

# METTS CLIMATE CONTROLLED STORAGE

301 N. GLENBURNIE RD., NEW BERN, NC 28560

**STABILIZED SELF STORAGE, GROWING BOAT/RV OCCUPANCY**

ASKING PRICE:

**\$2,195,000**

Hal H. Tanner III  
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hal@midcoastproperties.com

Dale C. Eisenman, CCIM  
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**FOR SALE**

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Please sign and return the appropriate pages of the agency disclosure document found at the end of the OM.

Offers should be submitted in the form of a Letter of Intent (LOI) and should include, at a minimum, Offering Price, Earnest Money Deposit, Due Diligence Time Period, Closing Period, and any substantial conditions or terms.

The owner will only consider offers that are submitted through its exclusive listing agent, Midcoast Properties. The seller reserves the right to negotiate with any party at any time. The seller also reserves the unrestricted right to reject any or all offers.

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**METTS  
CLIMATE CONTROLLED  
STORAGE**

**CDSG  
MEDICAL & WELLNESS**

# EXECUTIVE SUMMARY

Hal H. Tanner III  
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## INVESTMENT OVERVIEW

Metts Climate Controlled Storage is an all-climate 13,259 +/- RSF storage facility with outdoor parking and office space leased to a medical supply business. It has a total of 123 storage units plus parking on 2.55 +/- acres. The building was converted in 1996 to climate storage and the addition of the graveled boat and RV parking began in 2021. There is potential to convert all or some of the current parking area into storage, subject to buyer verification.

Unit occupancy for storage is 95.1 percent. New Boat/RV parking occupancy has increased to 44.9 percent.

There is an on-site office that offers U-Haul truck rentals and retail moving supplies. Amenities at this facility include fob-access to the storage building and gate-controlled access to the boat and RV parking area. Amenities also include perimeter fencing, generous lighting, security cameras, and loading dock and garage door access points.

## PROPERTY INFORMATION

Street Address	301 N. Glenburnie Rd.
City State Zip	New Bern, NC 28560
County	Craven
APN	8-031 -018 & 8-031 -023
Lot Size	2.55 Acres +/-
Zoning	I-1 Light Industrial
Population Density (5 Miles)*	32,805
Avg. HH Income (5 Miles)*	\$58,719
Grounds	Concrete sidewalks, grass, gravel
Land for Expansion	No
Land for Purchase	Yes

\*DEMOGRAPHICS DATA DERIVED FROM 2020 AMERICAN COMMUNITY SURVEY (ACS)

## FACILITY INFORMATION

Number of Buildings	2
Building RSF	13,259 RSF
RSF Notation	Per Software Reports
Exterior Finish	Metal
Interior Finish	Metal
Year Built	1976
Year Last Renovated	1996
Roof	Firestone TPO Over Metal (2015)
Total # of Units	192
# of Climate Units	123
# of Parking Spaces	68
Unit Occupancy	75.7%
Area Occupancy	57.5%
Economic Occupancy	76.9%
Occupancy Notation	Includes New Parking

## INVESTMENT HIGHLIGHTS

- All-Climate Controlled Storage Units
- On-Site Rental Office with Retail Supplies
- High Growth Area
- U-Haul Rentals
- Newly Added Boat and RV Parking

## OVERVIEW

Price	\$2,195,000
Price/RSF	\$166
IRR	21.23%

## VALUE ADD POTENTIAL

- Rental Rates Have Not Been Increased in 10+ Years; Rental Rates Are Below Market
- Opportunity for Rental Rate Management
- Marketing and Website Development with Online Rentals and Bill Pay
- Opportunity for Increased Tenant Insurance Revenue
- Potential for Remote Management

## OPERATING DATA/CAP RATE

	2022	Annualized & Adjusted 2023	Forecast
Effective Gross Income	\$193,537	\$206,619	\$231,160
Operating Expenses	\$77,750	\$79,044	\$86,570
NOI	\$115,787	\$127,575	\$144,590
Cap Rate	5.28%	5.81%	6.59%



MIDCOAST PROPERTIES, INC.





**METTS** CLIMATE  
CONTROLLED  
STORAGE SPECIAL  
8,000 Sq. Ft. Facility That  
Provides Protection From  
Both Heat And Moisture SPECIAL  
x 5' to 20' x 30' UNITS  
**52-638-6272** →

**Boat & RV  
STORAGE**

# PROPERTY INFORMATION

Hal H. Tanner III  
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METTS CLIMATE CONTROLLED STORAGE | 301 N. GLENBURNIE RD.



## LOCATION INFORMATION

Facility Name	Metts Climate Controlled Storage
Street Address	301 N. Glenburnie Rd.
City, State, Zip	New Bern, NC 28560
County	Craven
Population Density (5 Miles)*	32,805
Avg. HH Income (5 Miles)*	\$58,719.00

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Land for Expansion	No
Land for Purchase	Yes
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# of Parking Spaces	68
Unit Occupancy	75.7%
Area Occupancy	57.5%
Economic Occupancy	76.9%
Occupancy Notation	Includes New Parking

## FACILITY INFORMATION

Building Status	Stabilized
Number of Buildings	2
Exterior Finish	Metal
Interior Finish	Metal
Foundation	Concrete
Roof	Firestone TPO Over Metal (2015)
Site Features	Fob-Access to Self-Storage Building; Gate Controlled Access to the Boat/RV Parking; Perimeter Fencing; Generous Lighting; Security Cameras; One Loading Dock; One Garage Door
Management Software	Web Self Storage
Site Management	Self Managed
Website	mettsclimatecontrolledstorage.webs.com

## FINANCIAL ESTIMATES

EGI - 2022	\$193,537
NOI - 2022	\$115,787
Cap Rate - 2022	5.28%
EGI - Annualized & Adjusted 2023	\$206,619
NOI - Annualized & Adjusted 2023	\$127,575
Cap Rate - Annualized & Adjusted 2023	5.81%
EGI - Forecast	\$231,160
NOI - Forecast	\$144,590
Cap Rate - Forecast	6.59%





## PROPERTY DESCRIPTION

Metts Climate Controlled Storage is an all-climate 13,259 +/- RSF storage facility with outdoor parking and office space leased to a medical supply business. It has a total of 123 storage units plus parking on 2.55 +/- acres. The building was converted in 1996 to climate storage and the addition of the graveled boat and RV parking began in 2021. There is potential to convert all or some of the current parking area into storage, subject to buyer verification.

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There is an on-site office that offers U-Haul truck rentals and retail moving supplies. Amenities at this facility include fob-access to the storage building and gate-controlled access to the boat and RV parking area. Amenities also include perimeter fencing, generous lighting, security cameras, and loading dock and garage door access points.

## LOCATION DESCRIPTION

The facility is located at 301 N. Glenburnie Rd. in New Bern, NC, which is an inland coastal town along the Neuse river. New Bern is home to Hatteras Yachts, Inc., which employs approximately 350 people, with plans to increase employment to 500. With its close proximity to Pamlico Sound and the seaside towns of Morehead City, Emerald Isle and Atlantic Beach, New Bern has become attractive to people looking for a coastal atmosphere and has seen an increase in growth. New Bern is approximately 38 miles north of Jacksonville, NC, home of Camp Lejeune Marine Corps base, 93 miles northeast of Wilmington, NC and 115 miles east of Fayetteville, NC, home of Fort Bragg Army base.

Local area has flood zone designation of AE. Buyer to verify.

## EXTERIOR DESCRIPTION

Metal

## INTERIOR DESCRIPTION

Metal



# FINANCIAL ANALYSIS

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# UNIT MIX SUMMARY | 301 N. GLENBURNIE RD.

UNIT TYPE	UNIT SF	# OF UNITS	TOTAL RSF	MONTHLY RENT	MONTHLY RENT PSF	MOTHLY POTENTIAL INCOME	ANNUAL RENT PSF	ANNUAL POTENTIAL INCOME
CLIMATE								
5x5	25	15	375	\$45	\$1.80	\$675	\$21.60	\$8,100
5x8	40	1	40	\$60	\$1.50	\$60	\$18.00	\$720
5x10	50	30	1,500	\$75	\$1.50	\$2,250	\$18.00	\$27,000
7x10	70	1	70	\$85	\$1.21	\$85	\$14.57	\$1,020
10x10	100	39	3,900	\$110	\$1.10	\$4,290	\$13.20	\$51,480
10x12	120	1	120	\$130	\$1.08	\$130	\$13.00	\$1,560
12x12	144	1	144	\$150	\$1.04	\$150	\$12.50	\$1,800
10x15	150	21	3,150	\$150	\$1.00	\$3,150	\$12.00	\$37,800
10x20	200	14	2,800	\$200	\$1.00	\$2,800	\$12.00	\$33,600
TOTALS - CLIMATE		123	12,099		\$1.12	\$13,590	\$13.48	\$163,080
OFFICE								
20x58	1,160	1	1,160	\$1,500	\$1.29	\$1,500	\$15.52	\$18,000
PARKING - OUTDOOR								
14x20		25		\$30		\$750		\$9,000
14x30		8		\$40		\$320		\$3,840
14x40		35		\$60		\$2,100		\$25,200
TOTALS - PARKING		68				\$3,170		\$38,040
TOTALS/AVERAGES		192	13,259		\$1.38	\$18,260	\$16.53	\$219,120



INCOME SUMMARY	2022	Annualized & Adjusted	Forecast
		2023	
Gross Potential Income	\$219,120	\$219,120	\$241,032
Vacancy & Credit Loss	-\$49,505	-\$35,059	-\$38,565
Rent	\$169,615	\$184,061	\$202,467
Uhaul	\$17,469	\$17,469	\$17,469
Boxes & Locks	\$1,442	\$1,442	\$1,442
Rental Insurance	\$1,612	\$872	\$6,642
Late, Admin & NSF Fees	\$3,953	\$2,880	\$3,240
Miscellaneous	-\$554	-\$106	-\$100
<b>GROSS INCOME</b>	<b>\$193,537</b>	<b>\$206,619</b>	<b>\$231,160</b>

EXPENSE SUMMARY	2022	Annualized & Adjusted	Forecast
		2023	
Cost of Goods Sold	\$549	\$549	\$721
Advertising	\$248	\$500	\$1,000
Bank Charges	\$2,532	\$3,099	\$3,467
Insurance	\$22,014	\$22,895	\$23,811
Payroll Expense	\$14,532	\$15,040	\$17,913
Repairs and Maintenance	\$7,380	\$6,366	\$6,493
Office & Supplies	\$2,305	\$2,351	\$2,398
Postage	\$148	\$153	\$159
Professional Fees	\$2,641	\$2,500	\$1,550
Taxes and Licenses	\$4,476	\$4,610	\$4,749
Miscellaneous	\$351	\$350	\$350
Utilities & Telephone	\$16,609	\$17,107	\$17,620
Call Center	\$2,845	\$2,930	\$3,018
Rental Insurance Fees	\$1,120	\$593	\$3,321
<b>GROSS EXPENSES</b>	<b>\$77,750</b>	<b>\$79,043</b>	<b>\$86,569</b>
<b>NET OPERATING INCOME</b>	<b>\$115,787</b>	<b>\$127,575</b>	<b>\$144,590</b>

## Metts Climate Controlled Storage - IRR

For Example Purposes Only. This Example is not to be relied on as a prediction of future performance.

End of Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	
Gross Potential Income	241,032	248,263	255,711	263,382	271,284	279,422	287,805	3%/year Yrs 2-7
Vacancy & Credit Loss	38,565	37,239	33,242	31,606	27,128	22,354	17,268	
Rent	202,467	211,024	222,468	231,776	244,155	257,068	270,537	
Uhaul	17,469	17,818	18,175	18,538	18,909	19,287	19,673	
Boxes & Locks	1,442	1,471	1,500	1,530	1,561	1,592	1,624	
Rental Insurance	6,642	6,775	6,910	7,049	7,190	7,333	7,480	
Late, Admin & NSF Fees	3,240	3,305	3,371	3,438	3,507	3,577	3,649	
Miscellaneous	-100	-103	-106	-109	-113	-116	-119	
<b>Effective Gross Income</b>	<b>231,160</b>	<b>240,290</b>	<b>252,319</b>	<b>262,222</b>	<b>275,209</b>	<b>288,742</b>	<b>302,843</b>	
Cost of Goods Sold	721	735	750	765	780	796	812	2%/year
Advertising	1,000	1,020	1,040	1,061	1,082	1,104	1,126	2%/year
Bank Charges	3,467	3,536	3,607	3,679	3,753	3,828	3,904	2%/year
Insurance	23,811	24,525	25,261	26,019	26,799	27,603	28,432	3%/year
Payroll Expense	17,913	18,271	18,637	19,009	19,390	19,777	20,173	2%/year
Repairs and Maintenance	6,493	6,623	6,755	6,890	7,028	7,169	7,312	2%/year
Office & Supplies	2,398	2,446	2,495	2,545	2,596	2,648	2,701	2%/year
Postage	159	162	165	169	172	176	179	2%/year
Professional Fees	1,550	1,581	1,613	1,645	1,678	1,711	1,746	2%/year
Taxes and Licenses	4,749	4,891	5,038	5,189	5,345	5,505	5,671	3%/year
Miscellaneous	350	357	364	371	379	386	394	2%/year
Utilities & Telephone	17,620	17,972	18,332	18,698	19,072	19,454	19,843	2%/year
Call Center	3,018	3,078	3,140	3,203	3,267	3,332	3,399	2%/year
Rental Insurance Fees	3,321	3,387	3,455	3,524	3,595	3,667	3,740	2%/year
Management Fee *								
<b>Total Operating Expenses</b>	<b>86,569</b>	<b>88,587</b>	<b>90,653</b>	<b>92,769</b>	<b>94,936</b>	<b>97,157</b>	<b>99,431</b>	
<b>Net Operating Income</b>	<b>144,590</b>	<b>151,703</b>	<b>161,666</b>	<b>169,453</b>	<b>180,272</b>	<b>191,585</b>	<b>203,413</b>	
Annual Debt Service	-141,266	-141,266	-141,266	-141,266	-141,266	-141,266	-141,266	
Before Tax Cash Flow	(548,750)	3,324	10,437	20,400	39,007	50,320	62,147	
Sale Proceeds							1,799,696	
<b>Total Cash Flow Before Tax</b>	<b>(548,750)</b>	<b>3,324</b>	<b>10,437</b>	<b>20,400</b>	<b>39,007</b>	<b>50,320</b>	<b>1,861,843</b>	
<b>Cash on Cash</b>	<b>0.61%</b>	<b>1.90%</b>	<b>3.72%</b>	<b>5.14%</b>	<b>7.11%</b>	<b>9.17%</b>		

Neither the Seller, Owner or Broker represents, warrants, either by implication or express statement, the accuracy or completeness of the information contained in this property presentation. The information contained herein has been prepared from sources believed to be reliable but has not been independently verified by the Broker as to accuracy or completeness. No warranties or representations, express or implied, are made as to the information presented herein.

Assumptions - Vacancy	
Year 1	16%
Year 2	15%
Year 3	13%
Year 4	12%
Year 5	10%
Year 6	8%
Year 7	6%

Assumptions - Financing & Disposition		
Purchase Price		2,195,000
Amount Financed		1,646,250
Cash Contributed		548,750
Expansion Cost		
Loan to Value	75%	
Amortization	25	
Interest Rate	7.00%	
Management fee	0%	
Sale at End of Year 7		
Cap Rate	6.00%	3,390,209
Cost of Sale 5%		(169,510)
Loan Balance		(1,421,003)
Sale Proceeds		1,799,696
<b>IRR =</b>		<b>21.23%</b>



# LOCATION & DEMOGRAPHICS

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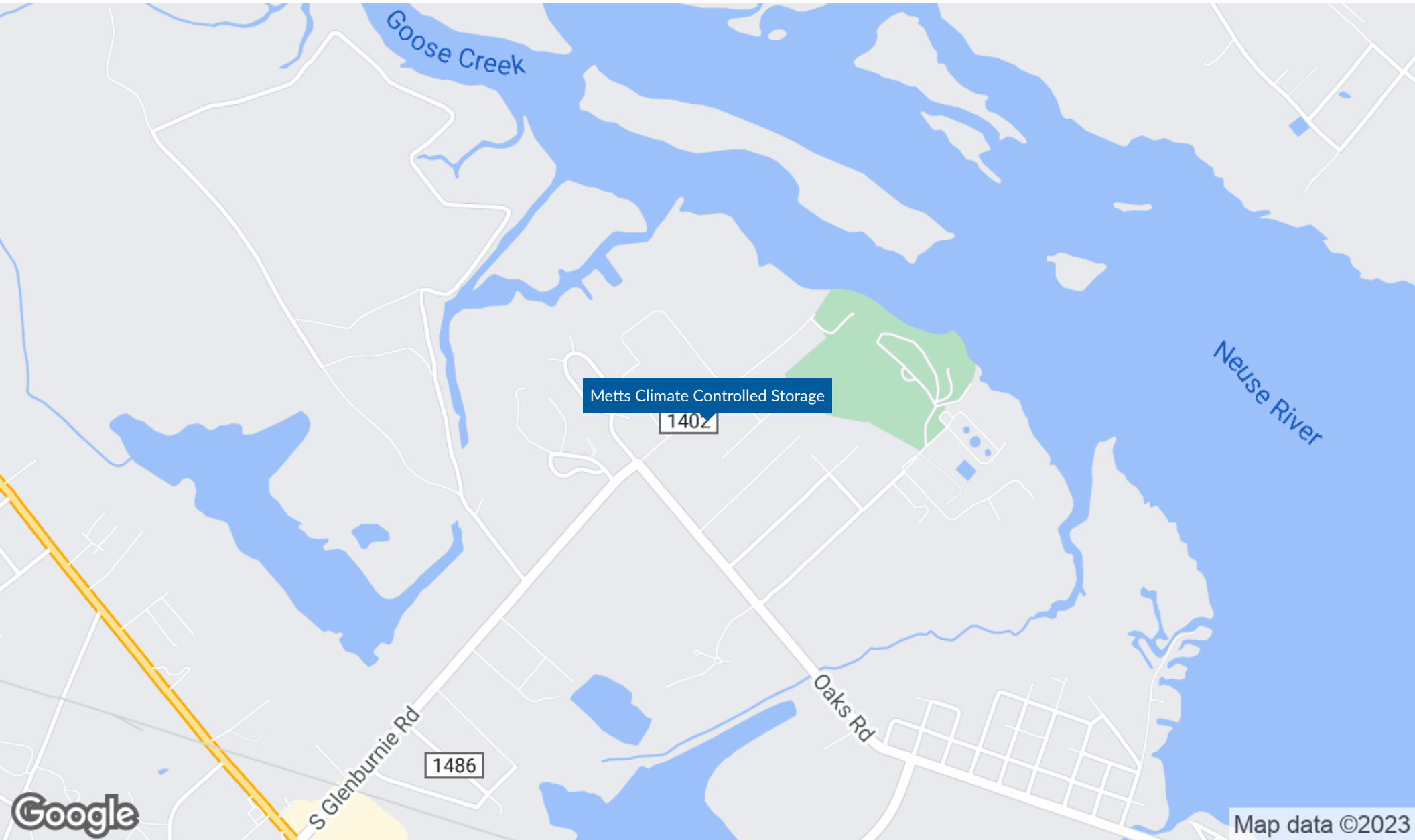


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MIDCOAST PROPERTIES, INC.









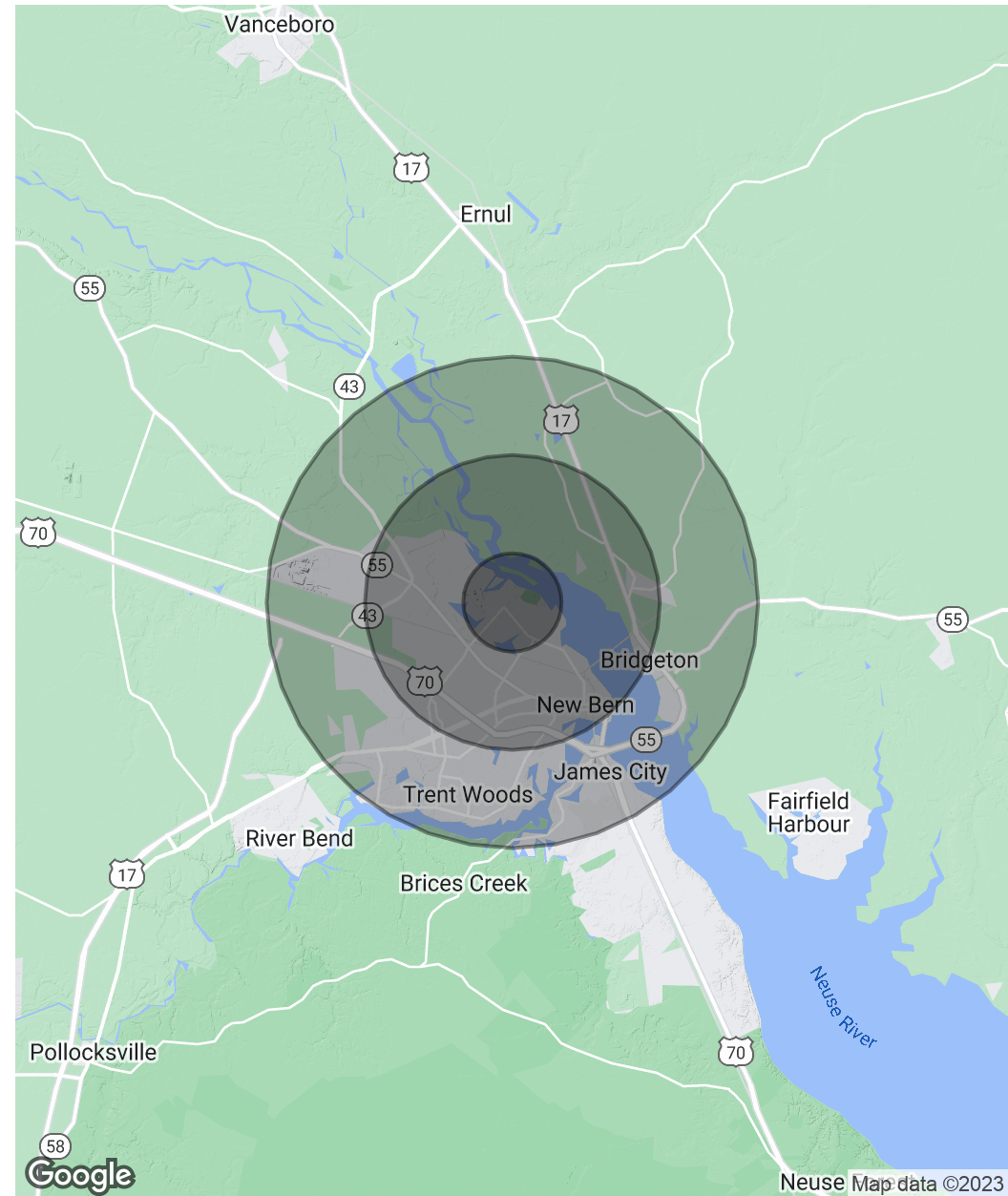
### POPULATION

	1 MILE	3 MILES	5 MILES
Total Population	873	20,070	32,805
Average Age	35.8	40.2	42.1
Average Age (Male)	32.8	36.4	39.1
Average Age (Female)	35.2	41.7	43.5

### HOUSEHOLDS & INCOME

	1 MILE	3 MILES	5 MILES
Total Households	539	11,010	16,857
# of Persons per HH	1.6	1.8	1.9
Average HH Income	\$36,460	\$48,116	\$58,719
Average House Value	\$1,085,646	\$203,255	\$201,291

\* Demographic data derived from 2020 ACS - US Census



MIDCOAST PROPERTIES, INC.









# RENT COMPARABLES

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METTS CLIMATE CONTROLLED STORAGE | 301 N. GLENBURNIE RD.





### SUBJECT PROPERTY

301 N. Glenburnie Rd. New Bern, NC 28560

1

### VALLEY STORAGE

580 S. Glenburnie Rd. New Bern, NC 28560

2

### VALLEY STORAGE

2908 Neuse Blvd. New Bern, NC 28560

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
-----------	--------------	-----------------

#### CLIMATE UNITS

5 x 5	\$45.00	\$21.60
5 x 10	\$75.00	\$18.00
10 x 10	\$110.00	\$13.20
10 x 15	\$150.00	\$12.00
10 x 20	\$200.00	\$12.00

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10

10 x 10

10 x 15

10 x 20

10 x 25

10 x 30

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
-----------	--------------	-----------------

#### CLIMATE UNITS

5 x 5

5 x 10

10 x 10

10 x 15

10 x 20

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10 \$86.00 \$20.64

10 x 10 \$106.00 \$12.72

10 x 15

10 x 20 \$153.00 \$9.24

10 x 25

10 x 30

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
-----------	--------------	-----------------

#### CLIMATE UNITS

5 x 5 \$67.00 \$32.16

5 x 10 \$79.00 \$18.96

10 x 10 \$105.00 \$12.60

10 x 15 \$189.00 \$15.12

10 x 20

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10 \$77.00 \$18.48

10 x 10 \$119.00 \$14.28

10 x 15 \$109.00 \$8.76

10 x 20 \$153.00 \$9.24

10 x 25

10 x 30



MIDCOAST PROPERTIES, INC.



### SUBJECT PROPERTY

301 N. Glenburnie Rd. New Bern, NC 28560

3

### PRIME STORAGE

3403 Neuse Blvd. New Bern, NC 28560

4

### NEUSE BLVD MINI STORAGE

2201 Neuse Blvd. New Bern, NC 28560

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5	\$45.00	\$21.60
5 x 10	\$75.00	\$18.00
10 x 10	\$110.00	\$13.20
10 x 15	\$150.00	\$12.00
10 x 20	\$200.00	\$12.00
10 x 25		
10 x 30		

#### NONCLIMATE UNITS

5 x 5		
5 x 10		
10 x 10		
10 x 15		
10 x 20		
10 x 25		
10 x 30		

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
-----------	--------------	-----------------

#### CLIMATE UNITS

5 x 5		
5 x 10	\$128.00	\$30.72
10 x 10	\$161.00	\$19.32
10 x 15	\$227.00	\$18.12
10 x 20	\$310.00	\$18.60
10 x 25		
10 x 30		

#### NONCLIMATE UNITS

5 x 5	\$74.00	\$35.52
5 x 10	\$109.00	\$26.16
10 x 10	\$127.00	\$15.24
10 x 15	\$154.00	\$12.36
10 x 20	\$199.00	\$12.00
10 x 25	\$269.00	\$12.96
10 x 30		

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
-----------	--------------	-----------------

#### CLIMATE UNITS

5 x 5		
5 x 10		
10 x 10		
10 x 15		
10 x 20		
10 x 25		
10 x 30		

#### NONCLIMATE UNITS

5 x 5		
5 x 10		
10 x 10	\$55.00	\$6.60
10 x 15		
10 x 20		
10 x 25		
10 x 30		



MIDCOAST PROPERTIES, INC.





### SUBJECT PROPERTY

301 N. Glenburnie Rd. New Bern, NC 28560

5

### TRENT SELF STORAGE

2410 M.L.K. Jr. Blvd New Bern, NC 28562

6

### NEUSE RIVER SELF STORAGE

1404 Neuse Blvd. New Bern, NC 28560

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5	\$45.00	\$21.60
5 x 10	\$75.00	\$18.00
10 x 10	\$110.00	\$13.20
10 x 15	\$150.00	\$12.00
10 x 20	\$200.00	\$12.00

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10

10 x 10

10 x 15

10 x 20

10 x 25

10 x 30

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5

5 x 10

10 x 10

10 x 15

10 x 20

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10 \$50.00 \$12.00

10 x 10 \$75.00 \$9.00

10 x 15

10 x 20

10 x 25

10 x 30

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5

5 x 10

10 x 10 \$150.00 \$18.00

10 x 15

10 x 20

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10

10 x 10

10 x 15

10 x 20

10 x 25

10 x 30



MIDCOAST PROPERTIES, INC.



### SUBJECT PROPERTY

301 N. Glenburnie Rd. New Bern, NC 28560

7

### UNITED STORAGE - TRENT CENTER

3721 M.L.K. Jr. Blvd. New Bern, NC 28562

8

### U-HAUL MOVING & STORAGE OF NEW BERN

4122 M.L.K. Jr. Blvd. New Bern, NC 28562

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5	\$45.00	\$21.60
5 x 10	\$75.00	\$18.00
10 x 10	\$110.00	\$13.20
10 x 15	\$150.00	\$12.00
10 x 20	\$200.00	\$12.00

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10

10 x 10

10 x 15

10 x 20

10 x 25

10 x 30

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5		
5 x 10		
10 x 10	\$150.00	\$18.00
10 x 15	\$200.00	\$15.96
10 x 20	\$250.00	\$15.00

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10

10 x 10	\$110.00	\$13.20
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10 x 15	\$160.00	\$12.84
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10 x 20	\$210.00	\$12.60
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10 x 25

10 x 30

UNIT TYPE	MONTHLY RENT	ANNUAL RENT PSF
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#### CLIMATE UNITS

5 x 5	\$64.95	\$31.20
5 x 10	\$79.95	\$19.20
10 x 10	\$109.95	\$13.20
10 x 15	\$154.95	\$12.36
10 x 20	\$204.95	\$12.24

10 x 25

10 x 30

#### NONCLIMATE UNITS

5 x 5

5 x 10

10 x 10	\$105.00	\$12.60
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10 x 15

10 x 20

10 x 25

10 x 30

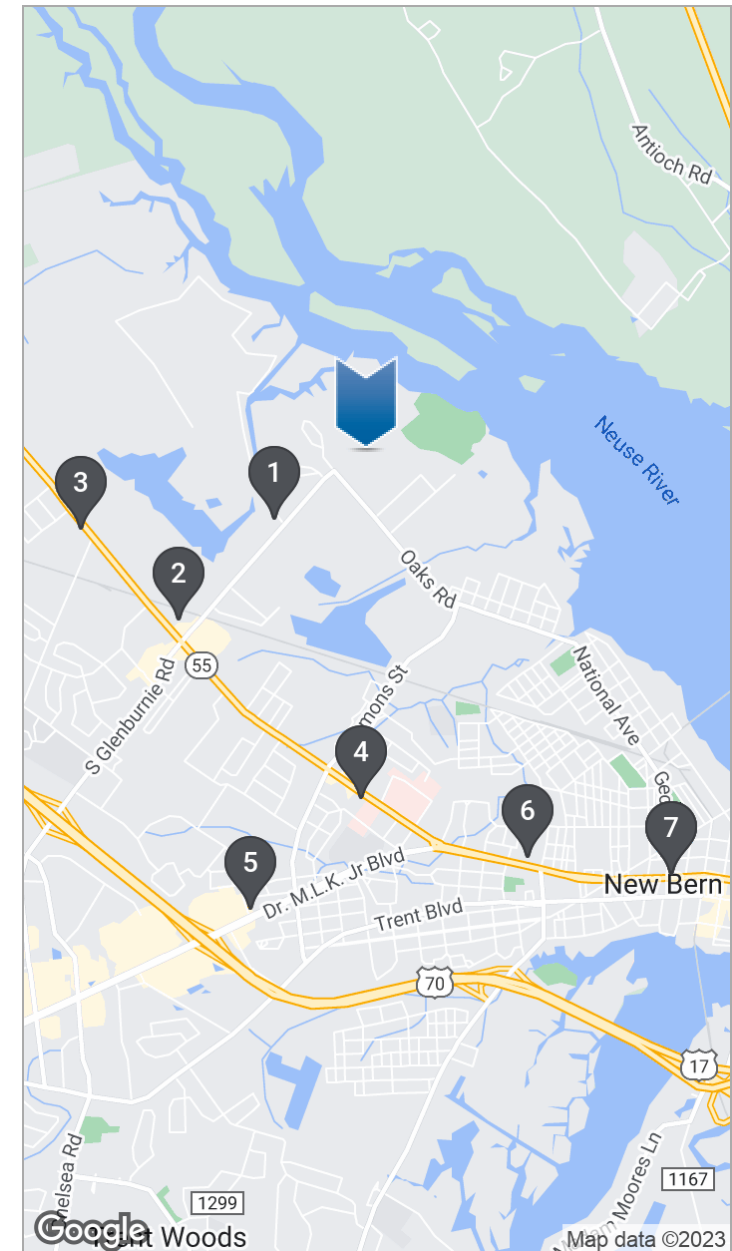


MIDCOAST PROPERTIES, INC.



**NAME/ADDRESS**

★	<b>Metts Climate Controlled Storage</b> 301 N. Glenburnie Rd. New Bern, NC
1	<b>Valley Storage</b> 580 S. Glenburnie Rd. New Bern, NC
2	<b>Valley Storage</b> 2908 Neuse Blvd. New Bern, NC
3	<b>Prime Storage</b> 3403 Neuse Blvd. New Bern, NC
4	<b>Neuse Blvd Mini Storage</b> 2201 Neuse Blvd. New Bern, NC
5	<b>Trent Self Storage</b> 2410 M.L.K. Jr. Blvd New Bern, NC
6	<b>Neuse River Self Storage</b> 1404 Neuse Blvd. New Bern, NC
7	<b>United Storage - Trent Center</b> 3721 M.L.K. Jr. Blvd. New Bern, NC
8	<b>U-Haul Moving &amp; Storage of New Bern</b> 4122 M.L.K. Jr. Blvd. New Bern, NC
<b>AVERAGES</b>	



# ADDITIONAL INFORMATION

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Hal H. Tanner III  
919.922.5757  
hal@midcoastproperties.com

Dale C. Eisenman, CCIM  
843.342.7650  
dale@midcoastproperties.com





## HAL H. TANNER III

Self Storage Specialist

hal@midcoastproperties.com

Direct: 919.922.5757

NC #318611 // SC #119135 GA #407685

## PROFESSIONAL BACKGROUND

Hal is a licensed real estate professional in North Carolina, South Carolina and Georgia. With more than 30 years of business experience and holding key executive leadership roles, Hal transitioned to commercial real estate. His background in finance, revenue improvements, and controlling costs enable him to bring a unique skill set to our clients. His working knowledge of client-based solutions that provide positive financial returns makes him an excellent fit for Midcoast Properties, Inc. Hal and his family reside in Goldsboro, North Carolina.

## EDUCATION

Hal holds an undergraduate degree from Wake Forest University and an MBA from Clemson University.

Midcoast Properties, Inc.  
7 Heyward Place  
Hilton Head Island, SC 29928  
843.342.7650



MIDCOAST PROPERTIES, INC.



**DALE C. EISENMAN, CCIM**

Broker-In-Charge, CCIM

dale@midcoastproperties.com

Direct: 843.342.7650

NC #198276 // SC #9207 GA #253682 AL #106084-0

**PROFESSIONAL BACKGROUND**

Dale is President and Broker in Charge of Midcoast Properties, Inc., and is a licensed real estate broker in Alabama, North Carolina, South Carolina, and Georgia. In addition to being a professional pilot early in his career, Dale has practiced law, owned and operated several small businesses, and has been an active commercial real estate investor for over 20 years. He now specializes in the self-storage industry both as an investor and as a broker. As a Certified Commercial Investment Member (CCIM), Dale brings a unique level of real-world experience, knowledge, and negotiation skills to each client relationship.

Midcoast Properties, Inc.  
7 Heyward Place  
Hilton Head Island, SC 29928  
843.342.7650



MIDCOAST PROPERTIES, INC.





### DALE EISENMAN, CCIM, BROKER-IN-CHARGE

Dale is President and Broker in Charge of Midcoast Properties, Inc., and is a licensed real estate broker in Alabama, North Carolina, South Carolina, and Georgia. In addition to being a professional pilot early in his career, Dale has practiced law, owned and operated several small businesses, and has been an active commercial real estate investor for over 20 years. He now specializes in the self-storage industry both as an investor and as a broker. As a Certified Commercial Investment Member (CCIM), Dale brings a unique level of real-world experience, knowledge, and negotiation skills to each client relationship.

AL #106084-0 NC #198276 SC #9207 GA #253682



### MICHAEL MORRISON

Michael has been a licensed agent in South Carolina since 2006. He is also a broker in Alabama, North Carolina, and Georgia. Before joining Midcoast Properties, he worked with Re/Max in residential and commercial real estate, receiving Rookie of the Year for all of South Carolina Agents in 2010, and was top three in the nation first-year sales for 2010. Michael is a native of South Carolina, growing up in Blythewood, South Carolina.

AL #106088-0 NC #283465 SC #58247 GA #360061



### HAL TANNER

Hal is a licensed real estate professional in North Carolina, South Carolina and Georgia. With more than 30 years of business experience and holding key executive leadership roles, Hal transitioned to commercial real estate. His background in finance, revenue improvements, and controlling costs enable him to bring a unique skill set to our clients. His working knowledge of client-based solutions that provide positive financial returns makes him an excellent fit for Midcoast Properties, Inc. Hal and his family reside in Goldsboro, North Carolina.

NC #318611 SC #119135 GA #407685



### KRIS KNOWLES

Kris joined Midcoast Properties in 2020. For 32 years Kris worked with the largest Pharmaceutical and Medical Corporations in the world, focusing his expertise on institutional negotiations with hospitals, pharmacies, and corporate/private business entities. Over the last two years, Kris has applied those skills to the self storage industry. He currently resides in Carrollton, GA.

AL #132605-0 GA #379664



### MARY SCHUETTE

Mary joined Midcoast Properties in 2007 as an assistant to Dale C. Eisenman. She is a licensed real estate broker in North Carolina. Before joining Midcoast Properties, Mary was a real estate paralegal. Her knowledge of the closing process allows her to assist clients from the initial stages of listing the property through closing.

NC #193025



MIDCOAST PROPERTIES, INC. AL #106364-0 NC #C12481 SC#7889 GA #H45199



# DEDICATED to serving OWNERS and INVESTORS

## TRUSTED - EXPERIENCED - PROFESSIONAL

Midcoast Properties has built a reputation based on **TRUST** since 2000, enabling us to effectively represent the best interests of our clients. Our focus on self storage and our national reach maximizes exposure for our clients.

Our clients turn to us for our **EXPERIENCE** and guidance on how to maximize the value of their operations and their transactions. Let us help you prepare for the future.

Our **PROFESSIONALISM** and unique personal approach enables our team to best represent your interests.

### MIDCOAST PROPERTIES, INC.

AL #106364-0  
GA #H45199  
NC #C12481  
SC #7889

### DALE C. EISENMAN

AL #106084-0  
GA #253682  
NC #198276  
SC # 9207

### MICHAEL C. MORRISON

AL #106088-0  
GA #360061  
NC #283465  
SC #58247

### HAL H. TANNER, III

GA #407685  
NC #318611  
SC #119135

### KRIS KNOWLES

AL #132605-0  
GA #379664





## Working With Real Estate Agents Disclosure (For Buyers)

### IMPORTANT

This form is not a contract. Signing this disclosure only means you have received it.

- In a real estate sales transaction, it is important that you understand whether an agent represents you.
- Real estate agents are required to (1) review this form with you at first substantial contact - before asking for or receiving your confidential information and (2) give you a copy of it after you sign it. This is for your own protection.
- Do not share any confidential information with a real estate agent or assume that the agent is acting on your behalf until you have entered into an agreement with the agent to represent you. Otherwise, the agent can share your confidential information with others.

**Note to Agent:** Check all relationship types below that may apply to this buyer.

\_\_\_\_\_ **Buyer Agency:** If you agree, the agent who gave you this form (and the agent's firm) would represent you as a buyer agent and be loyal to you. You may begin with an oral agreement, but your agent must enter into a written buyer agency agreement with you before making a written offer or oral offer for you. The seller would either be represented by an agent affiliated with a different real estate firm or be unrepresented.

\_\_\_\_\_ **Dual Agency:** Dual agency will occur if you purchase a property listed by the firm that represents you. If you agree, the real estate firm and any agent with the same firm (company), would be permitted to represent you and the seller at the same time. A dual agent's loyalty would be divided between you and the seller, but the firm and its agents must treat you and the seller fairly and equally and cannot help you gain an advantage over the other party.\*

\_\_\_\_\_ **Designated Dual Agency:** If you agree, the real estate firm would represent both you and the seller, but the firm would designate one agent to represent you and a different agent to represent the seller. Each designated agent would be loyal only to their client.\*

*\*Any agreement between you and an agent that permits dual agency must be put in writing no later than the time you make an offer to purchase.*

  X   **Unrepresented Buyer** (Seller subagent): The agent who gave you this form may assist you in your purchase, but will not be representing you and has no loyalty to you. The agent will represent the seller. Do not share any confidential information with this agent.

**Note to Buyer:** For more information on an agent's duties and services, refer to the NC Real Estate Commission's "Questions and Answers on: Working With Real Estate Agents" brochure at [ncrec.gov](http://ncrec.gov) (Publications, Q&A Brochures) or ask an agent for a copy of it.

\_\_\_\_\_  
Buyer's Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Buyer's Signature

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Hal H. Tanner, III

\_\_\_\_\_  
NC # 318611

\_\_\_\_\_  
Midcoast Properties, Inc.

\_\_\_\_\_  
Agent's Name

\_\_\_\_\_  
Agent's License No.

\_\_\_\_\_  
Firm Name