

**FOR SALE NNN
LEASED INVESTMENT**



COOS BAY, OREGON

- PLEASE DO NOT DISTURB TENANT -

LOCATION: 1995 Newmark Ave in Coos Bay, Oregon
TENANT: Staples The Office Superstore, LLC (privately held)
PROPERTY: 24,250 SF on 1.71 acres with 87 parking spaces
PRICE: \$2,550,000 **TERM:** Expires 9/30/2024
NOI: \$222,000 **CAP RATE:** 8.7%
COMMENTS:

- Staples has operated here for 20 years.
- Cross access with Walmart Supercenter. Nearby retailers include Bi-Mart, Walgreens, Big Lots, Burger King, and McDonald's.
- Located in the largest city on Oregon's coast.
- Proximity to Southwestern Oregon Community College, with approximately 10,000 students, and Oregon Coast Culinary Institute.

TRAFFIC COUNT: Newmark Ave - 21,000 ADT (17)

DEMOGRAPHICS:	5 MILE	10 MILE	Trade Area
Estimated Population 2019	34,522	40,859	67,968
Population Forecast 2024	35,622	42,156	70,775
Average HH Income	\$65,913	\$65,689	\$62,200
Employees	16,284	17,210	25,054

Source: Regis - SitesUSA (2019)



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INVESTMENT SUMMARY

The Coos Bay Staples was originally developed by Read Investments as a build-to-suit for Staples in 1999. The initial lease term was 15 years. In a July 2014 lease amendment, the lease was extended for two more years to 10.31.2016. Then in July 2016, Staples agreed to occupy the premises on a month-to-month basis beginning on 11.1.2016. By way of a new lease amendment, Staples has now committed to occupy the premises for a new 5-year term beginning 10.1.2019. Despite closing 245 Staples stores in the U.S. from 2015 through 2018 and the ability to terminate the lease in 2014 and again from 2016 to 2019, Staples has continued to occupy the premises for the last 20 years.



The price of \$2.550 million is based on a 8.7% cap rate of the NNN gross income after deductions for 5% vacancy, \$0.25/SF replacement reserves and 1% for unreimbursed insurance expense. The pricing offers a very attractive yield for an investor. The price per square foot of building area is \$105.00. The lease is a typical Staples NNN lease with landlord responsible for their own liability insurance, exterior and structural portions of the building, utilities to the premises, roof and capital replacements. Tenant is responsible for property taxes, liability and property insurance, HVAC, and day-to-day maintenance and non-capital repairs to the premises including landscaping, restriping, signs, storefront and repainting.

Staples was bought by Sycamore Partners in September 2017 for \$6.9 billion and taken private. From Staples form 10-K filed with the SEC, as of 1.28.17 Staples operated 1,255 stores in the U.S. For the 52 weeks ending 1.28.17, the last full year of operations as a public company, Staples had over \$18 billion in sales and its operating activities provided cash flow of \$934 million. After Sycamore Partners acquired the company, they split it into three separate entities independently managed and capitalized – U.S. Retail, Staples Canada, and their corporate supply business. Other retailers in Sycamore's portfolio include Talbots, The Limited, Torrid, Coldwater Creek, Hot Topic, and Nine West.



DISCLAIMER

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Commercial Realty Advisors Northwest, LLC ("CRA") and Commercial Real Estate Services Company, LLC ("CRES"), collectively "Broker", has not and will not verify any of this information, nor has Broker conducted any investigation regarding these matters. Broker makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided. As the Buyer of property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Broker expressly denies any obligation to conduct a due diligence examination of this Property for Buyer. Any projections, opinions, assumptions, or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a property to you depends on factors that should be evaluated by you and your tax, financial, and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any property to determine to your satisfaction the suitability of the property for your needs. Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Returns are not guaranteed; the tenant may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental, or other conditions. Regardless of tenant history, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property. By accepting this Marketing Brochure you agree to release Broker and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of the property.



COOS BAY & NORTH BEND, OREGON

Key Locations and Data:

- Southwest Oregon Regional Airport**
- North Bend High School**: 811 Students
- Southwest Oregon Community College**: 2,099 Students
- Bay Area Hospital**: 130 Beds
- Marshfield High School**: 794 Students
- Sunset Middle School**
- Madison Elementary**
- Millicomma Middle School**
- Mingus Park**
- The Mill Casino**

Major Roads and Traffic Data:

- Cape Arago Hwy**: 18,000 ADT (17)
- Newmark Ave**: 21,000 ADT (17)
- Virginia Ave**: 15,710 ADT (18)
- Itemont Ave**: 27,200 ADT (17)
- Highway 101**: 28,319 ADT (18)

Businesses and Services:

- Rite Aid
- Joann
- GameStop
- Staples
- Walmart
- Bi-Mart
- Big Lots
- Goodwill
- McDonald's
- Wendy's
- Fred Meyer
- Best Western
- Dutch Bros
- Smart Foodservice
- True Value
- Red Lion
- Three Rivers
- Grocery Outlet
- Cascade

Geographic Features:

- Coos River
- S Coos River
- Coos River Rd
- D St
- 6th Ave
- Newport Ln

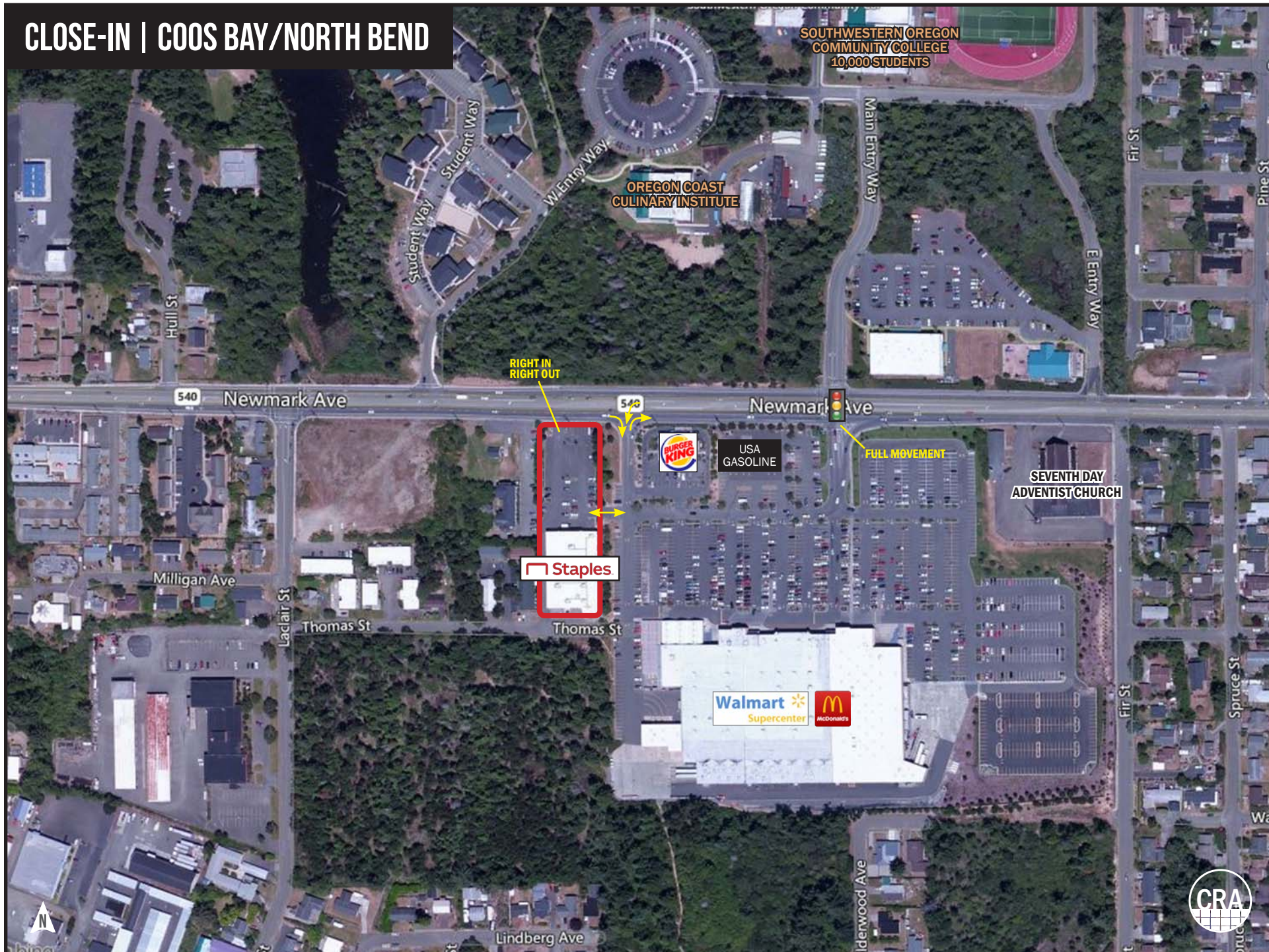
Map Legend:

- Red Dot: Specific location near Staples and Walmart
- Yellow Line: Major road corridor
- Blue Line: Highway corridor

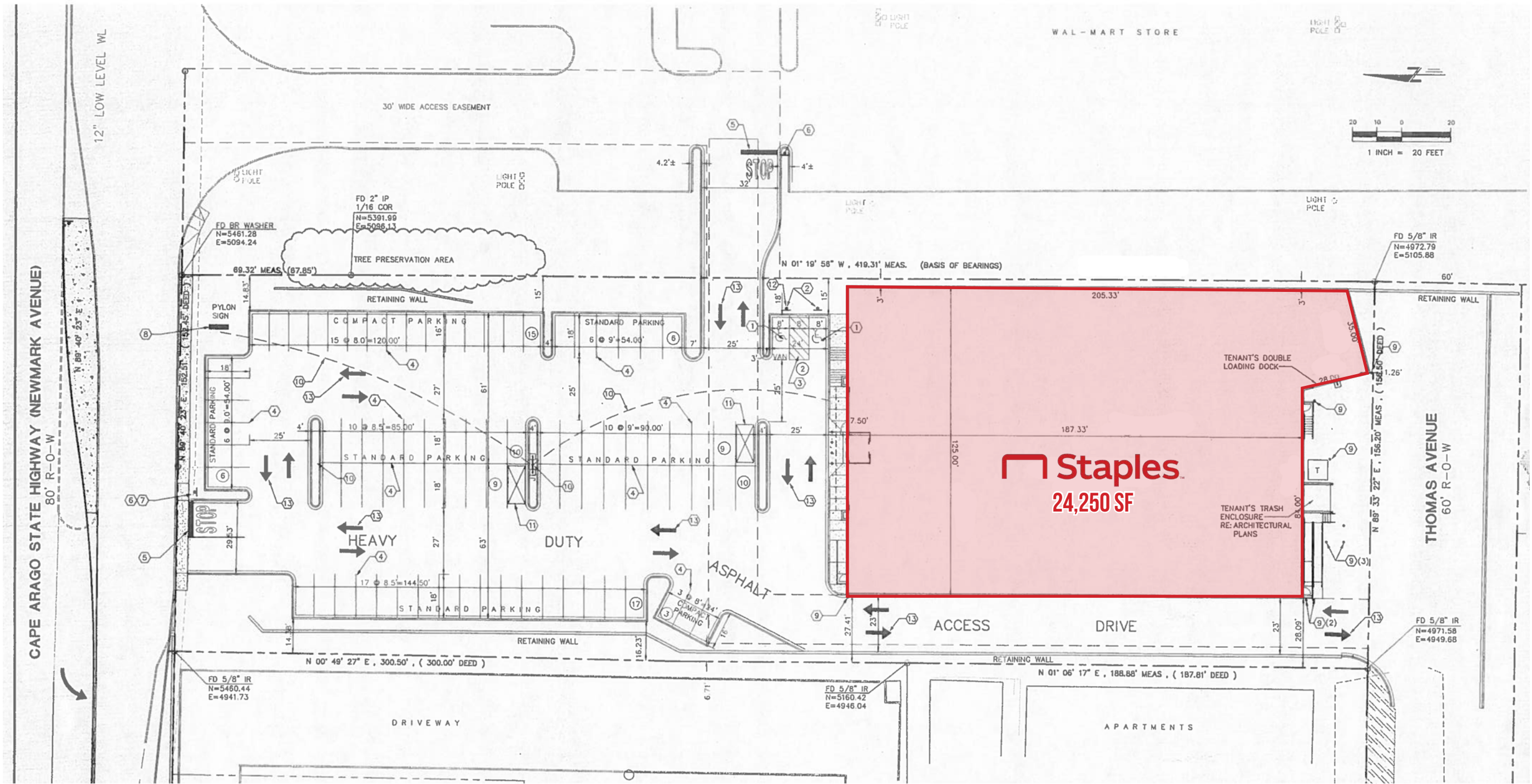
Scale: 1 inch = 1 mile

Source: CRA (Coos Bay Regional Airport)

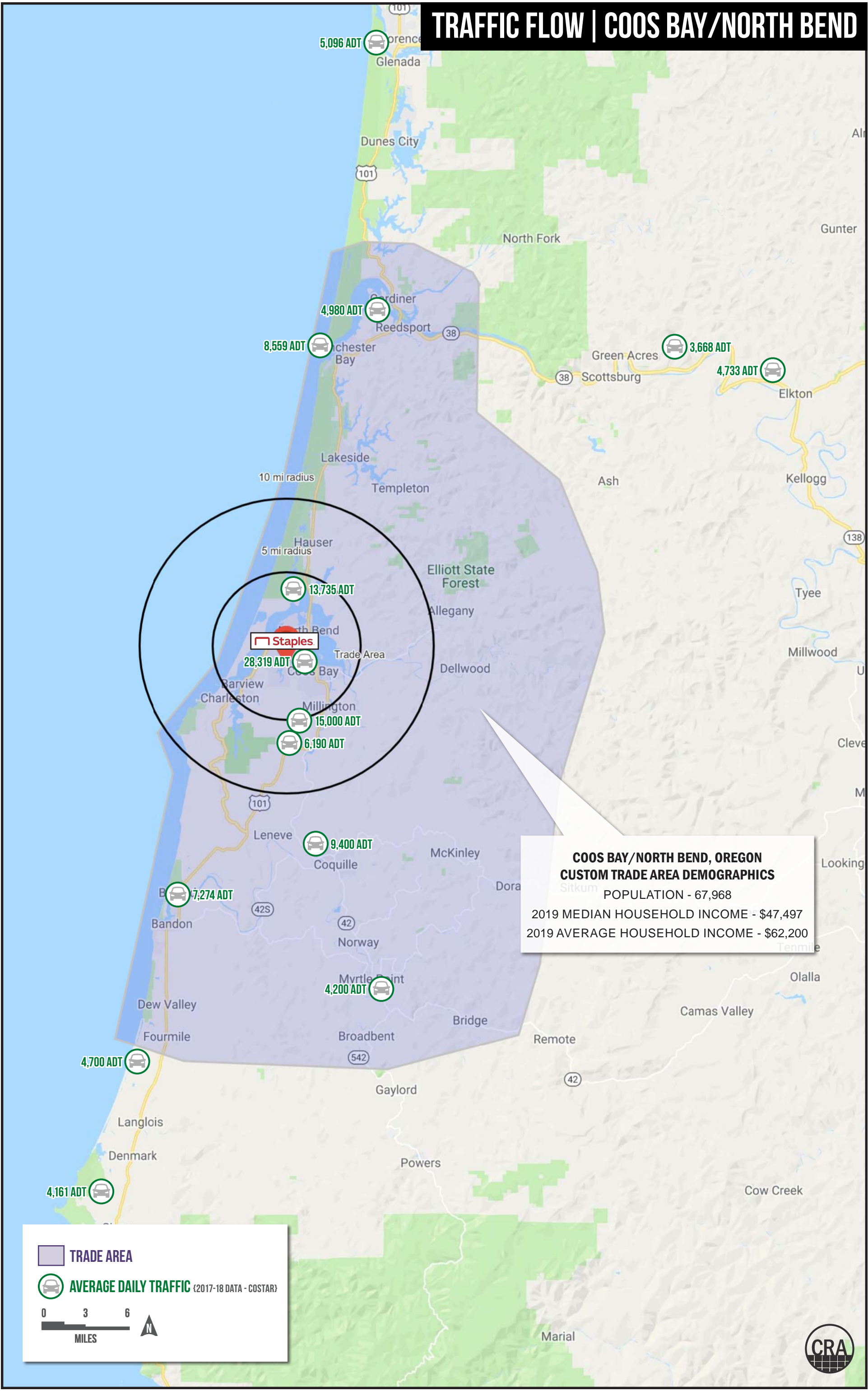
CLOSE-IN | COOS BAY/NORTH BEND



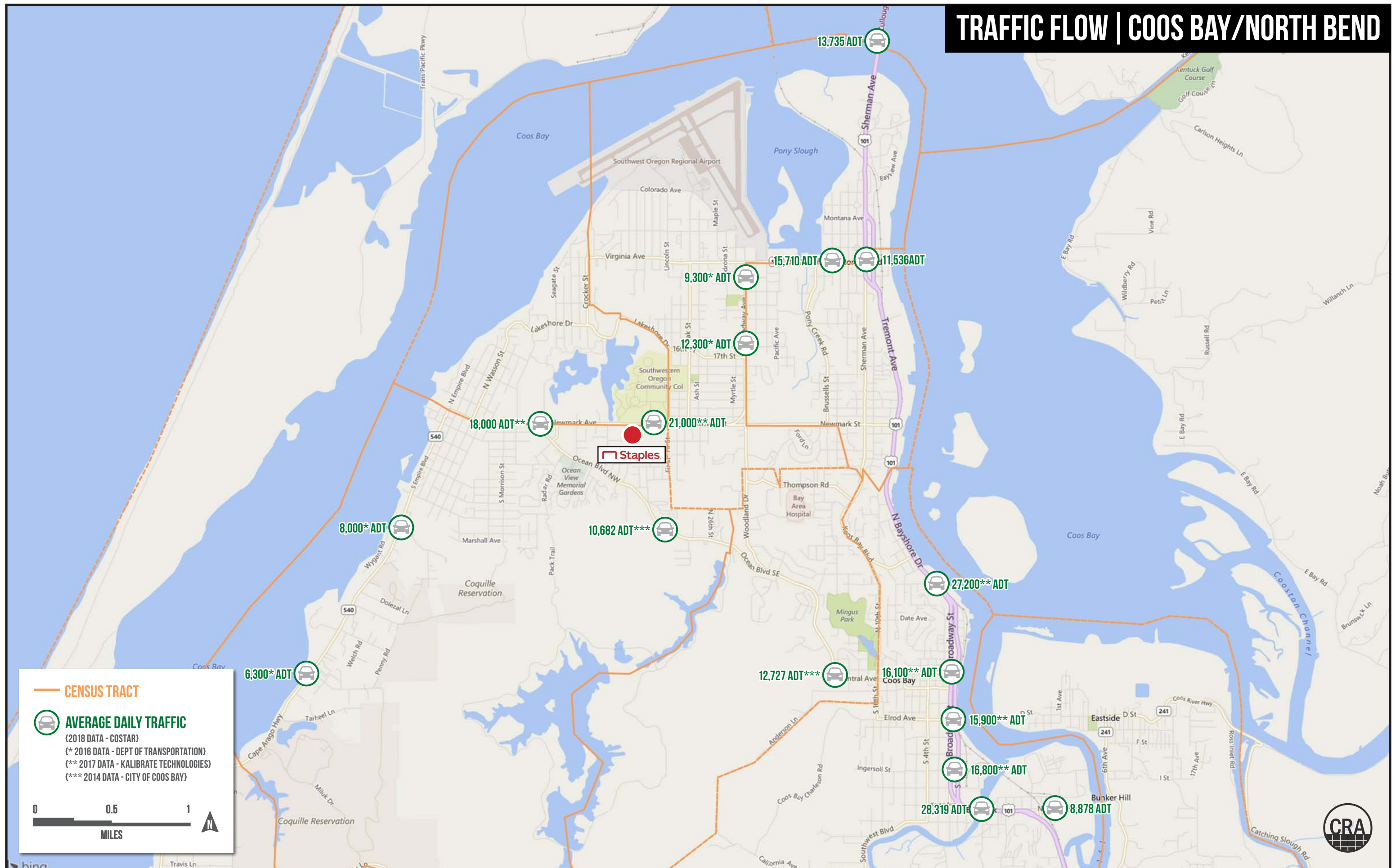
SITE PLAN | STAPLES



TRAFFIC FLOW | COOS BAY/NORTH BEND



TRAFFIC FLOW | COOS BAY/NORTH BEND



CENSUS TRACT



AVERAGE DAILY TRAFFIC

{2018 DATA - COSTAR}
 {* 2016 DATA - DEPT OF TRANSPORTATION}
 {** 2017 DATA - KALIBRATE TECHNOLOGIES}
 {*** 2014 DATA - CITY OF COOS BAY}

0 0.5 1
 MILES



FULL PROFILE

2000-2010 Census, 2019 Estimates with 2024 Projections

Calculated using Weighted Block Centroid from Block Groups



Lat/Lon: 43.3905/-124.254

RF1

1995 Newmark Ave

Coos Bay, OR 97420

5 mi radius 10 mi radius Trade Area

POPULATION	2019 Estimated Population	34,522	40,859	67,968
	2024 Projected Population	35,622	42,156	70,775
	2010 Census Population	34,047	40,201	67,075
	2000 Census Population	33,138	39,575	67,134
	Projected Annual Growth 2019 to 2024	0.6%	0.6%	0.8%
	Historical Annual Growth 2000 to 2019	0.2%	0.2%	-
HOUSEHOLDS	2019 Estimated Households	15,450	18,153	30,630
	2024 Projected Households	15,622	18,357	31,256
	2010 Census Households	14,621	17,175	29,074
	2000 Census Households	13,872	16,477	28,207
	Projected Annual Growth 2019 to 2024	0.2%	0.2%	0.4%
	Historical Annual Growth 2000 to 2019	0.6%	0.5%	0.5%
AGE	2019 Est. Population Under 10 Years	11.3%	10.9%	10.1%
	2019 Est. Population 10 to 19 Years	11.0%	10.7%	10.1%
	2019 Est. Population 20 to 29 Years	12.8%	12.1%	10.6%
	2019 Est. Population 30 to 44 Years	17.3%	17.0%	15.9%
	2019 Est. Population 45 to 59 Years	17.2%	17.8%	18.2%
	2019 Est. Population 60 to 74 Years	20.2%	21.4%	23.7%
	2019 Est. Population 75 Years or Over	10.2%	10.1%	11.4%
	2019 Est. Median Age	41.9	43.4	46.8
MARITAL STATUS & GENDER	2019 Est. Male Population	48.5%	49.1%	49.3%
	2019 Est. Female Population	51.5%	50.9%	50.7%
	2019 Est. Never Married	26.0%	25.2%	23.4%
	2019 Est. Now Married	43.0%	44.8%	46.8%
	2019 Est. Separated or Divorced	21.7%	21.2%	20.8%
	2019 Est. Widowed	9.3%	8.8%	9.0%
INCOME	2019 Est. HH Income \$200,000 or More	3.3%	3.4%	2.9%
	2019 Est. HH Income \$150,000 to \$199,999	3.1%	3.3%	3.3%
	2019 Est. HH Income \$100,000 to \$149,999	11.2%	11.2%	9.7%
	2019 Est. HH Income \$75,000 to \$99,999	11.3%	11.6%	10.8%
	2019 Est. HH Income \$50,000 to \$74,999	21.1%	21.0%	19.8%
	2019 Est. HH Income \$35,000 to \$49,999	16.4%	16.2%	16.5%
	2019 Est. HH Income \$25,000 to \$34,999	9.0%	9.1%	10.1%
	2019 Est. HH Income \$15,000 to \$24,999	10.1%	10.3%	12.4%
	2019 Est. HH Income Under \$15,000	14.4%	14.0%	14.6%
	2019 Est. Average Household Income	\$65,913	\$65,689	\$62,200
	2019 Est. Median Household Income	\$50,147	\$50,775	\$47,497
	2019 Est. Per Capita Income	\$29,626	\$29,381	\$28,287
	2019 Est. Total Businesses	1,825	1,952	3,176
	2019 Est. Total Employees	16,284	17,210	25,054

This report was produced using data from private and government sources deemed to be reliable. The information herein is provided without representation or warranty.

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5 mi radius 10 mi radius Trade Area

RACE	2019 Est. White	85.3%	86.2%	88.0%
	2019 Est. Black	1.4%	1.3%	1.1%
	2019 Est. Asian or Pacific Islander	2.1%	1.9%	1.6%
	2019 Est. American Indian or Alaska Native	2.4%	2.3%	2.0%
	2019 Est. Other Races	8.9%	8.3%	7.3%
HISPANIC	2019 Est. Hispanic Population	2,755	3,008	4,528
	2019 Est. Hispanic Population	8.0%	7.4%	6.7%
	2024 Proj. Hispanic Population	8.4%	7.7%	7.0%
	2010 Hispanic Population	6.5%	6.0%	5.3%
EDUCATION (Adults 25 or Older)	2019 Est. Adult Population (25 Years or Over)	24,690	29,673	50,820
	2019 Est. Elementary (Grade Level 0 to 8)	1.9%	2.0%	2.5%
	2019 Est. Some High School (Grade Level 9 to 11)	7.2%	7.0%	7.5%
	2019 Est. High School Graduate	29.6%	30.0%	31.3%
	2019 Est. Some College	30.0%	30.0%	30.2%
	2019 Est. Associate Degree Only	10.1%	9.7%	9.3%
	2019 Est. Bachelor Degree Only	11.5%	12.3%	11.6%
	2019 Est. Graduate Degree	9.7%	9.1%	7.7%
HOUSING	2019 Est. Total Housing Units	16,382	19,490	33,526
	2019 Est. Owner-Occupied	55.6%	58.1%	60.0%
	2019 Est. Renter-Occupied	38.7%	35.1%	31.4%
	2019 Est. Vacant Housing	5.7%	6.9%	8.6%
HOMES BUILT BY YEAR	2019 Homes Built 2010 or later	1.5%	1.6%	2.0%
	2019 Homes Built 2000 to 2009	8.6%	8.8%	9.2%
	2019 Homes Built 1990 to 1999	8.7%	9.1%	10.0%
	2019 Homes Built 1980 to 1989	7.8%	8.0%	9.0%
	2019 Homes Built 1970 to 1979	21.0%	21.8%	20.4%
	2019 Homes Built 1960 to 1969	10.3%	10.4%	10.3%
	2019 Homes Built 1950 to 1959	15.3%	14.1%	12.9%
	2019 Homes Built Before 1949	21.1%	19.4%	17.6%
HOME VALUES	2019 Home Value \$1,000,000 or More	0.2%	0.6%	0.6%
	2019 Home Value \$500,000 to \$999,999	4.6%	4.8%	6.2%
	2019 Home Value \$400,000 to \$499,999	4.4%	5.4%	5.1%
	2019 Home Value \$300,000 to \$399,999	11.0%	11.4%	11.7%
	2019 Home Value \$200,000 to \$299,999	24.2%	25.5%	24.6%
	2019 Home Value \$150,000 to \$199,999	21.5%	20.6%	20.4%
	2019 Home Value \$100,000 to \$149,999	18.0%	16.0%	16.1%
	2019 Home Value \$50,000 to \$99,999	11.7%	10.4%	10.1%
	2019 Home Value \$25,000 to \$49,999	4.2%	3.8%	3.5%
	2019 Home Value Under \$25,000	5.4%	6.6%	6.9%
	2019 Median Home Value	\$178,820	\$187,327	\$190,747
	2019 Median Rent	\$657	\$658	\$650

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		5 mi radius	10 mi radius	Trade Area
LABOR FORCE	2019 Est. Labor Population Age 16 Years or Over	28,392	33,850	56,978
	2019 Est. Civilian Employed	52.9%	52.0%	47.9%
	2019 Est. Civilian Unemployed	2.5%	2.4%	2.4%
	2019 Est. in Armed Forces	0.9%	0.8%	0.5%
	2019 Est. not in Labor Force	43.7%	44.9%	49.2%
	2019 Labor Force Males	48.1%	48.7%	49.0%
	2019 Labor Force Females	51.9%	51.3%	51.0%
OCCUPATION	2019 Occupation: Population Age 16 Years or Over	15,015	17,587	27,298
	2019 Mgmt, Business, & Financial Operations	11.7%	12.0%	11.8%
	2019 Professional, Related	21.4%	20.5%	18.0%
	2019 Service	21.3%	20.2%	21.4%
	2019 Sales, Office	23.3%	24.0%	22.7%
	2019 Farming, Fishing, Forestry	2.1%	2.5%	3.5%
	2019 Construction, Extraction, Maintenance	7.7%	8.5%	9.4%
	2019 Production, Transport, Material Moving	12.6%	12.4%	13.2%
	2019 White Collar Workers	56.3%	56.5%	52.6%
	2019 Blue Collar Workers	43.7%	43.5%	47.4%
TRANSPORTATION TO WORK	2019 Drive to Work Alone	77.4%	77.2%	76.5%
	2019 Drive to Work in Carpool	9.5%	9.5%	10.2%
	2019 Travel to Work by Public Transportation	2.4%	2.7%	1.7%
	2019 Drive to Work on Motorcycle	0.2%	0.1%	0.1%
	2019 Walk or Bicycle to Work	4.3%	3.7%	4.0%
	2019 Other Means	0.8%	0.8%	0.8%
	2019 Work at Home	5.5%	5.9%	6.7%
TRAVEL TIME	2019 Travel to Work in 14 Minutes or Less	60.5%	55.0%	47.7%
	2019 Travel to Work in 15 to 29 Minutes	31.8%	35.1%	31.7%
	2019 Travel to Work in 30 to 59 Minutes	11.3%	12.4%	15.1%
	2019 Travel to Work in 60 Minutes or More	3.3%	3.4%	4.7%
	2019 Average Travel Time to Work	12.4	13.6	15.4
CONSUMER EXPENDITURE	2019 Est. Total Household Expenditure	\$808.47 M	\$948.3 M	\$1.54 B
	2019 Est. Apparel	\$27.89 M	\$32.68 M	\$52.9 M
	2019 Est. Contributions, Gifts	\$44.78 M	\$52.63 M	\$85.33 M
	2019 Est. Education, Reading	\$23.92 M	\$28.02 M	\$45.07 M
	2019 Est. Entertainment	\$44.72 M	\$52.55 M	\$85.25 M
	2019 Est. Food, Beverages, Tobacco	\$125.44 M	\$147 M	\$239.17 M
	2019 Est. Furnishings, Equipment	\$27.86 M	\$32.74 M	\$53.09 M
	2019 Est. Health Care, Insurance	\$75.92 M	\$89.23 M	\$146.03 M
	2019 Est. Household Operations, Shelter, Utilities	\$265.04 M	\$310.48 M	\$505.64 M
	2019 Est. Miscellaneous Expenses	\$15.29 M	\$17.93 M	\$29.15 M
	2019 Est. Personal Care	\$10.83 M	\$12.7 M	\$20.64 M
	2019 Est. Transportation	\$146.78 M	\$172.35 M	\$279.65 M

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INITIAL AGENCY DISCLOSURE (OAR 863-015-215(4))

Consumers: This pamphlet describes the legal obligations of Oregon real estate licensees to consumers. Real estate brokers and principal real estate brokers are required to provide this information to you when they first contact you. A licensed real estate broker or principal broker need not provide the pamphlet to a party who has, or may be reasonably assumed to have, received a copy of the pamphlet from another broker. This pamphlet is informational only. Neither the pamphlet nor its delivery to you may be interpreted as evidence of intent to create an agency relationship between you and a broker or a principal broker.

Real Estate Agency Relationships

An "agency" relationship is a voluntary legal relationship in which a licensed real estate broker or principal broker (the "agent") agrees to act on behalf of a buyer or a seller (the "client") in a real estate transaction. Oregon law provides for three types of agency relationships between real estate agents and their clients:

Seller's Agent -- Represents the seller only.

Buyer's Agent -- Represents the buyer only.

Disclosed Limited Agent -- Represents both the buyer and seller, or multiple buyers who want to purchase the same property. This can be done only with the written permission of all clients.

The actual agency relationships between the seller, buyer and their agents in a real estate transaction must be acknowledged at the time an offer to purchase is made. Please read this pamphlet carefully before entering into an agency relationship with a real estate agent.

Definition of "Confidential Information"

Generally, licensees must maintain confidential information about their clients. "Confidential information" is information communicated to a real estate licensee or the licensee's agent by the buyer or seller of one to four residential units regarding the real property transaction, including but not limited to price, terms, financial qualifications or motivation to buy or sell. "Confidential information" does not mean information that:

1. The buyer instructs the licensee or the licensee's agent to disclose about the buyer to the seller, or the seller instructs the licensee or the licensee's agent to disclose about the seller to the buyer; and
2. The licensee or the licensee's agent knows or should know failure to disclose would constitute fraudulent representation.

Duties and Responsibilities of a Seller's Agent

Under a written listing agreement to sell property, an agent represents only the seller unless the seller agrees in writing to allow the agent to also represent the buyer.

An agent who represents only the seller owes the following affirmative duties to the seller, the other parties and the other parties' agents involved in a real estate transaction:

1. To deal honestly and in good faith;
2. To present all written offers, notices and other communications to and from the parties in a timely manner without regard to whether the property is subject to a contract for sale or the buyer is already a party to a contract to purchase; and
3. To disclose material facts known by the agent and not apparent or readily ascertainable to a party.

A seller's agent owes the seller the following affirmative duties:

1. To exercise reasonable care and diligence;
2. To account in a timely manner for money and property received from or on behalf of the seller;
3. To be loyal to the seller by not taking action that is adverse or detrimental to the seller's interest in a transaction;
4. To disclose in a timely manner to the seller any conflict of interest, existing or contemplated;
5. To advise the seller to seek expert advice on matters related to the transaction that are beyond the agent's expertise;
6. To maintain confidential information from or about the seller except under subpoena or court order, even after termination of the agency relationship; and
7. Unless agreed otherwise in writing, to make a continuous, good faith effort to find a buyer for the property, except that a seller's agent is not required to seek additional offers to purchase the property while the property is subject to a contract for sale.

None of these affirmative duties of an agent may be waived, except (7). The affirmative duty listed in (7) can only be waived by written agreement between seller and agent.

Under Oregon law, a seller's agent may show properties owned by another seller to a prospective buyer and may list competing properties for sale without breaching any affirmative duty to the seller.

Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise, including but not limited to investigation of the condition of property, the legal status of the title or the seller's past conformance with law.

Duties and Responsibilities of a Buyer's Agent

An agent, other than the seller's agent, may agree to act as the buyer's agent only. The buyer's agent is not representing the seller, even if the buyer's agent is receiving compensation for services rendered, either in full or in part, from the seller or through the seller's agent.

An agent who represents only the buyer owes the following affirmative duties to the buyer, the other parties and the other parties' agents involved in a real estate transaction:

1. To deal honestly and in good faith;
2. To present all written offers, notices and other communications to and from the parties in a timely manner without regard to whether the property is subject to a contract for sale or the buyer is already a party to a contract to purchase; and
3. To disclose material facts known by the agent and not apparent or readily ascertainable to a party.

A buyer's agent owes the buyer the following affirmative duties:

1. To exercise reasonable care and diligence;
2. To account in a timely manner for money and property received from or on behalf of the buyer;
3. To be loyal to the buyer by not taking action that is adverse or detrimental to the buyer's interest in a transaction;
4. To disclose in a timely manner to the buyer any conflict of interest, existing or contemplated;
5. To advise the buyer to seek expert advice on matters related to the transaction that are beyond the agent's expertise;
6. To maintain confidential information from or about the buyer except under subpoena or court order, even after termination of the agency relationship; and
7. Unless agreed otherwise in writing, to make a continuous, good faith effort to find property for the buyer, except that a buyer's agent is not required to seek additional properties for the buyer while the buyer is subject to a contract for purchase.

None of these affirmative duties of an agent may be waived, except (7). The affirmative duty listed in (7) can only be waived by written agreement between buyer and agent.

Under Oregon law, a buyer's agent may show properties in which the buyer is interested to other prospective buyers without breaching an affirmative duty to the buyer.

Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise, including but not limited to investigation of the condition of property, the legal status of the title or the seller's past conformance with law.

Duties and Responsibilities of an Agent Who Represents More than One Client in a Transaction

One agent may represent both the seller and the buyer in the same transaction, or multiple buyers who want to purchase the same property, only under a written "Disclosed Limited Agency Agreement" signed by the seller and buyer(s).

Disclosed Limited Agents have the following duties to their clients:

- a. To the seller, the duties listed above for a seller's agent;
- b. To the buyer, the duties listed above for a buyer's agent; and
- c. To both buyer and seller, except with express written permission of the respective person, the duty not to disclose to the other person:
 - i. That the seller will accept a price lower or terms less favorable than the listing price or terms;
 - ii. That the buyer will pay a price greater or terms more favorable than the offering price or terms; or
 - iii. Confidential information as defined above.

Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise.

When different agents associated with the same principal broker (a real estate licensee who supervises other agents) establish agency relationships with different parties to the same transaction, only the principal broker will act as a Disclosed Limited Agent for both the buyer and seller. The other agents continue to represent only the party with whom the agents have already established an agency relationship unless all parties agree otherwise in writing. The principal real estate broker and the real estate licensees representing either seller or buyer shall owe the following duties to the seller and buyer:

1. To disclose a conflict of interest in writing to all parties;
2. To take no action that is adverse or detrimental to either party's interest in the transaction; and
3. To obey the lawful instructions of both parties.

No matter whom they represent, an agent must disclose information the agent knows or should know that failure to disclose would constitute fraudulent misrepresentation.

You are encouraged to discuss the above information with the licensee delivering this pamphlet to you. If you intend for that licensee, or any other Oregon real estate licensee, to represent you as a Seller's Agent, Buyer's Agent, or Disclosed Limited Agent, you should have a specific discussion with the agent about the nature and scope of the agency relationship. Whether you are a buyer or seller, you cannot make a licensee your agent without the licensee's knowledge and consent, and an agent cannot make you a client without your knowledge and consent.