

1196 Augusta Hwy OM

Lincolnton, GA



PALOMAR



TURNER
REALTY GROUP LLC

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Executive Summary





Cap Rate
8.63%



Price
\$1,200,000



Value Add Upside



NOI - Proforma
\$103,566



Square Footage
29,026 SF



Acreage
4.85 acres



Occupancy
94%



Year Built / Reno
1973 / 2024



The Opportunity

Address	Parcel Number
 1196 Augusta Hwy Lincolnton, GA 30817	 38-046
Gross Leasable Area and Land Area	Occupancy
 29,026 SF 4.85 AC	 94% occupied
Year Built/Ren.	NOI - Proforma
 1973 / 2024	 \$103,566
Cap Rate	Price
 8.63%	 \$1,200,000

INVESTMENT HIGHLIGHTS

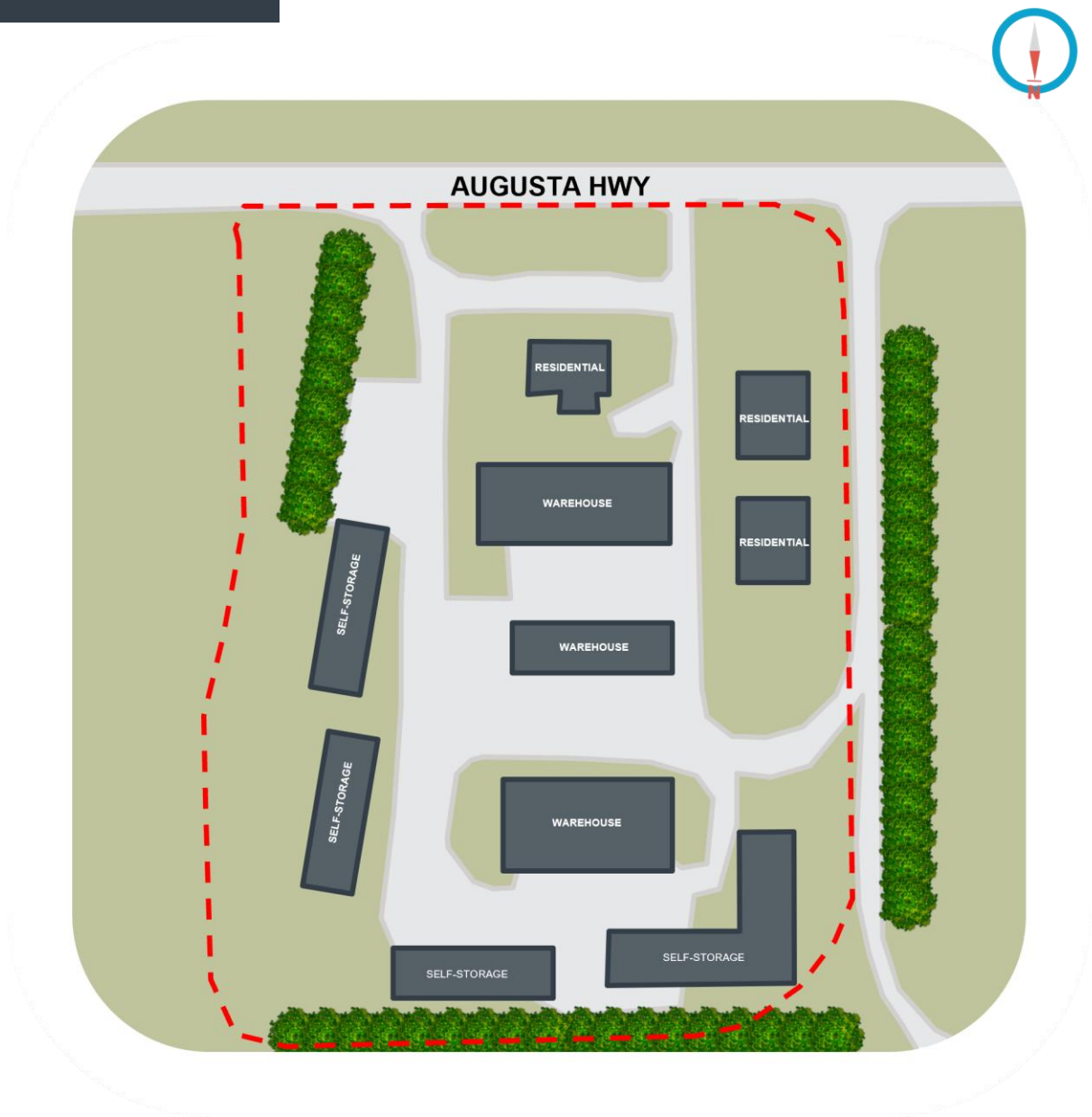
- **Immediate Rent Upside**
 - 72% of spaces (33 of 46) are priced below the rate already documented on the rent roll
 - Bringing all spaces to that rate lifts gross rent 17.8%, from \$9,730 to \$11,465/month achievable through normal renewal
- **High Occupancy**
 - 94% occupied, with only 3 vacant self-storage units remaining to lease up at market
 - Two additional spaces sitting idle under current arrangements offer further upside once re-leased
- **Year 1 Growth**
 - NOI projected to grow 59%, from \$64,970 to \$103,566, in year one
 - Growth alone pushes implied value above the \$1,200,000 purchase price within the first year
- **Free and Clear of Debt**
 - No existing loan — buyer has full flexibility to structure financing around their own return targets
- **Well Balanced, Diversified Income**
 - Income spread across 46 spaces in three property types: self-storage, warehouse, and single-family homes

LOCATION HIGHLIGHTS

- **County Seat & Primary Retail Node**
 - **Seat of Lincoln County** — hub for grocery, services, and government jobs
 - **Direct lake access** driving the self storage need
- **Georgia's Freshwater Coast**
 - **Clarks Hill Lake** (71,100 acres) draws **3.5M+ visitors annually**
- **Augusta / CSRA Access**
 - **~30 minutes to Augusta** via I-20 and Washington Road

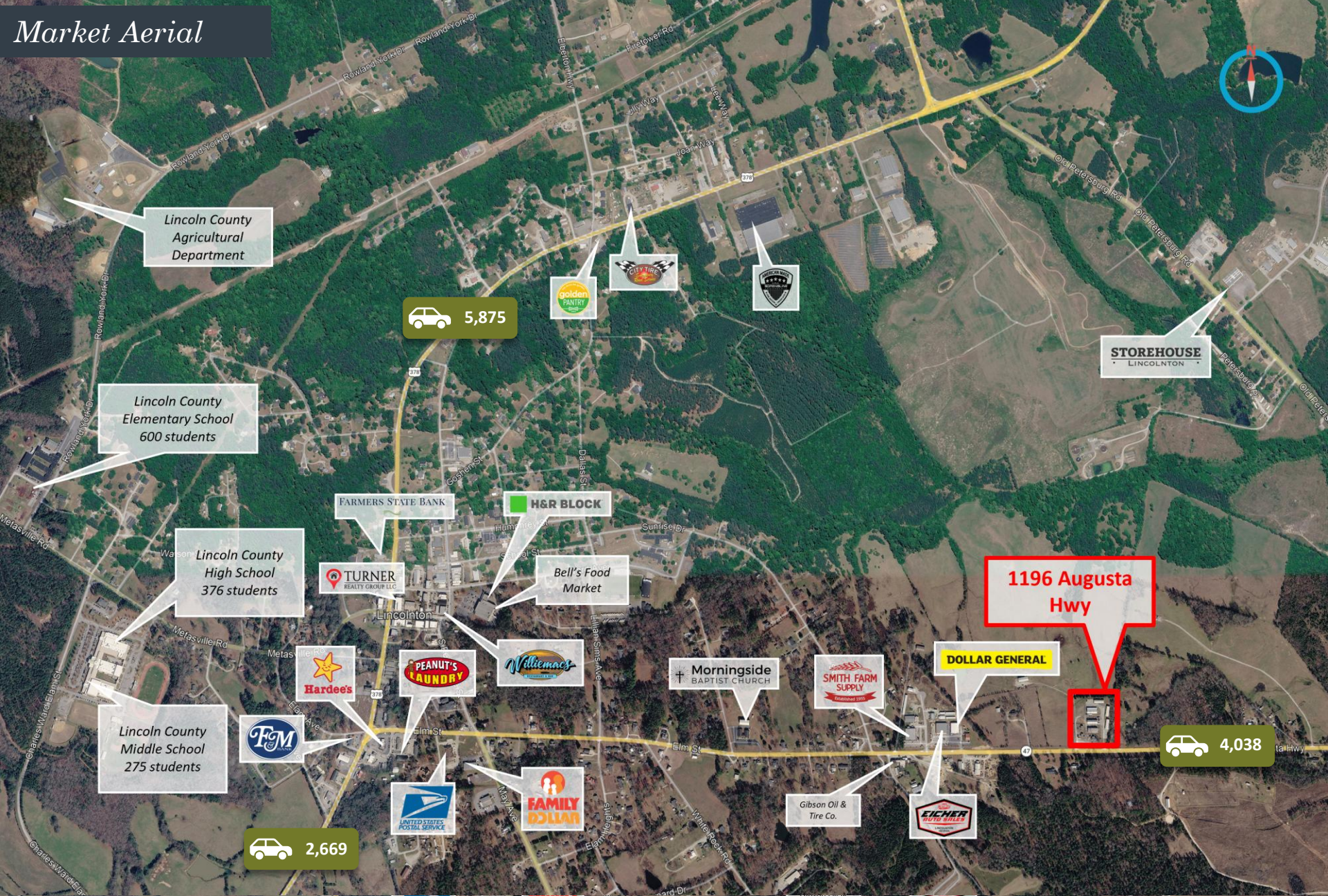








Market Aerial



Tenant Overview



Financials



THE PALOMAR GROUP | 1196 AUGUSTA HIGHWAY – SELF-STORAGE RENT ROLL

Unit #	Dimensions	Tenant Name	SF	Actual Rent/Mo	Monthly Revenue	Annual Revenue	Monthly Increase	Annual Increase
A-1	10×10	Occupied	100	\$85	\$85	\$1,020	\$85	\$1,020
A-2	10×20	Occupied	200	\$125	\$125	\$1,500	\$150	\$1,800
A-3	10×20	Occupied	200	\$80	\$80	\$960	\$90	\$1,080
A-4	10×20	Occupied	200	\$80	\$80	\$960	\$100	\$1,200
A-5	10×20	Occupied	200	\$80	\$80	\$960	\$90	\$1,080
A-6	10×20	Occupied	200	\$80	\$80	\$960	\$90	\$1,080
A-7	10×20	Occupied	200	\$125	\$125	\$1,500	\$150	\$1,800
A-8	10×20	Occupied	200	\$100	\$100	\$1,200	\$100	\$1,200
A-9	20×20	Occupied	400	\$100	\$100	\$1,200	\$125	\$1,500
A-10	10×10	Occupied	100	\$100	\$100	\$1,200	\$125	\$1,500
A-11	10×20	Occupied	200	\$80	\$80	\$960	\$150	\$1,800
B-1	10×10	Occupied	100	\$85	\$85	\$1,020	\$90	\$1,080
B-2	10×20	Occupied	200	\$125	\$125	\$1,500	\$150	\$1,800
B-3	10×20	Occupied	200	\$80	\$80	\$960	\$150	\$1,800
B-4	10×20	Occupied	200	\$125	\$125	\$1,500	\$90	\$1,080
B-5	10×20	Occupied	200	\$125	\$125	\$1,500	\$150	\$1,800
B-6	10×20	Occupied	200	\$80	\$80	\$960	\$90	\$1,080
B-7	10×20	Occupied	200	\$125	\$125	\$1,500	\$150	\$1,800
B-8	10×20	Occupied	200	\$80	\$80	\$960	\$90	\$1,080
B-9	10×20	Occupied	200	\$125	\$125	\$1,500	\$150	\$1,800
B-10	10×10	Occupied	100	\$80	\$80	\$960	\$90	\$1,080
B-11	10×10	Occupied	100	\$85	\$85	\$1,020	\$100	\$1,200
B-12	10×10	Occupied	100	\$85	\$85	\$1,020	\$125	\$1,500
C-A	30×30	Occupied	900	\$275	\$275	\$3,300	\$275	\$3,300
C-B	30×30	Occupied	900	\$225	\$225	\$2,700	\$250	\$3,000
C-C	30×30	Occupied	900	\$225	\$225	\$2,700	\$250	\$3,000
D-1	10×10	Occupied	100	\$85	\$85	\$1,020	\$85	\$1,020
D-2	10×15	Occupied	150	\$125	\$125	\$1,500	\$150	\$1,800
D-3	10×15	Occupied	150	\$85	\$85	\$1,020	\$100	\$1,200
D-4	10×15	Occupied	150	\$0	\$0	\$0	\$100	\$1,200
D-5	10×15	Occupied	150	\$100	\$100	\$1,200	\$100	\$1,200
E-1	30×20	Occupied	600	\$225	\$225	\$2,700	\$250	\$3,000
E-2	30×20	Occupied	600	\$250	\$250	\$3,000	\$275	\$3,300
E-3	30×20	Occupied	600	\$200	\$200	\$2,400	\$250	\$3,000
E-4	30×20	Occupied	600	\$400	\$400	\$4,800	\$400	\$4,800
E-5	30×15	Occupied	450	\$250	\$250	\$3,000	\$225	\$2,700
E-6	30×15	Vacant	450	\$0	\$0	\$0	\$350	\$4,200
E-7	30×20	Vacant	600	\$0	\$0	\$0	\$350	\$4,200
E-8	30×20	Occupied	600	\$250	\$250	\$3,000	\$250	\$3,000
E-9	30×20	Vacant	600	\$0	\$0	\$0	\$350	\$4,200
Warehouse 1	Warehouse (5,400 sf)	Wilder Brother Furniture	5,400	\$700	\$700	\$8,400	\$850	\$10,200
Warehouse 2	Warehouse (3,150 sf)	Trinity Lawn and Landscape	3,150	\$550	\$550	\$6,600	\$650	\$7,800
Warehouse 3	Warehouse (3,600 sf)	Wengrow	3,600	\$500	\$500	\$6,000	\$600	\$7,200
TOTALS	—	—	24,850	\$155	\$6,680	\$80,160	\$8,790	\$105,480

THE PALOMAR GROUP | 1196 AUGUSTA HIGHWAY – RESIDENTIAL RENT ROLL

Unit #	Tenant Name	Square Footage	Contract Rent/Mo	Monthly Rent	Annual Rent	Monthly Increase	Annual Increase
House 1	Occupied	1,896	\$1,000	\$1,000	\$12,000	\$1,500	\$18,000
House 2	Occupied	1,224	\$1,000	\$1,000	\$12,000	\$1,300	\$15,600
House 3	Occupied - Non-Paying	1,056	\$0	\$0	\$0	\$1,400	\$16,800
TOTALS	—	4,176	\$2,000	\$2,000	\$24,000	\$4,200	\$50,400

Rent Roll Note:

House 3 is the mother of the owner and will immediately start paying rent come day one



10 Year Cash Flow Model

THE PALOMAR GROUP | 1196 AUGUSTA HIGHWAY – CASH FLOW & PROFORMA MODEL

	ACTUAL	◀ PROFORMA PROJECTIONS ▶									
	Current / T12 (Actual)	Proforma Year 1	Proforma Year 2	Proforma Year 3	Proforma Year 4	Proforma Year 5	Proforma Year 6	Proforma Year 7	Proforma Year 8	Proforma Year 9	Proforma Year 10

REVENUE

Self-Storage Gross Revenue	\$80,160	\$105,480	\$110,754	\$116,292	\$122,106	\$128,212	\$134,622	\$141,353	\$148,421	\$155,842	\$163,634
Residential (Houses) Gross Revenue	\$24,000	\$50,400	\$52,920	\$55,566	\$58,344	\$61,262	\$64,325	\$67,541	\$70,918	\$74,464	\$78,187
Gross Potential Revenue	\$104,160	\$155,880	\$163,674	\$171,858	\$180,451	\$189,473	\$198,947	\$208,894	\$219,339	\$230,306	\$241,821

(Less) Vacancy & Credit Loss – Storage	\$6,413	\$8,438	\$8,860	\$9,303	\$9,769	\$10,257	\$10,770	\$11,308	\$11,874	\$12,467	\$13,091
(Less) Vacancy & Credit Loss – Residential	\$1,200	\$2,520	\$2,646	\$2,778	\$2,917	\$3,063	\$3,216	\$3,377	\$3,546	\$3,723	\$3,909
Effective Gross Income (EGI)	\$96,547	\$144,922	\$152,168	\$159,776	\$167,765	\$176,153	\$184,961	\$194,209	\$203,919	\$214,115	\$224,821

OPERATING EXPENSES

Property Taxes	\$6,839	\$7,044	\$7,255	\$7,473	\$7,697	\$7,928	\$8,166	\$8,411	\$8,663	\$8,923	\$9,191
Insurance	\$11,005	\$11,335	\$11,676	\$12,026	\$12,387	\$12,758	\$13,141	\$13,535	\$13,941	\$14,359	\$14,790
Power (Building E & C-A Only)	\$600	\$618	\$637	\$656	\$675	\$696	\$716	\$738	\$760	\$783	\$806
Landscaping / Grounds	\$4,800	\$4,944	\$5,092	\$5,245	\$5,402	\$5,565	\$5,731	\$5,903	\$6,080	\$6,263	\$6,451
Management Fee	\$8,333	\$12,470	\$13,094	\$13,749	\$14,436	\$15,158	\$15,916	\$16,712	\$17,547	\$18,424	\$19,346
Total Operating Expenses	\$31,577	\$41,356	\$42,846	\$44,393	\$46,000	\$47,669	\$49,402	\$51,202	\$53,073	\$55,016	\$57,035

NET OPERATING INCOME (NOI)	\$64,970	\$103,566	\$109,322	\$115,383	\$121,765	\$128,484	\$135,559	\$143,006	\$150,847	\$159,099	\$167,786
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Market Overview



Lincoln County Key Employers & Anchors



School System

**Lincoln County
Government**

County Services



Locally Owned

Bell's Food Market

IGA Grocer



Construction



Manufacturing

Georgia's Largest Lake

Largest Corps of Engineers Lake East of the Mississippi

-U.S. Army Corps of Engineers

Lincolnton is the seat of Lincoln County in east-central Georgia, sitting on the shore of Clarks Hill Lake, Georgia's largest lake and one of the largest reservoirs in the Southeast. The county markets itself as "Georgia's Freshwater Coast," and the lake drives a steady stream of boating, fishing, and tourism activity, with several campgrounds and marinas along its 1,200 miles of shoreline.

The local economy leans on agriculture, timber, small manufacturing, and government/education employment, with easy access to Interstate 20 putting Lincolnton within about a 30-minute drive of Augusta and the broader CSRA. Growth has also picked up regionally due to the Army's Cyber Command buildout at nearby Fort Gordon, which is expanding the tech-adjacent labor pool across the area.

Lincolnton's affordability, small-town character, and lakefront recreation make it an appealing spot for buyers looking outside the more built-up Augusta submarkets.

3.5+ Million Visitors

Clarks Hill Lake draws more than 3.5 million visitors annually, making it one of the busiest recreation destinations in the Southeast..

A Lake of Serious Scale

Clarks Hill Lake spans 71,100 acres and draws from a 6,144-square-mile catchment area, with roughly 1,200 miles of shoreline winding along its banks.

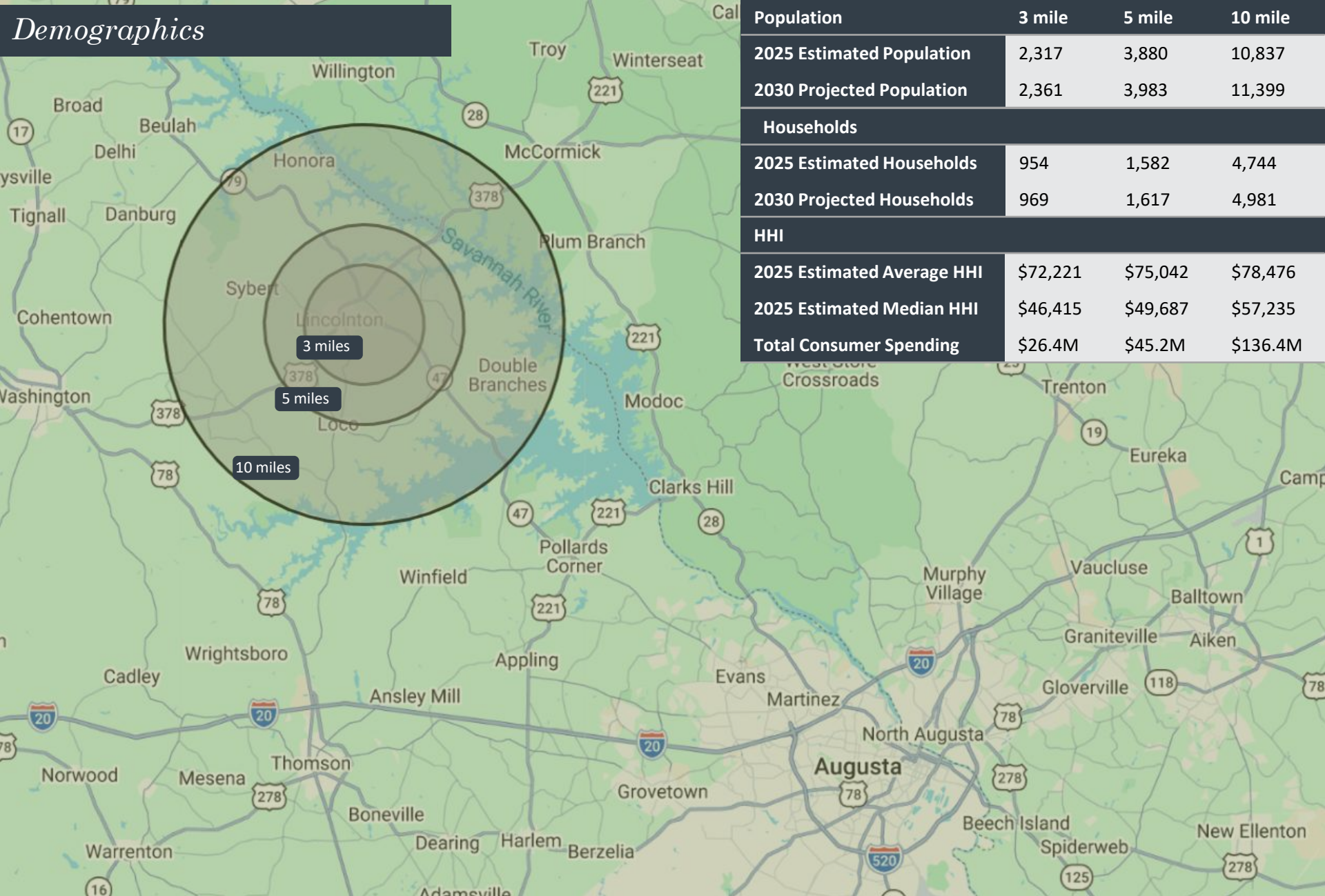
Camping Community Hub

Fourteen developed campgrounds ring Clarks Hill Lake, most managed by the Army Corps of Engineers with several operated by nonprofit partner Outdoor Recreation and Outreach Inc. since a 2012 cooperative agreement.

Clarks Hill Lake: A Regional Recreation Asset

Clarks Hill Lake has long been known as one of the Southeast's premier outdoor recreation destinations- drawing more than 3.5 million visitors each year to its 71,100 acres of water and 1,200 miles of shoreline along the Georgia-South Carolina border. Built by the U.S. Army Corps of Engineers between 1946 and 1954, the lake has grown into one of the ten most-visited Corps-managed lakes in the nation, anchored by fourteen campgrounds, marinas, and state parks that support fishing, boating, and camping communities across five counties. Today, Clarks Hill is maturing into a dual-identity market- pairing a fast-growing, high-income suburban base in Columbia County, Georgia with a quieter lake-community character on the South Carolina side- reinforcing its position as a defining natural asset for the region.

Demographics



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