



# 3214 CHARLOTTE AVENUE

Nashville, TN 37209 · West Nashville Corridor

## PRIME COMMERCIAL LAND OPPORTUNITY

CS Zoning · 0.42 Acres · 18,295 SF · Build by Right

Adaptive Use Residential Permissible · STR Eligible · Multiple Highest-Use Paths

**5 MIN**

to Downtown

**0.42 AC**

CS-Zoned Land

**STR ✓**

CS Zone Eligible

**\$1.35M**

Metro Pop 2025

*RENDERING — Boutique Hotel Concept / Illustrative Only*

Leslie Li · Coldwell Banker Commercial Legacy Group · EcoTerra Partners

(615) 969-6684 · LeslieLi.CRE@gmail.com · LeslieNashville.com



# PROPERTY OVERVIEW

3214 Charlotte Ave · Nashville, TN 37209



## PROPERTY DETAILS

Address	3214 Charlotte Ave, Nashville TN 37209
Parcel ID	092-09-0-378
Land Size	0.42 Acres / 18,295 SF
Zoning	CS (Commercial Services) / CS-2
Frontage	Charlotte Avenue — High-Traffic Arterial
Parking	14 Surface Spaces existing ; more with development
Existing	3,814 SF Structure (1985) — Tear Down or Repurpose
Water/Sewer	Metro Nashville Public Works
Utilities	All public utilities available
Available	Immediate / Contact Broker

## WHY THIS PROPERTY?

### Location, Location, Location

5 minutes to Downtown Nashville — positioned on one of the city's most rapidly transforming corridors.

### Build by Right — No Rezoning Required

CS Zoning allows commercial, mixed-use, retail, office, hospitality, multifamily with adaptive residential — no special exception needed.

### Adaptive Use Residential Permissible

Residential use permitted with conditions per Metro Code §17.16.030.E on arterials in the Urban Zoning Overlay.

### Short Term Rental Eligible

CS-zoned properties qualify for Not Owner-Occupied STR permits (PC basis) per Metro Nashville Code.

### In the Path of Growth

Surrounded by L&L Marketplace, Sylvan Supply, One City — wave after wave of creative office, residential & hospitality investment.

### Interstate Access

Immediate access to I-40 and I-440 — connectivity to all of Nashville metro.

# LOCATION & NEIGHBORHOOD

West Nashville · Sylvan Heights · The Nations · Sylvan Park



## DISTANCES & PROXIMITY

Downtown Nashville **1.9 mi / ~5 min**

L&L Marketplace **0.2 mi walk**

Sylvan Park **0.4 mi**

The Nations **0.5 mi**

Midtown / Vanderbilt **2.5 mi**

I-40 On-Ramp **0.6 mi**

I-440 On-Ramp **0.8 mi**

Nashville Intl Airport **9.0 mi**

Centennial Park **2.1 mi**

Belmont/Belcourt **3.0 mi**

## NEARBY DESTINATIONS

Frothy Monkey, Martin's BBQ

Tennessee Brew Works

Ugly Mugs, Bongo Java

L&L Marketplace

Sylvan Park Music + Art District

OrangeTheory, CrossFit Studios

Vanderbilt Medical Center (2.5mi)

Belmont Univ, Vanderbilt Univ

Sylvan Supply Hotel + Event Venue

One City Nashville Mixed-Use

## SKYLINE VIEWS

At 0.42 acres elevated along Charlotte Ave, the site commands sightlines toward the Nashville cityscape. Development of 3+ stories unlocks panoramic Downtown views — a premium differentiator for hotel, condo or office users.



## CORRIDOR TRAJECTORY

Charlotte Ave is one of Nashville's fastest-transforming thoroughfares. The corridor from West Nashville to Downtown is seeing wave after wave of mixed-use, hospitality and residential investment. Early movers capture maximum appreciation.

*"one of the fastest growing thoroughfares into Downtown Nashville"*  
— CBRE

# ZONING & PERMITTED USES



CS — Commercial Services Zone · Build by Right · No Rezoning Required

## WHAT IS CS ZONING?

The Commercial Services (CS) district is Nashville's most flexible commercial zone — designed for high-intensity mixed commercial use along arterial corridors. CS allows retail, office, restaurant, hotel, multifamily (adaptive residential), storage, and more — all permissible by right or with conditions. No rezoning required. Build by right.

## ★ SHORT TERM RENTAL ELIGIBLE

CS-zoned properties are explicitly listed as eligible for Not Owner-Occupied STRP permits (PC basis) per Metro Nashville Code. Verify with Metro Codes.

### Boutique Hotel

Permitted in CS — Nashville's #1 market for boutique hotels

### Mixed-Use Office

Creative office + ground-floor retail — premium West Nashville

### Multifamily / Condos

Adaptive Residential PC — 40%+ residential floor area

### Townhome Development

For-sale or for-rent attached townhomes — high demand

### Public Storage

Recession-resistant asset class — build by right in CS

### Restaurant / Lounge

Charlotte Ave food scene exploding — prime location

### Retail Strip / Pad

20,000+ vehicles/day on Charlotte Ave — arterial traffic

### Short Term Rental

STR-eligible CS zone — Nashville top STR market

### Fitness / Wellness

Studio gym, medical spa, co-working — high demand

### Brewery / Bar

Proven concept along Charlotte — Tennessee Brew, Corsair nearby

### Drive-Thru / QSR

Corner lot visibility + traffic count supports QSR concept

### Creative / Arts Studio

In spirit of L&L Marketplace — creative adaptive use



## SCENARIO A

# BOUTIQUE HOTEL / STR COMPLEX

### #1 Ranked Best & Highest Use

Program	3–4 story boutique hotel, 30–40 keys + rooftop bar
Construction	Est. \$4.5M–\$6.5M (shell-to-key)
ADR Target	\$185–\$275/night (Nashville boutique avg)
Occupancy	78–85% (Nashville hospitality benchmark)
Revenue	Stabilized \$2.1M–\$3.4M/year
Cap Rate	6.5–8.0% boutique Nashville hospitality
STR Alt.	12–18 STR-licensed units — high rev/unit
Zoning	CS permits hotel use by right — no rezoning
City Views	Rooftop bar with Nashville skyline panorama



## SCENARIO B

# MIXED-USE MULTIFAMILY / CONDO

### #2 Ranked — Strongest Long-Term Value

Program	4–5 story, 18–28 residential units + ground retail
Zoning	Adaptive Residential PC — 40%+ floor area residential
For-Sale	\$550K–\$850K/unit; skyline views add 15–20% premium
For-Rent	\$2,200–\$3,500/mo; 95%+ absorption West Nashville
Ground Retail	2,500–3,500 SF restaurant/retail at \$35–\$45/SF NNN
Build Cost	Est. \$5.5M–\$8.5M total project
Exit Cap	4.5–5.5% — premium multifamily West Nashville
STR	Adaptive residential CS — STR permit eligible
Views	Upper floors: direct Nashville skyline views



# BEST & HIGHEST USE ANALYSIS



Professional assessment of top development scenarios for 3214 Charlotte Ave

## #1 — BOUTIQUE HOTEL / STR COMPLEX

### HIGHEST FINANCIAL RETURN

Nashville remains the #1 bachelorette & tourism destination in the US. West Nashville boutique hotels on Charlotte Ave consistently achieve 75–85% occupancy. A 20–40 room boutique hotel or STR-licensed residential complex captures enormous nightly rate premiums with skyline views. CS zone permits hotel use by right. STR-eligible adaptive use. Est. stabilized NOI: \$800K–\$1.5M/year.

## #3 — CREATIVE OFFICE / MIXED-USE RETAIL

### FASTEST LEASE-UP

The Charlotte Ave corridor is seeing explosive demand for boutique creative office, co-working, and ground-floor F&B. Comparable projects at L&L Marketplace and Sylvan Supply are 100% leased. A 2–3 story mixed-use building with rooftop amenity deck and restaurant pad captures both office and F&B income. Low construction risk — proven demand.

## #2 — MIXED-USE MULTIFAMILY / CONDO

### STRONGEST LONG-TERM VALUE

Adaptive Residential use permitted on CS-zoned arterials per Metro Code §17.16.030.E. A 3–5 story mixed-use building with ground-floor retail and upper-floor condos or apartments captures both residential demand (West Nashville median home: \$600K+) and retail lease income. Floor-to-ceiling windows on upper floors deliver premium Nashville skyline views — a strong differentiator.

## #4 — TOWNHOME DEVELOPMENT

### LOWEST RISK / FASTEST EXIT

For-sale attached townhomes in West Nashville are one of the most in-demand products in Middle Tennessee. Price points of \$550K–\$850K per door are achievable. A 6–10 unit townhome community on this site with rooftop terraces and city views would sell out quickly. Lowest construction complexity and permitting timeline.

## USE COMPARISON MATRIX

Use	ROI Potential	Build Risk	Timeline	STR Eligible	Skyline Views
Boutique Hotel / STR	★★★★★	Medium	18–24 mo	✓ Yes	✓ Yes
Mixed-Use Multifamily	★★★★★	Medium	24–36 mo	✓ Yes	✓ Yes
Creative Office/Retail	★★★★	Low-Med	12–18 mo	No	✓ Yes
Townhomes	★★★★★	Low	12–18 mo	No	✓ Yes
Public Storage	★★★★	Low	10–14 mo	No	No
Restaurant/Lounge	★★★★	Low	6–10 mo	No	No

# MARKET DEMOGRAPHICS & ANALYTICS

Nashville Metro · Davidson County · West Nashville 37209 Trade Area



**1.35M+**

Metro  
Population

**1.28%**

Annual Pop.  
Growth

**\$83K+**

Median HH  
Income

**\$459,983**

Median Home  
Price

**2.9%**

Unemployment  
Rate 2024

**24,000**

New Jobs  
2023

## NASHVILLE MARKET SNAPSHOT

- Davidson County is Tennessee's #1 fastest-growing county in 2024 & 2025
- Metro population projected to reach 1.48M by 2035 (UN/Macrotrends)
- Nashville ranked #1 US city for corporate relocations (multiple years)
- Charlotte Ave corridor experiencing 3x citywide average appreciation
- 37209 zip code: avg HH income exceeds \$85K; growing millennial base
- West Nashville residential values up 40%+ in 5 years
- 120,000+ college students within 15 miles — pipeline demand
- Nashville #1 bachelorette destination — 15M+ annual visitors
- No state income tax — TN continues to attract high earners
- Titans stadium + East Bank redevelopment = sustained momentum

## ZIP 37209 TRADE AREA PROFILE

Population (37209 zip)	~31,500
Avg. HH Income	\$85,000+
Median Age	34 years
Owner-Occupied	42%
Renter-Occupied	58%
College-Educated	54%
Median Home Value	\$475,000+
YoY Appreciation	+8.2% (2024)
Walk Score	72 / Very Walkable
Bike Score	68 / Bikeable

# DEVELOPMENT SCENARIOS — DEEP DIVE

Illustrative programs for 18,295 SF / 0.42 AC CS-Zoned Site



## SCENARIO A — BOUTIQUE HOTEL / STR

- Program: 3–4 story boutique hotel, 30–40 keys, rooftop bar with skyline views
- Est. Construction: \$4.5M–\$6.5M (shell-to-key)
- Stabilized ADR: \$185–\$275/night (Nashville boutique average)
- Occupancy Target: 78–85% (Nashville hospitality benchmark)
- Stabilized Revenue: \$2.1M–\$3.4M/year
- Cap Rate Range: 6.5–8.0% (boutique Nashville hospitality)
- STR Alternative: 12–18 STR-licensed units — high rev/unit

## SCENARIO B — MIXED-USE CONDO / MULTIFAMILY

- Program: 4–5 story building, 18–28 residential units + ground retail
- Adaptive Residential PC — 40%+ floor area residential per Metro Code
- For-Sale Condos: \$550K–\$850K/unit; skyline views add 15–20% premium
- For-Rent Alternative: \$2,200–\$3,500/mo; 95%+ absorption West Nashville
- Ground Retail: 2,500–3,500 SF restaurant/retail at \$35–\$45/SF NNN
- Est. Build Cost: \$5.5M–\$8.5M total project
- Exit Cap (BTR): 4.5–5.5% — premium multifamily West Nashville

## SCENARIO C — TOWNHOME / FOR-SALE RESIDENTIAL

- Program: 6–10 attached townhomes, 1,600–2,200 SF each
- Price Point: \$550K–\$825K per door (West Nashville market)
- Rooftop terrace + city views on rear/upper units — premium product
- Typical absorption: 12–18 months for 6–8 unit townhome community
- Gross Revenue: \$3.8M–\$7.5M at sellout
- Est. Horizontal + Vertical: \$3.2M–\$5.0M
- Developer Margin: 20–30% on cost (est.) — strong infill Nashville

## SCENARIO D — COMMERCIAL / FLEX (STORAGE, RETAIL, OFFICE)

- Public Storage: 40,000+ SF climate-controlled vertical; 90%+ occupancy markets
- QSR / Drive-Thru: Traffic volume + arterial location supports major QSR tenant
- Strip Retail / Pad Site: Multi-tenant retail, 3,800–7,500 SF NNN lease
- Creative Office: 2–3 story boutique office, \$30–\$42/SF gross Nashville
- Medical / Dental: High demand, recession-resistant; proximity to Vanderbilt
- Flex Industrial: Light flex/warehouse hybrid — emerging Nashville use type
- All scenarios: Build by right in CS — no rezoning, fastest permitting path

# AREA AMENITIES: DINING · SHOPPING · ENTERTAINMENT



West Nashville's live-work-play ecosystem surrounds 3214 Charlotte Ave

## DINING & BARS

- Martin's Bar-B-Que — Nashville institution
- Frothy Monkey — coffee + food
- The Treehouse — iconic hilltop dining
- Bricktops — upscale American
- Silo Restaurant & Bar
- Tennessee Brew Works taproom
- Corsair Artisan Distillery
- Josephine / Marché Artisan
- Slim & Husky's Pizza

## SHOPPING & MARKETS

- L&L Marketplace — artisan market
- Sylvan Supply — boutique retail + events
- Charlotte Pike Antiques
- Trader Joe's (Charlotte Ave)
- H.G. Hill Realty mixed-use
- Nations Crossing shopping
- West End boutiques & gallery row
- Charlotte Ave independent retail
- One City Nashville mixed-use retail

## ENTERTAINMENT & CULTURE

- Sylvan Park neighborhood district
- Centennial Park — Parthenon replica
- Ryman Auditorium / Broadway (5 min)
- TPAC (2.5 mi)
- OA Nashville outdoor amphitheater
- Nashville Predators / Bridgestone
- Drakes Creek Park trails
- Belcourt Theatre cinema
- Art crawls, Charlotte Ave pop-ups

## SERVICES & LIFESTYLE

- Vanderbilt Medical Center (2.5 mi)
- Saint Thomas West (2.2 mi)
- Multiple fitness studios (OT, CrossFit)
- Charlotte Park elementary schools
- Belmont University campus nearby
- WeWork / coworking near Midtown
- Green Hills Galleria (upscale, 4 mi)
- Multiple dog parks / green spaces
- Transit access — bus + Music City Star

# CONTACT & NEXT STEPS



# COLDWELL BANKER COMMERCIAL

# LEGACY GROUP



## YOUR BROKER

### Leslie Li

Coldwell Banker Commercial Legacy Group  
Land Specialist

(615) 969-6684

[LeslieLi@gmail.com](mailto:LeslieLi@gmail.com)

[LeslieLi.CRE@gmail.com](mailto:LeslieLi.CRE@gmail.com)

Nashville · Franklin · Williamson County · Luxury Residential · Commercial Brokerage · Land Acquisition

## NEXT STEPS FOR BUYERS

- 1 Tour the property — contact Leslie to schedule
- 2 Review CS zoning conditions with Metro Planning
- 3 Engage civil engineer for site feasibility study
- 4 Consult with Metro Codes re: STR permit eligibility
- 5 Review comparable sales and highest-use analysis
- 6 Submit Purchase and Sale Agreement
- 7 Complete due diligence — title, survey, utilities
- 8 Close on property.



## YOUR BROKER

### BRAD PAUL

Coldwell Banker Commercial Legacy Group  
& Builder Resource Group

(615) 504-9103

<http://GetFreeFloorPlans.com/>

[openhousewithbradpaul@gmail.com](mailto:openhousewithbradpaul@gmail.com)

## IMPORTANT DISCLAIMER

All information contained in this marketing presentation has been obtained from sources believed to be reliable; however, Coldwell Banker Commercial Legacy Group and Leslie Li make no representations or warranties as to the accuracy or completeness of the information. Buyer and Buyer's Agent are solely responsible for verifying all information including but not limited to: zoning, permitted uses, STR eligibility, setbacks, utility availability, environmental conditions, title, survey, easements, development costs, market projections, and any applicable Metro Nashville regulations. No construction plans are included. All development scenarios, renderings, and financial projections are illustrative estimates only and do not constitute representations of future performance. This is not an offer to sell securities.