

OFFERING MEMORANDUM

CALL FOR OFFERS: November 8th | 106,825 NRSF | 787 UNITS | Carrollton, GA



AAA Private Self Storage

Exclusively Listed By Urow Real Estate



Listing Agents:

JUSTIN WIESEHAN
Vice President

O: 803.298.8951
C: 704.236.6787
justin@urowrealestate.com

In Association with ParaSell, Inc. | A Licensed Georgia Broker #77666

SCOTT REID
ParaSell, Inc. / Broker
949.942.6578
scott@parasellinc.com



ZACHARY UROW
Founder / President

201.572.4021
zachary@urowrealestate.com

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Interested buyers must address all communications, inquiries, site visit requests, and Letters of Intent to the **Urow Real Estate** team members shown to the left, as they are representatives of the Seller.

Urow Real Estate will notify prospective purchasers of a call for offers date.



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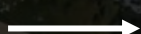
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EXECUTIVE SUMMARY

Executive Overview, Investment Highlights, Property Summary, Expansion Plan

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UNIT MIX

Unit Mix

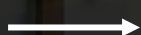
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FINANCIALS

Cash Flow Projection

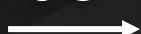
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MARKET OVERVIEW

MSA Overview, Market Overview, Retailer Map, Incoming Residential Properties Map, Demographics, Market Rental Rates Analysis

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PROPERTY PHOTOS AND VIDEO

Property Photos, Property Video



AAA Private Self Storage



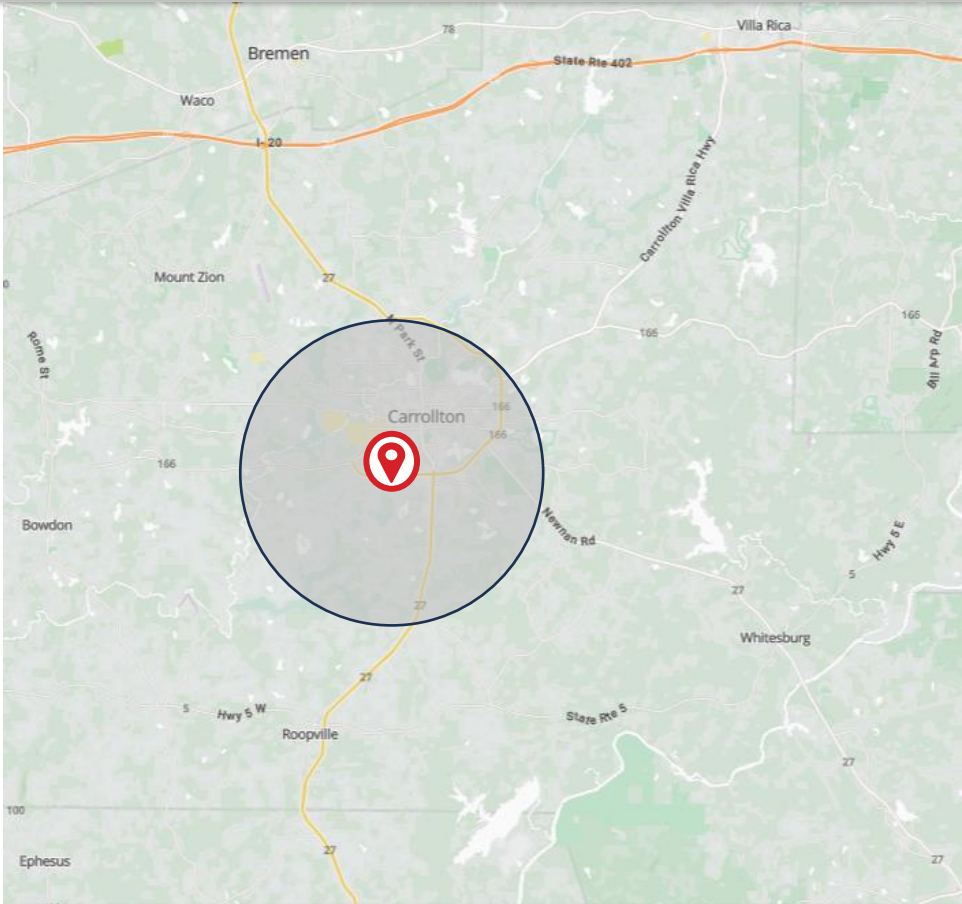
EXECUTIVE OVERVIEW



Executive Overview

This is an exclusive opportunity to acquire AAA Private Self Storage, a 106,825 NRSF facility, featuring 347 interior climate controlled, 157 drive-up climate controlled, 278 non-climate controlled units and 2 outdoor parking units in total. AAA Private Self Storage offers a plethora of different unit sizes to fit a variety of different client needs.

Property Name	AAA Private Self Storage
Address	970 Hays Mill Rd, Carrollton, GA 30117
Land Size	10.1 Acres
Total NRSF	106,825 NRSF
Total Units	787
Interior Climate Controlled	347
Drive-Up Climate Controlled	157
Non-Climate Controlled	278
Outdoor Parking	2
Office Suites	3
Units Occupancy % (Units / SF)	66.8%
Economic Occupancy % (Year 1)	60.0%
Number of Buildings	8
Year Built	2006 (Phase I): 46,400 Gross SF 2007: 20,800 Gross SF 2014: 15,000 Gross SF 2016: 16,695 Gross SF 2022: 7,200 Gross SF 2023: 8,325 and 7,200 Gross SF
Annual Average Daily Traffic (AADT)	22,300



Investment Highlights



Strong Household Median Income and Traffic

Household average income of \$89,234 in a 3-mile radius of the subject property and high AADT of 22,300.

Below Market Rental Rates

The overall rents are 4% below the market rate.

Strategic Location Advantage

Located close to the University of West Georgia. Additionally, they are less than 2 miles away from big retailers like Kroger Marketplace, Target, The Home Depot, Lowe's Home Improvement, Walmart, and Publix Super Market.

Household Unit Growth

Over 1,000 new multi-family units in development pipeline within Carrollton.

Limited Supply

Supply stands at 8.66 NRSF per Capita in the 5-mile radius of the property.

Capital Expenditures

Spent \$1.8m over last year.

Solar Powered Facility

Spent \$188k for solar servicing 3 separate meters.

Expansion Potential

Approved expansion potential of 7,065 NRSF with water, sewer, and storm.



Property Summary

County	Carroll County, GA
APN	C07-02-50-235
# of Entries	3
Foundation	Concrete
Framing	Red Iron
Exterior	Metal and Durabond / Stucco
Roof Type	Metal
Fencing Type	Montclair Decorative Aluminum
Security System	Digital Video Surveillance and Computerized Gate Access
Signage	LED sign
Facility Hours of Operation	Monday-Friday: 9 am to 5 pm Saturday: 9 am to 3 pm
Recent Capital Expenditures	Spent \$1.8m over last year including \$188k for solar servicing 3 separate meters. All cameras and access control in June 2024.

Property Details

POPULATION (5-MILE):	37,317	LAND SIZE (ACRES):	10.1
NRSF:	106,825	OCCUPANCY (UNITS / SF):	66.8%
TOTAL UNITS:	787	NUMBER OF BUILDINGS:	8

Features and Amenities

- 6 Days a Week Gate Access
- On-Site Manager
- 24-hour Video Surveillance
- Online Bill Pay Options
- Truck Rental Services
- Drive-up Climate Controlled Storage Units
- Interior Climate Controlled
- Non-Climate Controlled
- Outdoor Parking
- Kamado Joe Grills For Sale For BBQ Enthusiasts



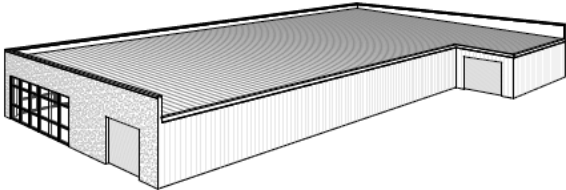
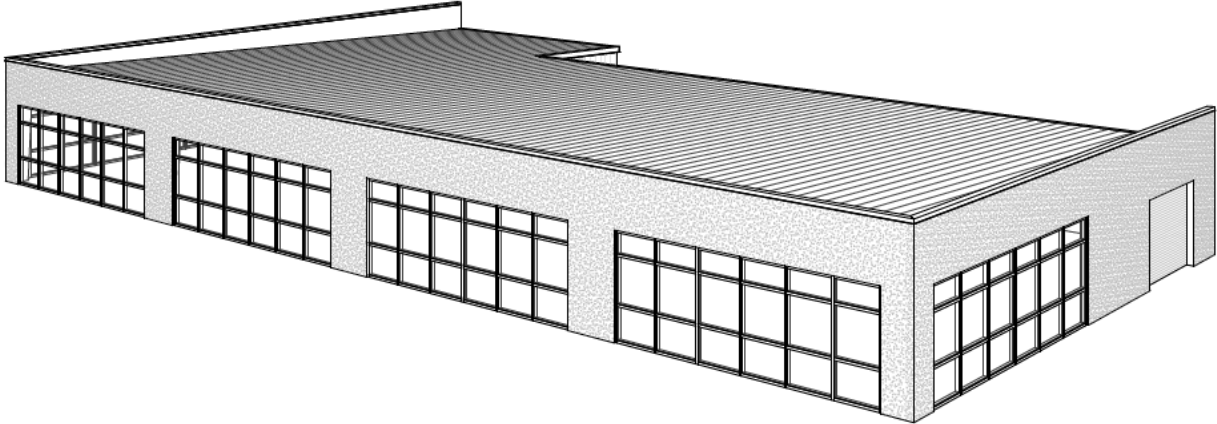
Expansion Plan (1 / 4)

**Expansion Area
Approved for
Office Space**

Water, sewer, and stormwater are all set up.
Note that market rates will be \$1-\$1.50
depending on improvements chosen by the
purchaser.



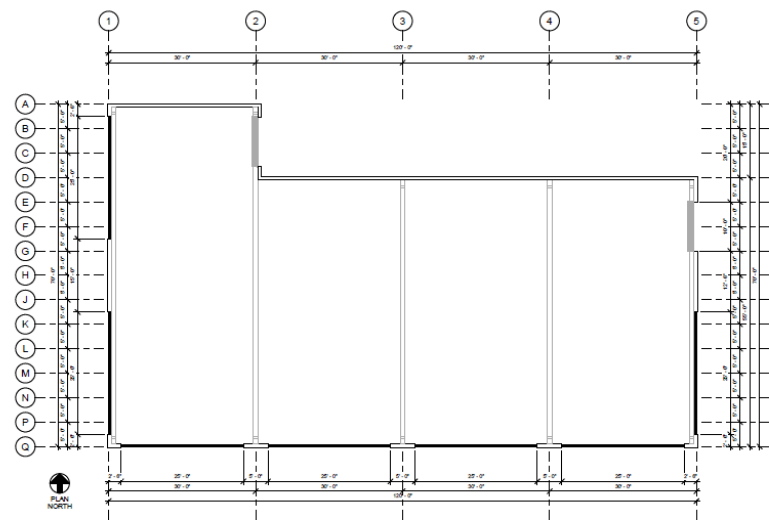
Expansion Plan (2 / 4)



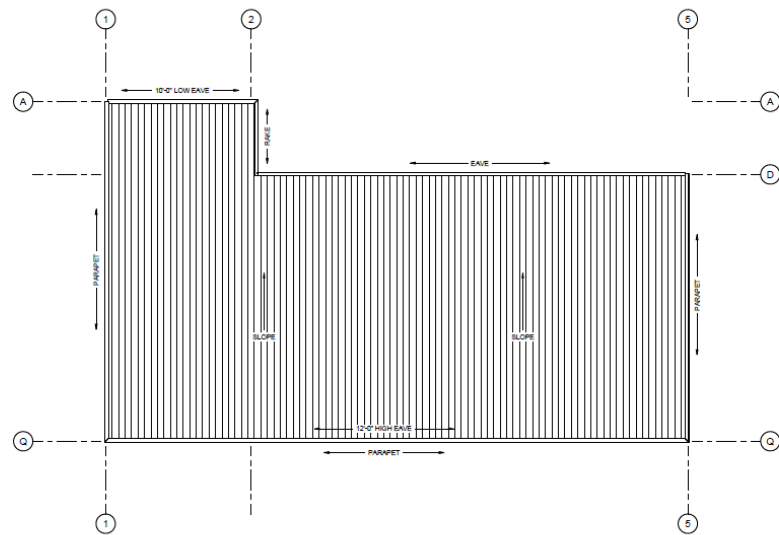
Area Schedule (Gross Building)		
Name	Area	Perimeter
70' - 0" x 120' - 0"	7065 SF	380' - 0"
Grand total: 1	7065 SF	380' - 0"

Drawing Schedule			
Sheet Number	Sheet Name	Current Revision	Current Revision Date
S100	Coversheet	1	04-24-23
S101	Layout	1	04-24-23
S102	Roofing Plan	1	04-24-23
S109	Elevations	1	04-24-23

Expansion Plan (3 / 4)

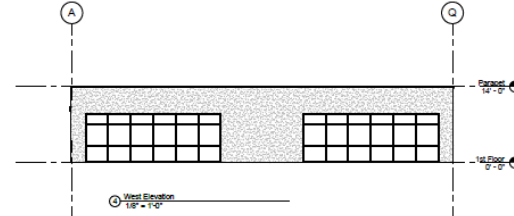
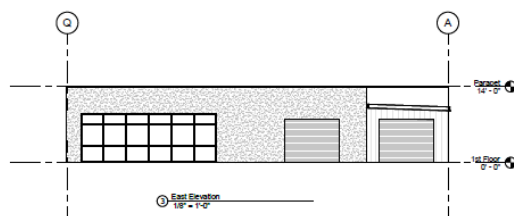
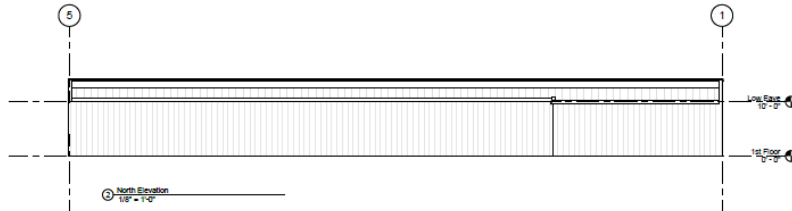
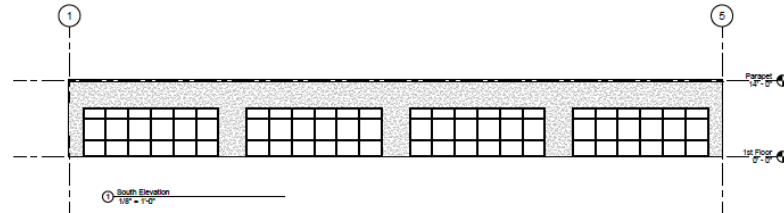


Area Schedule (Gross Building)		
Name	Area	Perimeter
70'-0" x 120'-0"	7065 SF	380' - 0"
Grand total: 1	7065 SF	380' - 0"



Area Schedule (Gross Building)		
Name	Area	Perimeter
70'-0" x 120'-0"	7065 SF	380' - 0"
Grand total: 1	7065 SF	380' - 0"

Expansion Plan (4 / 4)



AAA Private Self Storage



UNIT MIX



Unit Mix

Unit Details							
Type		Size		Total Units	Unit SF	Total SF	
E	Interior Climate Controlled	5	x	5	23	25	575
	Interior Climate Controlled	5	x	10	50	50	2,500
	Interior Climate Controlled	10	x	10	140	100	14,000
	Interior Climate Controlled	10	x	15	66	150	9,900
	Interior Climate Controlled	10	x	20	41	200	8,200
	Interior Climate Controlled	10	x	25	14	250	3,500
	Interior Climate Controlled	10	x	30	13	300	3,900
	Drive-Up Climate Controlled	5	x	10	12	50	600
	Drive-Up Climate Controlled	10	x	10	33	100	3,300
	Drive-Up Climate Controlled	10	x	15	37	150	5,550
	Drive-Up Climate Controlled	10	x	20	42	200	8,400
	Drive-Up Climate Controlled	10	x	25	17	250	4,250
	Drive-Up Climate Controlled	10	x	30	16	300	4,800
	Non-Climate Controlled	5	x	5	20	25	500
	Non-Climate Controlled	5	x	10	55	50	2,750
	Non-Climate Controlled	8	x	8	2	56.25	113
	Non-Climate Controlled	10	x	8	1	75	75
	Non-Climate Controlled	10	x	10	89	100	8,900
	Non-Climate Controlled	8	x	15	1	112.5	113
	Non-Climate Controlled	10	x	15	55	150	8,250
	Non-Climate Controlled	10	x	20	32	200	6,400
	Non-Climate Controlled	10	x	25	5	250	1,250
	Non-Climate Controlled	10	x	30	18	300	5,400
	Office Suites	30	x	40	3	1200	3,600
					785	136	106,825
Parking		1	x	1	1	1	
Parking		12	x	30	1	360	
				787	136	107,186	

Current Operating Metrics			
Occupancy %	In-Place By Unit Type	In-Place By PSF	In-Place GPI
43.5%	\$60	\$2.38	\$1,369
88.0%	\$76	\$1.51	\$3,778
81.4%	\$147	\$1.47	\$20,621
81.8%	\$192	\$1.28	\$12,659
80.5%	\$253	\$1.27	\$10,383
78.6%	\$324	\$1.29	\$4,530
69.2%	\$366	\$1.22	\$4,762
83.3%	\$100	\$2.00	\$1,200
45.5%	\$167	\$1.67	\$5,502
43.2%	\$253	\$1.69	\$9,352
40.5%	\$309	\$1.55	\$12,993
52.9%	\$392	\$1.57	\$6,658
56.3%	\$250	\$0.83	\$4,000
70.0%	\$62	\$2.48	\$1,241
81.8%	\$73	\$1.46	\$4,019
0.0%	\$131	\$2.32	\$261
0.0%	\$121	\$1.61	\$121
55.1%	\$136	\$1.36	\$12,099
0.0%	\$191	\$1.70	\$191
34.5%	\$176	\$1.17	\$9,671
68.8%	\$217	\$1.09	\$6,954
100.0%	\$316	\$1.26	\$1,579
94.4%	\$227	\$0.76	\$4,086
100.0%	\$1,560	\$1.30	\$4,680
66.9%	\$182	\$1.34	\$142,708
0.0%	\$0	\$0.00	\$0
100.0%	\$90	\$0.25	\$90
66.8%	\$181	\$1.33	\$142,798

Market			
Market By Unit Type	Market By PSF	Market GPR	% Over (Under) Market
\$75	\$2.98	\$1,714	-20%
\$99	\$1.99	\$4,970	-24%
\$135	\$1.35	\$18,900	9%
\$217	\$1.45	\$14,322	-12%
\$256	\$1.28	\$10,496	-1%
\$432	\$1.73	\$6,048	-25%
\$419	\$1.40	\$5,443	-13%
\$124	\$2.49	\$1,491	-20%
\$169	\$1.69	\$5,569	-1%
\$271	\$1.81	\$10,036	-7%
\$320	\$1.60	\$13,440	-3%
\$540	\$2.16	\$9,180	-27%
\$523	\$1.74	\$8,373	-52%
\$45	\$1.78	\$890	39%
\$71	\$1.43	\$3,923	2%
\$71	\$1.27	\$143	83%
\$94	\$1.25	\$94	29%
\$112	\$1.12	\$9,968	21%
\$112	\$1.00	\$112	71%
\$130	\$0.87	\$7,150	35%
\$193	\$0.97	\$6,176	13%
\$207	\$0.83	\$1,035	53%
\$259	\$0.86	\$4,662	-12%
\$1,560	\$1.30	\$4,680	0%
\$190	\$1.39	\$148,815	-4%
\$0	\$0.00	\$0	NA
\$89	\$0.25	\$89	1%
\$189	\$1.39	\$148,904	-4%



AAA Private Self Storage



FINANCIALS



Cash Flow Projections

	YTD Rev/T-6 Jun'24 Exp	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue						
Gross Potential Rent	1,819,968	1,819,968	1,894,116	1,971,285	2,051,598	2,135,183
% Growth		0%	4%	4%	4%	4%
Vacancy		(482,919)	(264,357)	(157,703)	(164,128)	(170,815)
Average Physical Occupancy		73%	86%	92%	92%	92%
Rental Variance to Market		-	-	-	-	-
% of GPR Less Vacancy		-	-	-	-	-
Concessions, Discounts, & Write-Offs		(52,947)	(64,538)	(71,818)	(74,744)	(77,789)
% of GPR		(3%)	(3%)	(4%)	(4%)	(4%)
Net Rental Income	\$1,089,976	\$1,284,101	\$1,565,221	\$1,741,764	\$1,812,726	\$1,886,580
% Growth		18%	22%	11%	4%	4%
Economic Occupancy	60%	71%	83%	88%	88%	88%
Fee Income	31,928	33,501	39,475	43,352	45,087	46,890
Commercial & Other Income	-	-	-	-	-	-
Tenant Insurance Income	21,734	27,734	50,680	70,481	73,300	76,232
Truck Rental Income	2,693	3,000	3,120	3,245	3,375	3,510
Retail Sales (Net)	850	2,621	3,194	3,555	3,699	3,850
Total Ancillary Income	\$57,206	\$66,856	\$96,470	\$120,633	\$125,461	\$130,482
Total Income	\$1,147,182	\$1,350,957	\$1,661,690	\$1,862,397	\$1,938,187	\$2,017,062
% Growth		18%	23%	12%	4%	4%
Expenses						
Advertising, Marketing, & Call Center	(2,443)	(10,083)	(10,486)	(10,906)	(11,342)	(11,796)
Credit Card Fees	(19,801)	(17,689)	(21,562)	(23,994)	(24,971)	(25,989)
Misc. Admin	(21,466)	(17,547)	(22,616)	(27,075)	(28,158)	(29,285)
Payroll	(120,362)	(120,000)	(124,800)	(129,792)	(134,984)	(140,383)
Property Insurance	(16,286)	(17,000)	(17,680)	(18,387)	(19,123)	(19,888)
Professional Fees	(280,000)	(2,000)	(2,080)	(2,163)	(2,250)	(2,340)
Property Management Fees	-	(67,548)	(83,085)	(93,120)	(96,909)	(100,853)
Real Estate Taxes	(23,929)	(143,216)	(148,944)	(154,902)	(161,098)	(167,542)
Repairs & Maintenance	(31,293)	(20,000)	(20,800)	(21,632)	(22,497)	(23,397)
Utilities	(59,807)	(60,000)	(62,400)	(64,896)	(67,492)	(70,192)
Total Operating Expenses	(\$575,388)	(\$475,082)	(\$514,453)	(\$546,867)	(\$568,824)	(\$591,663)
Net Operating Income (NOI)	\$571,794	\$875,875	\$1,147,238	\$1,315,530	\$1,369,363	\$1,425,399
% NOI Margin	50%	65%	69%	71%	71%	71%

Operating Assumptions

Revenue:

- **GPR** - Adjusting Rents to Current Market Rents, Office suites are on long-term leases and expire in 2028
- **Vacancy** - Assumes 66.8% occupancy increases to 80% in Year 1 and stabilizes at 92% in Year 2
- **Rental Variance to Market** - Stabilizes in Year 1
- **Concessions, Discounts & Write-Offs** - 4.0% of Rental Income in Year 3
- **Economic Occupancy** - Stabilizes at 88% in Year 3
- **Fee Income** - Stabilizes at 2.6% of NRI (admin fees & late fees)
- **Commercial & Other Income** - None
- **Tenant Insurance Income** - \$10 net per policy and stabilizes at 75% penetration
- **Retail Sales** - 0.2% NRI (net)

Expenses:

- **Advertising, Marketing, Call Center** - \$10k advertising & marketing in Year 1 and market rate call center expenses
- **Credit Card Fees** - 1.5% of net revenues
- **Misc. Admin** - Market level administration fees
- **Payroll** - \$120k, operating as onsite management
- **Property Insurance** - Slight increase over historical numbers
- **Property Management Fees** - 5% of total income
- **Real Estate Taxes** - Total purchase price multiplied by a 70% real estate allocation at current millage levy
- **Repairs & Maintenance** - Market level given condition of property; historical year had one-time expenses
- **Utilities** - Slight increase over previous year



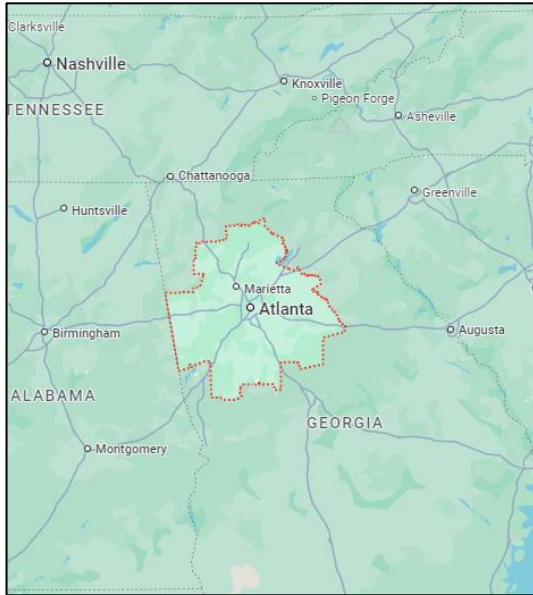
AAA Private Self Storage



MARKET OVERVIEW



MSA Overview



The Atlanta Metropolitan Statistical Area (MSA) is the business capital of the Southeastern United States and a global business hub. Metro Atlanta, designated by the US Office of Management and Budget as the Atlanta-Sandy Springs-Roswell MSA, is the most populous metropolitan statistical area in the US state of Georgia and the 6th largest in the US. The Atlanta-Sandy Springs-Roswell metropolitan division consists of the following 24 counties including Carroll County.

The area is served by a network of healthcare facilities including private practice, urgent care, hospital systems, and specialty care facilities. There are approximately 37 hospitals serving the metro. Atlanta boasts some of the best schools in Georgia and the nation. The Gwinnett School of Mathematics, Science and Technology in Lawrenceville consistently ranks as the top public high school in the state. The Atlanta MSA's economy is diverse and robust, with several key industries driving growth in Transportation and Logistics – Home to the world's busiest airport, Hartsfield-Jackson Atlanta International Airport, and major companies like Delta Air Lines and UPS, Information Technology, Healthcare and Biomedical – Anchored by the Centers for Disease Control and Prevention (CDC) and a thriving biotechnology sector, and Financial Services.

The Atlanta real estate market remains dynamic and attractive to both homebuyers and investors. The market is experiencing a slight cooling, with home prices expected to remain relatively flat or decrease slightly by 0.5% over the next year. Emerging neighborhoods and areas undergoing revitalization, such as the Westside and East Atlanta, present potential investment opportunities.



Market Overview

Carrollton, Georgia is a vibrant city located in Carroll County, offering a diverse economy, well-developed transportation infrastructure, and quality educational institutions.

Economy

Carrollton's economy is characterized by a mix of industries, with manufacturing, healthcare, and education playing significant roles. Some of the top employers in the area include:

- Southwire Company:** A leading manufacturer of wire and cable products.
- Tanner Health System:** A major healthcare provider in the region.
- University of West Georgia:** A large public university and significant employer.

Carrollton's proximity to Atlanta also provides additional employment opportunities for residents.

Transportation















Carrollton benefits from a well-connected transportation network:

- Road System:** The city is served by several major highways, including Highways 27, 16, 166, 113, and 61, which radiate from Carrollton and connect it to other parts of the county and beyond.
- Public Transit:** The Three Rivers Regional Commission Transit Program operates a demand-response public transportation service in Carroll County, providing residents with flexible transit options.
- Proximity to Interstate:** While not directly in Carrollton, Interstate 20 runs through the northern part of Carroll County, providing easy access to Atlanta and Birmingham.

MAJOR EMPLOYERS



METRICS (5-MILE RADIUS)

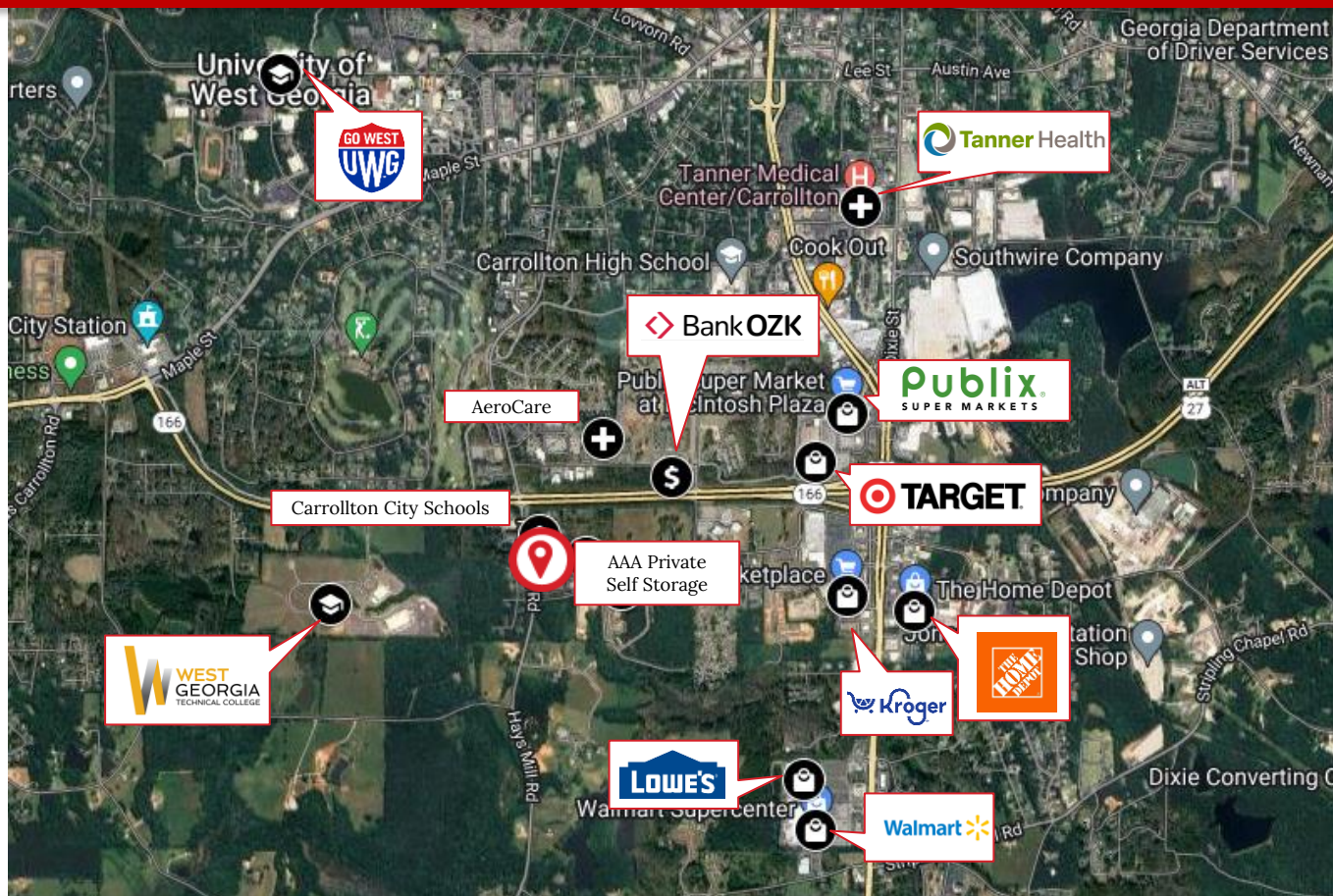
 <div>37,317 2023 Population</div>	 <div>13,598 2023 Households</div>	 <div>6.0% Projected Population Growth</div>	 <div>12,700 Jobs added</div>
 <div>15.9% Households Make \$125K or More a Year</div>	 <div>1.8% Five-Year median income Growth</div>	 <div>\$1.07B Annual GDP</div>	 <div>8,868 Family Households</div>
 <div>15,460 Total Jobs</div>	 <div>\$781 Median Home Rent</div>	 <div>1.0% Five-Year Home Rent Growth</div>	 <div>12,769 Students at University</div>
 <div>5 Local Colleges and Universities</div>	 <div>7,638 Undergraduate Students Enrolled</div>		



Retailer Map

APPROXIMATION TO SITE

Carrollton City Schools	0.2 Mi
AeroCare	0.7 Mi
Bank OZK	0.9 Mi
West Georgia Technical College - Carroll Campus	1.1 Mi
Kroger Marketplace	1.3 Mi
The Home Depot	1.4 Mi
Target	1.8 Mi
Publix Super Market at McIntosh Plaza	1.8 Mi
Lowe's Home Improvement	2.0 Mi
Walmart Supercenter	2.0 Mi
Tanner Medical Center/Carrollton	2.3 Mi
University of West Georgia	3.0 Mi



Incoming Residential Properties

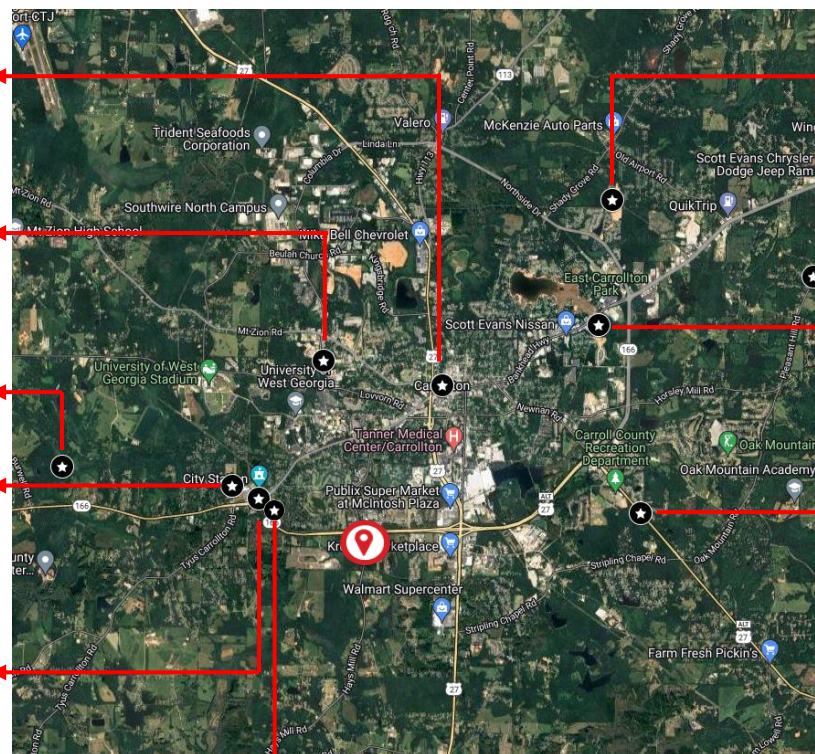
Development Units Carroll County Subdivision
Start Date N/A
Project Stage 2022-11-29
Distance Award
 1.59 Mi

Development Units The Cottages on Brumbelow
Start Date N/A
Project Stage 2023-08-01
Distance Conceptual
 2.11 Mi

Development Units City of Carrollton Downtown
Start Date N/A
Project Stage 2024-02-26
Distance Post-Bid
 1.93 Mi

Development Units Maple View Dr. Residential Subdivision
Start Date 83
Project Stage 2021-12-01
Distance Conceptual
 1.63 Mi

Development Units Carrollton Mixed Use Development
Start Date 330
Project Stage 2024-04-01
Distance Pre-Construction/Negotiated
 1.33 Mi



32 New Homes Being Built

Development Units Morgan Road Residential Subdivision
Start Date 91
Project Stage 2022-12-20
Distance Award
 4.60 Mi

Development Units Pleasant Hill Rd. Residential Subdivision
Start Date 4
Project Stage 2022-01-20
Distance Award
 1.93 Mi

Development Units Burns Road Residential Subdivision
Start Date 9
Project Stage 2021-09-01
Distance Design
 3.45 Mi

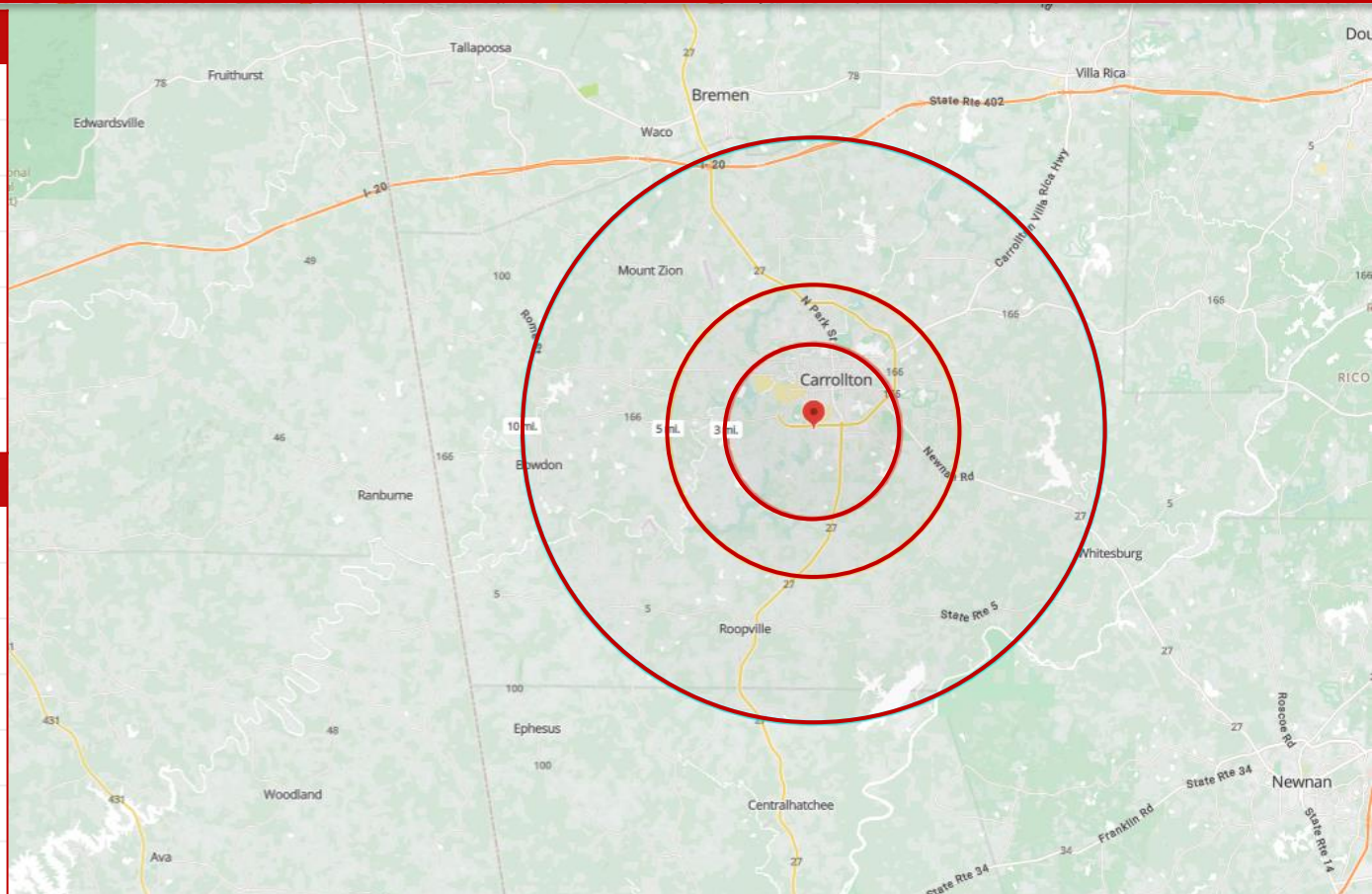
Development Units Canterbury Villas
Start Date 57
Project Stage 2020-11-02
Distance Pre-Construction/Negotiated
 2.84 Mi

Development Units Clifford Glen - Phase 1
Start Date 721
Project Stage 2020-12-07
Distance Award
 4.81 Mi



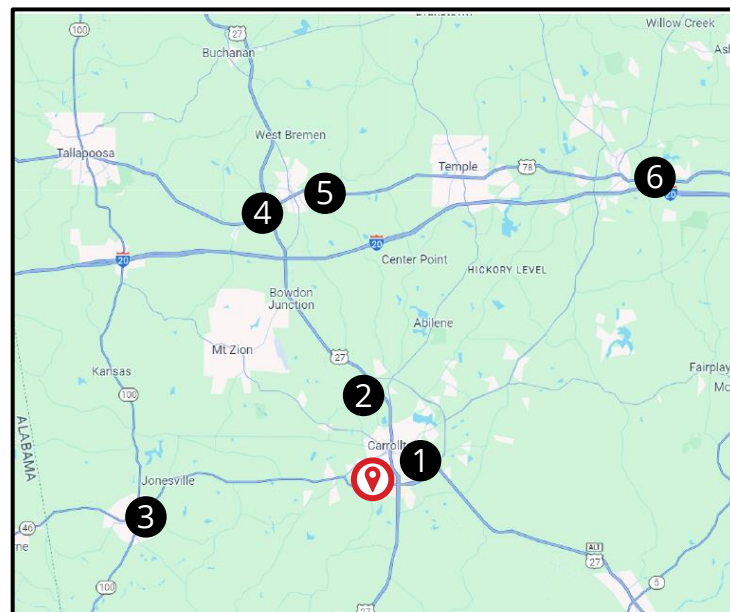
Demographics (10-Mile Radius)

2023 SUMMARY	3-MILE	5-MILE	10-MILE
Population	21,045	37,317	80,730
Households	7,360	13,598	28,849
Median Household Size	2.8	2.8	2.8
Median Household Age	30.0	31.8	35.9
Median Household Income	\$59,338	\$57,247	\$62,315
Avg. Household Income	\$89,233	\$78,585	\$80,869
NRSF Per Capita	10.07	8.66	6.59
2028 SUMMARY	3-MILE	5-MILE	10-MILE
Population	22,256	39,538	85,691
Households	7,742	14,297	30,431
Median Household Size	2.8	2.8	2.8
Median Household Age	30.3	32.0	36.2
Median Household Income	\$60,108	\$58,281	\$63,628
Avg. Household Income	\$97,678	\$84,888	\$86,831
NRSF Per Capita	10.07	10.96	7.65



Market Rental Rates Analysis (1 / 2)

	Address	Distance	Class	Interior Climate Controlled					
				5x5	5x10	10x10	10x15	10x20	10x30
	AAA Private Self Storage			\$60	\$76	\$147	\$192	\$253	\$366
1	Mission Self Storage	2.6 miles	B	-	-	-	-	-	-
2	West Georgia Self Storage	5.5 miles	A	\$64	\$77	-	\$204	\$280	-
3	Bowdon's Best Storage	10.5 miles	B	\$69	\$100	-	\$195	-	\$360
4	American Storage Facility	13.0 miles	B	-	\$105	\$135	-	\$239	-
5	Fortress Storage - Bremen	14.0 miles	A	\$74	\$89	-	\$219	\$249	\$409
6	CubeSmart	19.0 miles	A	\$91	\$126	-	\$250	-	\$487
Average:				\$75	\$99	\$135	\$217	\$256	\$419
Increase (Decrease) to Reach Market:				25%	32%	-8%	13%	1%	14%



Market Rental Rates Analysis (2 / 2)

				Drive-Up Non Climate Controlled				
	Address	Distance	Class	5x10	10x10	10x15	10x20	10x30
	AAA Private Self Storage			\$73	\$136	\$176	\$217	\$227
1	Mission Self Storage	2.6 miles	B	\$75	\$91	\$126	\$152	-
2	West Georgia Self Storage	5.5 miles	A	-	-	-	-	-
3	Bowdon's Best Storage	10.5 miles	B	-	-	-	-	-
4	American Storage Facility	13.0 miles	B	\$65	\$109	\$135	\$179	\$259
5	Fortress Storage - Bremen	14.0 miles	A	\$74	\$114	\$129	\$179	-
6	CubeSmart	19.0 miles	A	-	\$134	-	\$262	-
	Average:			\$71	\$112	\$130	\$193	\$259
	Increase (Decrease) to Reach Market:			-2%	-18%	-26%	-11%	14%



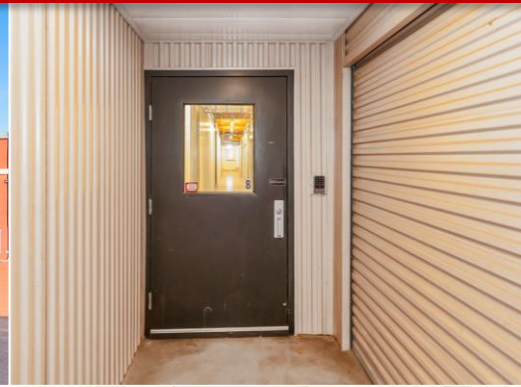
AAA Private Self Storage



PROPERTY PHOTOS



Property Photos (1 / 2)



Property Photos (2 / 2)



Property Video

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Exclusively Listed by Urow Real Estate

Listing Agents



JUSTIN WIESEHAN
Vice President

O: 803.298.8951
C: 704.236.6787
justin@urowrealestate.com



ZACHARY UROW
Founder/President

201.572.4021
zachary@urowrealestate.com

**In Association with ParaSell, Inc. |
A Licensed Georgia Broker #77666**

SCOTT REID
ParaSell, Inc. / Broker
949.942.6578
scott@parasellinc.com

