

# Land Development Sales



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**APG**  
ADVISORS



# Philip W. Matthews

## Vice President, Land Development Sales



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Philip Matthews has over 30 years of experience in selling and finding development land and finished building lots for clients all over the Triangle and Coastal areas. Philip started his career along the coast working in the Wilmington area for nearly a decade before moving to Raleigh in 1995.

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|---------------------|--|
| <b>2019-Present</b> | Vice President of Land Development Sales at APG Advisors   Raleigh-Durham  |
| <b>1997 - 2019</b>  | Owner / Broker P.W. Matthews & Co., Inc.   |
| <b>2018</b>         | P.W. Matthews & Co., Inc - DBA Triangle New Homes & Land   |
|                     | Director of Land and Lot Sales for Coldwell Banker Builder Services, at the time, the largest New Home Marketing Company in the Triangle |
| <b>2004 - 2006</b>  |  |
| <b>1997 - 2004</b>  | P.W. Matthews & Co., Inc DBA Development Marketing Group   |
| <b>1995 - 1997</b>  | New Homes and Land Sales, Realty Executives  |
| <b>1985 - 1994</b>  | Land and Beach Property Sales in the Wilmington, NC Area   |

Philip believes in building strong relationship with each individual client or customer. He will use his local and regional knowledge and contacts, experience, and services to help you sell or locate the perfect land for your needs.

### Client List

- Community Properties - Tommy Fonville & Partners
- International Paper Realty Corp. - Charlotte, NC
- Weyerhaeuser Realty Corp. - Greensboro, NC
- Forest City Land Group - Ohio
- First Citizens Bank & Trust Co. - Raleigh, NC
- Fidelity Bank - Fuquay-Varina, NC
- Home Builders and Developers - Triangle, Wilmington, & Myrtle Beach

# Land Services in the Triangle, North Carolina

For owners, investors, buyers, developers, and diverse land users who need to maximize the value of their land assets, Colliers Land professionals provide the wide-ranging knowledge and experience required to navigate this complex real estate specialty.

APG Advisors is able to help clients achieve their distinct goals because we understand the numerous interrelated components involved in acquisition and disposition of improved and unimproved land. Our Land Advisory Group members are educated and practiced in geotechnical, political, environmental, planning, engineering, regulatory, environmental, transportation, and legal issues. We are also aggressive, enterprising marketing and sales experts in a global firm with immense resources and a vast database of investors worldwide. Our process in buyer or seller representation is as follows:



## Step One →

- Determine your property needs
- Conduct requirement evaluation
- Produce real estate brief
- Evaluate market alternatives
- Sign contract
- Gather all information
- Create market strategy

## Step Two

- Confirm real estate requirement evaluation
- Confirm development sites/existing building options and assess via inspections
- Send out broker blast
- Negotiate Contract to Purchase
- Begin counter-offer period
- Short List Options, work with design consultant to evaluate space plan
- Confirm existing land as most desirable opportunity
- Accept contract

## Step Three: Contract Period →

- Work with other agent if applicable
- Coordinate all inspections
- Work with closing attorney
- Obtain all required information from contractors

## Step Four: Close

# Case Studies & Before/Afters



*1,000-Acre Waterfront Property*

Bal-Gra Site: Previous future residential development purchased by nature conservation group and returned to its original wilderness state after discovery of connection to the Lost Colony



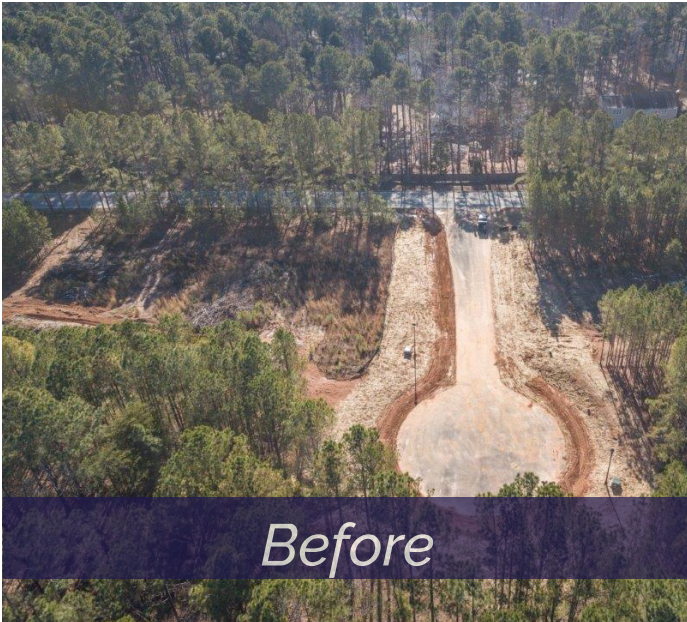
*Before*



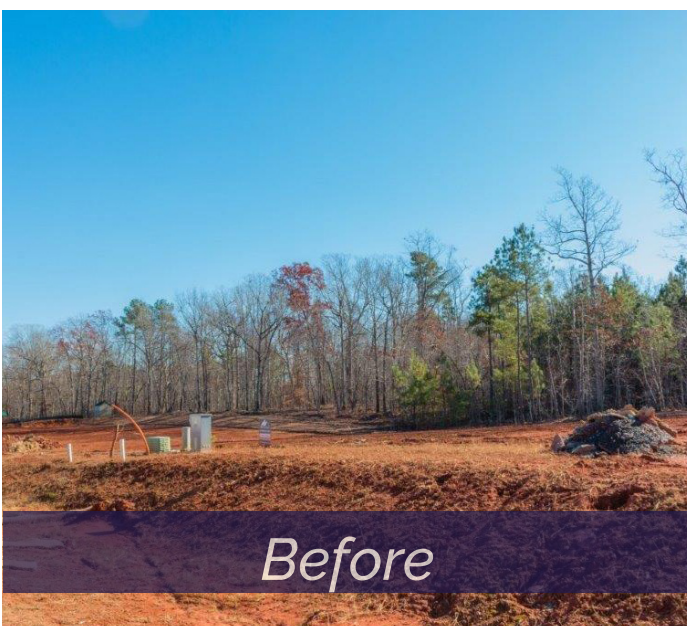
*After*

Main Street Square: 45 Townhomes in Holly Springs, NC





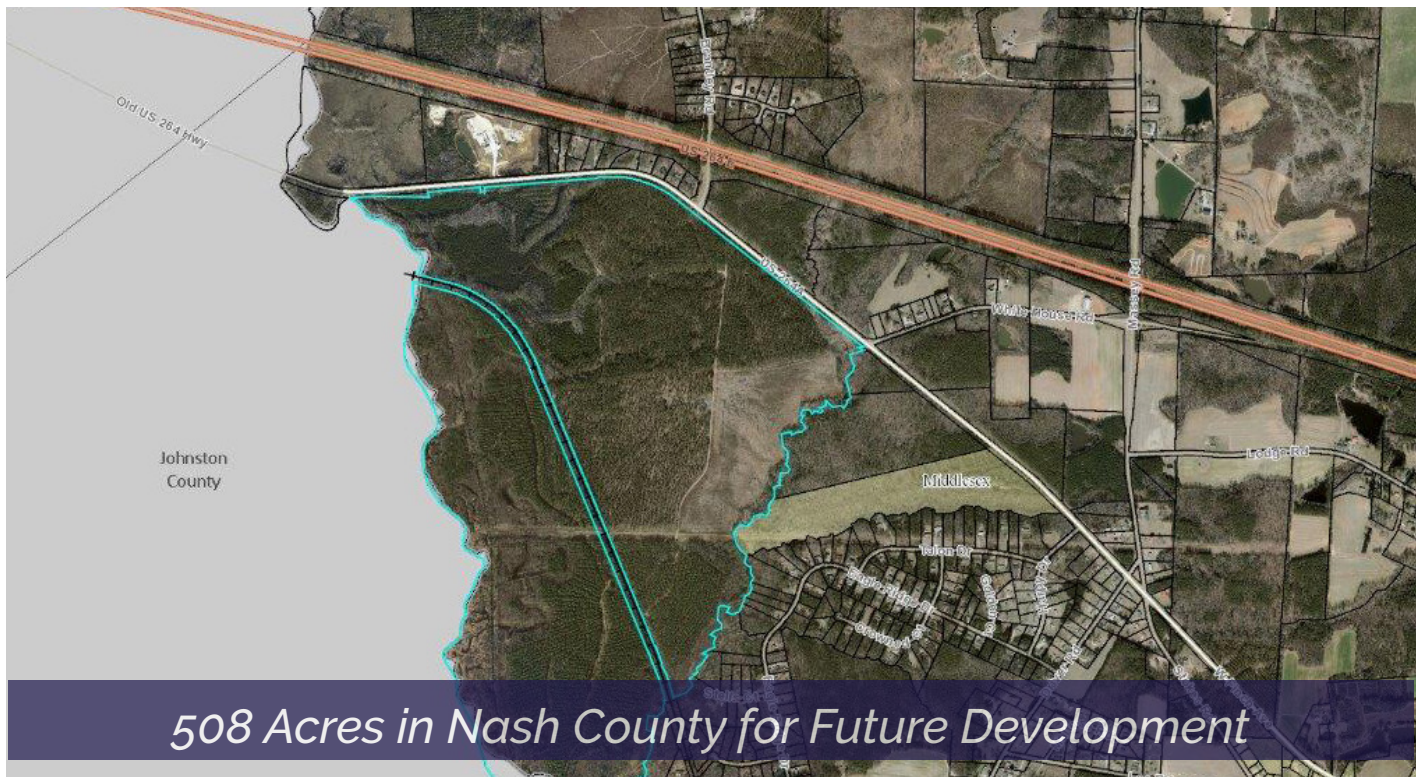
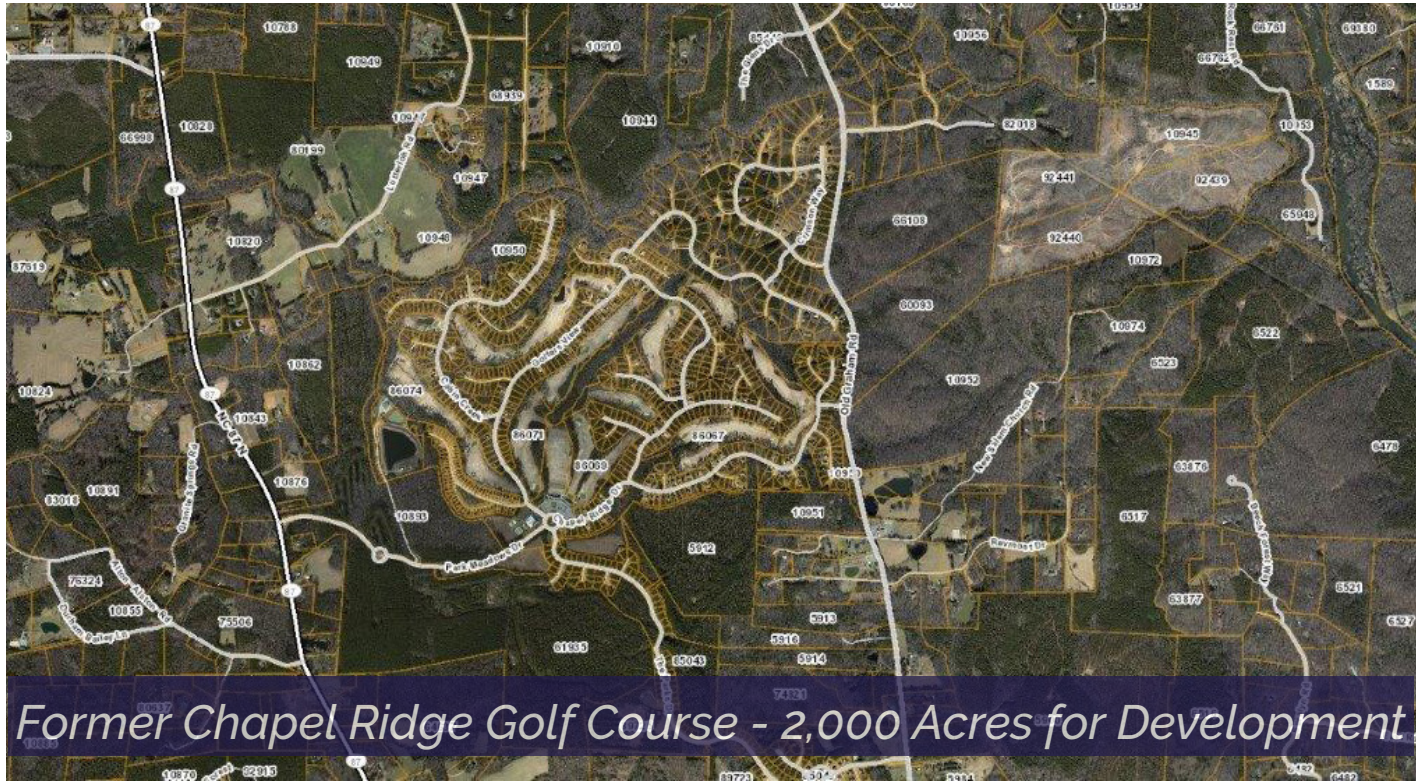
6 Raw Acres into 6 Lots for Residential Development in Raleigh, NC



Old Liberty Golf Club: 117 lots sold to national builder for development in Youngsville, NC



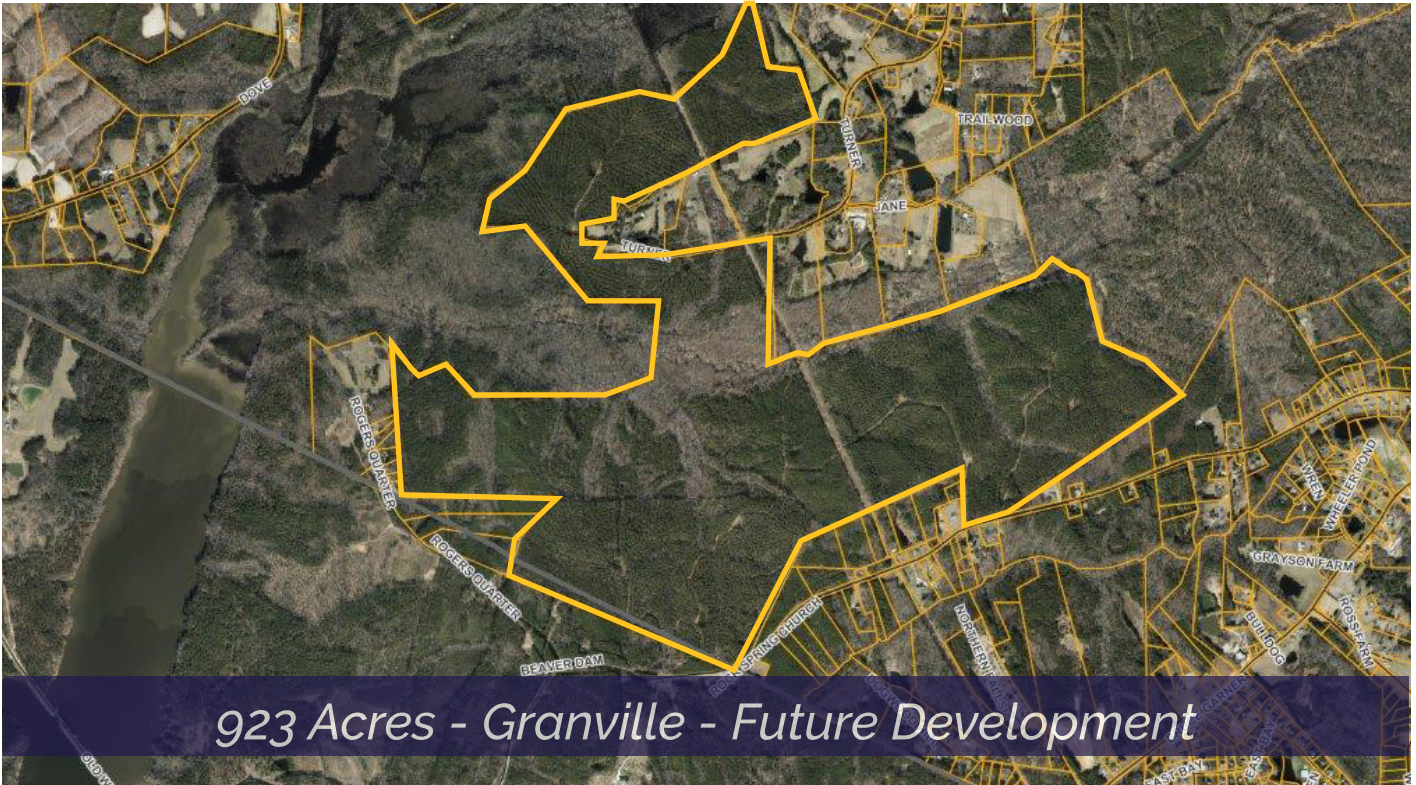
# Case Studies & Before/Afters







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*923 Acres - Granville - Future Development*



*Rutledge Landing Redevelopment from foreclosure - 154 lots*



# Contact Us

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