLS DRIVE | RALEIGH, NC
8701 & 8801 DURANT ROAD | RALEIGH, NC
HASENTREE | WAKE FOREST, NC
SEAWELL DRIVE | WAKE FOREST, NC
THE PARKS AT MEADOWVIEW | PITTSBORO, NC
49 GREEN PACE ROAD | ZEBULON, NC
8000 SIX FORKS ROAD | RALEIGH, NC
PITTSBORO PLACE | PITTSBORO, NC
THE RETREAT AT HAW RIVER | PITTSBORO, NC
2529 MERIDIAN PARKWAY | DURHAM, NC
LIBERTY RIDGE | DURHAM, NC
THE ESTATES AT YATES MILL POND | APEX, NC
DAVIS PARK | DURHAM, NC
7218 LEESVILLE ROAD | DURHAM, NC
CITISCULPT PARCEL D | DURHAM, NC
PATRIOT PARK | DURHAM, NC
FRIENDSHIP CHAPEL ROAD | WAKE FOREST, NC
4813 ROGERS ROAD | RALEIGH, NC
SPRINGFLOW CIRCLE | WAKE FOREST, NC
ARRINGDON | DURHAM, NC
TELEFLEX | DURHAM, NC

0 AIRPORT BOULEVARD | MORRISVILLE, NC
MEADOWBROOK | GARNER, NC
HARRIS FARM (TAKE 1) | LOUISBURG, NC
5601 ROANNE WAY | GREENSBORO, NC
9400-9650 BRIER CREEK PKWY. | RALEIGH, NC*
PERIMETER PARK (TAKE 1) | MORRISVILLE, NC
10701 GLOBE ROAD | RALEIGH, NC*
5766 LUMLEY ROAD | DURHAM, NC
3800 GREEN LEVEL WEST ROAD | APEX, NC
6265 OLD JENKS ROAD | APEX, NC
HARRIS FARM (TAKE 2) | LOUISBURG, NC
DRAYTON RESERVE | ROLESVILLE, NC
THE RENAISSANCE AT REGENCY | CARY, NC
E. CHATHAM STREET | CARY, NC
SIENA DRIVE | WAKE FOREST, NC
9600 LUMLEY ROAD | MORRISVILLE, NC
COLEY FARM ROAD | FUQUAY VARINA, NC
LEGACY OAKS LOT 6 | KNIGHTDALE, NC
ROBERTS ROAD | APEX, NC
1500-1520 CARSON STREET | RALEIGH, NC
4195 & 4281 NC HWY. 55 | CARY, NC
ALEXANDER PARK | DURHAM, NC
BLOUNT STREET COMMONS | RALEIGH, NC
BURLINGTON OUTLET VILLAGE | BURLINGTON, NC
POPLAR CREEK PHASE II & III | KNIGHTDALE, NC
AMBER RIDGE | FUQUAY VARINA, NC
9200 BRUCKHAUS STREET | RALEIGH, NC*
EASTGATE540 | KNIGHTDALE, NC
1052 ANDREWS CHAPEL ROAD | DURHAM, NC
10401 GLENWOOD AVENUE | RALEIGH, NC*
8000 PURFOY ROAD | FUQUAY VARINA, NC
ELWELL FERRY ROAD | COUNCIL, NC
5429 LOUISBURG ROAD | RALEIGH, NC
912-1000 N. CRAVEN STREET | NEW BERN, NC
WAKEFIELD | RALEIGH, NC
GATEWAY CENTRE LOT 5 | CARY, NC*
KERNERSVILLE MEDICAL PKWY. | KERNERSVILLE, NC
9650 BRIER CREEK PARKWAY | RALEIGH, NC*
3621 CHAPEL HILL BOULEVARD | DURHAM, NC
ROGERS FARM | ROLESVILLE, NC
10450 LITTLE BRIER CREEK PARKWAY | RALEIGH, NC*
5320 FORESTVILLE ROAD | RALEIGH, NC
LEGACY OAKS LOT 1 | KNIGHTDALE, NC
GATEWAY CENTRE | CARY, NC*
CUMMINGS RD. & US HWY. 301 | ROCKY MOUNT, NC
MERIDIAN | DURHAM, NC
JONES SAUSAGE ROAD | RALEIGH, NC
3261-3311 ROSE OF SHARON ROAD | DURHAM, NC
BRIGHTWATER LOT 7 | LILLINGTON, NC
4124 HOWARD ROAD | CARY, NC
LANDING AT EVERETT’S CREEK | JACKSONVILLE, NC
NC HWY. 55 & US HWY. 1 | APEX, NC
9701 FORUM DRIVE | RALEIGH, NC
OAK GROVE CHURCH ROAD | ROLESVILLE, NC
US HWY. 64 & I-95 | ROCKY MOUNT, NC
THE RENAISSANCE AT REGENCY (TAKE 1) | CARY, NC
160 CENTREWEST COURT | CARY, NC
810-830 PARK AVENUE | YOUNGSVILLE, NC
9910 SELLONA STREET | RALEIGH, NC*
THE RENAISSANCE AT REGENCY (TAKE 2) | CARY, NC
7700 GLENWOOD AVENUE | RALEIGH, NC
9550 BRIER CREEK PARKWAY | RALEIGH, NC*
1109 MARKHAM STREET | APEX, NC
AMBER RIDGE | FUQUAY VARINA, NC
GATEWAY CENTER LOT 7 | CARY, NC*
PERIMETER PARK (TAKE 2) | MORRISVILLE, NC
SAPONA VILLAGE | LEXINGTON, NC
BARNHARDT MEADOWS | CHINA GROVE, NC
ARBOR CREEK | MEbane, NC
2001 E. MILLBROOK ROAD | RALEIGH, NC
HAMPTON POINTE BLVD. | HILLSBOROUGH, NC
6453 NC HWY. 55 | DURHAM, NC
3820 BLUE RIDGE ROAD | RALEIGH, NC
5013 CARPET LANE | ROLESVILLE, NC
NORTHGATE | SPOUT SPRINGS, NC
805-813 GLENWOOD AVENUE | RALEIGH, NC
311 & 321 LEAGAN DRIVE | RALEIGH, NC
10594 SPORTING CLUB DRIVE | RALEIGH, NC*
4354 S. ALSTON AVENUE | DURHAM, NC
REGENCY BOULEVARD (TAKE 1) | GREENVILLE, NC
4350 GARRETT ROAD | DURHAM, NC
9911-9951 SELLONA STREET | RALEIGH, NC*
NEUSE INDUSTRIAL PARK | WAKE FOREST, NC
0 GLEN ROYAL ROAD | RALEIGH, NC
NC HWY. 98 & LEDGEROCK LN. | WAKE FOREST, NC
501 HEALTHPARK DRIVE | GARNER, NC
REGENCY BOULEVARD (TAKE 2) | GREENVILLE, NC
AUTUMN RIDGE WAY | ROCKY MOUNT, NC
LAFAYETTE ROAD | FUQUAY VARINA, NC
KNIGHTDALE EAGLE ROCK RD. | KNIGHTDALE, NC
FOREST CREEK AT ELON | ELON, NC
LITTLE CREEK CHURCH ROAD | CLAYTON, NC
716 RAND ROAD | GARNER, NC

*INDICATES PROPERTIES SOLD MORE THAN ONCE