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# PROPERTY PROPOSAL

The sales and leasing experts of the Upper Cumberland. We are "100% Commercial Real Estate, 100% of the time."

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This proposal was written and presented by:

**CRAIG HUGHES- BROKER/PRINCIPAL**

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## **Compass, a navigational instrument for finding directions**

Our Corporate Compass is our firm's navigational beacon. This living document shapes our principles and directs our daily efforts and long-term goals. We rely on our principles to guide our interactions with our clients, customers, and peers. These principles represent our core values, reflected daily by everyone associated with our firm.

1. We are in the trust business. Words like fiduciary, integrity, character, and honesty are the currency of our company. These pillars are the foundation that creates our lifelong partnerships.
2. Our conduct exemplifies a superior professional standard, delivering virtuous service. This benchmark is the expectation throughout our team, vendors, and business partners.
3. Continuous education, embracement of technology, along with a constant curiosity shapes our efforts and perspectives. These fundamentals provide guidance and strategies that result in achieving our clients' goals, placing their best interests above all else including our own.
4. We treat each person with respect as we would want our family members to be treated. Clients all have different objectives, timelines, and means. Understanding different life stages and aspirations are paramount to achieving our clients desired outcome.



# Affiliate Companies

## Different audiences. Different conversations.

Specialization matters. We didn't want to be another "one size fits all" company. That is why we work closely with three different companies that bring expertise in three different real estate areas. Issues, concerns, and priorities are different. We want each of these companies to be all in for their clients bringing different strategies, different processes, and even different marketing avenues.



We are Real Estate made modern in the Upper Cumberland.

We deliver new consumer-centric branding, impactful marketing, and mobile technology to change the game of residential real estate in the area.



UCC is the region's only full-service Commercial Real Estate company offering sales, leasing, investment analysis, tenant representation, property management, and corporate services throughout Middle Tennessee.



MAC is ready to help you achieve success through real estate portfolio management. Our full-service approach leaves no stone unturned, from buying to selling to accounting, we handle all of the hard work to provide you with financial growth, more free time, and peace of mind.

## Office Building For Lease

HICKORY CENTER | 117 N. Hickory Avenue, Cookeville, TN 38501



## OFFERING SUMMARY

Lease Rate:	Undisclosed
Building Size:	27,800 SF
Available SF:	8,500 SF
Year Built:	2020
Building Name:	Hickory Center
Number of Floors:	3
Building Class:	A
Average Floor Size:	9,267 SF

## PROPERTY OVERVIEW

This modern & contemporary, class "A" office building has up to 8,500 square feet on the 3rd floor available for lease. Designed for the modern workforce this premium property is one of the best Cookeville has to offer. The Hickory Center has highway visibility and easy access making it desirable for both medical and office users. The building is centrally located in the heart of Cookeville, within minutes from the historic downtown, within walking distance to Cookeville Regional Medical Center, and close proximity to Tennessee Tech University.

## PROPERTY HIGHLIGHTS

- Modern & Contemporary Building Style
- 24-Hour Entry
- Large Glass Windows
- Open City View
- Elevator

CRAIG HUGHES

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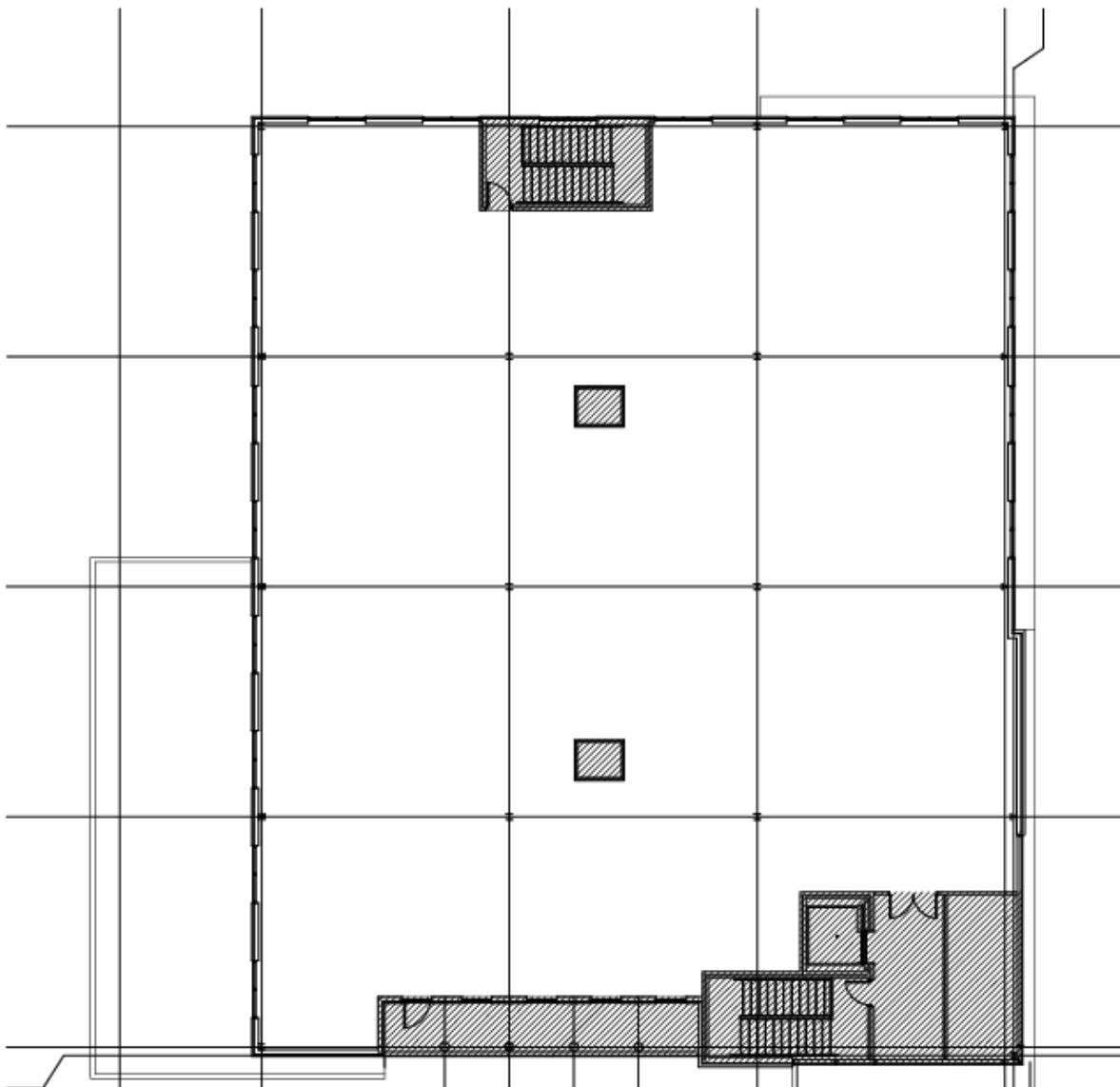
3RD

## THIRD FLOOR TENANT LAYOUT

9220 S.F. GROSS

1149 S.F. UN-OCCUPIED SPACE  
S.F. OCCUPIED SPACE

8071 / 250 = 32 PARKING SPACES REQUIRED



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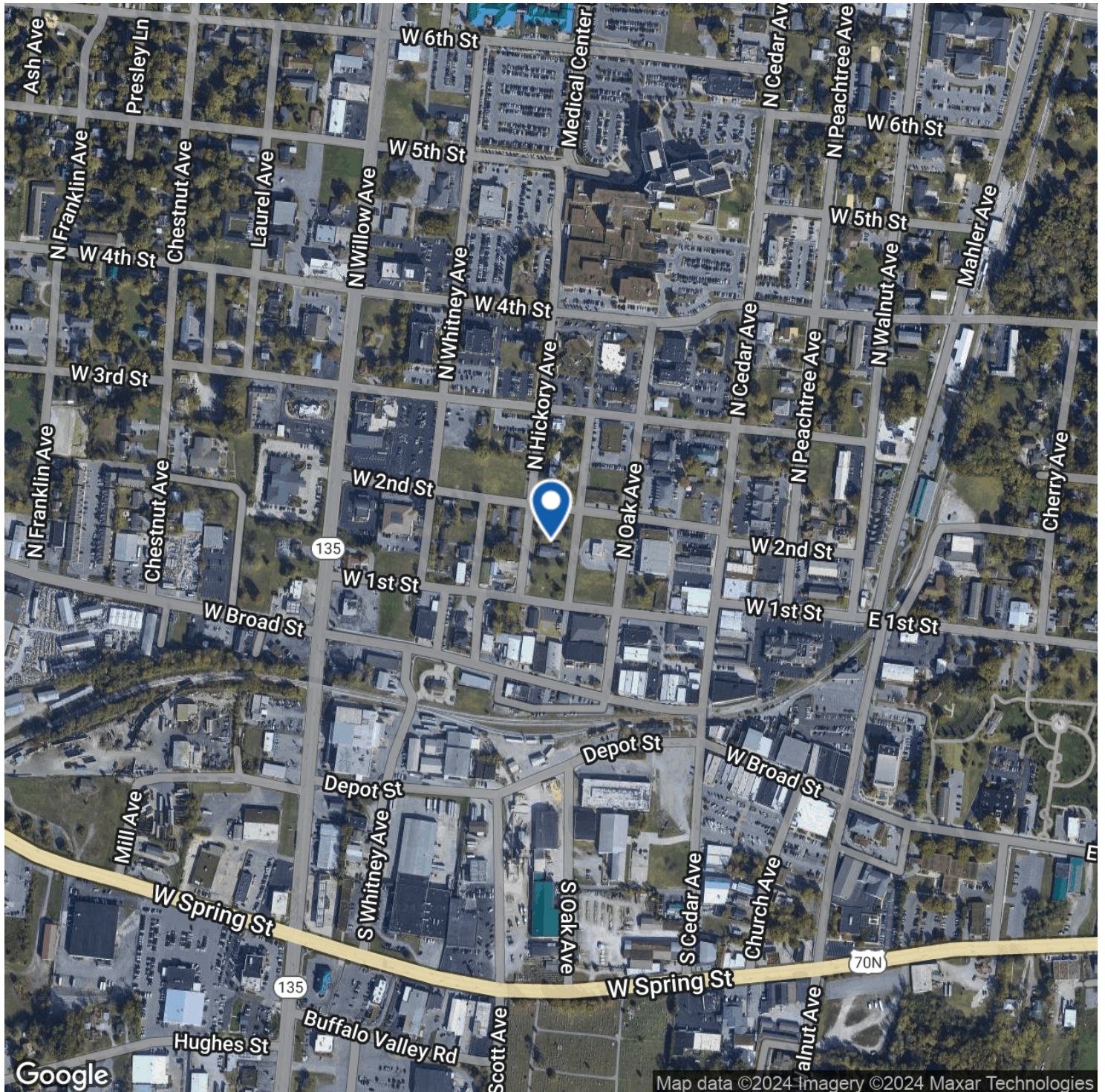
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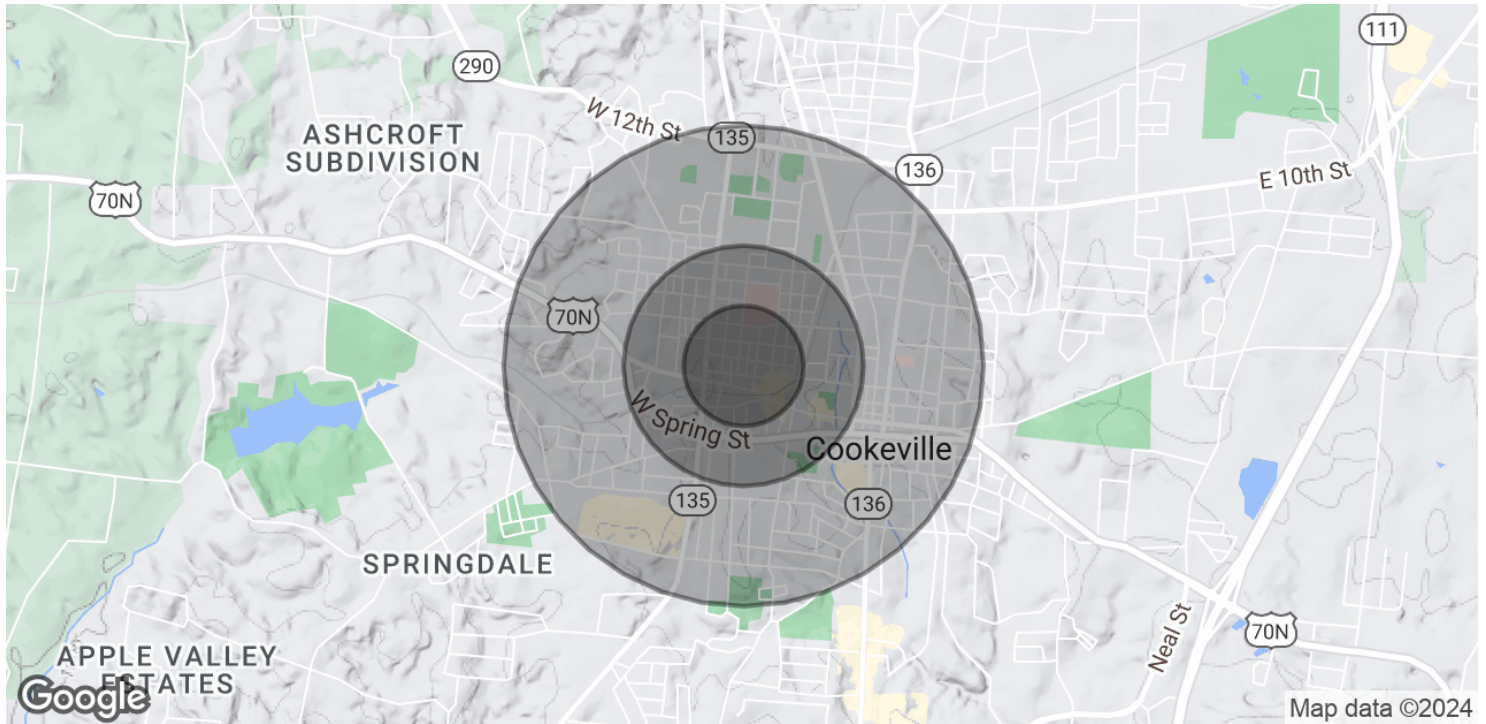
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POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	584	1,962	7,538
Average Age	27.2	29.3	29.2
Average Age (Male)	22.9	25.2	27.0
Average Age (Female)	27.7	29.9	29.7

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	269	881	2,957
# of Persons per HH	2.2	2.2	2.5
Average HH Income	\$46,716	\$47,541	\$44,016
Average House Value	\$0	\$47,530	\$113,917

\* Demographic data derived from 2020 ACS - US Census

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Upper Cumberland Commercial is the region's only full service Commercial real estate company. We don't split our time between residential and commercial. We are all-in all the time, working harder for you.



**Leased: 7,000 SF**

2100 Brown Ave. Suite A,  
Cookeville, TN. 38501



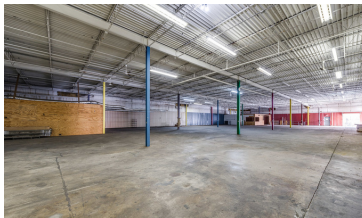
**Leased: 3,000 SF**

599 Vickers Place  
Cookeville, TN 38501



**Sold: 8,300 SF**

427 S. Willow Ave,  
Cookeville, TN 38501



**Leased: 13,000 SF**

203 Durham Avenue,  
McMinnville, TN. 37110



**Leased: 17,100 SF**

250 E. Stratton Ave,  
Monterey, TN.



**Sold: 5,400 SF**

125 Churchill Drive,  
Sparta, TN. 38583



**Leased: 5,605SF**

984 Humble Avenue,  
Cookeville, TN. 38501



**Leased: 2500 SF**

223 W. Bockman Way,  
Sparta, TN. 38583



**Sold: 15,684 SF**

330 Hughes Street,  
Cookeville, TN. 38501

From video tours, to cold calls, to showing every listing personally, we make sure every property gets the attention it deserves. We do everything we can to make sure our clients get the best results.





Upper Cumberland Commercial is a premier full service real estate company. We ensure our clients are the most successful they can be, whether it's finding an ideal property, helping them list a location, or creating a customized leasing experience. As the area's only firm specializing in commercial real estate our capabilities and reach are unparalleled. The comprehensive nature of our strategy ensures your property information is broadcast to every potential user and broker, locally, regionally, and even internationally.

"80 % OF  
SUCCESS IN  
LIFE IS  
SHOWING UP"

-Woody Allen

Craig Hughes is the Owner & Broker of Upper Cumberland and partner in MAC, the Real Estate Investment Experts. With a passion for connecting people, working hard, and serving his community, Craig is an experienced business professional, an entrepreneur, and a commercial real estate broker since 2011.

Upper Cumberland Commercial is rapidly growing. We have extended our marketing reach from regional, all the way to international. We are constantly working to improve ourselves to give you the most effective experience. We are continuously working with businesses who are looking into relocating from all areas of the world to Cookeville as well as those in our local community looking for assistance with their business real estate and investment questions.