

2.4 Acre Commercial Pad

Glendalough

Listing Offering

2.42 Acre Commercial Site, NE Corner Unionville Indian Trail & Poplin Roads, Monroe, NC



\$395,000

Highlights

- Highly Visible Commercial Corner Part of Planned 258 home subdivision, 'Glendalough'
- City of Monroe Sewer and Water
- Six Schools Within Five Miles



KATHRYN L. GARNER

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The information listed above has been obtained from sources we believe to be reliable, however, we accept no responsibility for its correctness.

Property Summary

Details

ADDRESS:	NE Corner, Unionville – Indian Trail Rd & Poplin Rd, Monroe, NC		
PRICE:	\$395,000	MARKET:	Charlotte
PRICE/ACRE:	\$163,223	SUBMARKET:	Western Union County
ACRES:	2.4 +/-	STREET FRONTAGE:	300 feet
SHAPE:	Rectangular	CORNER:	Yes
TOPOGRAPHY:	Flat	CROSS STREET:	Poplin Road
TAX PARCEL ID:	08-300-026D		
UTILITIES:	Electrical, Phone, Water, and Sewer		
EXISTING STRUCTURES:	None - Vacant		

Property Information

INGRESS/EGRESS:	Ingress/Egress Unionville – Indian Trail Road and Poplin Road
BEST USE:	Commercial
ZONING:	Monroe City PUD
AREA INFORMATION:	The Charlotte Regional Partnership states the following: “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.



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Property Summary

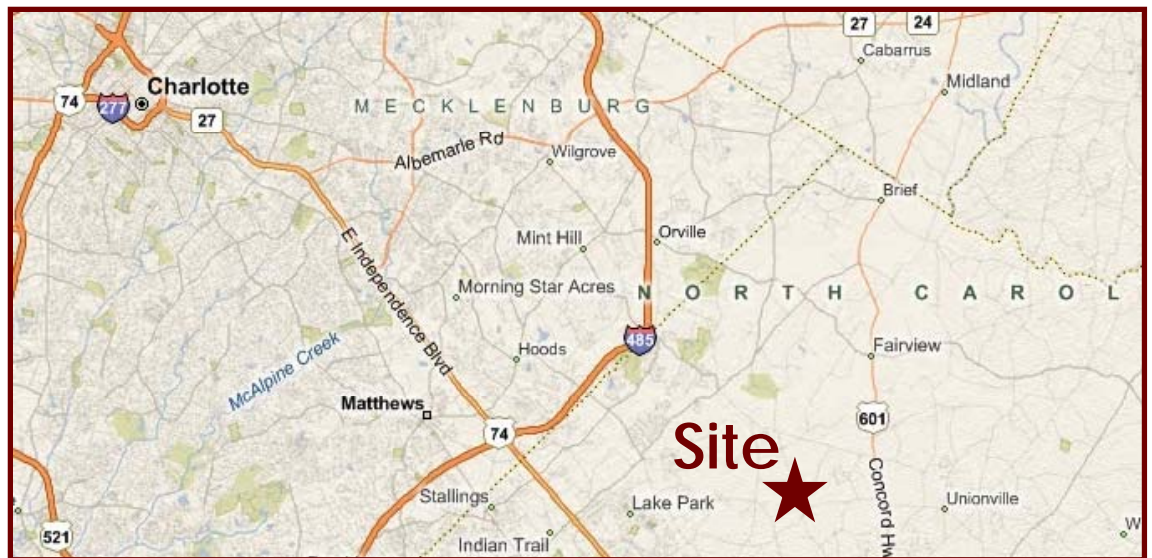
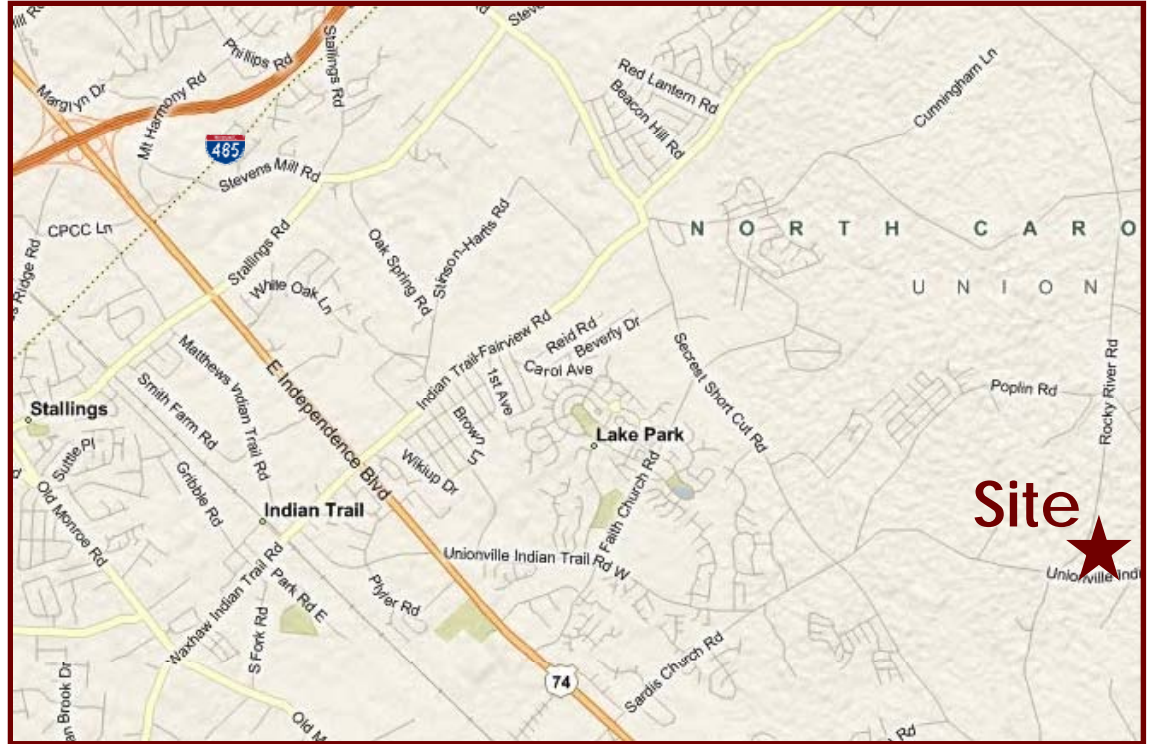
PROPERTY INFORMATION: The 2.4 acre corner parcel is located within the City of Monroe and has Monroe City Water and Sewer.

The property is part of the Glendalough PUD and allows for commercial use. There are 300 front feet along Poplin Road and over 250 front feet on Unionville - Indian Trail Road. The Seller will consider subdividing the property. Please see the attached survey.



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Location Maps



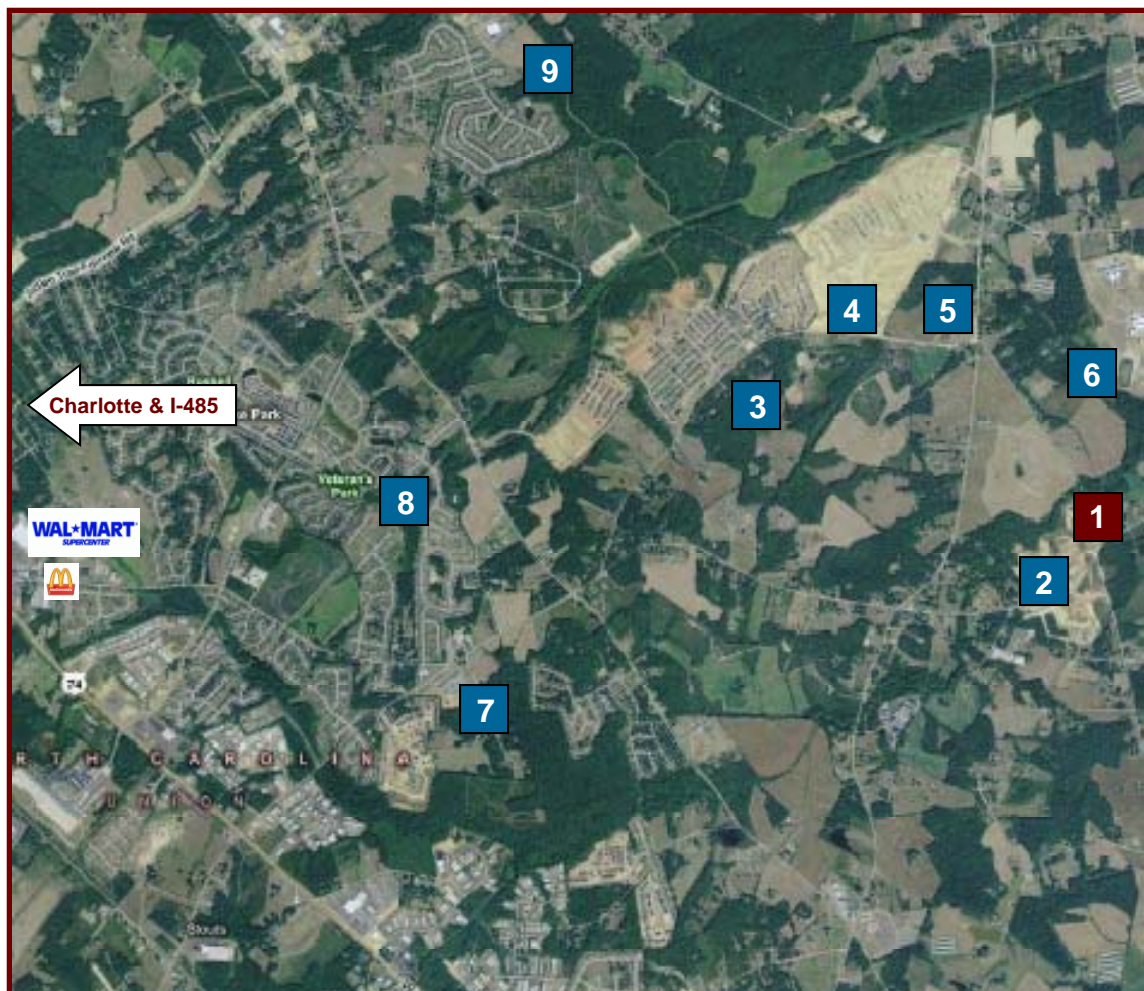
Parcel Map

2.4 Acre Commercial Pad



2.4 Acre Commercial Pad

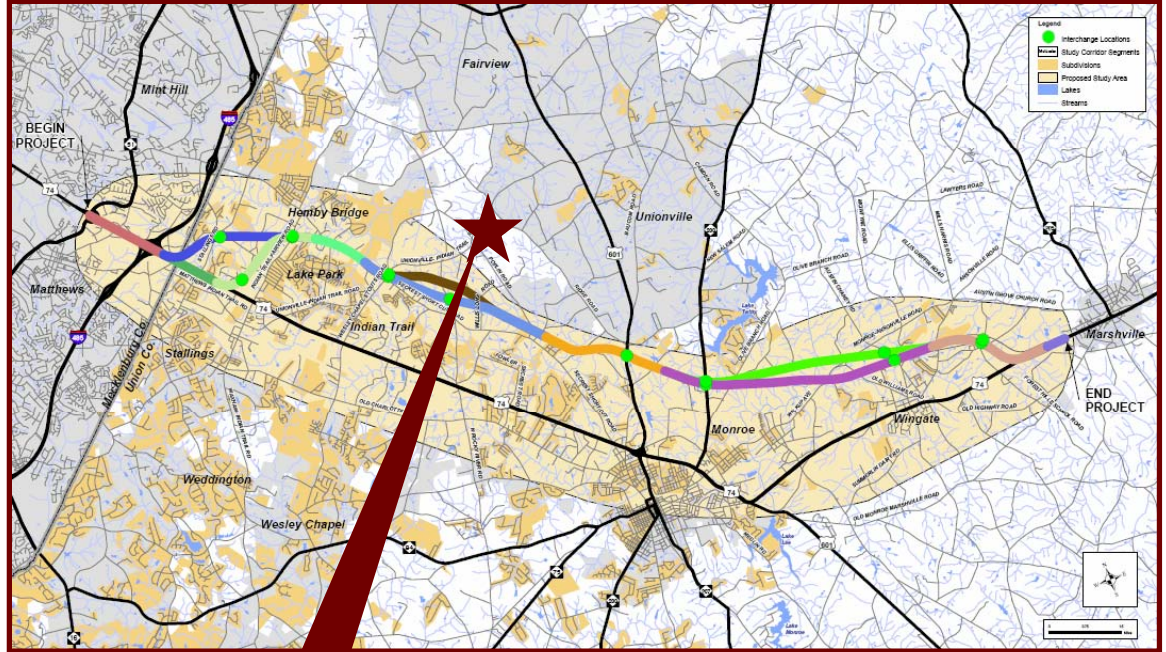
Aerial - Schools and Subdivisions



- #1 Subject Property - 2.42 Acres on NE Corner
- #2 Glendalough Subdivision - 258 planned
- #3 Poplin Road Elementary (New 2009) - 600+ Enrolled
- #4 Annandale Subdivision - 131 Built, 183 Planned
- #5 Fieldstone Subdivision - 115 Built, 504 Planned
- #6 Porter Ridge Schools - 900 Enrolled in Elementary
- #7 Sardis Road Elementary - 850 Enrolled
- #8 Lake Park Academy - Private School
- #9 Hemby Bridge Elementary - 1,020 Enrolled

Proposed Monroe Bypass

2.4 Acre Commercial Pad



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COMMERCIAL REAL ESTATE SERVICES



2.4 Acres Poplin Road
Site Type: Ring

Monroe, NC
Radius: 1 Miles

Monroe, NC
Radius: 3 Miles

Monroe, NC
Radius: 5 Miles

2009 Population

Total Population	578	12,778	44,842
Male Population	48.0%	49.0%	49.6%
Female Population	52.0%	51.0%	50.4%
Median Age	36.7	34.3	34.6

2009 Income

Median HH Income	\$69,541	\$72,449	\$70,583
Per Capita Income	\$24,726	\$28,515	\$28,814
Average HH Income	\$69,474	\$77,151	\$77,341

2009 Households

Total Households	215	4,785	16,733
Average Household Size	2.66	2.66	2.67

2009 Housing

Owner Occupied Housing Units	81.9%	78.5%	75.0%
Renter Occupied Housing Units	17.6%	14.0%	19.1%
Vacant Housing Units	0.5%	7.5%	5.9%

Population

1990 Population	377	3,682	14,412
2000 Population	485	6,787	27,185
2009 Population	578	12,778	44,842
2014 Population	693	16,716	57,369
1990-2000 Annual Rate	2.55%	6.31%	6.55%
2000-2009 Annual Rate	1.91%	7.08%	5.56%
2009-2014 Annual Rate	3.7%	5.52%	5.05%

In the identified market area, the current year population is 44,842. In 2000, the Census count in the market area was 27,185. The rate of change since 2000 was 5.56 percent annually. The five-year projection for the population in the market area is 57,369, representing a change of 5.05 percent annually from 2009 to 2014. Currently, the population is 49.6 percent male and 50.4 percent female.

Households

1990 Households	141	1,333	5,179
2000 Households	179	2,469	10,048
2009 Households	215	4,785	16,733
2014 Households	258	6,290	21,478
1990-2000 Annual Rate	2.41%	6.36%	6.85%
2000-2009 Annual Rate	2%	7.42%	5.67%
2009-2014 Annual Rate	3.71%	5.62%	5.12%

The household count in this market area has changed from 10,048 in 2000 to 16,733 in the current year, a change of 5.67 percent annually. The five-year projection of households is 21,478, a change of 5.12 percent annually from the current year total. Average household size is currently 2.67, compared to 2.69 in the year 2000. The number of families in the current year is 12,668 in the market area.

Housing

Currently, 75.0 percent of the 17,779 housing units in the market area are owner occupied; 19.1 percent, renter occupied; and 5.9 percent are vacant. In 2000, there were 10,569 housing units—78.3 percent owner occupied, 16.6 percent renter occupied and 5.2 percent vacant. The rate of change in housing units since 2000 is 5.78 percent. Median home value in the market area is \$177,341, compared to a median home value of \$162,279 for the U.S. In five years, median home value is projected to change by 3.06 percent annually to \$206,181. From 2000 to the current year, median home value changed by 3.65 percent annually.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2009 and 2014. ESRI converted 1990 Census data into 2000 geography.



2.4 Acres Poplin Road
Site Type: Ring

	Monroe, NC Radius: 1 Miles	Monroe, NC Radius: 3 Miles	Monroe, NC Radius: 5 Miles
Median Household Income			
1990 Median HH Income	\$29,107	\$33,065	\$35,047
2000 Median HH Income	\$54,523	\$53,020	\$52,984
2009 Median HH Income	\$69,541	\$72,449	\$70,583
2014 Median HH Income	\$74,401	\$75,560	\$74,238
1990-2000 Annual Rate	6.48%	4.84%	4.22%
2000-2009 Annual Rate	2.67%	3.43%	3.15%
2009-2014 Annual Rate	1.36%	0.84%	1.01%
Per Capita Income			
1990 Per Capita Income	\$12,615	\$12,892	\$13,971
2000 Per Capita Income	\$20,709	\$22,088	\$23,057
2009 Per Capita Income	\$24,726	\$28,515	\$28,814
2014 Per Capita Income	\$25,332	\$29,123	\$29,377
1990-2000 Annual Rate	5.08%	5.53%	5.14%
2000-2009 Annual Rate	1.94%	2.8%	2.44%
2009-2014 Annual Rate	0.49%	0.42%	0.39%
Average Household Income			
1990 Average Household Income	\$34,168	\$35,918	\$39,813
2000 Average Household Income	\$57,976	\$60,829	\$63,046
2009 Average HH Income	\$69,474	\$77,151	\$77,341
2014 Average HH Income	\$71,966	\$78,442	\$78,578
1990-2000 Annual Rate	5.43%	5.41%	4.7%
2000-2009 Annual Rate	1.98%	2.6%	2.23%
2009-2014 Annual Rate	0.71%	0.33%	0.32%

Households by Income

Current median household income is \$70,583 in the market area, compared to \$54,719 for all U.S. households. Median household income is projected to be \$74,238 in five years. In 2000, median household income was \$52,984, compared to \$35,047 in 1990.

Current average household income is \$77,341 in this market area, compared to \$71,437 for all U.S. households. Average household income is projected to be \$78,578 in five years. In 2000, average household income was \$63,046, compared to \$39,813 in 1990.

Current per capita income is \$28,814 in the market area, compared to the U.S. per capita income of \$27,277. The per capita income is projected to be \$29,377 in five years. In 2000, the per capita income was \$23,057, compared to \$13,971 in 1990.

Population by Employment

Total Businesses	17	227	1,637
Total Employees	267	2,775	18,459

Currently, 87.9 percent of the civilian labor force in the identified market area is employed and 12.1 percent are unemployed. In comparison, 89.4 percent of the U.S. civilian labor force is employed, and 10.6 percent are unemployed. In five years the rate of employment in the market area will be 91.6 percent of the civilian labor force, and unemployment will be 8.4 percent. The percentage of the U.S. civilian labor force that will be employed in five years is 92.9 percent, and 7.1 percent will be unemployed. In 2000, 73.9 percent of the population aged 16 years or older in the market area participated in the labor force, and 0.0 percent were in the Armed Forces.

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

- 62.5 percent in white collar jobs (compared to 61.5 percent of U.S. employment)
- 13.9 percent in service jobs (compared to 17.1 percent of U.S. employment)
- 23.7 percent in blue collar jobs (compared to 21.4 percent of U.S. employment)

In 2000, 83.6 percent of the market area population drove alone to work, and 3.4 percent worked at home. The average travel time to work in 2000 was 29.8 minutes in the market area, compared to the U.S. average of 25.5 minutes.

Population by Education

In 2009, the educational attainment of the population aged 25 years or older in the market area was distributed as follows:

- 14.5 percent had not earned a high school diploma (16.2 percent in the U.S.)
- 31.6 percent were high school graduates only (29.8 percent in the U.S.)
- 9.2 percent had completed an Associate degree (7.2 percent in the U.S.)
- 17.6 percent had a Bachelor's degree (17.0 percent in the U.S.)
- 6.0 percent had earned a Master's/Professional/Doctorate Degree (9.8 percent in the U.S.)



Lifestyle Report

Ranked by Households

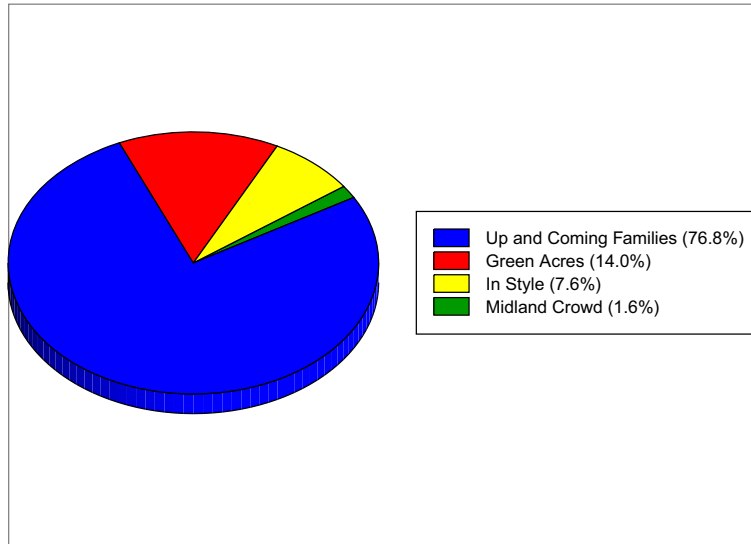
Prepared by STDBOnline

2.4 Acres Poplin Road
Monroe, NC

Latitude: 35.078753
Longitude: -80.577185
Radius: 3 Miles

Site Type: Ring

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.

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.



Lifestyle Report

Ranked by Households

Prepared by STDBOnline

2.4 Acres Poplin Road
Monroe, NC

Site Type: Ring

Latitude: 35.078753
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Radius: 3 Miles

Source: ESRI

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.

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.

Total Population, 2009	201,245
Total Households, 2009	70,659
Median Age, 2009	35.4
Projected Population 2014	254,396

Source: ESRI, 2009

Educational Attainment, 2009

Population Aged 25 and Older:	127,886
High School Diploma	32.3%
Some College	19.7%
Associates Degree	8.5%
Bachelor's Degree	16.7%
Graduate or Professional Degree	6.3%

Source: ESRI, 2009

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

Source: NC Dept of Public Instruction, 2008

Income, 2009

Median Household Income	\$66,561
Per Capita Income	\$27,469

Source: ESRI, 2009

Employment by Industry, 2009

Agriculture, Mining	1.2%
Construction	12.4%
FIRE	8.0%
Manufacturing	12.4%
Public Administration	3.1%
Retail Trade	13.0%
Wholesale Trade	5.1%
Services	38.7%
Transportation, Utilities	4.3%
Total Employed	80,319

Source: ESRI, 2009

Labor Force 2009

Labor Force	91,835
Unemployment Rate	10.1%

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
mdewing1@ctc.net

R. Christopher Platé
 Monroe Economic Development Corp.
 P.O. Box 69
 Monroe, NC 28111
 704.282.5780
www.developmonroe.com
cplate@monroenc.org

Major Employers

<u>Company</u>	<u>Major Product</u>	<u>Employees</u>
Tyson Foods Inc.	Food Processing	1,400
ATI Allvac	Metal Refining	1,100
Charlotte Pipe and Foundry	Pipes and Fittings	520
Tyco/Scott Health & Safety	Air Systems	550
Norton Door	Door Controls	240

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 1,500 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.

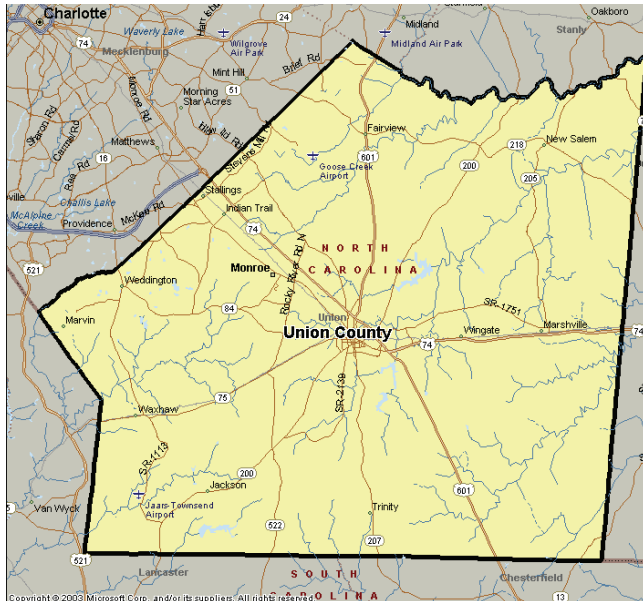
According to the last U.S. Census in 2000, approximately 41 percent of Union County residents commute to Mecklenburg County daily. Billed as "Charlotte's best neighborhood," the city of Monroe has evolved into far more than just a bedroom community for Charlotte.

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.



Average Weekly Wage 2008

Agriculture, Forestry, Fishing	\$615
Utilities	\$1,150
Construction	\$767
Manufacturing	\$809
Wholesale Trade	\$1,035
Retail Trade	\$474
Transportation & Warehousing	\$739
Information	\$685
Finance & Insurance	\$856
Real Estate & Rental & Leasing	\$607
Professional & Technical Services	\$950
Management of Companies & Enterprises	\$860
Administrative & Waste Services	\$533
Educational Services	\$651
Health Care & Social Assistance	\$628
Arts, Entertainment and Recreation	\$408
Accommodation & Food Services	\$223
Public Administration	\$711
<i>Average Weekly Wage</i>	<i>\$681</i>

Announced Jobs & Investments

Jobs announced, 2008	4
Total investment announced, 2008	\$10,000,000

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, 2009	2,289,894

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\$, FY07-08)	\$1,200.3
Total Retail Sales (Mil\$, 2008)	\$1,424.9
Number of Physicians, 2007	138
Physicians per 10,000 population, 2007	8
RN per 10,000 population, 2007	44
Dentists per 10,000 population, 2007	

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

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	\$19,300

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.	61°F
Annual Mean High Temp.	72°F
Annual Mean Low Temp.	52°F

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.