



**BULL REALTY**

ASSET & OCCUPANCY SOLUTIONS

**PAUL ZEMAN  
PARTNER**

## **OFFERING MEMORANDUM**

**NASHVILLE MSA CLASS A SUBURBAN OFFICE BUILDINGS**

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*Exclusively offered by Bull Realty, Inc.*

# DISCLAIMER & LIMITING CONDITIONS

Bull Realty has been retained as the exclusive broker to arrange the sale of the Subject Properties.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner/Seller expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with any party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Seller reserves the right to move forward with an acceptable offer prior to the offer deadline.

This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.



# EXECUTIVE SUMMARY

Bull Realty is pleased to offer to qualified investors the opportunity to acquire Town Center Station I & II in Mount Juliet, TN. These Class A Suburban Office Buildings are 100% occupied with very well-established tenants including the Mount Juliet Chamber of Commerce, Trelleborg Sealing Solutions, AFLAC, Agilitas Property Development, Keller Williams, a Mortgage Company, Real Estate attorneys, Oral Surgery, Dentistry and a Counseling Center.

Before and during the COVID-19 pandemic, all of the tenants have consistently paid rent on time and none have had the need for rent abatement or concessions.

Directly across the street and under construction is Vintage North, a new mixed-use development that will include two four-story apartment buildings with 192 apartments and retail space separated by a dog park, a courtyard and 28 two- and three-story townhomes, which is expected to open in the summer of 2020. Mount Juliet Station, also directly across the street, serves Nashville's regional rail line, the Music City Star. A ride into downtown Nashville is a stress-free 23 minutes. Service at this station began in 2006. Town Center Station is literally in the center of town, equidistant from Interstate-40 and Lebanon Road. The traffic count at Town Center Station exceeds 35,000 vehicles per day.

The two properties are immediately adjacent to each other for a combined 44,634 of rentable square feet and share 191 parking spaces. Pricing Guidance is based on a 7.25% cap rate at \$13,300,000.

Property tours are available by appointment.

The Seller will move forward with the first acceptable offer.

If you would like to view the rent roll and property financials please execute and return the Confidentiality Agreement on the last page of this Offering Memorandum.



*Town Center Station I - 2055 N Mount Juliet Rd*



*Town Center Station II - 2031 N Mount Juliet Rd*

# PROPERTIES OVERVIEW



TOWN CENTER STATION I	
Street Address	2055 N Mount Juliet Road, Mount Juliet, TN 37122
County	Wilson
Building Size	23,319 SF
Building Class	A
Site Size	2 Acres
Occupancy	100%
Zoning	CTC
Year Built	2017
NOI	\$503,075

TOWN CENTER STATION II	
Street Address	2031 N Mount Juliet Road, Mount Juliet, TN 37122
County	Wilson
Building Size	21,315 SF
Building Class	A
Site Size	2.02 Acres
Occupancy	100%
Zoning	CTC
Year Built	2017
NOI	\$461,405

COMBINED	
NOI	\$964,480
Cap Rate	7.25%
Price	\$13,300,000



# LOCATION MAP





# IN THE AREA





# OVERVIEW TOWN CENTER STATION I





# EXTERIOR PHOTOS - TOWN CENTER STATION I





# INTERIOR PHOTOS - TOWN CENTER STATION I





# TENANT OVERVIEW - TOWN CENTER STATION I

## PEOPLE'S HOME EQUITY



Founded in 2008 with brothers Chris and Clint Haynes, this top performing branch has grown to 20 employees with a vision to make the complex mortgage process simple, fun, and friendly so clients are smiling at the closing table.

<https://www.phelending.com/>

## ORAL AND MAXILLOFACIAL SURGERY & DENTAL CARE (OMS NASHVILLE)



OMSNashville has been dedicated to providing the highest quality of Oral & Maxillofacial Surgery care to our patients for 28 years. Our highly trained staff is chosen for their compassion in addition to their skills. We pledge to offer procedures using the latest technology in a safe, comfortable, and relaxed setting that is minimally invasive to our patients. By working closely with our referring doctors, we employ a team approach in order to ensure the most accurate diagnosis and treatment.

<https://omsnashville.com/>

## MT. JULIET CHAMBER OF COMMERCE



In 1963, a small group of businessmen and women in Mt. Juliet met over a cup of coffee and decided to start a Chamber of Commerce in hopes of building a stronger business community. That same spirit of innovation and the dream of a more successful business climate still drives everything we do. It's tough running a business, but it's easier when the Mt. Juliet Chamber of Commerce has your back. Belong to the Chamber because it's good for business and it's good for Mt. Juliet.

<https://www.mjchamber.org/>



# TENANT OVERVIEW - TOWN CENTER STATION I

## KELSEY EVERT (AFLAC)



Founded in 1955, Aflac is an American insurance company and is the largest provider of supplemental insurance in the United States. This Kelsey Evert agency is home to the Regional Sales Coordinator and serves as a model for other agencies.

[https://www.aflac.com/agents/kelsey\\_evert.aspx](https://www.aflac.com/agents/kelsey_evert.aspx)

## BENNETT & PRESSLEY, P.C.



Our firm specializes in real estate law and transactions, helping large and small businesses with all aspects of their legal concerns, in mediation / alternative dispute resolution, and in wills and estates. Because we are well-versed and highly-experienced in all areas of the law relevant to assisting clients with these needs, we know exactly what it takes to help clients in all these areas that are so key to businesses and individuals. We're dedicated to ensuring that we can take care of our clients and that their legal needs are met in a timely and competent manner.

<http://www.bennettpressley.com/home.html>

## AGILITAS PROPERTY DEVELOPMENT, INC.



AGILITAS offers a comprehensive approach to all aspects of commercial real estate services to provide a seamless response to the needs of our clients, partners, and investors. The level of complexity exhibited in each project allows for our leadership & experience to pave the way for a successful outcome. With more than 20 years of experience, AGILITAS has specialized in strategic marketing, business development and design/construction throughout the Southern United States. Each project was initiated with the client directive in mind.

<https://www.apdinc.us/>





# OVERVIEW TOWN CENTER STATION II





# EXTERIOR PHOTOS - TOWN CENTER STATION II





# INTERIOR PHOTOS - TOWN CENTER STATION II





# TENANT OVERVIEW - TOWN CENTER STATION II

## OLD HICKORY FAMILY DENTISTRY, PLLC

Mike D. Glasmeier, DMD  
Old Hickory Family Dentistry

We know how important a great smile is to looking and feeling good. That is why Dr. Mike Glasmeier and the entire team is committed to providing the highest quality in family and cosmetic dentistry. Leveraging today's latest technology, Dr. Glasmeier can create results that change how you look and feel. Whether you need a routine checkup or more advanced procedure, our dental practice offers a wide variety of procedures to uniquely fit your needs.

<http://www.oldhickorydentist.com/>

## MT. JULIET RE COMPANY, LLC (KELLER WILLIAMS REALTY)



With expertise in real estate, entrepreneurship, technology, and more, KW leaders have the tools to clear a path toward success. Per Gary Keller, this office is a prototype of all their new offices. It is a must see.

<https://www.kw.com/>

# TENANT OVERVIEW - TOWN CENTER STATION II

## TRELLEBORG SEALING SOLUTIONS US, INC.



Trelleborg was founded in 1952 and is a leading global supplier of sealing solutions with more than 5,800 employees. The range of products include O-Rings, hydraulic seals, rotary shaft seals, oil seals, static seals, pneumatic seals, mechanical face seals and many more.

<https://www.tss.trelleborg.com/en>

## CONNECT COUNSELING CENTER, LLC



Our Mt. Juliet office is dedicated to meeting the needs of families, couples, and individuals of all ages. We are specially prepared to meet the needs of even our youngest community members as our office is fully equipped to offer play therapy and sand tray therapy. We utilize a variety of creative and expressive techniques including art, walk and talk therapy, traditional talk-based therapies and trauma-based therapies such as EMDR and Brainspotting. We are conveniently located on Mt. Juliet Road offering easy access to residents of Mt. Juliet, Hermitage, Lebanon, and other surrounding cities.

<https://connectcounselingcenter.com/mt-juliet-location/>



# MARKET OVERVIEW





# ABOUT THE AREA

## NASHVILLE

The Nashville region is home to more than 1.9 million people and more than 40,000 businesses. Many corporate headquarter giants call Middle Tennessee home, including Nissan North America, Bridgestone Americas, Dollar General, Hospital Corporation of America, Cracker Barrel and Gibson Guitar. A national hub for the creative class, Nashville has the strongest concentration of the music industry in America.

Middle Tennessee's economy is characterized by a diverse mix of industries. The Chamber's long-term economic development strategy has identified five target industries that drive Middle Tennessee's economy and provide a concentrated focus for strategically growing the region: health care, corporate operations, advanced manufacturing, supply chain management and music and entertainment. 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.

<b>Population</b>	1,986,283
<b>2019-2024 Annual Growth Rate Estimate</b>	1.75%
<b>Population - 2024 Estimate</b>	2,166,617
<b>Median Age</b>	37.6
<b>Total Households</b>	765,264
<b>Average Household Income</b>	\$89,041
<b>Median Household Income</b>	\$64,245
<b>Average Household Size</b>	2.54

SOURCE: <https://www.nashvillechamber.com/economic-development/data-reports/regional-stats>  
ESRI Business Analyst



# ABOUT THE AREA

## MOUNT JULIET, TN

Affordable, clean, well-governed and prosperous, Mt. Juliet has seen exponential population and business growth over the last decade, with over 35,000 residents who now call MJ home. "Gateway" to the Appalachians and the Atlantic seaboard, Mt. Juliet is bordered by I-40, I-24, I-65 and I-840, and a day's drive to more than half of the American population. All roads lead through Mt. Juliet.

Mt. Juliet is also a short commute to Nashville, the world renowned "Music City" and many first class institutions of higher learning, like MTSU, TSU, Vanderbilt, Belmont, Fisk, Cumberland and Lipscomb Universities. In Mt. Juliet, everything to live, shop and play is right here.

### QUICK FACTS

- 10-15 minutes from Nashville International Airport.
- The city has one of the lowest tax rates in Tennessee.
- The "4 R's": Retail, Roads, Rivers and Rail meet here. MJ has one of America's newest commuter rail lines
- MJ has the largest shopping complex between Nashville and Knoxville, with hundreds of restaurants and shops.
- Incorporated about 4 decades ago, their infrastructure is new, robust and improving daily.
- One of Tennessee's Fastest Growing Communities. Over 370 new houses in 2014 and a new business permit every 2 days.

### THE NUMBERS ADD UP FOR MT. JULIET

Sources: U.S. Census Bureau, Bureau of Economic Analysis and State of Tennessee

- Over 35,725 people reside in the City of Mt. Juliet (per 2018 census estimates).
- 2.79 persons in average household
- \$84,678 Median Household Income
- \$34,267 Per Capita Income
- Wilson County is one of the state's top 5 most affluent counties, and has the 2nd highest median income in Tennessee.
- The 2010 Census has Wilson as Tennessee's fastest growing county and 29th fastest growing in the U.S.

SOURCE: <https://www.mtjuliet-tn.gov/369/About-Mt-Juliet>





# BROKER PROFILE



## PAUL ZEMAN

Partner  
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404-876-1640 x 133  
TN license # TN 353842-B

Paul and his team specialize in advising clients in the acquisition and disposition of institutional quality office buildings and portfolios in the \$5mm to \$100mm+ price range. His Team at Bull Realty, Inc. has implemented business plans and strategies for office building owners to maximize asset value resulting in hundreds of millions of dollars of properties sold. This has established Paul as an authority and go-to broker for both acquisitions and dispositions. Paul regularly moderates, participates on panels and holds round table discussions at most of the National Office Real Estate Conferences.

Prior to entering Real Estate, Paul held multiple securities licenses as a Financial Advisor with Prudential Securities and later turned to his family roots as a Healthcare Provider in the outpatient diagnostic imaging sector with MedQuest Associates where he developed, managed, and marketed close to one hundred centers and built relationships with thousands of physicians, healthcare systems, and private practices.

Paul moved to Atlanta, GA in 1992 after graduating from Drew University with a degree in Applied Mathematics. Paul is married with two children and lives in the north Atlanta area. He enjoys traveling, tennis, boating, and sports with his children.



Bull Realty is a commercial real estate sales, leasing, and advisory firm licensed in nine Southeast states and headquartered in Atlanta. The firm was founded in 1998 on two primary missions: to provide a company of advisors known for integrity and to provide the best disposition marketing in the nation. Still guided by these philosophies, the firm's services have expanded to include disposition, acquisition, project leasing, tenant representation and consulting services. To add additional value and efficiency for clients, advisors focus on specific sectors and services in the office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, automotive, hospitality and single tenant net lease sectors.

The firm produces America's Commercial Real Estate Show, a national video show and podcast enjoyed by millions of people around the country. Industry analysts, leading market participants and the firm's founder Michael Bull share market intelligence, forecasts and success strategies. The show has aired every week since 2010 on Apple Podcast, all major podcast sites, YouTube and [www.CREshow.com](http://www.CREshow.com).

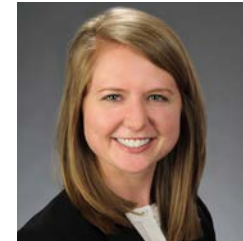
# TEAM PROFILE



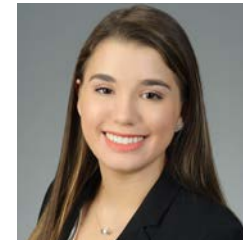
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**Michael Bull**  
Broker  
TN license # 339898



**Aubri Lienemann**  
Marketing



**Randee Comstock**  
Marketing



**Scott Jackson**  
Analyst





# SAMPLE SOLD OFFICE BUILDINGS & PORTFOLIOS PAUL ZEMAN



**PAUL ZEMAN | PARTNER | 404-876-1640 EXT. 133 | [BULLREALTY.COM](http://BULLREALTY.COM)**

*Information contained herein may have been provided by the seller, landlord or other outside sources. While deemed reliable, it may be estimated, projected, limited in scope and is subject to change or inaccuracies. Pertinent information should be independently confirmed prior to lease or purchase offer or within an applicable due diligence period.*

# PRINCIPAL CONFIDENTIALITY AGREEMENT

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property and undersigned agent for the owner Bull Realty Incorporated ("Broker").

Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

## I. Confidential Information:

Receiving Party will receive confidential information regarding properties referred to as: **2031 & 2055 Mt Juliet Rd, Mt Juliet TN**. Receiving party agrees to not disclose with any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning a possible purchase or lease of the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing and shall

exclude directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party. Receiving party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

This agreement will expire on the earlier of: (a) the date the materials are no longer confidential information within the meaning of this Agreement; or (b) two years from the date hereof.

## II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Bull Realty Inc. is representing the Seller in this transaction and will be compensated by the Seller per separate agreement. Receiving Party reserves the right to involve any agent, broker, attorney or other advisor in the transaction to represent the Receiving Party provided said party is paid by the Receiving Party and said party has agreed in writing to this agreement.

This Agreement shall be governed and construed in accordance with the laws of Tennessee.

Accepted and agreed to this \_\_\_\_\_ day \_\_\_\_\_ of , 20\_\_\_\_.

Receiving Party \_\_\_\_\_

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

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