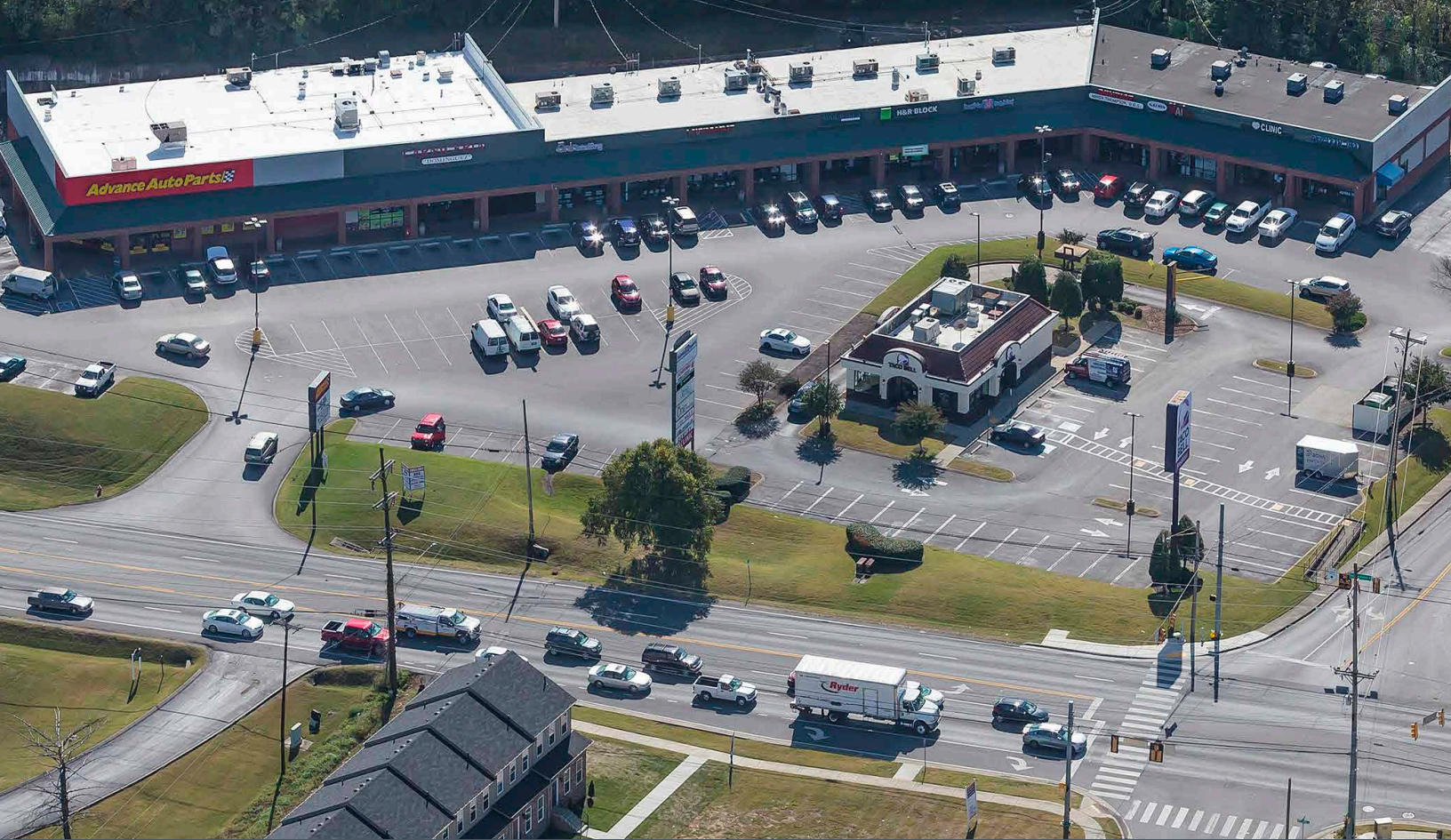


# DOVER POINTE

NASHVILLE, TN



MARKET  STREET  
retail advisors

2545 MURFREESBORO PIKE  
29,010 SF | 1990



5141 Virginia Way, Suite 320  
Brentwood, TN 37027  
T: 615.309.6100 | F: 615.523.4990

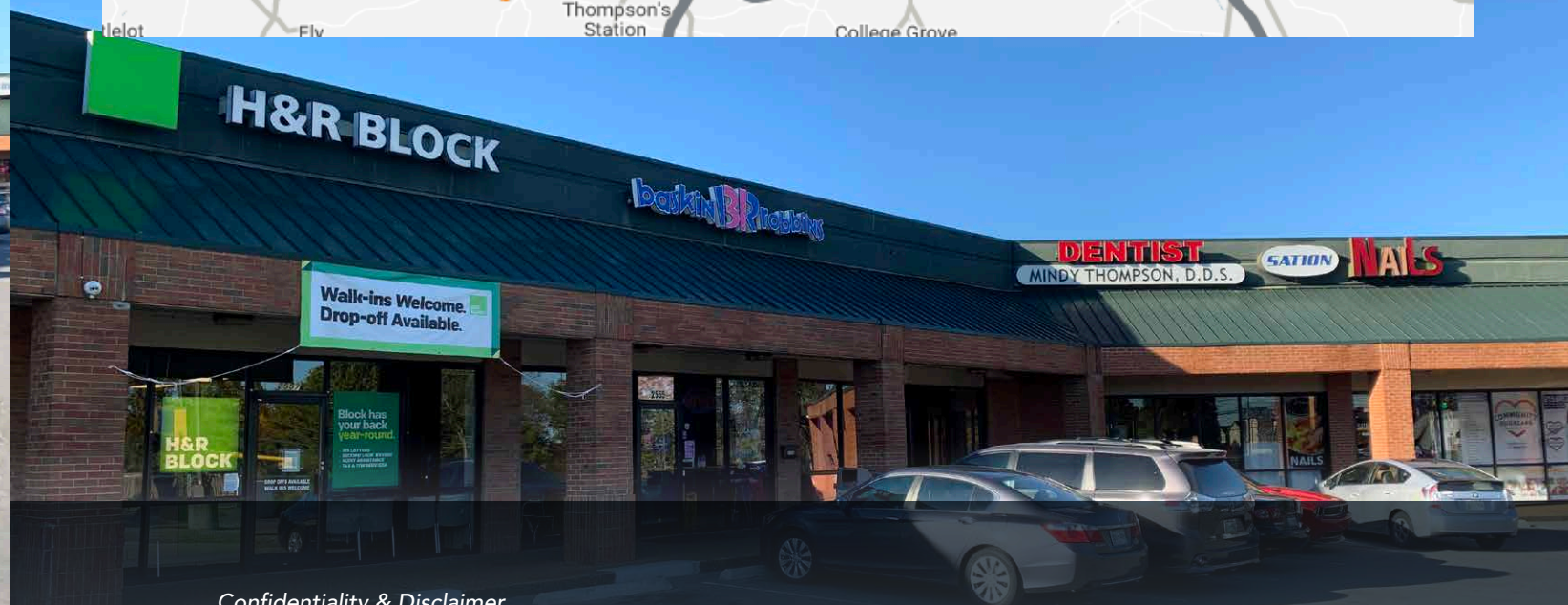
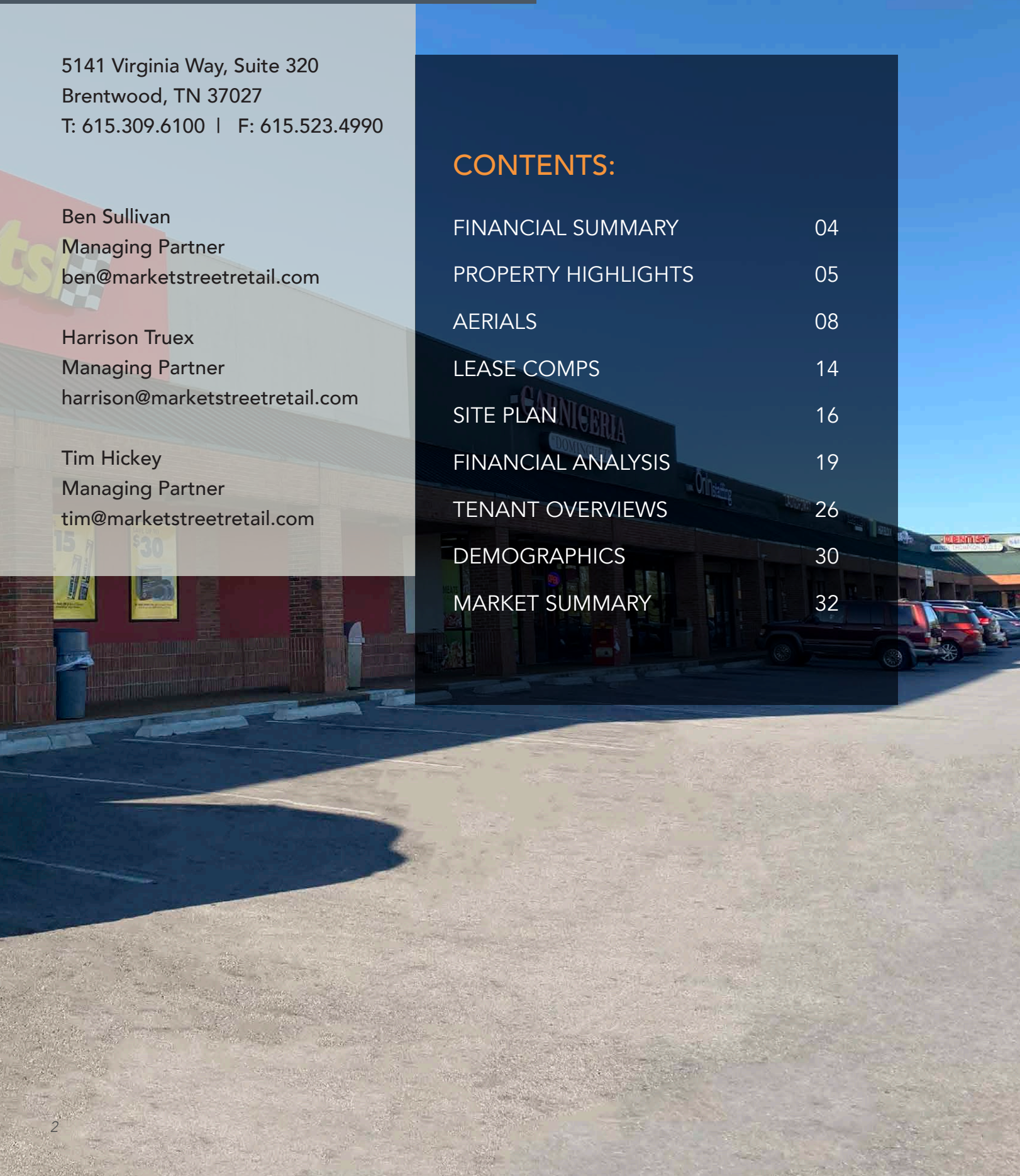
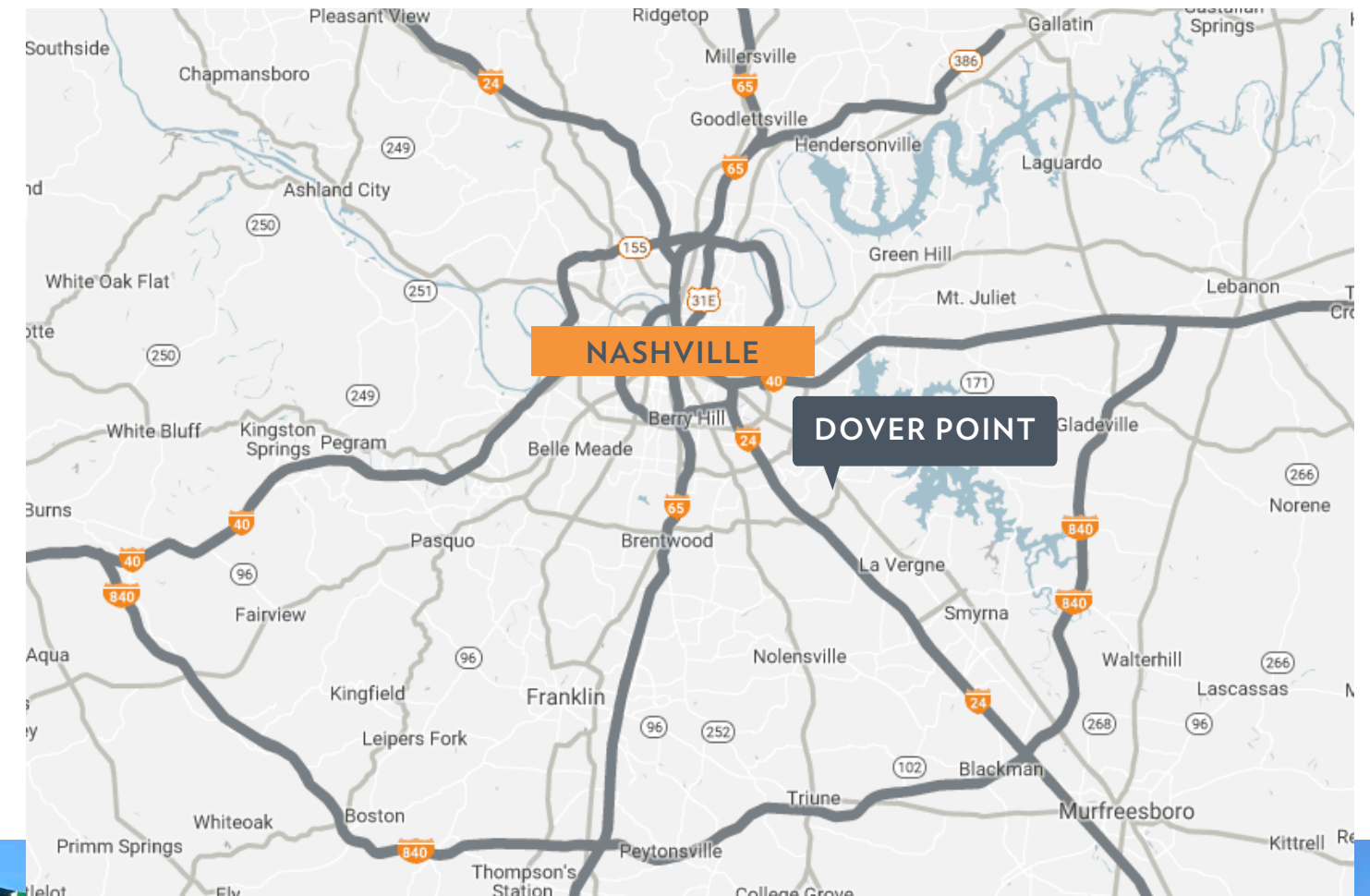
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# FINANCIAL SUMMARY

Market Street Retail Advisors is pleased to offer Dover Pointe in Nashville, Tennessee. Dover Pointe is a 29,010 square foot strip center in the densely populated Antioch community. The property benefits from excellent visibility, high traffic counts, ample parking, and mixture of local and national tenants including Advance Auto Parts. The average rent at Dover Pointe is almost 40% below the average rent for the submarket. A new owner will benefit from professional management and a single ownership group since 1990.

# INVESTMENT HIGHLIGHTS

THE OFFERING	
Shopping Center Name	Dover Point
Address	2545 Murfreesboro Pike
Rentable Square Feet	29,010
Year Built	1990
Acreage	3.49
Parcel ID	149-00-0-289.00

OFFERING SUMMARY	
Sales Price	\$3,115,000
Price Per Square Foot	\$107.38
Capitalization Rate	7.13%
Net Operating Income	\$222,178
Cash After Debt	\$66,350
Cash-on-Cash Return	8.52%

DEMOGRAPHIC SUMMARY			
	1 mile	3 miles	5 miles
Population (2018)	12,655	81,101	155,798
Percent Growth (2023/2018)	3.43%	3.33%	3.40%
Average Household Income	\$51,566	\$55,861	\$54,569

- Nashville is a growth market, growing at a rate that is top 10 in the country.
- The owner replaced 10,700 SF section of roof in 2018 and a 12,040 SF section in 2014. In 2016, the parking lot was repaved.
- 33,965 vehicles per day on average travel on Murfreesboro Road in front of Dover Pointe.
- Average rent in Dover Pointe is \$10.85 per square foot, well below the average for the submarket
- Located at a fully-signalized hard corner with three driveways







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SITE & LOCATION OVERVIEW







# DOWNTOWN NASHVILLE



● DOVER POINTE

● NASHVILLE INTERNATIONAL AIRPORT (BNA) - 5.5 MILES

Nearly 16M passengers in 2018 with an economic impact of \$7.1 B; Served by 20 airlines and has 585 daily arriving and departing flights; Currently undergoing a \$1.2 billion expansion project

● DOWNTOWN NASHVILLE - 11.5 MILES

- Vanderbilt University Medical Center & Monroe Carell Jr. Children's Hospital - 24,039 jobs; largest employer in Nashville; 1,033 beds
- HCA - 10,600 jobs; 6th largest employer in Nashville
- Vanderbilt University - 10,331 jobs
- Bridgestone - 3,335 jobs
- National HealthCare Corp - 3,028 jobs
- St. Thomas West & St. Thomas Midtown Hospital - 683 beds
- Vanderbilt University - 12,824 students
- Belmont University - 8,400 students
- Lipscomb University - 4,642 students
- Nissan Stadium - seating capacity of 69,143; home of the NFL franchise Tennessee Titans
- Bridgestone Arena - seating capacity of 20,000; home of the NHL franchise Nashville Predators
- Music City Center - 2.1M square feet; \$623M project

● ORPYLAND, GRAND OLE OPRY, & OPRY MILLS - 12.5 MILES

- Gaylord Opryland Resort & Convention Center - 2,888 rooms; one of the 30 largest hotels in the world; includes 15 restaurants.
- Grand Ole Opry- world renowned music venue; plays host to the longest running radio broadcast in US history.
- Opry Mills - 1.2M square feet of shopping space with 200 stores and services and 17 anchor tenants
- Opry Mills Tenant List - Bass Pro Shops, Bed Bath & Beyond, Dave & Buster's, Five Below, GAP, H&M, Nike, Old Navy, and Sub & Ski



**SUBJECT PROPERTY**

MURFREESBORO PIKE 33,965 VPD

NASHBORO VILLAGE





SMYRNA

LA VERGNE

ANTIOCH

MARKET PLACE AT SMYRNA  
& SURROUNDING RETAIL



THE SHOPPES AT  
HAMILTON CROSSING



BELL FORGE SQUARE



THE SHOPPES AT  
HICKORY HOLLOW



WAFFLE  
HOUSE



Walmart

Walgreens

CVS

SONIC

Church's  
CHICKEN

Krystal

Bank of America

Wendy's

boost  
mobile

cricket  
wireless

SUBJECT  
PROPERTY

TACO  
BELL

Hardee's

- DOVER POINTE
- NASHVILLE PREDATORS FORD ICE CENTER - 3 MILES  
NASHVILLE STATE COMMUNITY COLLEGE  
NASHVILLE PUBLIC LIBRARY
- ASURION - 3.5 MILES  
Call center location for one of the largest employers in the Greater Nashville area
- SMYRNA/RUTHERFORD COUNTY AIRPORT - 9 MILES  
1,700-acre public general aviation and military use airport
- NISSAN NORTH AMERICA - 12 MILES  
8,400 jobs; Largest employer in Rutherford County
- BRIDGESTONE FIRESTONE DISTRIBUTION CENTER - 6 MILES  
Serves as the main distribution center for the Mid-South
- EZELL-HARDING CHRISTIAN SCHOOL - 1 MILE  
Rated the #4 Best Christian High School in the Nashville Area by niche.com
- CENTURY FARMS DEVELOPMENT - 4.5 MILES  
\$1.5-\$2 billion development with Tanger Outlets, 300 apartment units, 300 hotel rooms, 600,000 SF office space and a new I-24 exit ramp proposed. Home to Community Health Systems Cane Ridge; Employs approximately 1,000 people.



# LEASE COMP MAP



RENT PSF:  
\$14/NNN

RENT PSF:  
\$16-\$22/NNN

RENT PSF:  
\$16/NNN

RENT PSF:  
\$17/NNN

RENT PSF:  
\$17-\$18

RENT PSF:  
\$7-\$13.50

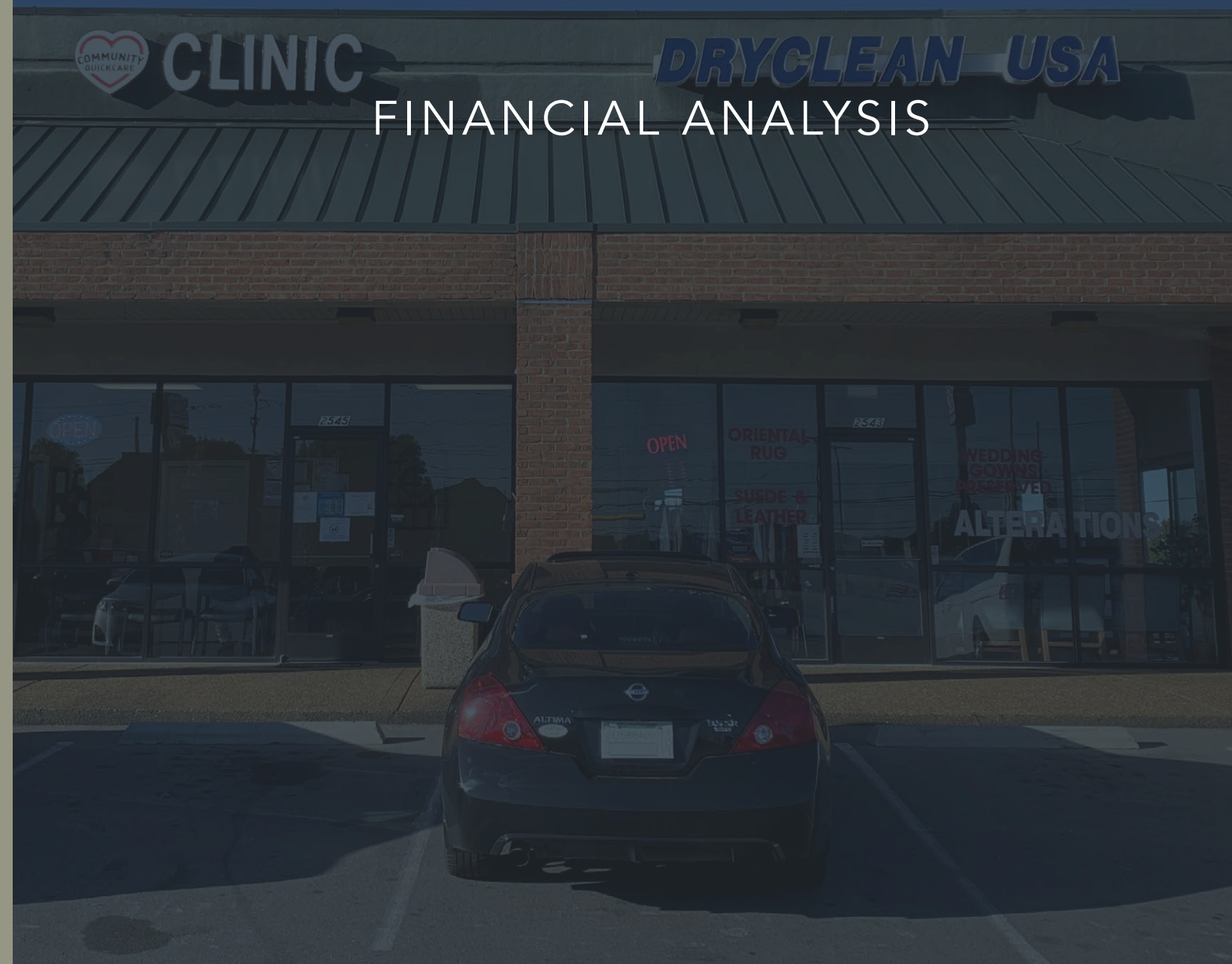








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FINANCIAL ANALYSIS



# RENT ROLL

Tenant	Lease Data			Lease Data	
	Suite	SF	ProRata	Start Date	End Date
Dry Clean USA	1	1,200	4.14%	11/1/2012	MTM
Community Quick Care	2	2,220	7.65%	8/1/2015	8/14/2022
Sation Nails	3	1,050	3.62%	11/1/1997	9/30/2022
Mindy Thompson, DDS	4	1,800	6.20%	9/1/1997	8/31/2022
A Beautiful Pain Fitness Studio	5	2,000	6.89%	4/4/2016	4/30/2024
Baskin Robbins	6	1,200	4.14%	2/20/2008	1/19/2023
H&R Block	7	1,500	5.17%	12/15/2002	4/30/2023
Maravilla Hair Salon	8	1,200	4.14%	5/1/2017	7/31/2023
Vo Laundry	9	3,270	11.27%	3/12/2010	8/31/2022
Onin Staffing	10	1,530	5.27%	5/1/2006	Renewal Pending
Carniceria Dominguez	11	4,902	16.90%	11/1/2000	10/31/2020
Advance Auto Parts	12	7,138	24.61%	5/1/1999	12/31/2024
<b>SubTotals</b>	<b>12</b>	<b>29,010</b>	<b>100.00%</b>		

# RENT ROLL

Monthly Rent	Annual Rent		Options/Increases		
	Base Rent	Base (PSF)	Start Date	Monthly Rent	Notes
\$1,350	\$16,200	\$13.50			
\$2,505	\$30,060	\$13.54			
\$1,050	\$12,600	\$12.00			
\$1,650	\$19,800	\$11.00			
\$1,708	\$20,496	\$10.25			
\$1,200	\$14,400	\$12.00			
\$1,450	\$17,400	\$11.60	5/1/2021	\$1,525	Increase
			5/1/2022	\$1,600	Increase
\$1,224	\$14,688	\$12.24	8/1/2021	\$1,248	Increase
			8/1/2022	\$1,273	Increase
\$2,316	\$27,792	\$8.50			
\$1,434	\$17,208	\$11.25			
\$3,268	\$39,216	\$8.00			
\$4,375	\$52,500	\$7.36	1/1/2025	\$5,541	5-Yr. Option
			1/1/2030	\$6,125	5-Yr. Option
<b>\$23,530</b>	<b>\$282,360</b>	<b>\$10.94</b>			



# CASH FLOW REPORT

Forecast	Year 1	Year 2	Year 3	Year 4	Year 5
For the Years Ending	Jul-2021	Jul-2022	Jul-2023	Jul-2024	Jul-2025
<b>Rental Revenue</b>					
Potential Base Rent	282,595	283,783	287,569	291,981	307,592
<b>Total Rental Revenue</b>	<b>282,595</b>	<b>283,783</b>	<b>287,569</b>	<b>291,981</b>	<b>307,592</b>
<b>Other Tenant Revenue</b>					
CTI Contributions	77,201	79,517	81,903	84,360	86,891
Prior Year CTI Reimbursements	20,686	21,307	21,945	22,604	23,282
<b>Total Other Tenant Revenue</b>	<b>97,887</b>	<b>100,824</b>	<b>103,848</b>	<b>106,964</b>	<b>110,173</b>
<b>Potential Gross Revenue</b>	<b>380,482</b>	<b>384,607</b>	<b>391,417</b>	<b>398,945</b>	<b>417,765</b>
<b>Vacancy &amp; Credit Loss</b>					
Vacancy Allowance	-19,024	-19,230	-19,571	-19,947	-20,888
<b>Total Vacancy &amp; Credit Loss</b>	<b>-19,024</b>	<b>-19,230</b>	<b>-19,571</b>	<b>-19,947</b>	<b>-20,888</b>
<b>Effective Gross Revenue</b>	<b>361,458</b>	<b>365,377</b>	<b>371,846</b>	<b>378,997</b>	<b>396,877</b>
<b>Operating Expenses</b>					
Real Estate Taxes	31,550	32,497	33,471	34,476	35,510
Insurance	12,090	12,453	12,826	13,211	13,607
Management Fee	14,458	14,615	14,874	15,160	15,875
Common Area Maintenance	76,831	79,136	81,510	83,955	86,474
Capital Reserves	4,352	4,352	4,352	4,352	4,352
<b>Total Operating Expenses</b>	<b>139,281</b>	<b>143,051</b>	<b>147,033</b>	<b>151,153</b>	<b>155,817</b>
<b>Cash Flow Before Debt Service</b>	<b>222,178</b>	<b>222,325</b>	<b>224,814</b>	<b>227,844</b>	<b>241,059</b>
<b>Debt Service</b>					
Total Interest	104,072	101,695	99,208	96,607	93,886
Total Principal	51,756	54,132	56,620	59,221	61,941
<b>Total Debt Service</b>	<b>155,828</b>	<b>155,827</b>	<b>155,828</b>	<b>155,828</b>	<b>155,827</b>
<b>Cash Flow After Debt Service</b>	<b>66,350</b>	<b>66,498</b>	<b>68,986</b>	<b>72,016</b>	<b>85,232</b>

# CASH FLOW REPORT

Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Total
Jul-2026	Jul-2027	Jul-2028	Jul-2029	Jul-2030	Jul-2031	Total
317,656	324,703	331,963	339,440	352,388	362,069	3,481,739
<b>317,656</b>	<b>324,703</b>	<b>331,963</b>	<b>339,440</b>	<b>352,388</b>	<b>362,069</b>	<b>3,481,739</b>
89,498	92,183	94,948	97,796	100,730	103,752	988,780
23,980	24,699	25,441	26,204	26,990	27,800	264,938
<b>113,478</b>	<b>116,882</b>	<b>120,389</b>	<b>124,000</b>	<b>127,720</b>	<b>131,552</b>	<b>1,253,718</b>
<b>431,134</b>	<b>441,586</b>	<b>452,352</b>	<b>463,440</b>	<b>480,108</b>	<b>493,621</b>	<b>4,735,457</b>
-21,557	-22,079	-22,618	-23,172	-24,005	-24,681	-236,773
<b>-21,557</b>	<b>-22,079</b>	<b>-22,618</b>	<b>-23,172</b>	<b>-24,005</b>	<b>-24,681</b>	<b>-236,773</b>
<b>409,577</b>	<b>419,507</b>	<b>429,734</b>	<b>440,268</b>	<b>456,103</b>	<b>468,940</b>	<b>4,498,684</b>
36,575	37,672	38,803	39,967	41,166	42,401	404,086
14,016	14,436	14,869	15,315	15,775	16,248	154,846
16,383	16,780	17,189	17,611	18,244	18,758	179,947
89,068	91,740	94,492	97,327	100,247	103,254	984,033
4,352	4,352	4,352	4,352	4,352	4,352	47,867
<b>160,393</b>	<b>164,980</b>	<b>169,705</b>	<b>174,571</b>	<b>179,783</b>	<b>185,012</b>	<b>1,770,779</b>
<b>249,184</b>	<b>254,526</b>	<b>260,029</b>	<b>265,697</b>	<b>276,320</b>	<b>283,928</b>	<b>2,727,905</b>
91,041	88,065	84,951	81,695	78,290	0	919,510
64,787	67,762	70,877	74,133	77,537	0	638,766
<b>155,828</b>	<b>155,827</b>	<b>155,828</b>	<b>155,828</b>	<b>155,827</b>	<b>0</b>	<b>1,558,276</b>
<b>93,356</b>	<b>98,699</b>	<b>104,201</b>	<b>109,869</b>	<b>120,493</b>	<b>283,928</b>	<b>1,169,629</b>

\*ARGUS file available upon request



# ASSUMPTIONS

GENERAL	
Begin Date	Aug/2020
End Date	Jul/2030
Term	10 Years
Building Square Footage	29,010 SF
Vacancy Loss	5%
Cost of Sale	6%
Exit Cap Rate	7.25%

GROWTH RATES	
Market Rent	3%
Operating Expenses	3%
Property Taxes	3%
Capital Reserves	\$0.15 / 0%

VACANT SPACE LEASING	
Total Vacant Space	0 SF
Start Date	N/A
Lease Term	5 Years
Abatement	None
Initial Annual Market Rent	N/A
Expense Recovery Type	NNN
Rent Adjustment	0% Annual Increase
Tenant Improvements	\$10.00 PSF
Commission	4%

SECOND GENERATION LEASING	
	Shops
Retention Ratio	100%
Size	< 18,000 SF
Lease Term	5 Years
Initial Annual Market Rent	\$12.00
Rent Adjustment	3% Annual Increase
Expense Recovery Type	NNN

# ASSUMPTIONS

FINANCING SUMMARY				
Proposed Loan Amount	Interest Rate	Years of Amortization	Term Length	Monthly payment
\$2,336,250 (75% LTV)	4.50%	25	10	(\$12,986)

ADDITIONAL NOTES
1. Onin Staffing and Rocio Dominguez are assumed to renew for 5 years at the same rate once the current lease expires.
2. The expenses are from the 2019 financials.
3. Management Fee from the financials has been removed and replaced with a 4% Management Fee.
4. Common Area Maintenance expense includes the following: Electricity, Water, Landscape, Exterior Lights, Parking Lot Sweeping, Snow Removal, Trash Removal, General Maintenance, and Security Controls
5. Capital Reserves of \$0.15 PSF have been added to this analysis.







**Advance Auto Parts**

Advance Auto Parts was truly born in 1932 when Arthur Taubmann purchased two stores from Pep Boys; one in Roanoke, VA and one in Lynchburg, VA. The company has since grown to operate more than 4,900 stores across the United States, Canada, Puerto Rico and the U.S. Virgin Islands. Advance Auto specializes in serving professional installers and do-it-yourself customers with products ranging from windshield wipers to mufflers, and everything in between. The company reported revenues of \$9.6 billion in 2018. Advance Auto is currently headquartered in Raleigh, NC.

<b>Square Footage</b>	7,138
<b>% of GLA</b>	24.61%
<b>Base Rent Per SF</b>	\$7.36
<b>Store Count</b>	4,900



**Onin Staffing**

Onin Staffing is an industrial and light clerical staffing division of the Onin Group- a privately-held group of companies focused on people. Onin Group is among the top two percent of domestic staffing companies in sales volume. Onin Staffing has received numerous accolades from Staffing Industry Analysts (SIA) including Largest Staffing Firms in the US (2019), Best Staffing Firms to Work For (2018) and Largest industrial Staffing Firms in the US (2019). There are currently more than 110 locations across the Southeast and Midwest territories. The Onin Group is currently headquartered in Birmingham, AL.

<b>Square Footage</b>	1,530
<b>% of GLA</b>	5.27%
<b>Base Rent Per SF</b>	\$11.03
<b>Store Count</b>	110



**Baskin Robbins**

Baskin Robbins first opened for business in 1945 when founders, Burt Baskin and Irv Robbins wanted to create an ice cream shop that offered more than your run-of-the-mill vanilla, chocolate and strawberry. Baskin Robbins has grown to more than 2,400 locations in the United States, with each location being independently owned and operated. Baskin Robbins is notorious for its “31 flavors” slogan and the concept that customers could try a different flavor of ice cream every day of the month. Baskin Robbins is currently headquartered in Canton, MA.

<b>Square Footage</b>	1,200
<b>% of GLA</b>	4.14%
<b>Base Rent Per SF</b>	\$12.00
<b>Store Count</b>	2,400





# TENANT OVERVIEWS



## H&R BLOCK

### H&R Block

H&R Block began with the idea of providing the public with the highest quality tax services. Since the inception of the company in 1955, H&R Block has prepared more than 800 million tax returns. H&R Block has grown to include company-owned and franchise retail locations in all 50 states, Puerto Rico and other U.S. territories, on U.S. military bases and around the world. H&R Block offers tax help with in-person, online and virtual options. The company reported revenues of \$3.16 billion in 2018. H&R Block is currently headquartered in Kansas City, MO.

<b>Square Footage</b>	1,500
<b>% of GLA</b>	5.17%
<b>Base Rent Per SF</b>	\$11.00
<b>Store Count</b>	12,000



### Dry Clean USA

Dry Clean USA operates more than 400 locations throughout the United States, Caribbean and Latin America, offering franchise opportunities as well. Dry Clean USA is a wholly owned subsidiary of EVI Industries, a distributor of commercial laundry and dry-cleaning equipment. In-store services includes alterations, stain removal, cleaning and expert finishing, and more. Dry Clean USA's parent company, EVI Industries, is currently headquartered in Miami, FL.

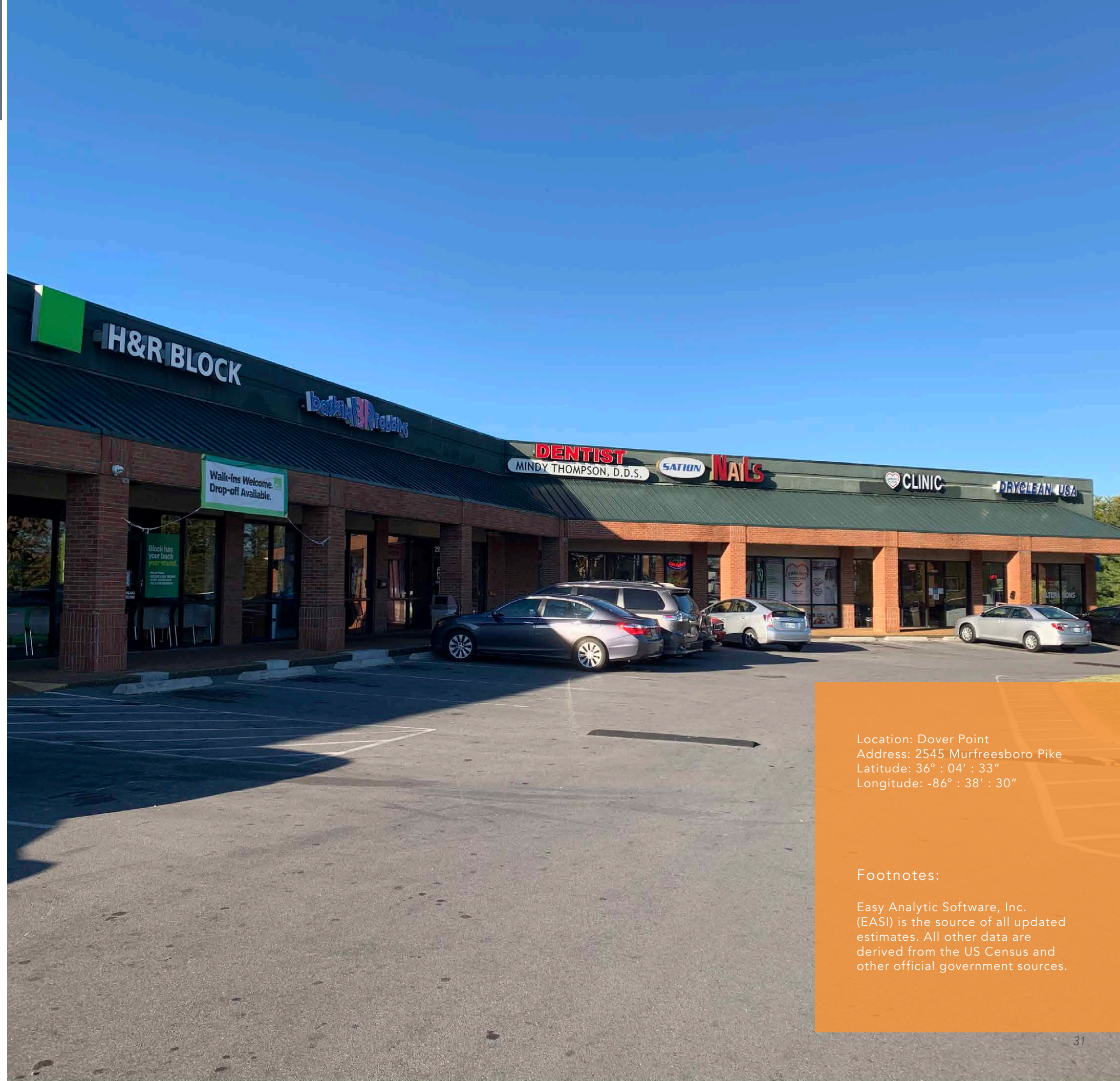
<b>Square Footage</b>	1,200
<b>% of GLA</b>	4.14%
<b>Base Rent Per SF</b>	\$13.50
<b>Store Count</b>	400





# DEMOGRAPHICS

Description	3 Miles	5 Miles	7 Miles
<b>POPULATION BY YEAR</b>			
Population (4/1/1990)	44,198	88,000	154,887
Population (4/1/2000)	58,136	110,370	199,048
Population (4/1/2010)	73,700	141,470	256,062
Population (1/1/2018)	81,101	155,798	286,759
Population (1/1/2023)	83,799	161,101	297,764
Percent Growth (2018/2010)	10.04	10.13	11.99
Percent Forecast (2023/2018)	3.33	3.4	3.84
<b>HOUSEHOLDS BY YEAR</b>			
Households (4/1/1990)	18,033	37,002	66,621
Households (4/1/2000)	23,661	45,877	83,985
Households (4/1/2010)	28,567	54,002	101,630
Households (1/1/2018)	31,609	59,736	114,001
Households (1/1/2023)	32,752	61,909	118,547
Percent Growth (2018/2010)	10.65	10.62	12.17
Percent Forecast (2023/2018)	3.62	3.64	3.99
<b>GENERAL POPULATION CHARACTERISTICS</b>			
Median Age	31.2	31.2	32.2
Male	36,397	70,430	127,057
Female	37,303	71,040	129,005
Density	2,513.00	1,984.50	1,782.50
Urban	73,684	140,913	253,637
Rural	16	557	2425
<b>GENERAL HOUSEHOLD CHARACTERISTICS</b>			
Households (4/1/2010)	28,567	54,002	101,630
Families	16,719	32,400	60,120
Non-Family Households	11,848	21,602	41,510
Average Size of Household	2.49	2.57	2.49
Median Age of Householder	41	41.9	42.7
Median Value Owner Occupied (\$)	134,609	137,275	147,612
Median Rent (\$)	672	672	689
Median Vehicles Per Household	2.1	2.1	2.1
<b>GENERAL HOUSING CHARACTERISTICS</b>			
Housing, Units	30,873	58,493	109,989
Housing, Owner Occupied	13,575	27,509	55,423
Housing, Renter Occupied	14,992	26,493	46,207
Housing, Vacant	2306	4,491	8,359
<b>POPULATION BY RACE</b>			
White Alone	33,561	70,128	149,711
Black Alone	28,149	44,358	63,308
Asian Alone	2322	6,215	10,667
American Indian and Alaska Native Alone	231	529	986
Other Race Alone	6,876	15,154	23,002
Two or More Races	2561	5,086	8,388
<b>POPULATION BY ETHNICITY</b>			
Hispanic	13,396	29,394	43,836
White Non-Hispanic	28,170	58,237	132,409
<b>GENERAL INCOME CHARACTERISTICS</b>			
Total Personal Income (\$)	1,618,170,313	2,972,860,063	6,213,169,915
Total Household Income (\$)	1,595,776,040	2,946,859,953	6,161,710,378
Median Household Income (\$)	45,475	44,455	48,320
Average Household Income (\$)	55,861	54,569	60,629
Per Capita Income (\$)	21,956	21,014	24,264



Location: Dover Point  
 Address: 2545 Murfreesboro Pike  
 Latitude: 36° : 04' : 33"  
 Longitude: -86° : 38' : 30"

## Footnotes:

Easy Analytic Software, Inc. (EASI) is the source of all updated estimates. All other data are derived from the US Census and other official government sources.



# MARKET SUMMARY

3rd Fastest Growing Economy  
for Big U.S. Cities  
– Forbes

## AN EMERGING FRONT-RUNNER IN STRONG, DIVERSE ECONOMICS

Strategically located in the heart of the Tennessee Valley, the Nashville region is where businesses thrive, and the creative spirit resonates across industries and communities. The Nashville MSA has 14 counties and a population of 1.9 million, making it the largest metro area in the state. Many corporate headquarter giants call Nashville home, including Nissan North America, Bridgestone Americas, Dollar General, Hospital Corporation of America, and Gibson Guitar.

A national hub for the creative class, Nashville has the strongest concentration of the music industry in America. The Nashville region's educated workforce not only provides an abundant talent pool for companies, but also bolsters the region's vibrancy, artistic and musical essence, and competitive edge in technology and innovation. The Nashville region is defined by a diverse economy, low costs of living and doing business, a creative culture, and a well-educated population. Cultural diversity, unique neighborhoods, a variety of industries, and a thriving creative community make Middle Tennessee among the nation's best locations for relocating, expanding, and startup companies.

Nashville is one of only six U.S. cities at the convergence of three major interstate highways, I-40, I-65, and I-24, offering interstate access to Louisville, Memphis, St. Louis, and Atlanta. The Nashville International Airport (BNA) supports several large airlines including Delta and Southwest Airlines and serves more than 15 million people annually including non-stop flights to London. As the fastest growing airport of its size, BNA is looking forward to \$1.2 billion in expansion and renovation. Metropolitan Transit Authority (MTA), Nashville's public bus system, which services all of Davidson County as well as several cities in the nearby area is busy updating its fare payment system, bus routes and shelters.



Top 10 Counties for  
Employment Growth  
– Wall Street Journal (Davidson, Williamson Counties)



# EMPLOYMENT/ECONOMY



An indicator of the city's economic strength, Nashville's unemployment rate is among the lowest in the country. Recently, the Nashville MSA was ranked 3rd for "Best Big Cities for Jobs" by Forbes. The Nashville-Davidson-Murfreesboro-Franklin area was also ranked 3th nationally for job growth in 2018 (newgeography.com). Nashville's music industry accounts for more than \$6.4 Billion and 19,000 jobs. However, Health Care is the largest industry with more than 250 health care companies providing 94,000 jobs and generating more than \$18.3B per year in economic impact.

Nashville's top employers include Vanderbilt University and Medical Center, HCA Holdings, Nissan North America, Saint Thomas Health, and CHS. SmileDirectClub recently announced plans to expand and invest \$217M in a new Nashville HQ office and create 2,010 new jobs. AllianceBernstein, a global investment management firm, is moving their headquarters to Nashville, bringing 1,050 jobs. The company plans to invest more than \$70 million into the city as part of the relocation plan. In recent years, Nashville has become the relocation destination for the headquarters of several major technology companies, such as Emdeon, HealthStream, and Emma, and this trend is expected to continue.

## POPULATION STATISTICS

As economic opportunities continue to rise, people from throughout the region and across the country are flocking to Nashville. The largest city in Tennessee, Nashville is home to 660,000 people, growing 9.2 percent between 2010 and 2016. Nashville's MSA population grew by 94 people per day in 2017, contributing to the thriving housing market. Nashville's metropolitan area is the largest in Tennessee, consisting of more than 1.9 million people, and three of Tennessee's six largest cities are located in the Nashville MSA (Nashville, Clarksville, Murfreesboro).

Nashville is characterized by a relatively young but economically mobile population. Nearly 23% of the population is between the ages of 20 and 34 years old, well above the national average. Average household income in the Nashville MSA is \$76,225, near the national average \$77,135.



#3 in Best Big Cities for Jobs  
– Forbes

## EDUCATION

A regional hub for education, Nashville is home to Vanderbilt University, Belmont University, Tennessee State University, Fisk University, Lipscomb University, and several other educational institutions. Vanderbilt University is a top 15 undergraduate institution and boasts highly ranked graduate programs in medicine, law, business, engineering, and education.

Additionally, Vanderbilt University Medical Center is the largest employer in Nashville with over 29,000 employees, in addition to its 12,500+ student enrollment. Belmont University's music program is ranked in the top 10 nationally and is #1 in the state of Tennessee. Fisk University and Lipscomb University both rank in the top 11 colleges or universities in the state. Austin Peay State University (Clarksville) and Middle Tennessee State University (Murfreesboro), the largest undergraduate university in the state, are just a short drive away. In total, there are over 100,000 college students in the Nashville area, and over 110,000 adults in the area have a graduate or professional degree.





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