



# LONGLEAF CLUB COTTAGES

OFFERING MEMORANDUM  
60 KNOll RD | SOUTHERN PINES, NC 28387



CREATING COMMUNITY VALUE THROUGH MEANINGFUL RELATIONSHIPS



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PROPERTY GROUP

## PROPERTY SUMMARY

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The Longleaf Club Cottages benefit from their location within the Southern Pines–Pinehurst submarket, an area supported by a strong daytime population driven by regional healthcare, education, military, and professional employment. The property is situated near the area's primary retail corridors and neighborhood shopping centers, providing convenient access to daily necessities, services, and dining options that support steady resident demand.

The site is strategically positioned within Moore County, a region experiencing continued institutional and residential investment, anchored by FirstHealth of the Carolinas, Moore County Schools, and proximity to Fort Liberty (formerly Fort Bragg), one of the largest military installations in the world. This diverse employment base contributes to durable housing demand and long-term market stability. In addition, the property benefits from Southern Pines' role as a gateway to the Pinehurst resort area—home to world-renowned golf, equestrian amenities, and year-round tourism—which enhances the area's economic resilience and rental appeal.

With strong market fundamentals, a desirable residential setting, and proximity to major employment and lifestyle drivers, Longleaf Cottages represents a compelling investment opportunity within one of North Carolina's most established and sought-after submarkets.

## PROPERTY HIGHLIGHTS

The Longleaf Club Cottages are well-located, fully stabilized 8-unit multifamily property in Southern Pines, NC, offering convenient access to downtown, U.S. Route 1, the Village of Pinehurst, and major employment and medical centers. Built in 2020, the property features modern 2-bedroom, 2-bath units with strong tenant demand and minimal near-term capital needs, making it a turnkey investment in a high-demand Moore County market.

-  60 N KNOLL RD | SOUTHERN PINES, NC 28387
-  8 UNITS
-  2 BD | 2 BA | 1,130 SQ. FT. EA
-  BUILT IN 2020
-  MULTI-UNIT RESIDENTIAL
-  100% OCCUPANCY
-  9,040 SQ. FT. GLA



## PROPERTY OVERVIEW

**Longleaf Club Cottages**

Property Name

**60 N Knoll Rd, Southern Pines, NC**

Address

**\$121,284**

Existing NOI

**0.33 AC**

Total Land Size

**9,040 SF**

Total GLA

**2020**

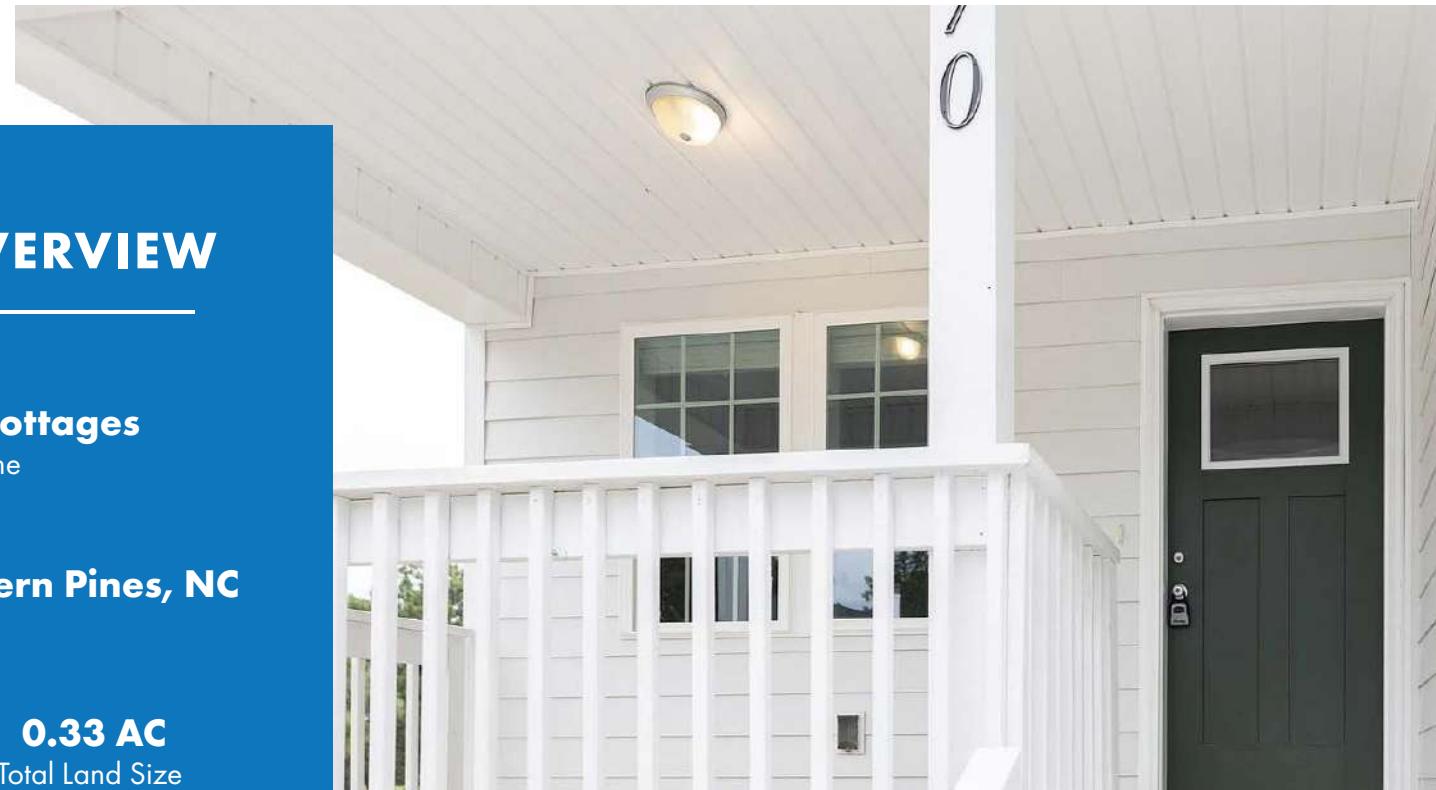
Year Built

**100%**

Occupancy

**857300501530**

APN



## INVESTMENT HIGHLIGHTS

- RECENT CONSTRUCTION: MODERN COTTAGE-STYLE COMMUNITY WITH LIMITED NEAR-TERM CAPITAL EXPENDITURE REQUIREMENTS
- DURABLE HOUSING DEMAND: RESIDENTIAL TENANCY INSULATED FROM E-COMMERCE DISRUPTION AND SUPPORTED BY ESSENTIAL WORKFORCE NEEDS
- PROXIMITY TO MAJOR EMPLOYMENT & EDUCATION CENTERS: NEAR MOORE COUNTY SCHOOLS, REGIONAL MEDICAL FACILITIES, AND HIGHER-EDUCATION INSTITUTIONS DRIVING CONSISTENT RENTER DEMAND
- STRONG DAYTIME POPULATION: SUPPORTED BY A DIVERSE EMPLOYMENT BASE ACROSS HEALTHCARE, EDUCATION, MILITARY, AND PROFESSIONAL SERVICES WITHIN THE SOUTHERN PINES–PINEHURST MARKET
- PRIME SOUTHERN PINES LOCATION: CONVENIENT ACCESS TO PRIMARY RETAIL CORRIDORS, DINING, SERVICES, AND LIFESTYLE AMENITIES THROUGHOUT MOORE COUNTY







**FINANCIAL ANALYSIS**

# FINANCIAL ANALYSIS

## ANNUAL OPERATING STATEMENT

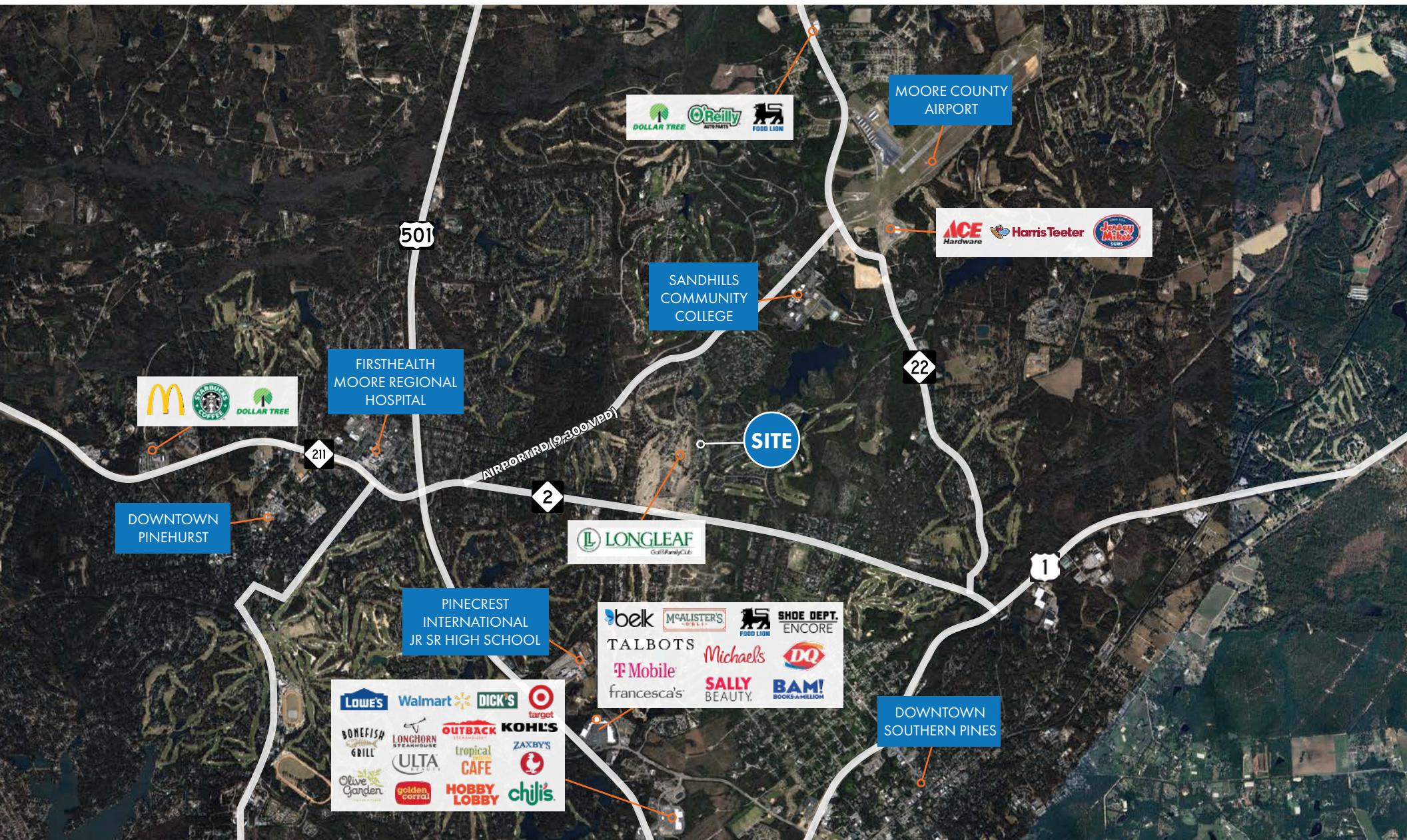
	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	TOTAL
<b>INCOME</b>													
Rental Income	14,875.00	15,475.00	15,425.00	15,425.00	15,425.00	15,425.00	15,425.00	15,425.00	14,575.00	12,225.00	10,625.00	11,275.00	171,600.00
<b>EXPENSES</b>													
Management Fees	1,527.50	1,547.50	1,542.50	1,542.50	1,542.50	1,542.00	1,542.50	1,542.50	1,457.50	1,222.80	1,062.50	1,127.50	17,199.90
Maintenance	1,084.92	210.00	0.00	1,629.71	0.00	275.29	75.00	0.00	1,810.98	2,290.00	1,070.13	120.00	8,566.03
Property Expenses	570.00	570.00	570.00	570.00	570.00	570.00	570.00	845.00	570.00	570.00	570.00	570.00	7,115.00
Property Taxes	771.99	771.99	771.99	771.99	771.99	771.99	771.99	771.99	771.99	771.99	771.99	771.99	9,263.92
Insurance	409.33	409.33	409.33	409.33	409.33	409.33	409.33	409.33	409.33	409.33	409.33	409.33	4,911.96
<b>Total Expenses</b>	<b>4,363.74</b>	<b>3,508.82</b>	<b>3,293.82</b>	<b>4,923.53</b>	<b>3,293.82</b>	<b>3,568.61</b>	<b>3,368.82</b>	<b>3,568.82</b>	<b>5,019.80</b>	<b>5,264.12</b>	<b>3,883.95</b>	<b>2,998.82</b>	<b>47,056.81</b>
<b>NOI</b>													<b>124,543.19</b>



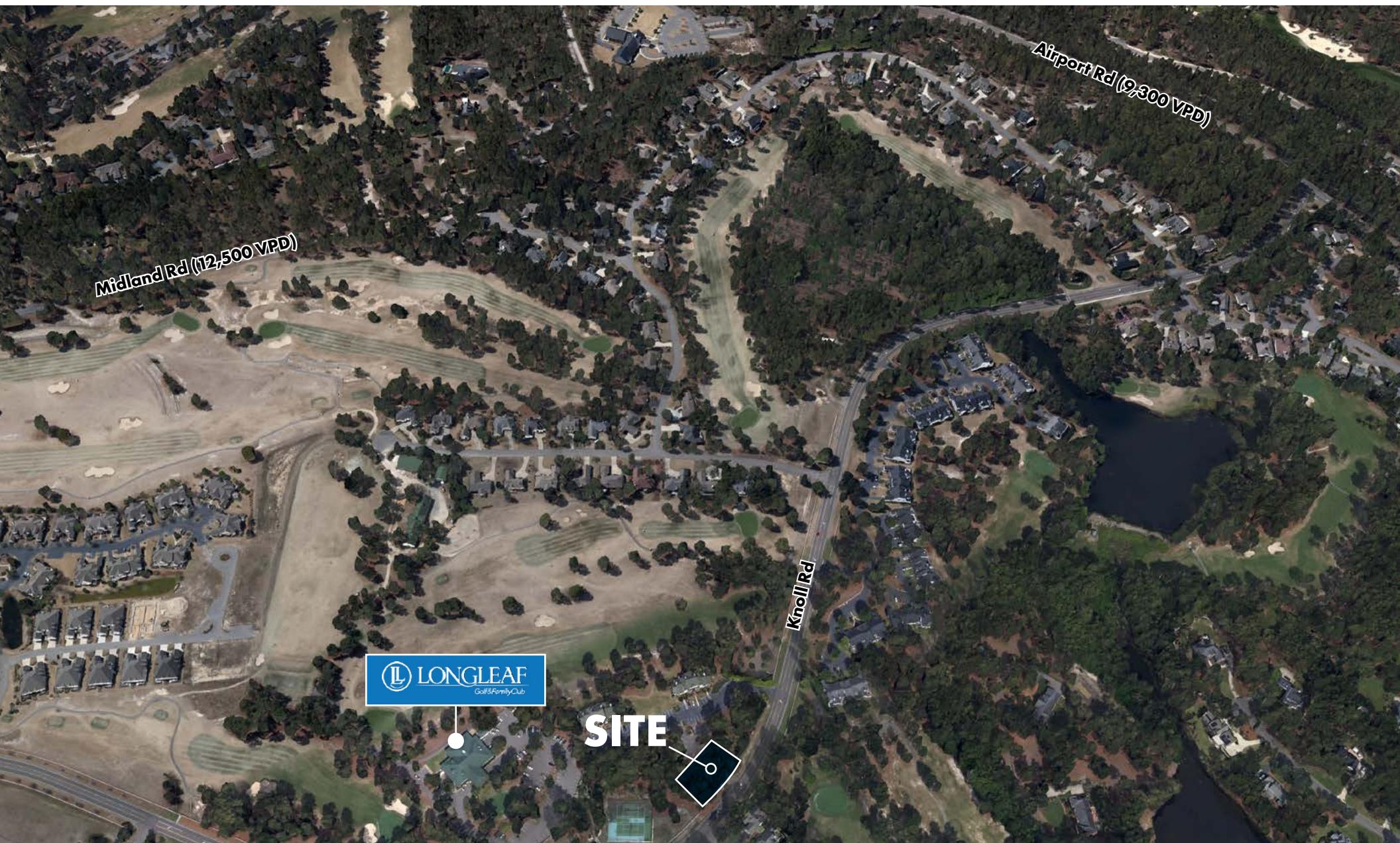
  
C.F. SMITH  
PROPERTY GROUP

**LOCATION MAPS  
& OVERVIEW**

# LOCATION RETAIL MAP



# LOCATION AERIAL





## LOCATION OVERVIEW

Southern Pines, located in the heart of Moore County and surrounded by the natural beauty of the Sandhills region, has established itself as a vibrant and highly desirable community in central North Carolina. Known for its strong sense of place, quality of life, and steady population growth, Southern Pines plays a key role in the regional economy, supported by ongoing infrastructure investment and a diverse employment base.

The local economy is anchored by a broad mix of industries including healthcare, education, military, professional services, and tourism. Major employers such as FirstHealth of the Carolinas, Moore County Schools, and nearby Fort Liberty (formerly Fort Bragg) drive consistent employment and economic activity throughout the area. In addition, Southern Pines benefits from its proximity to the Pinehurst resort area, world-class golf courses, equestrian facilities, and year-round tourism that bolster retail, dining, and hospitality demand.

Within the immediate trade area surrounding Longleaf Cottages, a wide range of employers and service providers contribute to the area's economic stability. National and regional retailers, restaurants, and service operators along U.S. Highway 1 and surrounding commercial corridors reflect strong consumer demand and the market's ability to support both daily-needs and lifestyle-oriented businesses. The broader Southern Pines market is further supported by healthcare providers, financial institutions, small-to-mid-sized professional firms, and local entrepreneurs, creating a balanced and resilient employment environment.

Properties in Southern Pines benefit from favorable market fundamentals, consistent housing demand, and strategic access to the area's primary commercial corridors and employment centers. With healthy leasing conditions, limited new supply, and proximity to established retail and lifestyle amenities, assets such as Longleaf Cottages are well positioned to deliver long-term stability and reliable income performance.

Moreover, Southern Pines' reputation as one of North Carolina's most livable communities enhances the appeal of residential and commercial investments alike. This strong community foundation—combined with sustained institutional investment, tourism activity, and regional economic momentum—positions Southern Pines as a compelling market for investors seeking durable demand and long-term value appreciation.

# DEMOGRAPHICS | 5 MILE RADIUS

## 60 KNOLL RD, SOUTHERN PINES, NC 28387

### KEY FACTS

53,742

Population



24,143

Households

42.64

Median Age

\$72,125

Median Disposable Income

14.3%

No High School Diploma



15.4%

High School Graduate

25.0%

Some College/ Associate's Degree

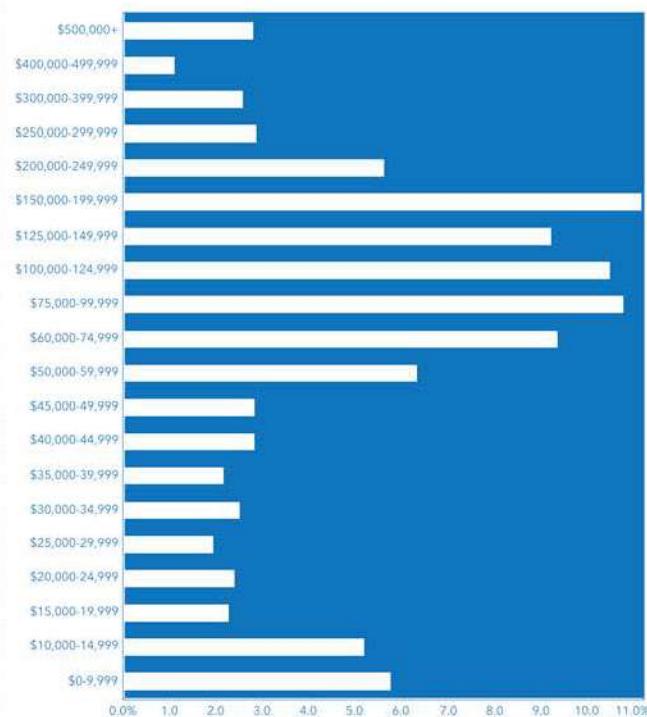


55.7%

Bachelor's/Grad/ Prof Degree



### HOUSEHOLD INCOME



### ANNUAL HOUSEHOLD SPENDING



\$2,553

Apparel & Services



\$241

Computers & Hardware



\$4,261

Eating Out



\$7,770

Groceries



\$8,547

Health Care

### EMPLOYMENT



71.1%

White Collar



11.2%

Blue Collar



18.8%

Services



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