0 Mountain Creek Rd — Broker Price Opinion

Oct 12, 2026 · @Chris St. Clair

Value

The tract supports a most probable sale price of about **$190,000** (range $175,000–$205,000). That is about $7,200 an acre on the 26.44 acres outside the road right-of-way.

Method	Indication
Adjusted land sales	$197,960
Assessment ratio check	$127,000–$157,000
Reconciled	$190,000

The sales grid carries most of the weight. The assessment check sits lower, and the subject's terrain and soils are still unverified. For those two reasons the reconciled figure sits a little below the grid rather than on it.

Two things would firm up the number before listing: a soil evaluation for septic, and a survey. The county has no surveyed acreage on record for this tract.

The property

0 Mountain Creek Rd is a 27.59-acre tract in Gilkey Township, Rutherford County. It is owned in equal one-eighth shares by eight heirs. The county carries it at $87,300, almost all of it land.

Item	Subject
PIN / REID	1612-14-2514 / 1641533
Assessed acres	27.59
Agricultural land	11.72 ac
Forestry land	14.72 ac
Road right-of-way	1.15 ac

Item	Subject
Improvements	1,736 sf block workshop, 1978
Zoning	None
Fire districts	Union Mills, Green Hill
Land value (2023 reappraisal)	$80,600
Workshop value	$6,700
Total assessed	$87,300
Deed	Book 2057, page 3902, March 3, 2022

Ownership. The current deed follows a death certificate transfer. Eight owners hold 1/8 each:

and All eight must sign a listing and a deed.

Land lines. The county splits the land into agricultural and forestry lines at the same $2,500 base rate. It also carves out 1.15 acres as road right-of-way, valued at zero. That suggests the road crosses or borders the tract.

Workshop. The 1978 concrete-block workshop carries 50% physical depreciation on the county card. It has electric service. Its condition is otherwise unknown, so its market contribution is uncertain.

What the aerial shows.

- **Frontage.** Public road frontage on the west side and along the road to the north. A narrow arm reaches the road to the south, between two separately owned homesites. With three road frontages, the tract can be accessed or split from more than one side.
- **Cover.** An open field along the west road, where the workshop sits. The rest is wooded, with pine near the road and hardwood farther back.
- **Creek.** Per the parcel map, a creek runs along the northeast boundary and forms the property line there.
- **Water.** The creek gives the tract water frontage along its northeast line.
- **Neighbors.** The adjoining homesites are owned by family members , so a family buyer is a realistic market.

Utilities and soils. Power is at the road and at the workshop. No perc test or soil evaluation has been done.

Survey. The county card shows deeded and calculated acres as zero and no plat book reference. The 27.59 acres is the assessor's figure, not a surveyed one. The values in this report use the 26.44 acres outside the road right-of-way.

US 221 widening. The tract's west frontage is on US 221. Widening of US 221 is planned for this corridor. As of October 12, 2026, this section has no immediate plans and does not appear in NCDOT's 10-year State Transportation Improvement Program.

Sales comparison

Four Rutherford County land sales of 21–45 acres closed between April and September 2026. Adjusted to the subject, they indicate **$7,487 an acre**. On 26.44 net acres, that is **$197,960**.

The sales

Property	Closed	Acres	Price	Per acre
Atchley Rd, Union Mills	9-23-26	23.78	$150,000	$6,308
Grassy Knob Rd, Lake Lure	9-18-26	31.46	$190,000	$6,039
Thompson Lake Rd, Rutherfordton	8-31-26	44.74	$275,000	$6,147
Lattimore Rd, Rutherfordton	4-15-26	21.14	$178,500	$8,444

Lattimore Rd's $180,000 price is shown net of a $1,500 seller contribution. The other three had none.

Adjustment rates

Adjustments are percentages of each sale's price per acre. Each one is a judgment, with the reasoning below.

Line	Rate
Comp's legal access unclear (Atchley Rd only)	+30%
Inferior road or utilities	+5%
No creek (subject has one)	+5%

Line	Rate
Mostly cleared vs subject's partial	−10%
Wooded vs subject's partial	+5%
Superior location	−5%
Recorded restrictions	+5%
Larger tract (40+ ac)	+5%

- **Access.** Atchley Rd closed after 632 days with no recorded easement located and access over a gravel drive. Lenders and title insurers treat unclear legal access as a serious defect. The subject has no such issue: it fronts three public roads. The +30% brings Atchley Rd up to the subject's clean access.
- **Roads and utilities.** Thompson Lake Rd fronts a dirt public road. Atchley Rd lists no utilities. The subject has paved frontage and power.
- **Creek.** Atchley Rd, Lattimore Rd and Grassy Knob Rd have creek frontage, as the subject does. Thompson Lake Rd has none.
- **Cover.** Lattimore Rd is mostly cleared and ready to build or farm. The subject is a front field and wooded remainder. Thompson Lake Rd is fully wooded.
- **Location.** Grassy Knob Rd is 5 minutes to Ingles and 10 minutes to Lake Lure, a stronger second-home market. The other three are in the same Rutherfordton and Union Mills orbit as the subject.
- **Restrictions.** Thompson Lake Rd carries recorded subdivision restrictions, including a 1,600 sf minimum. The subject has none.
- **Size.** Thompson Lake Rd is 60% larger than the subject. Larger tracts usually sell for less per acre.

Grid

Line	Atchley	Lattimore	Grassy Knob	Thompson Lake
Per acre	$6,308	$8,444	$6,039	$6,147
Access	+30%	0%	0%	+5%
Utilities	+5%	0%	0%	0%
Creek	0%	0%	0%	+5%

Line	Atchley	Lattimore	Grassy Knob	Thompson Lake
Cover	0%	−10%	0%	+5%
Location	0%	0%	−5%	0%
Restrictions	0%	0%	0%	+5%
Size	0%	0%	0%	+5%
Net	+35%	−10%	−5%	+25%
Gross	35%	10%	5%	25%
Adjusted per acre	**$8,516**	**$7,600**	**$5,737**	**$7,684**
Weight	15%	35%	15%	35%

Weighting. Lattimore Rd and Thompson Lake Rd carry the most weight. Both are Rutherfordton-area sales with clean title and access, and both were negotiated in 2026. Atchley Rd needs the largest adjustment. Grassy Knob Rd went under contract in April 2025, so its price was set in last year's market even though it closed in September.

Weighted result: **$7,487 an acre** × 26.44 acres = **$197,960**.

The actives

Property	Acres	Ask	Per acre	Days on market
Owens Chapel Rd, Union Mills	22.93	$399,000	$17,401	22
Frog Creek Rd, Union Mills	22.49	$195,000	$8,671	311

Owens Chapel Rd is level to rolling with a creek and 1,430 ft of paved frontage, including Hwy 221 and its planned widening. It sits well above every closed sale and has been listed only three weeks. Frog Creek Rd is steep and wooded with a creek, and it has gone unsold for 311 days at $8,671 an acre. That tells you where buyers stop for wooded land in this area.

Part of Owens Chapel Rd's ask rests on the planned Hwy 221 widening. Like the subject's section, that work is not scheduled. None of the four closed sales was priced on it, so no adjustment is made for it here.

Residual and cost-to-cure

The check against county assessments points lower than the sales grid, at **$127,000–$157,000**. The gap is mostly about how the county graded this land.

Assessment ratio

Rutherford County assessed everything as of January 1, 2023. Next reappraisal takes effect January 1, 2027. Sale price divided by assessed value therefore compares the sales on one basis.

Sale	Assessed	Price	Ratio
Lattimore Rd	$123,400	$178,500	1.45
Thompson Lake Rd	$168,400	$275,000	1.63
Grassy Knob Rd	$105,400	$190,000	1.80
Atchley Rd	$38,100	$150,000	3.94

Atchley Rd is set aside. Its low assessment reflects the access problem, so its ratio says more about the tax card than the market.

The other three run 1.45–1.80. Applied to the subject's $87,300, that gives $127,000–$157,000.

The county puts the subject's land at about $3,050 an acre. Thompson Lake Rd is assessed at $3,764 an acre and Lattimore Rd at $5,837. The subject's lower rate may reflect terrain or soils that can't be seen from the aerial. That is the main reason the reconciled value sits below the grid.

Workshop

The county carries the 1978 block workshop at $6,700 after 50% depreciation. That is the upper bound of what it adds. A buyer will pay for it only if the roof and slab are sound, so the reconciled value treats it as a possible small plus, not a line item. Its electric service saves a buyer the cost of a new service drop.

Cost-to-cure

Item	Cost	Why it matters
Survey	Quote needed	No surveyed acreage or plat on record
Soil evaluation for septic	Quote needed	Homesite buyers and lenders need it
Workshop inspection	Quote needed	Sets whether it adds value or needs removal

These are listing-preparation costs, not deductions from value. Each one removes a question a buyer would otherwise price in.

Marginal buyer and alternative use

The buyer most likely to pay the most is a local homestead or mini-farm buyer. That buyer wants the open front field, power, the workshop and road frontage, close to Rutherfordton. They will pay toward the top of the closed range, around $7,500 an acre, but only with a clean septic answer.

Who buys it

- **Homestead or mini-farm buyer.** Builds near the front field and uses the woods for privacy. Needs a passing soil evaluation and usually financing.
- **Recreation or hunting buyer.** Uses the wooded back acreage. Often pays cash. This buyer prices off tracts like Frog Creek Rd, which has not sold at $8,671 an acre after 311 days.
- **Small investor.** Splits road-frontage homesites and holds or resells the back acreage. This buyer pays the least, discounting for survey, perc and holding costs.
- **Family or neighbor.** Several adjoining homesites carry family names. An adjoiner may pay a premium for contiguity, and is often the fastest close.

Splitting it

The tract has frontage on three public roads, so it could be cut into road-front homesites with the wooded back sold as one tract. That is the alternative use most likely to beat a single sale.

This report doesn't put a number on it. The comps here are all 20+ acre tracts, and pricing small homesites would need small-lot sales and a perc result. Before choosing that route, it's worth pulling 2–5 acre land sales nearby and getting a soil evaluation on the front field.

US 221

The widening adds no value today, and it subtracts none. With no project in the 10-year program, a buyer can't count on it, and an appraiser or lender won't credit it. The value in this report assumes US 221 as it is now.

If the section is later funded, two things follow:

- **Upside.** A wider US 221 brings more traffic, visibility and access along the west frontage. That favors commercial or higher-density use of the front field, depending on county approvals at the time.
- **Taking.** NCDOT would likely need right-of-way along the frontage. The owner would be compensated for any land taken and any damage to the remainder. The front field and the workshop sit closest to the road, so a taking would fall on the most usable part of the tract.

For marketing, the widening is worth mentioning as a long-term possibility, not sold as a feature. Buyers who verify it will find nothing scheduled.

Heirs

Eight owners must agree on price, sign the listing and sign the deed. That doesn't change what the land is worth. It changes how long a sale takes and how sure a buyer is that it will close. Buyers and their attorneys know heirs' sales can stall on one signature. Having all eight agree on the listing terms before going to market protects the price.

Absorption

Rutherford County land of 20–50 acres has about **13 months of supply**. That is 25 active listings against about 1.9 closings a month over the last three years. Even at the right price, a long market time is normal in this segment.

These figures come from a Canopy MLS Matrix pull: Rutherford County, Lots/Acres/Farms, 20–50 acres. Closings run January 2020 through December 2025. Active counts run through September 2026.

Year	Closed	Per month
2020	32	2.7
2021	37	3.1
2022	24	2.0
2023	22	1.8
2024	28	2.3
2025	19	1.6

Absorption basis	Closed per month	Months of supply (25 active)
2020–2025 average	2.25	11.1
2023–2025 average	1.92	13.0
2025 alone	1.58	15.8

The three-year rate is the one used here. It drops the 2020–2021 run-up but doesn't lean on one slow year. Matrix's own monthly readings for 2026 have ranged from 8 to 17 months, with 8 for September.

Inventory is tightening. Actives fell from 37 in February 2026 to 25 in September, the lowest September count since 2022. A buyer looking now has fewer tracts to choose from than at any point this year.

No winter dead zone. November, December and January carried 39 of the 162 closings from 2020 to 2025, about a quarter. Listing this fall does not cost a selling season.

Price band. The pull above counts sales but doesn't show their prices. The four comp closings ran $150,000–$275,000, and $190,000 sits inside that range. A price distribution for the full segment would confirm where these buyers actually transact.

Conditions and limits

This is a broker price opinion, not an appraisal. It reflects the market as of October 12, 2026, and rests on the following:

- **Acreage.** The 27.59 acres is the county's assessed figure; no survey is on record. Value is applied to the 26.44 acres outside the road right-of-way.
- **Terrain and water.** These are read from the aerial only. The creek boundary is taken from the parcel map. Slope has not been checked on the ground.
- **Septic.** No soil evaluation has been done, and septic suitability is unknown.
- **Workshop.** Its condition is unknown beyond electric service, so no separate value is assigned to it.
- **Title.** All eight one-eighth owners are assumed able and willing to convey.
- **US 221.** Value assumes the highway as it is now. No widening is scheduled for this section in NCDOT's 10-year program as of October 12, 2026.
- **Absorption.** Closing and active counts come from a Canopy MLS Matrix pull of Rutherford County land, 20–50 acres. The segment's price band has not been pulled.

Prepared by Chris St. Clair, Broker-in-Charge, Carolina Land Network (St. Clair Home and Land Company, LLC, NC firm license C36301; broker license 317450).

Sources: Rutherford County property record for REID 1641533, printed October 12, 2026; Canopy MLS printouts generated October 12, 2026 (MLS 4425385, 4326977, 4184909, 4293811, 4238951, 4408786); parcel aerial provided by the broker.