West Point Self Storage

1501 US Hwy 29, West Point GA 31833

OFFERING MEMORANDUM

FOR SALE $3,400,000

Dale C. Eisenman, CCIM
Midcoast Properties, Inc
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SC9207; NC198276; GA253682; AL106084-0

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CONTENTS

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Midcoast Properties, Inc.

Brokerage License No.: SC7889; NCC12481; GAH4519; AL106364-0
https://midcoastproperties.com/

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Midcoast Properties, Inc. is the agent of the Seller and its associated state licensees as subagents (together referred to as 'Broker') represent the seller. Except as indicated herein, no other parties are or will become agent of or for the Seller in the contemplated transaction. Broker will not employ any subagents unless such agents are employed by Broker's real estate firm. Offers to buy or sell this property can only be made through the listing agent identified herein.

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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Midcoast Properties, Inc. in compliance with all applicable fair housing and equal opportunity laws.

INSTRUCTIONS

ALL PROPERTY TOURS MUST BE ARRANGED AT LEAST 48 HOURS IN ADVANCE AND ONLY WITH THE PRIOR APPROVAL OF THE BROKER. WE ASK THAT YOU DO NOT DISTURB THE ON-SITE PERSONNEL. ALL INQUIRIES SHOULD BE DIRECTED TO THE LEAD BROKER DOCUMENTED.

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.

WEST POINT SELF STORAGE

OFFERING SUMMARY

ADDRESS	1501 US Hwy 29 West Point GA 31833
COUNTY	Troup
RENTABLE SQUARE FEET - APPROXIMATE - FACILITY	30,400
RENTABLE SQUARE FEET - APPROXIMATE - HOUSE	2,628
LAND ACRES - COMBINED	5.75 +/-
NUMBER OF UNITS - INCLUDING PARKING AND HOUSE	361
APN	0943A003003A; 0943A003003B; 0943A003003

FINANCIAL SUMMARY

PRICE	$3,400,000
PRICE PSF	$111.84
PRICE PER UNIT	$9,418

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2026 Population	3,078	12,621	19,091
2026 Median HH Income	$49,806	$52,129	$54,117
2026 Average HH Income	$62,725	$67,879	$71,026

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Investment Summary

- West Point Self Storage presents an exceptional investment opportunity at 1501 US Hwy 29, West Point, GA, offering a well-established self-storage facility with multiple income streams and room for continued growth. Situated on approximately 5.75 acres, the property features 298 climate-controlled and non-climate-controlled storage units and 62 covered and outdoor parking spaces, serving a diverse customer base with a variety of storage needs. The property encompasses 33,028 rentable square feet, including a rental house that provides additional income potential beyond the storage operation. There is potential for expansion on the combined acreage, buyer to verify. Located along a highly traveled corridor, the facility benefits from strong regional accessibility, a balanced unit mix, and an attractive combination of stabilized cash flow and future upside, making it an excellent opportunity for investors seeking a quality self-storage asset.
- A value-add opportunity exists through the development of a modern facility website that would allow tenants to rent units online, make secure payments, manage their accounts 24/7, and improve overall customer convenience while expanding the property's digital marketing reach and operational efficiency.

Investment Highlights

- High Occupancy - Approximately 99% Occupied
- Limited Competition - The Only Self Storage Facility in West Point, GA
- Rental House Included in Sale
- U-Haul Rentals Provide Additional Income
- Land for Expansion - Buyer to Verify
- A Concrete Pad Foundation Has Already Been Poured for an Additional Building

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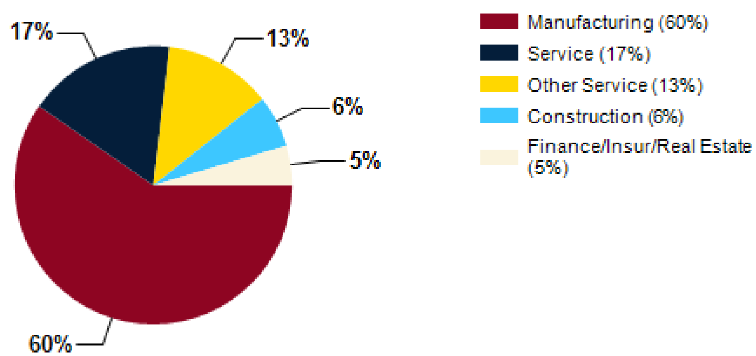
WEST POINT SELF STORAGE

02 Location

Location Description

- West Point, Georgia is strategically located along the Georgia–Alabama state line, just 35 miles from Columbus, GA, 70 miles from Auburn, AL, 80 miles from Atlanta, GA, and approximately 100 miles from Birmingham, AL, providing easy access to major employment centers, universities, and transportation corridors. The area offers abundant outdoor activities, including boating, fishing, hiking, and camping at West Point Lake, along with scenic trails, parks, and access to the Chattahoochee River, making it an ideal destination for nature enthusiasts and families. With nearby attractions such as West Point Lake, Callaway Resort & Gardens, and Great Wolf Lodge Georgia, the area experiences steady visitor traffic while supporting a diverse local economy. This blend of tourism, recreation, and regional commerce helps drive ongoing demand for reliable self-storage solutions.
- West Point, Georgia is anchored by major employers such as Kia Motors Manufacturing Georgia and Glovis America, whose large-scale operations drive significant economic activity and job growth in the region and whose strong workforce presence helps drive consistent demand for self-storage in the surrounding area.

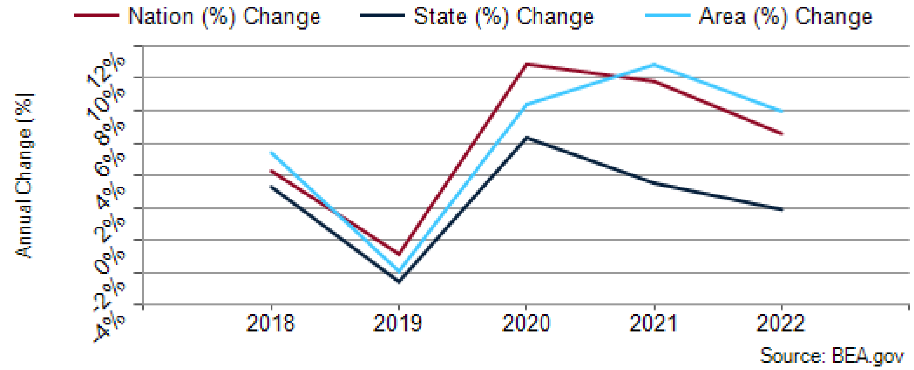
Major Industries by Employee Count



Largest Employers

Glovis America	50,000 to 75,000
R V Rover Inc	20 to 49
Duncan Services Inc	10 to 20
West Point Foundry & Machine	200
Highline Services LLC	30
Interstate Telephone Co Inc	1 to 5
G Davis Industrial Machine Shop	14
Scope Partners Inc.	12

Troup County GDP Trend



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WEST POINT SELF STORAGE

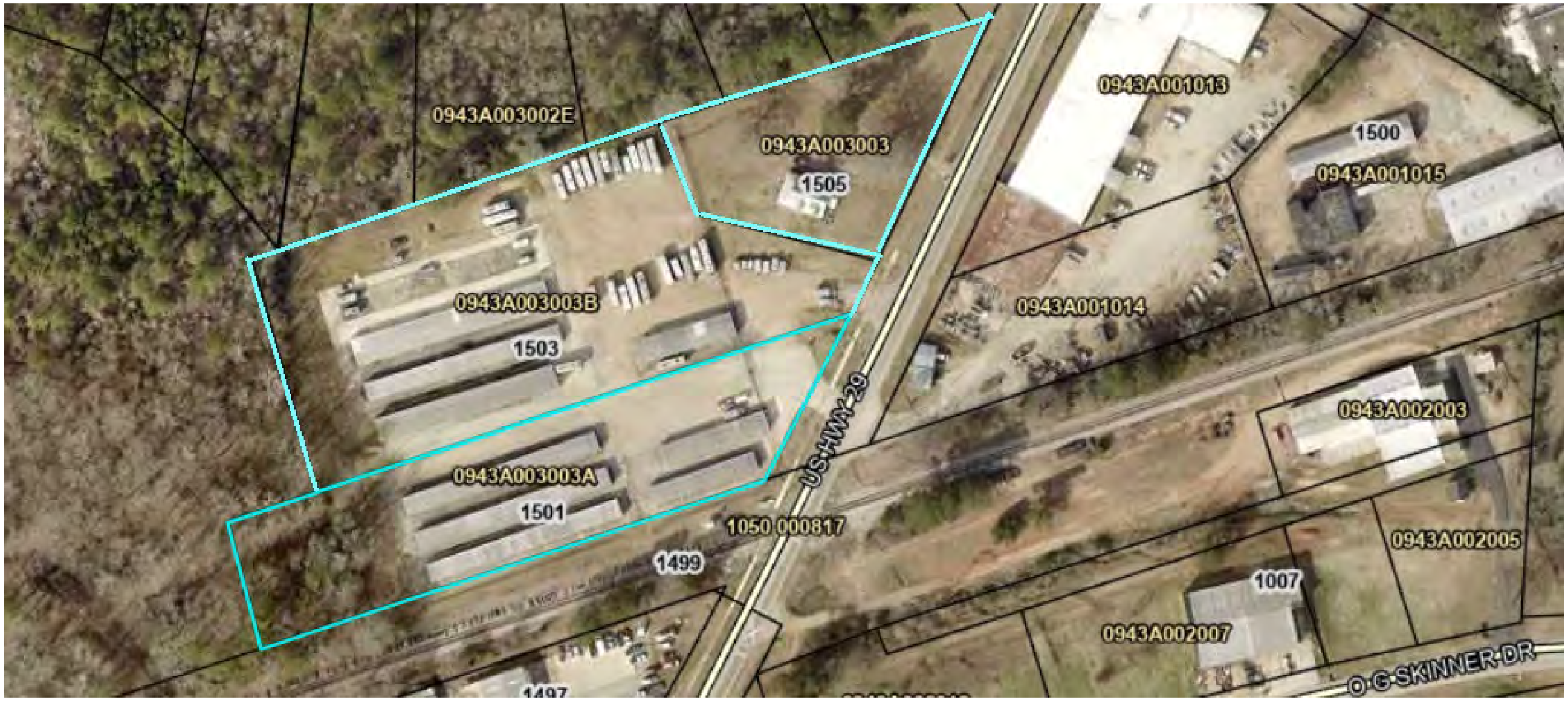
PROPERTY FEATURES

NUMBER OF UNITS - INCLUDING PARKING AND HOUSE	**361**
NUMBER OF BUILDINGS INCLUDING HOUSE	**10**
RENTABLE SQUARE FEET - APPROXIMATE - FACILITY	**30,400**
RENTABLE SQUARE FEET - APPROXIMATE - HOUSE	**2,628**
LAND ACRES - COMBINED	**5.75 +/-**
# OF PARCELS	**3**
YEAR BUILT - FACILITY - BUYER TO VERIFY	**1995; 1996; 1998; 1999; 2007; 2008**
YEAR BUILT - HOUSE - BUYER TO VERIFY	**1920**
ZONING TYPE - BUYER TO VERIFY	**17-I-1; 17-R-1**
AREA OCCUPANCY	**94%**
UNIT OCCUPANCY	**99%**
ECONOMIC OCCUPANCY	**90%**
NUMBER OF PARKING SPACES	**62**
SOFTWARE	**None**
LAND FOR EXPANSION - PER SELLER - BUYER TO VERIFY	**Yes**

CONSTRUCTION

FOUNDATION	**Concrete**
EXTERIOR	**Metal**
PARKING SURFACE	**Concrete/Asphalt/Gravel**
ROOF - BUYER TO VERIFY	**Standing Seam; Screw Down; Rubberized w/ Transferable Warranty**
FENCING	**Perimeter Fencing Around Facility**
SECURITY	**Security Cameras**
CONTROLLED ACCESS	**Yes**

Parcel Map – West Point Self Storage



*Parcel lines are approximate

WEST POINT SELF STORAGE

KO Storage

9 E 18th St | Lanett, AL

Distance	2.8 miles

Unit Type	SF	Asking Rent	Rent/SF
Nonclimate 5x10	50	$35	$0.70
Nonclimate 10x10	100	$68	$0.68
Nonclimate 10x20	200	$95	$0.48
Total/Avg	116	$66	$0.62

1

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7 Heyward Place, Hilton Head Island, SC 29928

Stop Here Self Storage

3040 S Phillips Rd | Lanett, AL

Distance	5.5 miles

2

Unit Type	SF	Asking Rent	Rent/SF
Climate 5x5	25	$61	$2.44
Climate 5x10	50	$56	$1.12
Climate 10x10	100	$104	$1.04
Climate 10x15	150	$147	$0.98
Climate 10x20	200	$214	$1.07
Climate 10x30	300	$232	$0.77
Nonclimate 5x5	25	$27	$1.08
Nonclimate 5x10	50	$42	$0.84
Nonclimate 10x10	100	$89	$0.89
Nonclimate 10x15	150	$119	$0.79
Nonclimate 10x20	200	$122	$0.61
Nonclimate 10x25	250	$162	$0.65
Nonclimate 10x30	300	$212	$0.71
Total/Avg	146	$122	$1.00

Storage Depot

1401 S 8th St | Lanett, AL

Distance	2.9 miles

Unit Type	SF	Asking Rent	Rent/SF
Nonclimate 5x10	50	$35	$0.70
Nonclimate 10x10	100	$76	$0.76
Nonclimate 10x20	200	$100	$0.50
Total/Avg	116	$70	$0.65

3

Lanett Storage

555 S 15th St | Lanett, AL

Distance	3.2 miles

Unit Type	SF	Asking Rent	Rent/SF
Nonclimate 5x10	50	$45	$0.90
Nonclimate 10x10	100	$70	$0.70
Nonclimate 10x15	150	$80	$0.53
Nonclimate 10x20	200	$90	$0.45
Nonclimate 10x30	300	$130	$0.43
Total/Avg	160	$83	$0.60

4

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West Point Self Storage

1501 US Hwy 29 | West Point

Number of Units - Including Parking and House	361
Rentable Square Feet - Approximate - Facility	30,400
Rentable Square Feet - Approximate - House	2,628
Land Acres - Combined	5.75 +/-
# of Parcels	3
Controlled Access	Yes
Area Occupancy	94%
Asking Price	$3,400,000
Price PSF	$111.84

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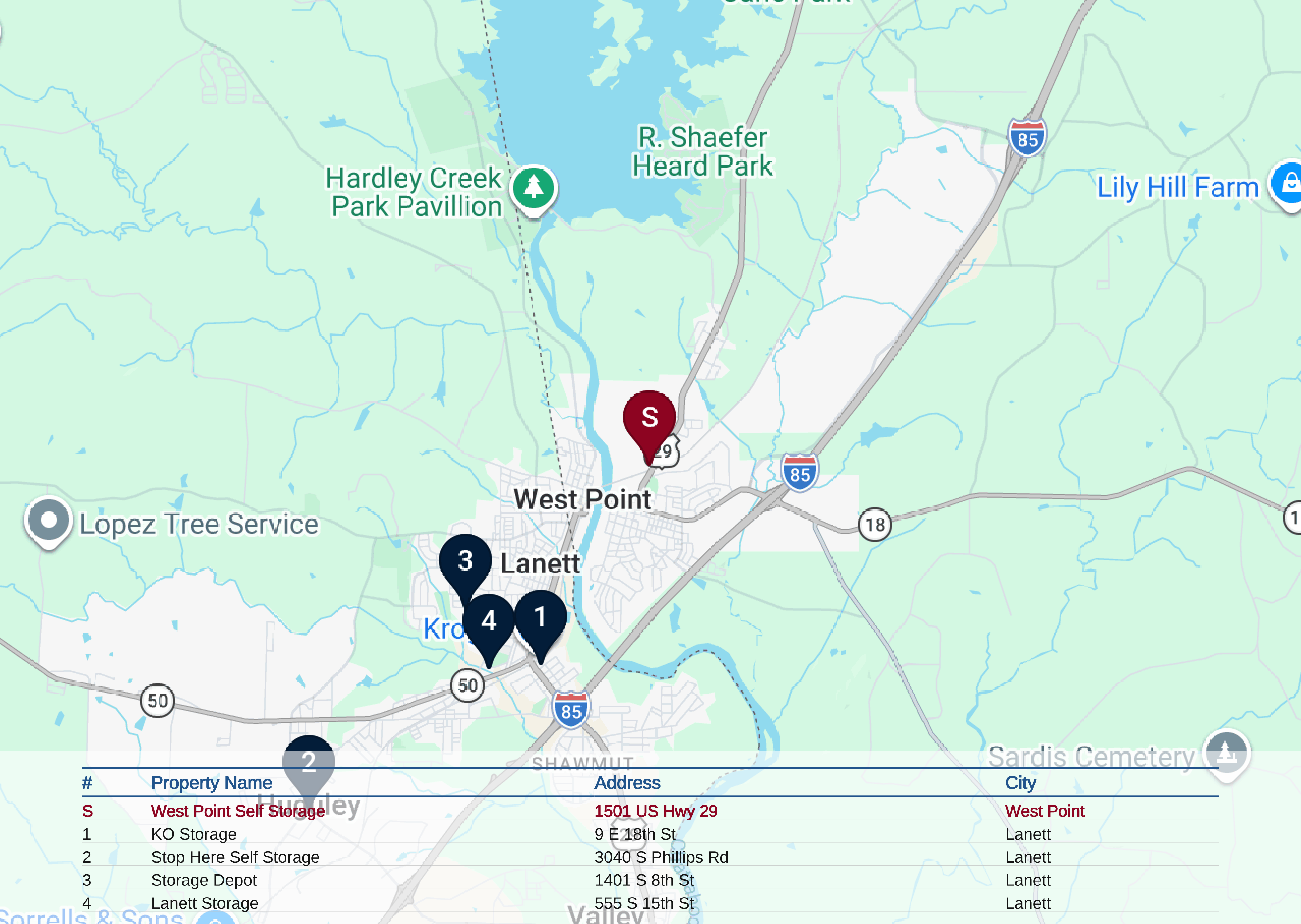

#	Property Name	Address	City
S	West Point Self Storage	1501 US Hwy 29	West Point
1	KO Storage	9 E 18th St	Lanett
2	Stop Here Self Storage	3040 S Phillips Rd	Lanett
3	Storage Depot	1401 S 8th St	Lanett
4	Lanett Storage	555 S 15th St	Lanett

WEST POINT SELF STORAGE

05 Financial Analysis

Unit Size	Unit Sq. Ft.	# of units	Total RSF	Monthly Rent	Monthly Rent PSF	Monthly Income	Annual Rent PSF	Annual Income
Standard								
5x10	50	36	1,800	45	0.90	1,620	10.80	19,440
10x10	100	210	21,000	70	0.70	14,700	8.40	176,400
10x20	200	28	5,600	130	0.65	3,640	7.80	43,680
Climate								
5x10	50	8	400	85	1.70	680	20.40	8,160
10x10	100	16	1,600	135	1.35	2,160	16.20	25,920
House								
	2,628	1	2,628	900	0.34	900	4.11	10,800
Covered Parking								
		20		70		1,400		16,800
Open Parking								
		42		50		2,100		25,200
TOTAL		**361**	**33,028**		**0.82**	**27,200**	**9.88**	**326,400**

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INCOME	2025	Estimated 2026	Forecast
Gross Potential Income	326,400	326,400	342,720
Vacancy & Credit Loss	39,565	32,640	20,045
Rent	286,835	293,760	322,675
U-Haul	12,919	13,177	13,573
Boxes & Locks			2,000
Rental Insurance			14,918
Late, Admin & NSF Fees			3,730
Effective Gross Income	299,754	306,937	356,896

EXPENSES	2025	Estimated 2026	Forecast
Cost of Goods Sold			2,000
Advertising	3,936	4,000	4,000
Auto/Gas	2,887	2,945	
Bank Charges	553	570	7,138
Insurance	8,515	8,771	9,034
Payroll Expense	16,000	17,913	18,450
Repairs & Maintenance	33,860	8,257	8,422
Office, Supplies & Postage	8,572	8,743	8,918
Computer & Software		1,080	1,080
Professional Fees	500	1,000	1,000
Taxes & Licenses	31,913	32,870	33,857
Miscellaneous	1,000	1,000	1,000
U-Haul	1,529	1,581	1,629
Utilities & Telephone	18,141	18,504	18,874
Call Center		2,400	2,400
Rental Insurance Fees			7,459
Total Operating Expenses	127,407	109,634	125,261
Net Operating Income	**172,347**	**197,303**	**231,635**

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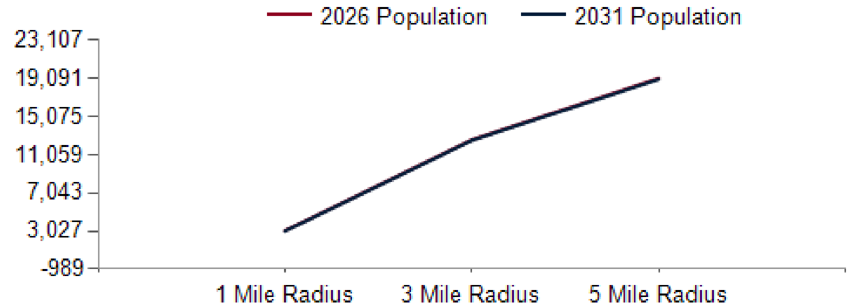
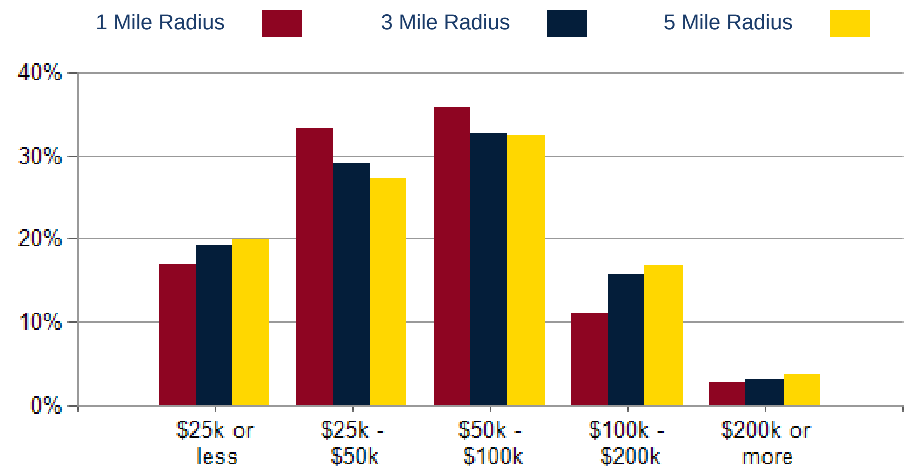
WEST POINT SELF STORAGE

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	3,317	13,086	19,728
2010 Population	3,180	12,002	18,043
2026 Population	3,078	12,621	19,091
2031 Population	3,027	12,563	18,996
2026 African American	1,737	5,716	7,999
2026 American Indian	8	55	76
2026 Asian	31	102	176
2026 Hispanic	90	847	1,117
2026 Other Race	48	501	658
2026 White	1,140	5,712	9,357
2026 Multiracial	113	529	814
2026-2031: Population: Growth Rate	-1.65%	-0.45%	-0.50%

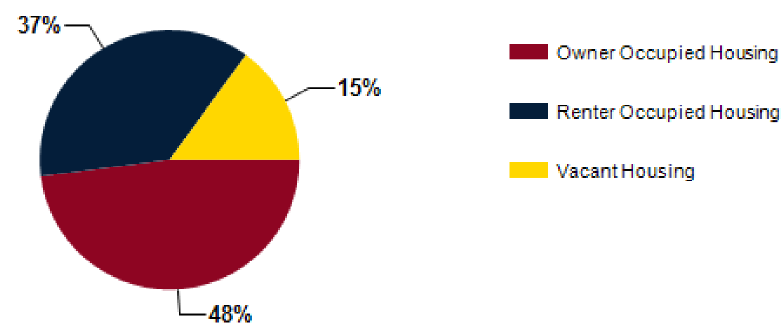
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than $15,000	149	669	969
$15,000-$24,999	46	303	550
$25,000-$34,999	85	622	871
$35,000-$49,999	297	842	1,208
$50,000-$74,999	254	915	1,392
$75,000-$99,999	156	726	1,086
$100,000-$149,999	104	619	1,014
$150,000-$199,999	22	176	269
$200,000 or greater	31	161	289
Median HH Income	$49,806	$52,129	$54,117
Average HH Income	$62,725	$67,879	$71,026



2026 Household Income



2026 Own vs. Rent - 1 Mile Radius



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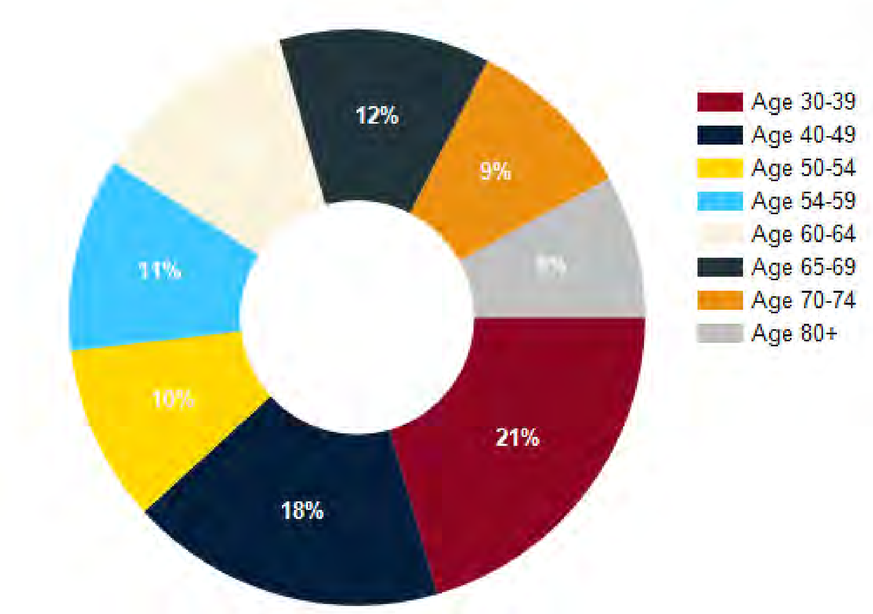
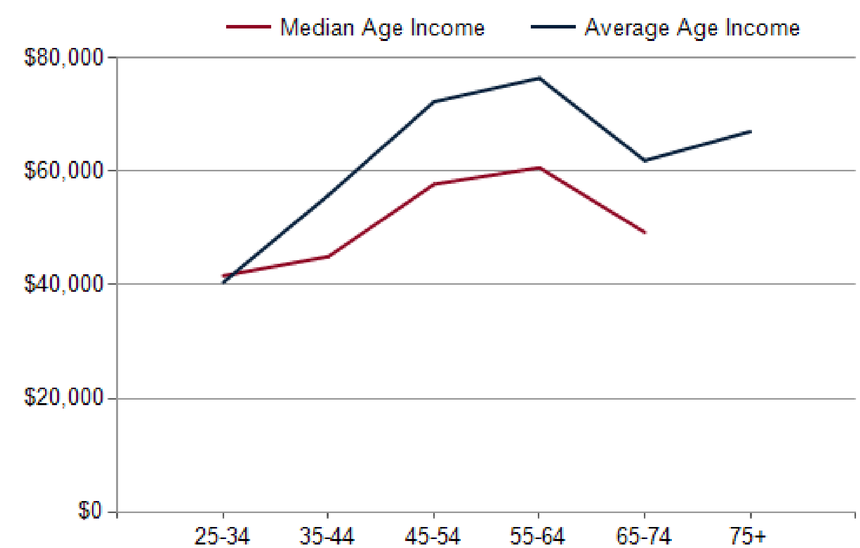
2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	183	745	1,194
2026 Population Age 35-39	177	675	1,071
2026 Population Age 40-44	153	696	1,067
2026 Population Age 45-49	158	705	1,057
2026 Population Age 50-54	174	773	1,198
2026 Population Age 55-59	191	741	1,166
2026 Population Age 60-64	204	796	1,222
2026 Population Age 65-69	208	817	1,203
2026 Population Age 70-74	166	712	1,064
2026 Population Age 75-79	141	572	855
2026 Population Age 80-84	75	347	544
2026 Population Age 85+	74	313	490
2026 Population Age 18+	2,444	9,941	15,162
2026 Median Age	40	41	42
2031 Median Age	42	43	43

Population By Age



2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	$41,622	$41,816	$45,535
Average Household Income 25-34	$40,459	$56,410	$61,134
Median Household Income 35-44	$45,000	$43,702	$47,923
Average Household Income 35-44	$55,861	$64,672	$70,132
Median Household Income 45-54	$57,750	$65,054	$63,207
Average Household Income 45-54	$72,297	$70,993	$70,768
Median Household Income 55-64	$60,659	$70,599	$74,600
Average Household Income 55-64	$76,435	$86,613	$95,836
Median Household Income 65-74	$49,255	$46,634	$45,785
Average Household Income 65-74	$61,914	$63,620	$59,907
Average Household Income 75+	$67,052	$63,914	$60,171



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WEST POINT SELF STORAGE

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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.

Kris joined Midcoast Properties in 2020, and is a licensed real estate professional in both Alabama and Georgia. 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 several years, Kris has applied those skills to the self storage industry. He currently resides in Carrollton, GA.

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Self Storage Specialist

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powered by CREOP

The ABC's of Agency: Understanding Real Estate Brokerage Relationships in Georgia

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Real estate brokers are licensed professionals trained to help consumers buy, sell, or lease real property. They often perform their duties through affiliated licensees who are commonly referred to as real estate agents. Except where the context might indicate otherwise, in this brochure the term "broker" shall include broker's affiliated licensees. The business relationship between real estate brokers and consumers can take many forms, each of which is called a brokerage relationship. This brochure describes the types of brokerage relationships most commonly offered by real estate brokers. Hopefully, the brochure will make it easier for consumers to make informed choices on how best to work with a real estate broker. It should be noted that real estate brokers are not required to offer all of the brokerage relationships described in this brochure. Instead, each real estate broker is free to decide which of these relationships he or she will offer.

Real Estate Brokerage Generally. As a general rule, only licensed real estate brokers can be paid a fee to help consumers buy, sell, or lease property. Many brokers have licensed real estate salespersons, commonly known as real estate agents, who act on behalf of the broker in helping consumers buy, sell, or lease property. While real estate agents can be employees of the real estate broker, most act as independent contractors. Real estate brokers often incorporate or set themselves up as limited liability companies or partnerships. All brokerage firms, however, are required to have a qualifying broker. In the majority of real estate transactions, the consumer interacts only with his or her real estate agent and not the real estate broker. The real estate broker in those instances works behind the scenes to solve problems and support, supervise and assist his or her agents.

Clients vs. Customer. Customer in Brokerage Relationships. All brokerage relationships fall into one of two broad categories: (a) broker-client relationships; and (b) broker-customer relationships. In a broker-client relationship, the real estate broker is representing the client and is acting as his or her legal agent in buying, selling, or leasing property. In Georgia, a broker-client relationship can only be formed by the parties entering into a written agreement. The agreement must explain, among other things, how the broker will be paid, the duty of the broker to keep client confidences, and the types of client or agency relationships offered by the broker.

The other type of brokerage relationship is known as a broker-customer relationship. With this type of relationship, the broker is not representing the customer in a legal or agency capacity. However, the broker can still work with the customer and help him or her by performing what are known as ministerial acts. These include, for example, identifying property for sale or lease, providing pre-printed real estate form contracts, preparing real estate contracts at the direction of the customer, and locating lenders, inspectors, and closing attorneys on behalf of the customer. The different types of brokerage relationships within each of these categories are discussed below.

Broker-Client Relationships:

(a) Seller Agency/Landlord Agency: Seller agency occurs when the real estate broker is representing the seller in selling his or her property. This type of brokerage relationship is created by the seller and the broker entering into a written contract known as a seller brokerage engagement agreement – also sometimes known as a listing agreement. The seller brokerage engagement agreement gives the broker, commonly referred to as the seller's broker the right to market the property for sale at a specific price and for a defined period of time. If the broker is successful in finding a buyer ready, willing, and able to purchase the property, the broker would normally be paid a fee or compensation upon the closing of the transaction. This fee or compensation is often shared with other real estate brokers, under what are known as cooperative brokerage agreements, if they or their agents find the buyer. Seller agency is also sometimes called listing agency. Landlord agency is different from seller agency in that the Manager or listing broker is assisting the property owner in leasing and/or managing rather than selling property.

(b) Buyer Agency/Tenant Agency: Buyer agency occurs when the real estate broker represents the buyer in locating and assisting the buyer in negotiating for the purchase of property suitable to the buyer. A buyer agency is created when the buyer enters into an agreement commonly known as a buyer brokerage engagement agreement. A real estate broker can be compensated by one party yet represent another party. Therefore, in some buyer brokerage engagement agreements, the fee or compensation received by the buyer's broker is actually a portion of the fee or compensation paid by the seller to the seller's broker. In these situations, the seller also agrees that the seller's broker will share the compensation or fee with any buyer's broker who finds a buyer ready, willing and able to purchase the property. With some buyer brokerage engagement agreements, the buyer pays a fee or compensation directly to his or her broker. Buyer agency is sometimes referred to as buyer brokerage. Tenant agency is different from buyer agency in that the broker is representing a consumer who is seeking to lease rather than purchase property.

(c) Designated Agency: In some real estate transactions, the real estate agent representing the buyer and the real estate agent representing the seller both work for the same broker or brokerage firm. In such a transaction, the broker may allow each agent to exclusively represent their respective clients. This type of brokerage relationship is known as designated agency. In a designated agency transaction, the designated agent for the buyer owes the same duties to the buyer as if the agent was acting only as a buyer's agent. Similarly, the designated agent for the seller owes the same duties to the seller as if the agent was acting only as the seller's agent. With designated agency, each designated agent is prohibited from disclosing to anyone other than his or her broker any information requested to be kept confidential by the client unless the information is otherwise required to be disclosed by law. Therefore, designated agents may not disclose such confidential information to other agents in the company. The broker is also prohibited from revealing any confidential information he or she has received from one designated agent to the other designated agent, unless the information is otherwise required to be disclosed by law. Confidential information is defined as any information that could harm the client's negotiating position which information the client has not consented to be disclosed. In Georgia, designated agency is defined by state statute not to be dual agency.

(d) Dual Agency: Georgia law allows both parties to agree to have one agent or broker represent them in a real estate transaction at the same time. In other words, the agent or broker has a client relationship with all parties to the transaction without acting in a designated agency capacity. In these situations, neither party is exclusively represented by a designated real estate agent. This type of brokerage relationship is called "dual agency".

Georgia law allows real estate brokers to act as dual agents if they first get the written consent of both parties. The written consent must contain the following: (1) a description of the types of transactions in which the licensee will serve as a dual agent; (2) a statement that as a dual agent, the licensee represents two clients whose interests could be different or even adverse; (3) a statement that the dual agent will disclose all adverse material facts regarding the transaction known to the dual agent to all parties to the transaction except for information that is made confidential by request of another client and that is not allowed or required by law to be disclosed; (4) a statement that the licensee will disclose to each client in the transaction the nature of any material relationship the licensee or his or her broker have with other clients in the transaction other than incidental to the transaction; (5) a statement that the client does not have to consent to the dual agency; and (6) a statement that the client's consent has been given voluntarily and that the client has read and understood the brokerage engagement agreement. This special consent is required because of the potential for conflicts of interest in dual agency transactions.

(e) Subagency: Subagency occurs when one real estate broker is appointed by another real estate broker as a subagent to assist the broker in performing its duties. In a typical Subagency transaction, a seller's broker practicing Subagency might appoint the broker working with the buyer as his or her subagent. The broker acting as the subagent would work with the buyer but would represent the seller. The buyer then would be unrepresented in the transaction and both brokers (and their affiliated licensees) would be representing the seller. Subagency relationships between real estate brokers in Georgia, while once the norm, are much less common today.

Broker-Customer Relationships:

(a) Transaction Brokerage: A transaction brokerage relationship is one in which a real estate broker or brokers assists both parties in a real estate transaction but does not enter into a client relationship with, nor represents, either party. In a transaction brokerage relationship, the broker treats both parties as customers and can only perform ministerial acts for either party, including the following: (1) identifying property; (2) providing real estate statistics and information of property; (3) providing preprinted real estate form contracts; (4) acting as a scribe in the preparation of form contracts; (5) locating relevant professionals, such as architects, engineers, surveyors, inspectors, lenders, insurance agents, and attorneys; and (6) identifying facilities such as schools, shopping centers, and places of worship.

(b) Brokers May Help Parties Other Than Their Clients: Brokers who represent one party in a real estate transaction as a client can still help the other party in the transaction by performing ministerial duties for the other party (of the type described under transaction brokerage section). When a real estate broker works with a party as a customer or client, the broker may not knowingly give the party false information.

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