

**AIKEN TIMBER &
DEVELOPMENT
TRACT**

476.75 +/- Acres

Aiken County, SC

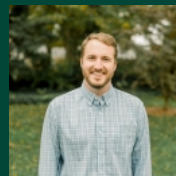
\$1,350,000

**NATIONAL
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REALTY®**



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The information herein is from sources deemed reliable, however the accuracy is not guaranteed.
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OVERVIEW:

This 476 acre property located in Aiken, SC is perfect for someone looking for a timber investment with commercial or industrial development opportunity. The tract features 476 acres of level topography, 250 acres of 30+ year old pine timber, over 2 miles of interior roads and over 2500ft of railroad frontage, and public water. The timber has been well managed and would provide an immediate return on investment for a buyer. It's located just off of Hwy 19; 4 miles from downtown Aiken and 3 miles from Interstate 20. One hour from Columbia and 30 minutes from Augusta, this tract is centrally located to several major markets. Showings by appointment only. Call today to schedule a tour!

PARCEL #/ID: 119-11-01-001, 119-17-01-002, 120-06-11-002

TAXES: \$919/year (2020)

ADDRESS:

649 Shiloh Hieghts Road
Aiken, SC 29801

LOCATION:

From Aiken take Hwy 19 towards I-20 and turn right onto Shiloh Heights Rd. From I-20 take Exit 18 onto Hw 19 towards Aiken. Go 3 miles and turn left onto Shiloh Heights Rd. The property is at the end of Shiloh Heights Rd



PROPERTY HIGHLIGHTS:

- 250 acres to 30+ year old Planted Pines
- 4 miles from Downtown Aiken
- 3 miles from I-20
- Over 2500ft of Railroad Frontage
- Level Topography
- Over 2 miles of interior roads
- 1 hour from Columbia

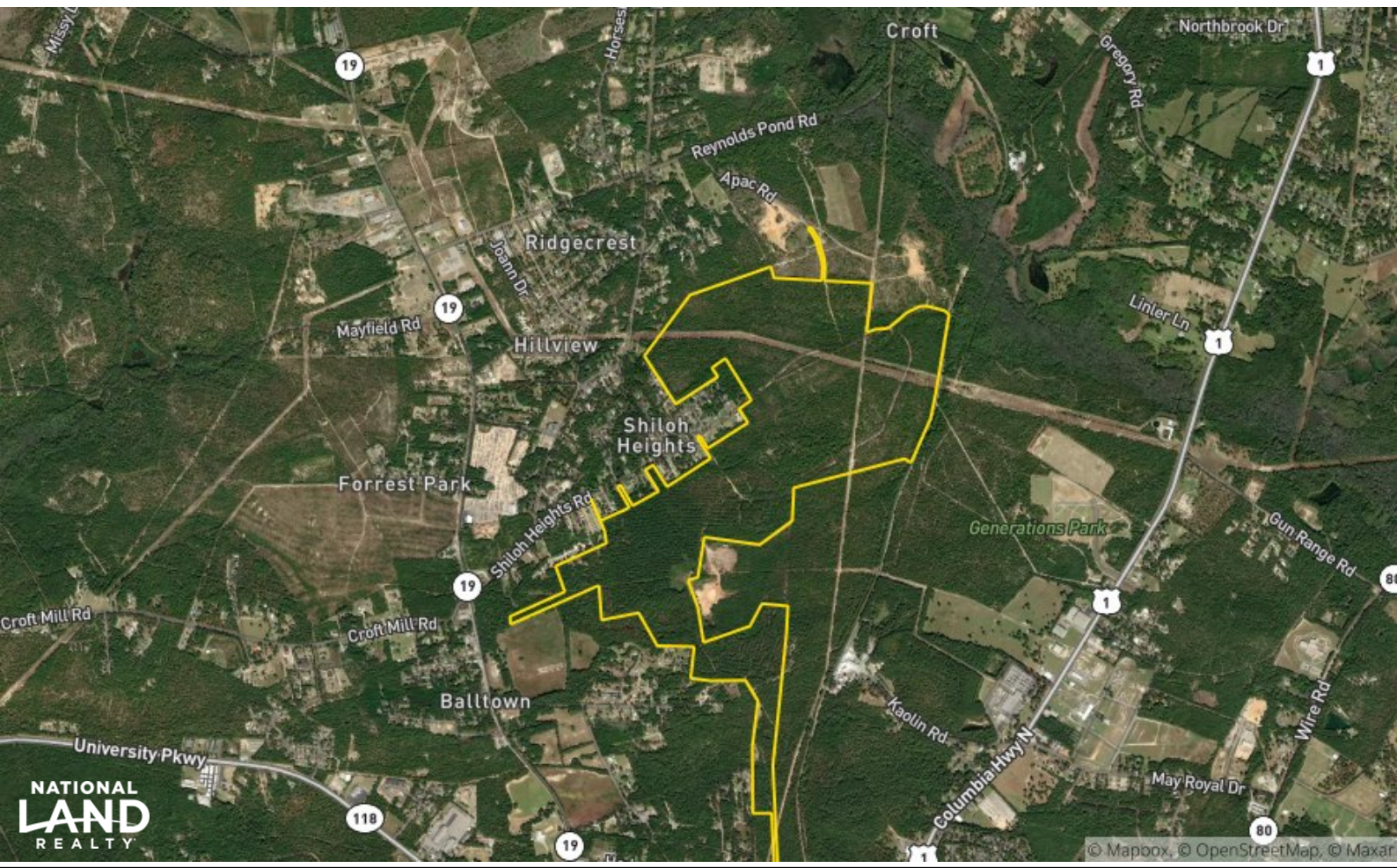
1/2 hour from Augusta

2.5 hours from Atlanta

- Public Water Available
- Fire Protection Available.
- Power Line and Gas Line Easements

VIEW FULL LISTING:

www.nationalland.com/viewlisting.php?listingid=2010689





FULL PROFILE

2000-2010 Census, 2020 Estimates with 2025 Projections

Calculated using Weighted Block Centroid from Block Groups

Edward Weathers



Lat/Lon: 33.6038/-81.7127

RF1

Aiken Timber & Development Tract

Listing: #2010689

	1 mi radius	3 mi radius	5 mi radius	
POPULATION	2020 Estimated Population	1,259	13,455	29,749
	2025 Projected Population	1,399	14,472	31,405
	2010 Census Population	1,294	13,677	28,743
	2000 Census Population	1,382	13,203	27,693
	Projected Annual Growth 2020 to 2025	2.2%	1.5%	1.1%
	Historical Annual Growth 2000 to 2020	-0.4%	-	0.4%
HOUSEHOLDS	2020 Estimated Households	501	5,266	12,105
	2025 Projected Households	559	5,711	12,854
	2010 Census Households	492	5,249	11,454
	2000 Census Households	521	4,951	10,880
	Projected Annual Growth 2020 to 2025	2.3%	1.7%	1.2%
	Historical Annual Growth 2000 to 2020	-0.2%	0.3%	0.6%
AGE	2020 Est. Population Under 10 Years	13.2%	12.0%	10.6%
	2020 Est. Population 10 to 19 Years	12.6%	12.9%	12.9%
	2020 Est. Population 20 to 29 Years	13.6%	12.8%	13.1%
	2020 Est. Population 30 to 44 Years	18.9%	17.9%	16.9%
	2020 Est. Population 45 to 59 Years	18.3%	18.0%	18.2%
	2020 Est. Population 60 to 74 Years	16.6%	17.4%	18.0%
	2020 Est. Population 75 Years or Over	6.8%	8.9%	10.4%
	2020 Est. Median Age	37.3	39.7	40.9
MARITAL STATUS & GENDER	2020 Est. Male Population	46.1%	47.1%	47.1%
	2020 Est. Female Population	53.9%	52.9%	52.9%
	2020 Est. Never Married	34.0%	41.0%	36.5%
	2020 Est. Now Married	35.1%	28.7%	35.9%
	2020 Est. Separated or Divorced	17.6%	21.1%	18.5%
	2020 Est. Widowed	13.3%	9.2%	9.0%
INCOME	2020 Est. HH Income \$200,000 or More	-	1.8%	3.4%
	2020 Est. HH Income \$150,000 to \$199,999	-	2.7%	4.6%
	2020 Est. HH Income \$100,000 to \$149,999	4.7%	7.7%	11.2%
	2020 Est. HH Income \$75,000 to \$99,999	1.2%	8.8%	10.7%
	2020 Est. HH Income \$50,000 to \$74,999	7.3%	18.7%	20.4%
	2020 Est. HH Income \$35,000 to \$49,999	33.5%	12.9%	12.4%
	2020 Est. HH Income \$25,000 to \$34,999	19.6%	12.4%	10.4%
	2020 Est. HH Income \$15,000 to \$24,999	8.0%	13.0%	11.5%
	2020 Est. HH Income Under \$15,000	25.8%	22.0%	15.4%
	2020 Est. Average Household Income	\$34,553	\$52,059	\$69,962
	2020 Est. Median Household Income	\$33,232	\$40,225	\$52,872
	2020 Est. Per Capita Income	\$13,739	\$21,020	\$28,995
	2020 Est. Total Businesses	-	557	1,265
2020 Est. Total Employees	22	7,573	16,259	

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RACE	2020 Est. White	32.6%	37.4%	54.9%
	2020 Est. Black	62.9%	58.2%	40.2%
	2020 Est. Asian or Pacific Islander	0.3%	0.5%	0.8%
	2020 Est. American Indian or Alaska Native	0.6%	0.4%	0.4%
	2020 Est. Other Races	3.6%	3.6%	3.6%
HISPANIC	2020 Est. Hispanic Population	49	479	1,208
	2020 Est. Hispanic Population	3.9%	3.6%	4.1%
	2025 Proj. Hispanic Population	4.3%	3.8%	4.4%
	2010 Hispanic Population	2.8%	2.9%	3.2%
EDUCATION (Adults 25 or Older)	2020 Est. Adult Population (25 Years or Over)	850	9,289	20,747
	2020 Est. Elementary (Grade Level 0 to 8)	6.6%	5.5%	4.1%
	2020 Est. Some High School (Grade Level 9 to 11)	19.9%	13.7%	8.9%
	2020 Est. High School Graduate	37.1%	37.2%	33.0%
	2020 Est. Some College	21.2%	19.6%	19.3%
	2020 Est. Associate Degree Only	5.3%	7.8%	8.6%
	2020 Est. Bachelor Degree Only	8.2%	10.7%	16.2%
	2020 Est. Graduate Degree	1.7%	5.3%	9.9%
HOUSING	2020 Est. Total Housing Units	631	6,153	13,929
	2020 Est. Owner-Occupied	44.7%	48.9%	55.0%
	2020 Est. Renter-Occupied	34.7%	36.7%	31.9%
	2020 Est. Vacant Housing	20.7%	14.4%	13.1%
HOMES BUILT BY YEAR	2020 Homes Built 2010 or later	9.0%	6.0%	6.6%
	2020 Homes Built 2000 to 2009	9.6%	8.1%	9.4%
	2020 Homes Built 1990 to 1999	9.5%	9.4%	11.8%
	2020 Homes Built 1980 to 1989	19.3%	8.9%	10.1%
	2020 Homes Built 1970 to 1979	9.3%	10.3%	9.5%
	2020 Homes Built 1960 to 1969	7.1%	18.7%	16.1%
	2020 Homes Built 1950 to 1959	8.0%	12.2%	13.3%
	2020 Homes Built Before 1949	7.6%	12.0%	10.2%
HOME VALUES	2020 Home Value \$1,000,000 or More	0.2%	0.1%	0.3%
	2020 Home Value \$500,000 to \$999,999	-	1.6%	2.7%
	2020 Home Value \$400,000 to \$499,999	0.2%	1.3%	2.7%
	2020 Home Value \$300,000 to \$399,999	3.9%	3.0%	3.8%
	2020 Home Value \$200,000 to \$299,999	6.7%	13.2%	18.2%
	2020 Home Value \$150,000 to \$199,999	5.3%	13.4%	18.8%
	2020 Home Value \$100,000 to \$149,999	41.5%	25.1%	20.7%
	2020 Home Value \$50,000 to \$99,999	7.4%	23.1%	18.2%
	2020 Home Value \$25,000 to \$49,999	9.0%	10.5%	8.6%
	2020 Home Value Under \$25,000	25.8%	8.7%	6.0%
	2020 Median Home Value	\$104,999	\$110,650	\$133,195
	2020 Median Rent	\$468	\$551	\$626

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LABOR FORCE	2020 Est. Labor Population Age 16 Years or Over	1,002	10,827	24,559
	2020 Est. Civilian Employed	52.3%	51.9%	53.6%
	2020 Est. Civilian Unemployed	1.9%	1.9%	1.9%
	2020 Est. in Armed Forces	-	0.3%	0.2%
	2020 Est. not in Labor Force	45.7%	45.8%	44.3%
	2020 Labor Force Males	44.2%	46.0%	46.3%
	2020 Labor Force Females	55.8%	54.0%	53.7%
OCCUPATION	2020 Occupation: Population Age 16 Years or Over	525	5,624	13,165
	2020 Mgmt, Business, & Financial Operations	8.9%	10.1%	11.4%
	2020 Professional, Related	6.2%	10.0%	16.8%
	2020 Service	22.3%	33.8%	27.8%
	2020 Sales, Office	38.4%	24.4%	22.3%
	2020 Farming, Fishing, Forestry	-	0.1%	0.1%
	2020 Construction, Extraction, Maintenance	9.5%	7.4%	7.4%
	2020 Production, Transport, Material Moving	14.7%	14.2%	14.1%
	2020 White Collar Workers	53.5%	44.5%	50.6%
	2020 Blue Collar Workers	46.5%	55.5%	49.4%
TRANSPORTATION TO WORK	2020 Drive to Work Alone	76.8%	78.8%	79.6%
	2020 Drive to Work in Carpool	16.8%	15.1%	13.4%
	2020 Travel to Work by Public Transportation	-	0.2%	0.4%
	2020 Drive to Work on Motorcycle	-	-	-
	2020 Walk or Bicycle to Work	0.2%	2.0%	2.6%
	2020 Other Means	0.1%	0.3%	0.4%
	2020 Work at Home	6.0%	3.6%	3.5%
TRAVEL TIME	2020 Travel to Work in 14 Minutes or Less	29.5%	32.2%	33.8%
	2020 Travel to Work in 15 to 29 Minutes	47.8%	37.2%	35.6%
	2020 Travel to Work in 30 to 59 Minutes	12.5%	21.2%	26.4%
	2020 Travel to Work in 60 Minutes or More	3.7%	3.7%	3.7%
	2020 Average Travel Time to Work	17.1	17.8	18.7
CONSUMER EXPENDITURE	2020 Est. Total Household Expenditure	\$17.35 M	\$235.73 M	\$659.64 M
	2020 Est. Apparel	\$596.56 K	\$8.15 M	\$22.87 M
	2020 Est. Contributions, Gifts	\$887.89 K	\$12.65 M	\$36.63 M
	2020 Est. Education, Reading	\$483.1 K	\$6.97 M	\$20.04 M
	2020 Est. Entertainment	\$922.6 K	\$12.9 M	\$36.66 M
	2020 Est. Food, Beverages, Tobacco	\$2.76 M	\$36.92 M	\$102.16 M
	2020 Est. Furnishings, Equipment	\$573.2 K	\$8.01 M	\$22.81 M
	2020 Est. Health Care, Insurance	\$1.64 M	\$22.09 M	\$61.65 M
	2020 Est. Household Operations, Shelter, Utilities	\$5.81 M	\$77.93 M	\$215.83 M
	2020 Est. Miscellaneous Expenses	\$324.49 K	\$4.42 M	\$12.47 M
	2020 Est. Personal Care	\$231.64 K	\$3.15 M	\$8.85 M
	2020 Est. Transportation	\$3.12 M	\$42.54 M	\$119.68 M

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GAPE2

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	1 mi radius		3 mi radius		5 mi radius	
	Potential / Sales	Index	Potential / Sales	Index	Potential / Sales	Index
Clothing, Clothing Accessories Stores	\$359.93 K / -	100	\$4.94 M / \$3.52 M	29	\$13.9 M / \$11.65 M	16
Men's Clothing Stores	\$12.51 K / -	100	\$173.43 K / \$261.31 K	-34	\$490.31 K / \$1.06 M	-54
Women's Clothing Stores	\$55.07 K / -	100	\$758.38 K / \$797.02 K	-5	\$2.14 M / \$2.61 M	-18
Children's, Infants' Clothing Stores	\$24.53 K / -	100	\$328.56 K / \$644.64 K	-49	\$914.96 K / \$2.62 M	-65
Family Clothing Stores	\$147.17 K / -	100	\$2.02 M / \$1.02 M	49	\$5.69 M / \$1.73 M	70
Clothing Accessory Stores	\$11.51 K / -	100	\$160.72 K / -	100	\$455.48 K / -	100
Other Apparel Stores	\$18.02 K / -	100	\$247.68 K / \$224.21 K	9	\$696.81 K / \$912.98 K	-24
Shoe Stores	\$61.57 K / -	100	\$836.54 K / \$568.13 K	32	\$2.34 M / \$2.71 M	-14
Jewelry Stores	\$27.03 K / -	100	\$378.06 K / -	100	\$1.09 M / -	100
Luggage Stores	\$2.5 K / -	100	\$31.52 K / -	100	\$89.16 K / -	100
Furniture, Home Furnishings Stores	\$168.7 K / -	100	\$2.37 M / \$80.88 K	97	\$6.77 M / \$4.08 M	40
Furniture Stores	\$102.62 K / -	100	\$1.45 M / \$80.88 K	94	\$4.15 M / \$3.67 M	11
Floor Covering Stores	\$17.52 K / -	100	\$247.77 K / -	100	\$712.23 K / \$404.43 K	43
Other Home Furnishing Stores	\$48.56 K / -	100	\$671.01 K / -	100	\$1.9 M / -	100
Electronics, Appliance Stores	\$133.16 K / -	100	\$1.84 M / \$1.02 M	44	\$5.19 M / \$1.81 M	65
Building Material, Garden Equipment, Supplies Dealers	\$428.01 K / -	100	\$5.91 M / \$2.77 M	53	\$16.79 M / \$15.01 M	11
Home Centers	\$201.24 K / -	100	\$2.78 M / \$22.25 K	99	\$7.9 M / \$7.4 M	6
Paint, Wallpaper Stores	\$14.52 K / -	100	\$202.1 K / -	100	\$578.75 K / \$178.16 K	69
Hardware Stores	\$18.52 K / -	100	\$255.62 K / \$397.69 K	-36	\$726.42 K / \$1.04 M	-30
Other Building Materials Stores	\$143.67 K / -	100	\$1.97 M / \$398 K	80	\$5.6 M / \$3.12 M	44
Outdoor Power Equipment Stores	\$6.51 K / -	100	\$91.77 K / \$38.32 K	58	\$262.14 K / \$494.14 K	-47
Nursery, Garden Stores	\$43.55 K / -	100	\$605.07 K / \$1.92 M	-68	\$1.72 M / \$2.77 M	-38
Food, Beverage Stores	\$1.27 M / \$1.19 M	6	\$16.79 M / \$10.5 M	37	\$46.2 M / \$67.94 M	-32
Grocery Stores	\$1.14 M / \$962.65 K	15	\$15.03 M / \$8.55 M	43	\$41.3 M / \$60.66 M	-32
Convenience Stores	\$44.55 K / \$215.21 K	-79	\$586.27 K / \$963.57 K	-39	\$1.61 M / \$2.95 M	-46
Meat Markets	\$13.02 K / -	100	\$173.17 K / -	100	\$473.04 K / \$319.43 K	32
Fish, Seafood Markets	\$5.01 K / -	100	\$63.41 K / \$40.38 K	36	\$172.77 K / \$142.58 K	17
Fruit, Vegetable Markets	\$8.01 K / -	100	\$105.12 K / -	100	\$288.34 K / -	100
Other Specialty Food Markets	\$14.02 K / \$14.85 K	-6	\$182.05 K / \$34.79 K	81	\$496.41 K / \$114.59 K	77
Liquor Stores	\$46.56 K / -	100	\$653.52 K / \$910.67 K	-28	\$1.86 M / \$3.75 M	-50

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RETAIL GAP EXPANDED REPORT

2010 Census, 2020 Estimates with 2025 Projections

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GAPE2

Lat/Lon: 33.6038/-81.7127

Aiken Timber & Development Tract

Listing: #2010689

	1 mi radius		3 mi radius		5 mi radius	
	Potential / Sales	Index	Potential / Sales	Index	Potential / Sales	Index
Health, Personal Care Stores	\$303.36 K / -	100	\$4.08 M / \$13.52 M	-70	\$11.34 M / \$25.58 M	-56
Pharmacy, Drug Stores	\$254.3 K / -	100	\$3.42 M / \$13.44 M	-75	\$9.5 M / \$24.85 M	-62
Cosmetics, Beauty Stores	\$15.02 K / -	100	\$199.42 K / \$37.08 K	81	\$556.24 K / \$37.65 K	93
Optical Goods Stores	\$16.52 K / -	100	\$227.42 K / \$3.92 K	98	\$635.54 K / \$129.12 K	80
Other Health, Personal Care Stores	\$17.52 K / -	100	\$234.02 K / \$43.54 K	81	\$650.02 K / \$561.57 K	14
Sporting Goods, Hobby, Book, Music Stores	\$127.15 K / -	100	\$1.8 M / \$1.42 M	21	\$5.15 M / \$4.05 M	21
Sporting Goods Stores	\$66.58 K / -	100	\$962.46 K / \$1.14 M	-16	\$2.79 M / \$2.45 M	12
Hobby, Toy, Game Stores	\$21.53 K / -	100	\$295.23 K / \$15.63 K	95	\$831.37 K / \$514.98 K	38
Sewing, Needlecraft Stores	\$6.51 K / -	100	\$90.97 K / \$32.02 K	65	\$259.18 K / \$174.39 K	33
Musical Instrument Stores	\$6.51 K / -	100	\$86.61 K / -	100	\$240.29 K / -	100
Book Stores	\$26.03 K / -	100	\$363.2 K / \$232.05 K	36	\$1.03 M / \$912.21 K	12
General Merchandise Stores	\$1.2 M / -	100	\$16.13 M / \$12.76 M	21	\$44.89 M / \$47.18 M	-5
Department Stores	\$299.36 K / -	100	\$4.09 M / \$1.54 M	62	\$11.5 M / \$27.93 M	-59
Warehouse Superstores	\$780.93 K / -	100	\$10.46 M / -	100	\$29 M / -	100
Other General Merchandise Stores	\$116.14 K / -	100	\$1.57 M / \$11.22 M	-86	\$4.39 M / \$19.24 M	-77
Miscellaneous Store Retailers	\$158.19 K / -	100	\$2.17 M / \$1.59 M	27	\$6.1 M / \$8.72 M	-30
Florists	\$5.51 K / -	100	\$75.55 K / \$21.92 K	71	\$213.56 K / \$160.68 K	25
Office, Stationary Stores	\$15.02 K / -	100	\$211.42 K / -	100	\$600.57 K / -	100
Gift, Souvenir Stores	\$19.02 K / -	100	\$258.54 K / \$150.93 K	42	\$727.08 K / \$745.39 K	-2
Used Merchandise Stores	\$11.01 K / -	100	\$149.01 K / \$348.23 K	-57	\$420.18 K / \$1.15 M	-64
Pet, Pet Supply Stores	\$62.07 K / -	100	\$871.34 K / \$227 K	74	\$2.47 M / \$924.33 K	63
Art Dealers	\$5.01 K / -	100	\$70.42 K / \$99.39 K	-29	\$198.64 K / \$404.71 K	-51
Mobile Home Dealers	\$9.51 K / -	100	\$127.98 K / \$615.82 K	-79	\$363 K / \$4.83 M	-92
Other Miscellaneous Retail Stores	\$31.04 K / -	100	\$406.63 K / \$130.79 K	68	\$1.11 M / \$498.11 K	55
Non-Store Retailers	\$531.13 K / -	100	\$7.29 M / -	100	\$20.51 M / \$2.43 M	88
Mail Order, Catalog Stores	\$437.52 K / -	100	\$6.03 M / -	100	\$17 M / \$28.14 K	100
Vending Machines	\$13.02 K / -	100	\$173.77 K / -	100	\$476.83 K / -	100
Fuel Dealers	\$46.05 K / -	100	\$615.67 K / -	100	\$1.72 M / \$2.39 M	-28
Other Direct Selling Establishments	\$34.54 K / -	100	\$469.66 K / -	100	\$1.31 M / \$7.37 K	99

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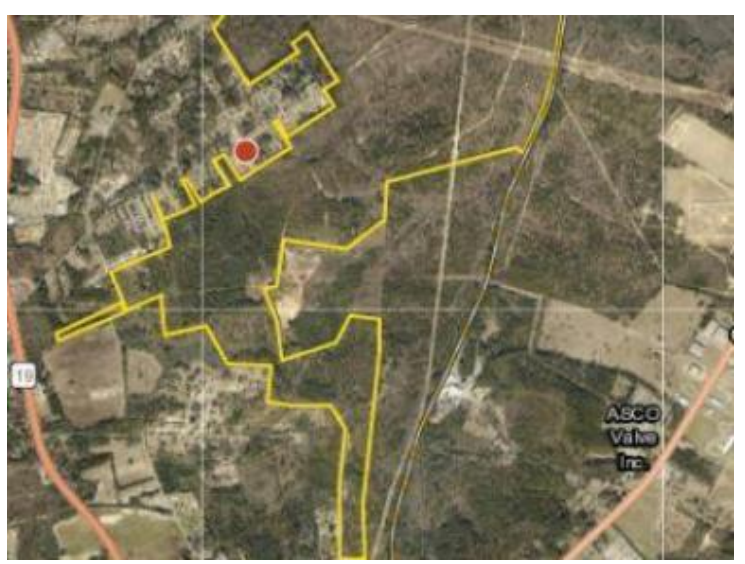
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Accommodation, Food Services	\$1 M / \$4.4 M	-77	\$13.87 M / \$19.08 M	-27	\$39.15 M / \$54.2 M	-28
Hotels, Other Travel Accommodations	\$55.07 K / \$21.1 K	62	\$762.02 K / \$380.93 K	50	\$2.15 M / \$1.95 M	10
RV Parks	\$501 / -	100	\$8.02 K / \$5.8 K	28	\$22.13 K / \$7.29 K	67
Rooming, Boarding Houses	\$501 / -	100	\$5.35 K / -	100	\$14.63 K / -	100
Full Service Restaurants	\$585.7 K / \$1.3 M	-55	\$8.12 M / \$8.56 M	-5	\$22.91 M / \$27 M	-15
Limited Service Restaurants	\$272.32 K / \$3.1 M	-91	\$3.77 M / \$9.12 M	-59	\$10.65 M / \$22.96 M	-54
Special Food Services, Catering	\$87.1 K / -	100	\$1.21 M / \$1.24 M	-3	\$3.4 M / \$2.61 M	23
Drinking Places	\$24.03 K / -	100	\$340.72 K / \$114.07 K	67	\$974.42 K / \$649.43 K	33
Gasoline Stations	\$927.1 K / \$3.85 M	-76	\$12.25 M / \$30.05 M	-59	\$33.67 M / \$54.22 M	-38
Motor Vehicle, Parts Dealers	\$1.55 M / \$2.89 M	-46	\$21.31 M / \$14.53 M	32	\$60.49 M / \$64.64 M	-6
New Car Dealers	\$1.19 M / \$1.35 M	-12	\$16.33 M / \$5.13 M	69	\$46.35 M / \$41.47 M	11
Used Car Dealers	\$122.65 K / \$874.45 K	-86	\$1.68 M / \$2.48 M	-32	\$4.78 M / \$3.31 M	31
Recreational Vehicle Dealers	\$21.53 K / -	100	\$320.44 K / -	100	\$942.14 K / -	100
Motorcycle, Boat Dealers	\$50.06 K / \$252.46 K	-80	\$716.61 K / \$819.34 K	-13	\$2.07 M / \$3.69 M	-44
Auto Parts, Accessories	\$99.12 K / \$419.06 K	-76	\$1.36 M / \$3.78 M	-64	\$3.81 M / \$8.19 M	-54
Tire Dealers	\$66.08 K / -	100	\$905.88 K / \$2.31 M	-61	\$2.54 M / \$7.99 M	-68
2020 Population	1,259		13,455		29,749	
2025 Population	1,399		14,472		31,405	
% Population Change 2020-2025	11.1%		7.6%		5.6%	
2020 Adult Population Age 18+	970		10,491		23,914	
2020 Population Male	580		6,335		14,025	
2020 Population Female	679		7,121		15,724	
2020 Households	501		5,266		12,105	
2020 Median Household Income	33,232		40,225		52,872	
2020 Average Household Income	34,553		52,059		69,962	







SOUTH CAROLINA DISCLOSURE OF REAL ESTATE BROKERAGE RELATIONSHIPS



South Carolina Real Estate Commission
PO BOX 11847, Columbia, S.C. 29211-1847
Telephone: (803) 896-4400 Fax: (803) 896-4427
<http://llr.sc.gov/POL/REC/>

Pursuant to South Carolina Real Estate License Law in S.C. Code of Laws Section 40-57-370, a real estate licensee is required to provide you a meaningful explanation of agency relationships offered by the licensee's brokerage firm. This must be done at the first practical opportunity when you and the licensee have substantive contact.

Before you begin to work with a real estate licensee, it is important for you to know the difference between a broker-in-charge and associated licensees. The broker-in-charge is the person in charge of a real estate brokerage firm. Associated licensees may work only through a broker-in-charge. **In other words, when you choose to work with any real estate licensee, your business relationship is legally with the brokerage firm and not with the associated licensee.**

A real estate brokerage firm and its associated licensees can provide buyers and sellers valuable real estate services, whether in the form of basic **customer** services, or through **client**-level agency representation. The services you can expect will depend upon the legal relationship you establish with the brokerage firm. It is important for you to discuss the following information with the real estate licensee and agree on whether in your business relationship you will be a **customer** or a **client**.

You Are a Customer of the Brokerage Firm

South Carolina license law defines customers as buyers or sellers who choose NOT to establish an agency relationship. The law requires real estate licensees to perform the following **basic duties** when dealing with **any** real estate buyer or seller as customers: **present all offers in a timely manner, account for money or other property received on your behalf, provide an explanation of the scope of services to be provided, be fair and honest and provide accurate information, provide limited confidentiality, and disclose "material adverse facts" about the property or the transaction which are within the licensee's knowledge.**

Unless or until you enter into a written agreement with the brokerage firm for agency representation, you are considered a "customer" of the brokerage firm, and the brokerage firm will not act as your agent. As a customer, you should not expect the brokerage firm or its licensees to promote your best interest.

Customer service does not require a written agreement; therefore, you are not committed to the brokerage firm in any way unless a transaction broker agreement or compensation agreement obligates you otherwise.

Transaction Brokerage

A real estate brokerage firm may offer transaction brokerage in accordance with S.C. Code of Laws Section 40-57-350. Transaction broker means a real estate brokerage firm that provides customer service to a buyer, a seller, or both in a real estate transaction. A transaction broker may be a single agent of a party in a transaction giving the other party customer service. A transaction broker also may facilitate a transaction without representing either party. The duties of a brokerage firm offering transaction brokerage relationship to a customer can be found in S.C. Code of Laws Section 40-57-350(L)(2).

You Can Become a Client of the Brokerage Firm

Clients receive more services than customers. If client status is offered by the real estate brokerage firm, you can become a client by entering into a written agency agreement requiring the brokerage firm and its associated licensees to act as an agent on your behalf and promote your best interests. If you choose to become a client, you will be asked to confirm in your written representation agreement that you received this agency relationships disclosure document in a timely manner.

A **seller becomes a client** of a real estate brokerage firm by signing a formal listing agreement with the brokerage firm. For a seller to become a client, this agreement must be in writing and must clearly establish the terms of the agreement and the obligations of both the seller and the brokerage firm which becomes the agent for the seller.

A **buyer becomes a client** of a real estate brokerage firm by signing a formal buyer agency agreement with the brokerage firm. For a buyer to become a client, this agreement must be in writing and must clearly establish the terms of the agreement and the obligations of both the buyer and the brokerage firm which becomes the agent for the buyer.

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If you enter into a written agency agreement, as a client, the real estate brokerage has the following *client-level duties: obedience, loyalty, disclosure, confidentiality, accounting, and reasonable skill and care*. Client-level services also include advice, counsel and assistance in negotiations.

Single Agency

When the brokerage firm represents only one client in the same transaction (the seller or the buyer), it is called single agency.

Dual Agency

Dual agency exists when the real estate brokerage firm has two clients in one transaction – a seller client and a buyer client. At the time you sign an agency agreement, you may be asked to acknowledge whether you would consider giving written consent allowing the brokerage firm to represent both you and the other client in a disclosed dual agency relationship.

Disclosed Dual Agency

In a disclosed dual agency, the brokerage firm’s representation duties are limited because the buyer and seller have recognized conflicts of interest. Both clients’ interests are represented by the brokerage firm. As a disclosed dual agent, the brokerage firm and its associated licensees cannot advocate on behalf of one client over the other, and cannot disclose confidential client information concerning the price negotiations, terms, or factors motivating the buyer/client to buy or the seller/client to sell. Each Dual Agency Agreement contains the names of both the seller client(s) and the buyer client(s) and identifies the property.

Designated Agency

In designated agency, a broker-in-charge may designate individual associated licensees to act solely on behalf of each client. Designated agents are not limited by the brokerage firm’s agency relationship with the other client, but instead have a duty to promote the best interest of their clients, including negotiating a price. The broker-in-charge remains a disclosed dual agent for both clients, and ensures the assigned agents fulfill their duties to their respective clients. At the time you sign an agency agreement, you may be asked to acknowledge whether you would consider giving written consent allowing the brokerage firm to designate a representative for you and one for the other client in a designated agency. Each Designated Agency Agreement contains the names of both the seller client(s) and the buyer client(s) and identifies the property.

It’s Your Choice

As a real estate consumer in South Carolina, it is your choice as to the type and nature of services you receive.

- You can choose to remain a customer and represent yourself, with or without a transaction broker agreement.
- You can choose to hire the brokerage firm for representation through a written agency agreement.
- If represented by the brokerage firm, you can decide whether to go forward under the shared services of dual agency or designated agency or to remain in single agency.

If you plan to become a client of a brokerage firm, the licensee will explain the agreement to you fully and answer questions you may have about the agreement. Remember, however that until you enter into a representation agreement with the brokerage firm, you are considered a customer and the brokerage firm cannot be your advocate, cannot advise you on price or terms, and only provides limited confidentiality unless a transaction broker agreement obligates the brokerage firm otherwise.

The choice of services belongs to you – the South Carolina real estate consumer.

Acknowledgement of Receipt by Consumer:

Signature _____ Date _____

Signature _____ Date _____

THIS DOCUMENT IS NOT A CONTRACT.
This brochure has been approved by South Carolina Real Estate Commission for use in explaining representation issues in real estate transactions and consumer rights as a buyer or seller. Reprinting without permission is permitted provided no changes or modifications are made.