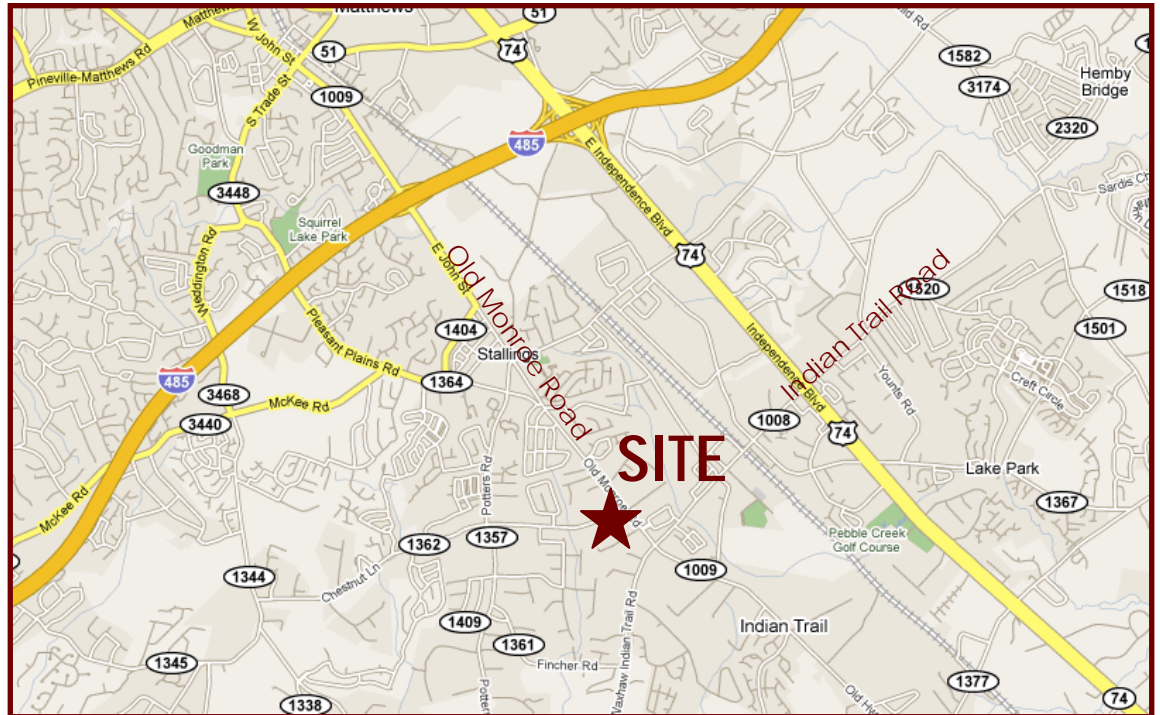


### Listing Offering

4124 Old Monroe Road, Indian Trail, Union County, NC 28079



### \$399,000

#### Highlights

- 1.5 Miles to I-485, Charlotte & Mecklenburg County
- 19,000 Cars Per Day
- Neighborhood Business District Zoning
- Over 225 Front Feet on Old Monroe Road



KATHRYN L. GARNER

KATHY GARNER, BROKER

8336 Lake Providence ● Mathews, NC 28104  
704-847-4035 office ● 704-576-5184 mobile  
kathy@kathygarner.com www.kathygarner.com

## Property Summary

### Details

ADDRESS:	4124 Old Monroe Road, Indian Trail, Union County, NC 28079		
PRICE:	\$399,000	MARKET:	Charlotte
PRICE/ACRE:	\$228,000	SUBMARKET:	Union County
ACRES:	1.7	STREET FRONTAGE:	225 Feet
SHAPE:	Rectangular	CORNER:	No
TOPOGRAPHY:	Flat	CROSS STREET:	Chestnut Rd
TAX PARCEL ID:	07132031		
UTILITIES:	Electrical, Phone, Water, and Sewer		
EXISTING STRUCTURES:	Vacant		

### Property Information

INGRESS/EGRESS:	Ingress/Egress along Old Monroe Road
BEST USE:	Commercial
ZONING:	Indian Trail Zoning: NBD (Neighborhood Business District)
AREA INFORMATION:	<p>The Charlotte Regional Partnership states the following regarding Union County:</p> <p>“Union County is the fastest growing county in North Carolina. The County’s population has increased by 66 percent in the past 10 years, compared to 18 percent for the state as a whole. Nationwide, the county ranks as the 7th fastest growing. Monroe, the county’s largest city, increased its population by 30 percent since 2000.</p>



KATHRYN L. GARNER

## Property Summary

AREA INFORMATION:

According to the last U.S. Census in 2000, approximately 41 percent of Union County residents commute to Mecklenburg County daily. Billed as "Charlotte's best neighborhood," the city of Monroe has evolved into far more than just a bedroom community for Charlotte."

For a complete overview of Union County, please see pages 13 and 14.

PROPERTY INFORMATION:

The property is located 1.5 miles to I-485, Charlotte and the Mecklenburg County line. Daily traffic counts along Old Monroe Road are 19,000 CPD. Neighborhood Business District zoning allows for small scale retail and business services in close proximity to residential neighborhoods. Commercial establishments in the NBD may not include more than 5,000 square feet of gross floor area per building.

Union County is in a sewer moratorium; please inquire.



KATHRYN L. GARNER

# Old Monroe Road

## Location Maps



# Old Monroe Road

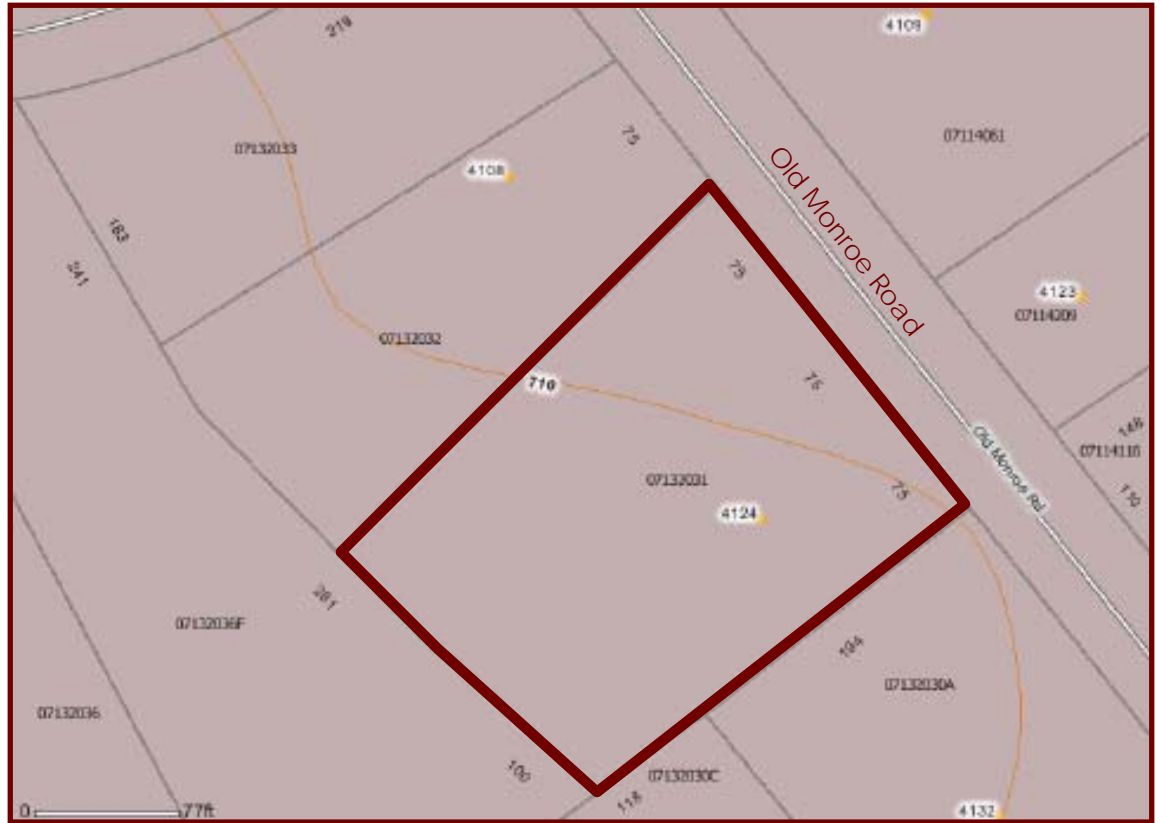
## Aerial Map



KATHRYN L. GARNER

COMMERCIAL REAL ESTATE SERVICES

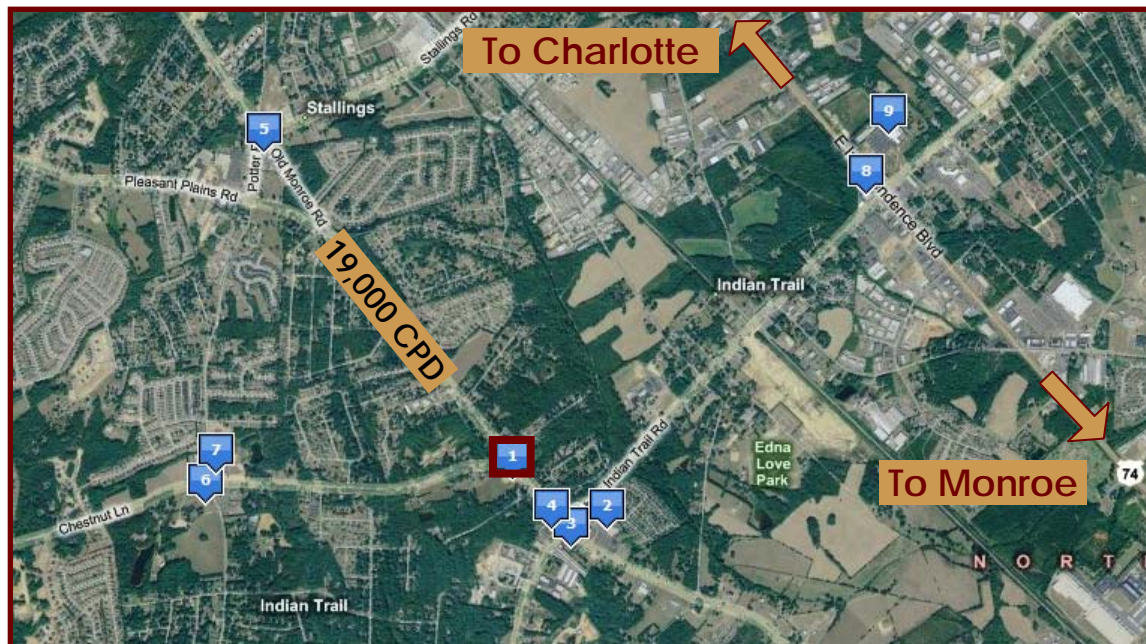
## Topography Tax Map



KATHRYN L. GARNER

# Old Monroe Road

## Aerial - Retail Map



- #1 Site
- #2 Food Lion Shopping Center
- #3 CVS – Indian Trail
- #4 Fifth Third Bank
- #5 McDonald’s
- #6 Future Harris Teeter
- \* Austin Village Shopping Center
- #7 Future Walgreens
- #8 Walgreens
- #9 Bi Lo Shopping Center



# Executive Summary

Prepared by: Kathy Garner

**4124 Old Monroe Road**  
**Site Type: Radius**

**4125 Old Monroe Rd**  
**Indian Trail, NC 28079**  
**Radius: 1.0 mile**

**4125 Old Monroe Rd**  
**Indian Trail, NC 28079**  
**Radius: 3.0 mile**

**4125 Old Monroe Rd**  
**Indian Trail, NC 28079**  
**Radius: 5.0 mile**

## 2008 Population

Total Population	3,719	34,410	92,490
Male Population	49.4%	49.3%	49.2%
Female Population	50.6%	50.7%	50.8%
Median Age	36.1	35.2	36.1

## 2008 Income

Median HH Income	\$71,746	\$77,202	\$82,183
Per Capita Income	\$29,065	\$32,755	\$37,853
Average HH Income	\$78,845	\$90,772	\$105,519

## 2008 Households

Total Households	1,436	12,335	32,993
Average Household Size	2.59	2.79	2.79
1990-2000 Annual Rate	3.92%	6.54%	6.09%

## 2008 Housing

Owner Occupied Housing Units	80.4%	82.9%	80.3%
Renter Occupied Housing Units	15.4%	12.0%	13.8%
Vacant Housing Units	4.2%	5.2%	5.9%

## Population

1990 Population	2,162	10,921	33,189
2000 Population	2,974	19,746	58,797
2008 Population	3,719	34,410	92,490
2013 Population	5,182	46,831	120,699
1990-2000 Annual Rate	3.24%	6.1%	5.89%
2000-2008 Annual Rate	2.75%	6.96%	5.64%
2008-2013 Annual Rate	6.86%	6.36%	5.47%

In the identified market area, the current year population is 92,490. In 2000, the Census count in the market area was 58,797. The rate of change since 2000 was 5.64 percent annually. The five-year projection for the population in the market area is 120,699, representing a change of 5.47 percent annually from 2008 to 2013. Currently, the population is 49.2 percent male and 50.8 percent female.

## Households

1990 Households	769	3,707	11,390
2000 Households	1,130	6,983	20,574
2008 Households	1,436	12,335	32,993
2013 Households	2,007	16,852	43,197
1990-2000 Annual Rate	3.92%	6.54%	6.09%
2000-2008 Annual Rate	2.95%	7.14%	5.89%
2008-2013 Annual Rate	6.92%	6.44%	5.54%

The household count in this market area has changed from 20,574 in 2000 to 32,993 in the current year, a change of 5.89 percent annually. The five-year projection of households is 43,197, a change of 5.54 percent annually from the current year total. Average household size is currently 2.79, compared to 2.84 in the year 2000. The number of families in the current year is 26,198 in the market area.

## Housing

Currently, 80.3 percent of the 35,054 housing units in the market area are owner occupied; 13.8 percent, renter occupied; and 5.9 percent are vacant. In 2000, there were 21,676 housing units— 81.2 percent owner occupied, 13.5 percent renter occupied and 5.3 percent vacant. The rate of change in housing units since 2000 is 6 percent. Median home value in the market area is \$237,353, compared to a median home value of \$192,285 for the U.S. In five years, median home value is projected to change by 1.04 percent annually to \$249,979. From 2000 to the current year, median home value changed by 4.69 percent annually.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2008 and 2013. ESRI converted 1990 Census data into 2000 geography.



**4124 Old Monroe Road**  
**Site Type: Radius**

**4125 Old Monroe Rd**  
**Indian Trail, NC 28079**  
**Radius: 1.0 mile**

**4125 Old Monroe Rd**  
**Indian Trail, NC 28079**  
**Radius: 3.0 mile**

**4125 Old Monroe Rd**  
**Indian Trail, NC 28079**  
**Radius: 5.0 mile**

### Median Household Income

	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 1.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 3.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 5.0 mile
1990 Median HH Income	\$33,272	\$38,739	\$45,348
2000 Median HH Income	\$54,784	\$58,104	\$64,443
2008 Median HH Income	\$71,746	\$77,202	\$82,183
2013 Median HH Income	\$81,088	\$90,171	\$97,779
1990-2000 Annual Rate	5.11%	4.14%	3.58%
2000-2008 Annual Rate	3.32%	3.5%	2.99%
2008-2013 Annual Rate	2.48%	3.15%	3.54%

### Per Capita Income

	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 1.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 3.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 5.0 mile
1990 Per Capita Income	\$13,281	\$15,171	\$18,121
2000 Per Capita Income	\$23,828	\$24,936	\$28,286
2008 Per Capita Income	\$29,065	\$32,755	\$37,853
2013 Per Capita Income	\$33,921	\$40,600	\$48,141
1990-2000 Annual Rate	6.02%	5.1%	4.55%
2000-2008 Annual Rate	2.44%	3.36%	3.59%
2008-2013 Annual Rate	3.14%	4.39%	4.93%

### Average Household Income

	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 1.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 3.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 5.0 mile
1990 Average Household Income	\$38,243	\$43,683	\$52,058
2000 Average Household Income	\$63,483	\$69,495	\$79,782
2008 Average HH Income	\$78,845	\$90,772	\$105,519
2013 Average HH Income	\$92,172	\$112,066	\$133,844
1990-2000 Annual Rate	5.2%	4.75%	4.36%
2000-2008 Annual Rate	2.66%	3.29%	3.45%
2008-2013 Annual Rate	3.17%	4.3%	4.87%

### Households by Income

Current median household income is \$82,183 in the market area, compared to \$53,154 for all U.S. households. Median household income is projected to be \$97,779 in five years. In 2000, median household income was \$64,443, compared to \$45,348 in 1990.

Current average household income is \$105,519 in this market area, compared to \$73,126 for all U.S. households. Average household income is projected to be \$133,844 in five years. In 2000, average household income was \$79,782, compared to \$52,058 in 1990.

Current per capita income is \$37,853 in the market area, compared to the U.S. per capita income of \$27,916. The per capita income is projected to be \$48,141 in five years. In 2000, the per capita income was \$28,286, compared to \$18,121 in 1990.

### Population by Employment

	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 1.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 3.0 mile	4125 Old Monroe Rd Indian Trail, NC 28079 Radius: 5.0 mile
Total Businesses	253	1,627	4,642
Total Employees	2,001	12,387	63,130

Currently, 95.1 percent of the civilian labor force in the identified market area is employed and 4.9 percent are unemployed. In comparison, 93.4 percent of the U.S. civilian labor force is employed, and 6.6 percent are unemployed. In five years the rate of employment in the market area will be 95.2 percent of the civilian labor force, and unemployment will be 4.8 percent. The percentage of the U.S. civilian labor force that will be employed in five years is 93.9 percent, and 6.1 percent will be unemployed. In 2000, 74.4 percent of the population aged 16 years or older in the market area participated in the labor force, and 0.1 percent were in the Armed Forces.

In the current year, the occupational distribution of the employed population is:

- 70.9 percent in white collar jobs (compared to 60.2 percent of U.S. employment)
- 11.7 percent in service jobs (compared to 16.5 percent of U.S. employment)
- 17.4 percent in blue collar jobs (compared to 23.3 percent of U.S. employment)

In 2000, 85.7 percent of the market area population drove alone to work, and 4.0 percent worked at home. The average travel time to work in 2000 was 30.4 minutes in the market area, compared to the U.S. average of 25.5 minutes.

### Population by Education

In 2008, the educational attainment of the population aged 25 years or older in the market area was distributed as follows:

- 8.4 percent had not earned a high school diploma (16.4 percent in the U.S.)
- 24.3 percent were high school graduates only (29.6 percent in the U.S.)
- 9.2 percent had completed an Associate degree (7.2 percent in the U.S.)
- 25.9 percent had a Bachelor's degree (17.0 percent in the U.S.)
- 10.5 percent had earned a Master's/Professional/Doctorate Degree (9.7 percent in the U.S.)



# Lifestyle (Tapestry) Report

Ranked by Households

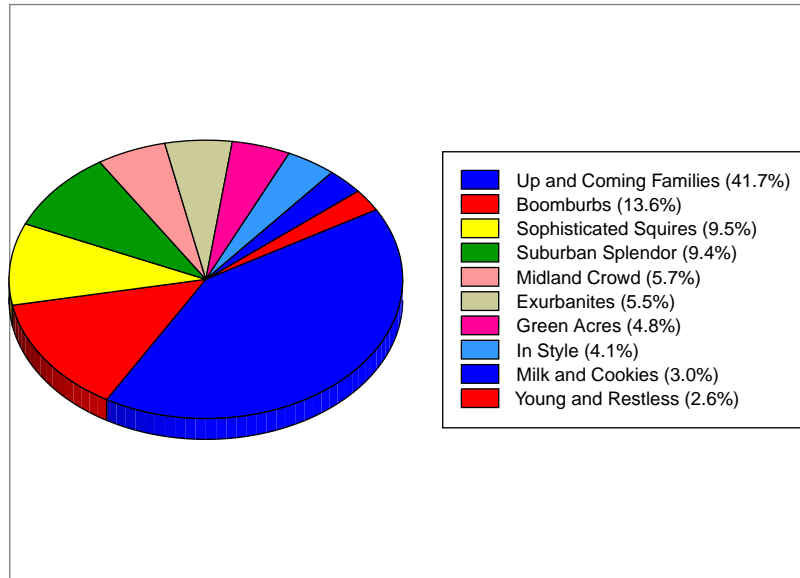
Prepared by: Kathy Garner

4124 Old Monroe Road  
4125 Old Monroe Rd  
Indian Trail, NC 28079

Site Type: Radius

Latitude: 35.07029  
Longitude: -80.680916  
Radius: 5.0 mile

## Top Tapestry Segments



Percent of Households by Tapestry Segment

### Top Tapestry Segments:

#### Up and Coming Families

Up and Coming Families represents the second highest household growth market and, with a median age of 31.9 years, is the youngest of Community Tapestry's affluent family markets. The profile for these neighborhoods is young, affluent families with young children. Approximately half of the households are concentrated in the South, with another half in the West and Midwest. Neighborhoods are located in suburban outskirts of mid-sized metropolitan areas. The homes are newer, with a median value of \$213,306. Because family and home priorities dictate their consumer purchases, they frequently shop for baby and children's products and household furniture. Leisure activities include playing softball, going to the zoo, and visiting theme parks (generally SeaWorld or Disney World). Residents enjoy watching science fiction, comedy, and family-type movies on DVD.

#### Boomburbs

The newest additions to the suburbs, Boomburbs communities are home to younger families who live a busy, upscale lifestyle. The median age is 33.7 years. This market has the highest population growth at 5.3 percent annually more than four and one-half times the national figure. The median home value is \$334,829, and most households have two earners and two vehicles. This is the top market for households to own projection TVs, MP3 players, scanners, and laser printers as well as owning or leasing full-sized SUVs. It is the second-ranked market for owning flat-screen or plasma TVs, video game systems, and digital camcorders as well as owning or leasing minivans. Family vacations are a top priority. Popular vacation destinations are Disney World and Universal Studios, Florida. For exercise, residents play tennis and golf, ski, and jog.



# Lifestyle (Tapestry) Report

Ranked by Households

Prepared by: Kathy Garner

4124 Old Monroe Road  
4125 Old Monroe Rd  
Indian Trail, NC 28079

Site Type: Radius

Latitude: 35.07029  
Longitude: -80.680916  
Radius: 5.0 mile

Source: ESRI

## Sophisticated Squires

Sophisticated Squires residents enjoy cultured country living in newer home developments with low density and a median home value of \$268,921. These urban escapees are primarily married-couple families, educated, and well employed. They prefer to commute to maintain their semi-rural lifestyle. The median age is 38.3 years. They do their own lawn and landscaping work as well as home improvement and remodeling projects such as installing carpet or hardwood floors and interior painting. They like to barbeque on their gas grills and make bread with their bread-making machines. This is the top market for owning three or more vehicles. Vehicles of choice are minivans and full-sized SUVs. Family activities include playing volleyball, bicycling, playing board games and cards, going to the zoo, and attending soccer and baseball games.

## Suburban Splendor

These successful suburbanites are the epitome of upward mobility, just a couple of rungs below the top, situated in growing neighborhoods of affluent homes with a median value of \$442,916. Most households are composed of two-income, married-couple families with or without children. The population is well educated and well employed, with a median age of 41.5 years. Home improvement and remodeling are a main focus of Suburban Splendor residents. Their homes feature the latest amenities and reflect the latest in home design. Residents travel extensively in the United States and overseas for business and pleasure. Leisure activities include physical fitness, reading, visiting museums, or attending the theater. This market is proactive in tracking investments, financial planning, and holding life insurance policies.

## Midland Crowd

Approximately 11.9 million people represent Midland Crowd, Community Tapestry's largest market. The median age of 37 is similar to the US Median. Most households are composed of married-couple families, half with children and half without. The median household income is \$50,462. Housing developments are generally in rural areas throughout the United States (more village or town than farm), mainly in the South. Home ownership is at 83 percent. Two-thirds of households are single-family structures; 28 percent are mobile homes. This is a somewhat conservative market politically. These do-it-yourselfers take pride in their homes, lawns, and vehicles. Hunting, fishing, and woodworking are favorite pursuits. Pet ownership, especially birds or dogs, is common. Many households have a satellite dish, and TV viewing includes various news programs as well as shows on CMT and Outdoor Life Network.

## Exurbanites

Open areas with affluence define these neighborhoods. Empty nesters comprise 40 percent of these households; married couples with children occupy 32 percent. Over half of the householders are between the ages of 45 and 64 years. The median age is 44.8 years. Approximately half of those who work hold professional or managerial positions. The median home value is \$288,301; the median household income is \$88,531. Financial health is a priority for the Exurbanites market; they consult with financial planners and track their investments online. They own a diverse investment portfolio and hold long-term care and substantial life insurance policies. Residents work on their homes, lawns, and gardens. Leisure activities include boating, hiking, kayaking, playing Frisbee, photography, and bird-watching. Many are members of fraternal orders and participate in civic activities.



# Lifestyle (Tapestry) Report

Ranked by Households

Prepared by: Kathy Garner

4124 Old Monroe Road  
4125 Old Monroe Rd  
Indian Trail, NC 28079

Site Type: Radius

Latitude: 35.07029  
Longitude: -80.680916  
Radius: 5.0 mile

Source: ESRI

## Green Acres

A 'little bit country', Green Acres residents live in pastoral settings of developing suburban fringe areas, mainly in the Midwest and South. The median age is 40.7 years. Married couples with and without children comprise most of the households, which are primarily in single-family dwellings. This upscale market has a median household income of \$65,074 and a median home value of \$197,519. These do-it-yourselfers maintain and remodel their homes, painting, installing carpet, or adding a deck, and own all the necessary tools to accomplish these tasks. They also take care of their lawn and gardens, again, with the right tools. Vehicles of choice are motorcycles and full-sized pickup trucks. For exercise, residents ride their bikes and go water skiing, canoeing, and kayaking. Other activities include bird-watching, power boating, target shooting, hunting, and attending auto races.

## In Style

In Style residents live in affluent neighborhoods of metropolitan areas. More suburban than urban, they nevertheless embrace an urban lifestyle. Townhome ownership is more than double that of the national level; however, more than half of the households are traditional single-family homes. Labor force participation is high, and professional couples predominate. The median household income is \$72,326. Nearly one-third of these households include children. The median age is 40.3 years. In Style residents are computer savvy; they use the Internet daily to research information, track investments, or shop. They own a diverse investment portfolio, contribute to retirement savings plans, and hold long-term care and life insurance policies. They enjoy going to the beach, snorkeling, playing golf, casino gambling, and domestic travel.

## Milk and Cookies

Milk and Cookies households are composed mainly of young, affluent married-couple families. Approximately half of the households include children. The median age for this market is 34 years. Residents prefer single-family homes in suburban areas, chiefly in the South, particularly in Texas. Smaller concentrations of households are located in the West and Midwest. The median home value is \$148,781. Families with two or more workers, more than one child, and two or more vehicles is the norm for this market. Residents are well insured for the future. The presence of children drives their large purchases of baby and children's products and timesavers such as fast food. For fun, residents play video games, chess, backgammon, basketball and football, or fly kites. Favorite cable channels include Toon Disney, The Discovery Health Channel, ESPNNews, and Lifetime Movie Network.

## Young and Restless

Change is the constant in this diverse market. With a median age of 28.7 years, the population is young and on the go. About 85 percent of householders moved in the last five years. Young and Restless householders are primarily renters, living in apartments in multiunit buildings. Almost 60 percent are single-person or shared households. This educated market has the highest labor force participation among all the Community Tapestry segments, at 76 percent, and the highest female labor force participation, at 73 percent. The median household income is \$45,236. Residents use the Internet daily to visit chat rooms, play games, obtain the latest news, and search for employment. They read computer and music magazines and listen to public radio. They watch movies in the theater and on DVD, attend rock concerts, play pool, go dancing, and exercise weekly at a gym.

Source: ESRI

Total Population, 2008	191,233
Total Households, 2008	67,198
Median Age, 2008	35.4
Projected Population 2013	251,387

Source: ESRI, 2008

### Educational Attainment, 2008

Population Aged 25 and Older:	121,984
High School Diploma	32.1%
Some College	19.7%
Associates Degree	8.5%
Bachelor's Degree	16.8%
Graduate or Professional Degree	6.1%

Source: ESRI, 2008

2008 SAT score, county average	1,512
2008 SAT score, state average	1,489

Source: NC Dept of Public Instruction, 2008

### Income, 2008

Median Household Income	\$66,792
Per Capita Income	\$28,525

Source: ESRI, 2008

### Employment by Industry, 2008

Agriculture, Mining	1.1%
Construction	13.3%
FIRE	8.1%
Manufacturing	13.1%
Public Administration	2.6%
Retail Trade	13.0%
Wholesale Trade	5.1%
Services	37.2%
Transportation, Utilities	4.3%
Total Employed	83,147

Source: ESRI, 2008

### Labor Force 2008

Labor Force	91,579
Unemployment Rate	6.0%

Source: NC Employment Security Commission

### Contact Information

Maurice Ewing  
 Union County Partnership for Progress  
 Post Office Box 292  
 Monroe, NC 28111  
 704.291.9860  
[www.unioncpp.com](http://www.unioncpp.com)  
[mdewing1@ctc.net](mailto:mdewing1@ctc.net)

R. Christopher Platé  
 Monroe Economic Development Corp.  
 P.O. Box 69  
 Monroe, NC 28111  
 704.282.5780  
[www.developmonroe.com](http://www.developmonroe.com)  
[cplate@monroenc.org](mailto:cplate@monroenc.org)

### Major Employers

<u>Company</u>	<u>Major Product</u>	<u>Employees</u>
Tyson Foods Inc.	Food Processing	1,120
ATI Allvac	Metal Refining	1,100
Union Memorial Medical	Health Services	956
McGee Brothers Co.	Construction	720
Charlotte Pipe and Foundry	Manufacturing	650

Union County is located in the Southern Piedmont section of North Carolina, midway between the mountains and coast. State-of-the-art manufacturing facilities as well as poultry, grain, dairy, and beef cattle farms all contribute to the thriving industry in Union County. Together Tyson Foods and Pilgrim's Pride, both poultry growers and processing plants, employ over 1500 people. Union County is home to the second largest equine population in the state; Morgan horses are bred and trained at Apple Flat Farms, which occupies 73 acres in northern Union County.

Union County is the fastest growing county in North Carolina. The county's population has increased by 66 percent in the past 10 years, compared to 18 percent for the state as a whole. Nationwide, the county ranks as the 7th fastest growing. Monroe, the county's largest city, increased its population by 30 percent since 2000.

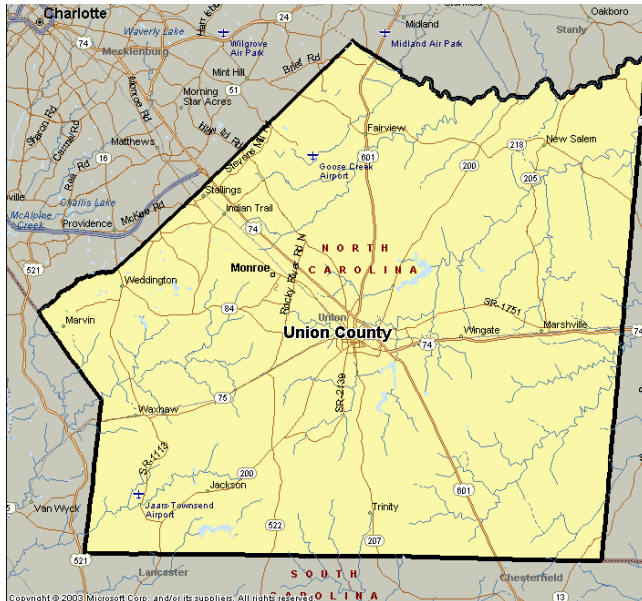
According to the last U.S. Census in 2000, approximately 41 percent of Union County residents commute to Mecklenburg County daily. Billed as "Charlotte's best neighborhood," the city of Monroe has evolved into far more than just a bedroom community for Charlotte.

A highly diversified industrial base has helped Union County weather fluctuations that inevitably arise during cyclical ups and downs. And a skilled workforce helps industry meet the changing needs. Today, Monroe is home to over 100 medium to large manufacturing and distribution companies. Global giants such as Goodrich, ATI Allvac, Greiner Bio-One, Tyson Foods, TYCO/Scott Health and Safety, Cyril Bath and BonaKemi USA have substantial operations in Union County.



Union County also has strong international ties. Local developers visit the home office of these multinational companies as often as possible. Turbomeca Manufacturing Inc., a French-owned firm, recently located an advanced aerospace manufacturing facility in Monroe after an extensive search for a North American location. The company is currently investing \$46 million in a 120,000-square-foot plant.

Additionally, ATI Allvac has completed a \$210 million expansion to its existing facility; the largest expansion investment in Monroe's history, adding 125 new jobs.



**Announced Jobs & Investments**

Jobs announced, 2007	582
Total investment announced, 2007	\$288,100,000

**Accessibility**

Nearest Major City	Charlotte
Distance to Nearest Major City (miles)	26 miles
Nearest Commercial Airport	Douglas Internat'l
Runway Length	10,000 ft.
Distance to Nearest Airport	25 miles
Nearest Interstate	I-85
Distance to Nearest Interstate (miles)	17 miles
Nearest Deepwater Port	Port of Charleston
Distance to Nearest Deepwater Port	206 miles
Foreign Trade Zone Accessibility	Yes
Population within 50 mile radius, 2008	2,238,236

**Development Capacity**

Wastewater Treatment Capacity Available	Yes
Natural Gas Available	Yes

**Taxes, Sales & Services**

Property Taxes/\$100 value (08-09)	\$.6650
Taxable Retail Sales (Mil\$, FY06-07)	\$1,217.5
Total Retail Sales (Mil.\$, 2007)	\$1,485.7
Number of Physicians, 2006	135
Physicians per 10,000 population, 2006	8
RN per 10,000 population, 2006	43
Dentists per 10,000 population, 2006	2

Source: NC Department of Commerce and North Carolina Employment and Securities Commission, 2008

**Average Weekly Wage 2008**

Agriculture, Forestry, Fishing	\$678
Utilities	\$1,220
Construction	\$703
Manufacturing	\$831
Wholesale Trade	\$1,165
Retail Trade	\$471
Transportation & Warehousing	\$699
Information	\$699
Finance & Insurance	\$860
Real Estate & Rental & Leasing	\$591
Professional & Technical Services	\$873
Management of Companies & Enterprises	\$942
Administrative & Waste Services	\$521
Educational Services	\$619
Health Care & Social Assistance	\$572
Arts, Entertainment and Recreation	\$396
Accommodation & Food Services	\$218
Public Administration	\$689
Average Weekly Wage	\$671

**Unemployment Insurance**

New Employers (per \$100)	1.2%
Deficit Employers (max rate)	5.7%
Minimum Tax Rate	0.0%
Average Tax Rate	0.4%
Taxable Base	\$17,300

**Inventory Tax**

Finished Goods	none
Raw Materials	none
Goods in Process	none
Mat'l consumed in Mfg.	none

**Sales Tax, General**

State	4.5%
Local	2.25%

**Sales Tax, Special Provisions**

Electricity	3.0%
Natural Gas	3.0%
Manufacturing Fuels	1.0%
Manufacturing Equipment	1.0%
Telecommunications Service (intrastate)	6.0%

**Education**

Public Schools	34
Private Schools	7
School Districts	1
Colleges & Universities	1

**Climate**

Annual Mean Temp.	60.6F
Annual Mean High Temp.	72.2F
Annual Mean Low Temp.	49F

## WORKING WITH REAL ESTATE AGENTS

*NOTE: Effective July 1, 2001, in every real estate sales transaction, a real estate agent shall, at first substantial contact directly with a prospective buyer or seller, provide the prospective buyer or seller with the following information [NC Real Estate Commission Rule 21 NCAC 58A.0104(c)].*

When buying or selling real estate, you may find it helpful to have a real estate agent assist you. Real estate agents can provide many useful services and work with you in different ways. In some real estate transactions, the agents work for the seller. In others, the seller and buyer may each have agents. And sometimes the same agents work for both the buyer and the seller. It is important for you to know whether an agent is working for you as **your** agent or simply working **with** you while acting as an agent of the other party.

This brochure addresses the various types of working relationships that may be available to you. It should help you decide which relationship you want to have with a real estate agent. It will also give you useful information about the various services real estate agents can provide buyers and sellers, and it will help explain how real estate agents are paid.

### SELLERS

#### *Seller's Agent*

If you are selling real estate, you may want to "list" your property for sale with a real estate firm. If so, you will sign a "listing agreement" authorizing the firm and its agents to represent you in your dealings with buyers as your *seller's agent*. You may also be asked to allow agents from other firms to help find a buyer for your property.

Be sure to read and understand the listing agreement before you sign it.

*Duties to Seller:* The listing firm and its agents must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have signed the listing agreement, the firm and its agents may not give any confidential information about you to prospective buyers or their agents without your permission so long as they represent you. **But until you sign the listing agreement, you should avoid telling the listing agent anything you would not want a buyer to know.**

*Services and Compensation:* To help you sell your property, the listing firm and its agents will offer to perform a number of services for you. These may include • helping you price your property • advertising and marketing your property • giving you all required property disclosure forms for you to complete • negotiating for you the best possible price and terms • reviewing all written offers with you and • otherwise promoting your interests.

For representing you and helping you sell your property, you will pay the listing firm a sales commission or fee. The listing agreement must state the amount or method for determining the commission or fee and whether you will allow the firm to share its commission with agents representing the buyer.

#### *Dual Agent*

You may even permit the listing firm and its agents to represent you **and** a buyer at the same time. This "dual agency relationship" is most likely to happen if an agent with your listing firm is working as a *buyer's agent* with someone who wants to purchase your property. If this occurs and you have not already agreed to a dual agency relationship in your listing agreement, your listing agent will ask you to sign a separate agreement or document permitting the agent to act as agent for both you and the buyer.

It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally. Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called "designated agency" where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each "designated agent" to more fully represent each party.

If you choose the "dual agency" option, remember that since a dual agent's loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction.



## BUYERS

When buying real estate, you may have several choices as to how you want a real estate firm and its agents to work with you. For example, you may want them to represent only you (as a **buyer's agent**). You may be willing for them to represent both you and the seller at the same time (as a **dual agent**). Or you may agree to let them represent only the seller (**seller's agent** or **subagent**). Some agents will offer you a choice of these services. Others may not.

### ***Buyer's Agent***

***Duties to Buyer:*** If the real estate firm and its agents represent you, they must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have agreed (either orally or in writing) for the firm and its agents to be your *buyer's agent*, they may not give any confidential information about you to sellers or their agents without your permission so long as they represent you. But **until you make this agreement with your buyer's agent, you should avoid telling the agent anything you would not want a seller to know.**

***Unwritten Agreements:*** To make sure that you and the real estate firm have a clear understanding of what your relationship will be and what the firm will do for you, you may want to have a written agreement. However, some firms may be willing to represent and assist you for a time as a *buyer's agent* without a written agreement. But if you decide to make an offer to purchase a particular property, the agent must obtain a written agency agreement. If you do not sign it, the agent can no longer represent and assist you and is no longer required to keep information about you confidential. Furthermore, if you later purchase the property through an agent with another firm, the agent who first showed you the property may seek compensation from the other firm.

Be sure to read and understand any agency agreement before you sign it.

***Services and Compensation:*** Whether you have a written or unwritten agreement, a *buyer's agent* will perform a number of services for you. These may include helping you • find a suitable property • arrange financing • learn more about the property and • otherwise promote your best interests. If you have a **written** agency agreement, the agent can also help you prepare and submit a written offer to the seller.

A *buyer's agent* can be compensated in different ways. For example, you can pay the agent out of your own pocket. Or the agent may seek compensation from the seller or listing agent first, but require you to pay if the listing agent refuses. Whatever the case, be sure your compensation arrangement with your *buyer's agent* is spelled out in a buyer agency agreement before you make an offer to purchase property and that you carefully read and understand the compensation provision.

### ***Dual Agent***

You may permit an agent or firm to represent you **and** the seller at the same time. This “dual agency relationship” is most likely to happen if you become interested in a property listed with your *buyer's agent* or the agent's firm. If this occurs and you have not already agreed to a dual agency relationship in your (written or oral) buyer agency agreement, your *buyer's agent* will ask you to sign a separate agreement or document permitting him or her to act as agent for both you and the seller. It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally. Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a *dual agent's* loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction. This can best be accomplished by putting the agreement in writing at the earliest possible time.

### ***Seller's Agent Working with a Buyer***

If the real estate agent or firm that you contact does not offer *buyer agency* or you do not want them to act as your *buyer agent*, you can still work with the firm and its agents. However, they will be acting as the *seller's agent* (or “subagent”). The agent can still help you find and purchase property and provide many of the same services as a *buyer's agent*. The agent must be fair with you and provide you with any “material facts” (such as a leaky roof) about properties.

But remember, the agent represents the seller – not you – and therefore must try to obtain for the seller the best possible price and terms for the seller's property. Furthermore, a *seller's agent* is required to give the seller any information about you (even personal, financial or confidential information) that would help the seller in the sale of his or her property. Agents must tell you *in writing* if they are *sellers' agents* before you say anything that can help the seller. But **until you are sure that an agent is not a seller's agent, you should avoid saying anything you do not want a seller to know.**

*Sellers' agents* are compensated by the sellers.

**WORKING WITH REAL ESTATE AGENTS**

*This is not a contract*

By signing, I acknowledge that the agent named below furnished a copy of this brochure and reviewed it with me.

\_\_\_\_\_  
*Buyer or Seller Name (Print or Type)*

\_\_\_\_\_  
*Buyer or Seller Name (Print or Type)*

\_\_\_\_\_  
*Buyer or Seller Signature*

\_\_\_\_\_  
*Buyer or Seller Signature*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
Kathryn L. Garner  
*Firm Name*

\_\_\_\_\_  
Kathryn L. Garner NC # 187276 SC# 32342  
*Agent Name and License Number*

***Disclosure of Seller Subagency***

*When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see "Seller's Agent Working with a Buyer" in the brochure.*

*Buyer's Initials Acknowledging Disclosure:* \_\_\_\_\_

***Agents must retain this acknowledgment for their files.***