

Fully Leased - 1031 Exchange - 10% Cap Rate

217 Broad St. Kingsport, TN 37660 | ±4,621 SF | Six Tenants | 100% Occupied

SALE PRICE	STREET-LEVEL SF	OCCUPANCY	BUILT / ZONING
\$619,000	±4,621	100% Leased	1920 · B-2

TABLE OF CONTENTS

PROPERTY SUMMARY	2
TENANT ROSTER	3
LOCATION & ZONING	4
PARKING	5
CITY CAPITAL IMPROVEMENTS	6
VISITING KINGSFORT	7
AERIAL MAP	8
DEMOGRAPHICS MAP & REPORT	9

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Property Summary

Sale: \$619,000 | ±4,621 SF | 100% Occupied

SALE PRICE

\$619,000

Fully leased

Income from day one

STREET LEVEL

±4,621 SF

First floor

Commercial space

OCCUPANCY

100%

Six tenants

Diversified rent roll

BUILT / ZONING

1920

B-2 CBD

Renovated historic

Stabilized, fully leased commercial space in the historic core of Downtown Kingsport. The first floor of 217 Broad Street offers ±4,621 square feet of street-level commercial space, 100% occupied by six established tenants, in a beautifully renovated 1920 building on Kingsport's revitalized Broad Street corridor. High-end residential lofts occupy the second and third floors above, putting a built-in customer base directly on top of the storefronts. Unlike value-add projects that require lease-up, build-out, or repositioning, this property produces **strong, diversified, stable cash flow from day one** — collect rent from the first month of ownership.

DIVERSE, FULLY LEASED STREET-LEVEL TENANT MIX

The first floor is occupied by a complementary mix of retail, personal service, wellness, and e-commerce tenants that generate consistent pedestrian activity throughout the day. The roster spans destination retail, boutique shopping, salon and beauty services, and massage therapy — creating a well-balanced income stream with limited concentration risk. No single industry dominates the rent roll, and the service tenants bring the kind of sticky, appointment-based clientele and recurring revenue that keep occupancy resilient through market cycles.

IDEAL 1031 EXCHANGE REPLACEMENT PROPERTY

Fully renovated, 100% occupied, and income-producing from day one, this property is an excellent 1031 exchange replacement asset. With a diversified rent roll and no lease-up or renovation risk, it offers a stable, low-friction acquisition for exchange buyers. Buyers should consult their qualified intermediary and tax advisor regarding 1031 requirements.

Rent Roll & Financials

Rent roll and full financials are available upon execution of a confidentiality agreement (NDA).



STREET-LEVEL RETAIL — 217 BROAD ST.

Tenant Roster

Retail | Beauty | Wellness | E-Commerce

- **HBZ Sports Cards** — Regional destination for sports cards and collectibles; its e-commerce arm, Times Digital Group, operates the online store from the same location, extending sales well beyond foot traffic.
- **Boomtown & Co.** — Boutique gift, apparel, and lifestyle retailer with a strong regional following and active downtown presence.
- **Sneaks & Geeks** — Video games, sneakers, and collectible merchandise with an established repeat-customer base.
- **Mane on Broad** — Full-service hair salon with sticky clientele and recurring monthly revenue.
- **Lindsi Lashes** — Eyelash and esthetics studio serving loyal repeat clients.
- **Shakti's Touch Massage & Bodywork** — Licensed massage and wellness practice with consistent appointment-based demand.

Retail destination, boutique shopping, entertainment and collectibles, personal services, beauty, wellness, and online commerce — that diversity reduces reliance on any single industry and creates multiple reasons for people to visit the block every day.

WHY KINGSPORT — STEADY GROWTH WITHOUT THE BOOM-BUST RISK

Kingsport's steady, measured growth is its quiet advantage. Fast-growing markets like Nashville often **overbuild during boom cycles** and **pay for it in vacancy** spikes. Kingsport doesn't carry that risk. Commercial fundamentals here are unusually tight across every sector, all outperforming national averages.

OFFICE VACANCY	RETAIL VACANCY	MULTIFAMILY
4.0%	1.5%	5.6%



Location & Zoning

B-2 Central Business District | Lofts Above

What makes this property a rare opportunity is the location: the historic core of downtown, where the inventory is finite and **effectively irreplaceable**. You can't build more historic buildings, and the city isn't adding new ones to the downtown center anytime soon.

BUYING POWER

Kingsport buying power per dollar of retail rent is 10% to 24% higher than Knoxville, Nashville, and Asheville, NC.

This metric is critical: rent is ultimately funded by tenant revenue, which is directly tied to the purchasing power of the surrounding population. In Kingsport, that relationship is more favorable.

RESIDENTIAL LOFTS ABOVE — A BUILT-IN CUSTOMER BASE

The second and third floors of 217 Broad Street are high-end residential lofts, placing residents — and their daily spending — directly above the storefronts. This mixed-use dynamic is exactly what downtown Kingsport's momentum is built on.

PERMITS, 5 YRS	NEW UNITS	FLOORS 2 & 3
1,200+	≈2,500	High-End Lofts

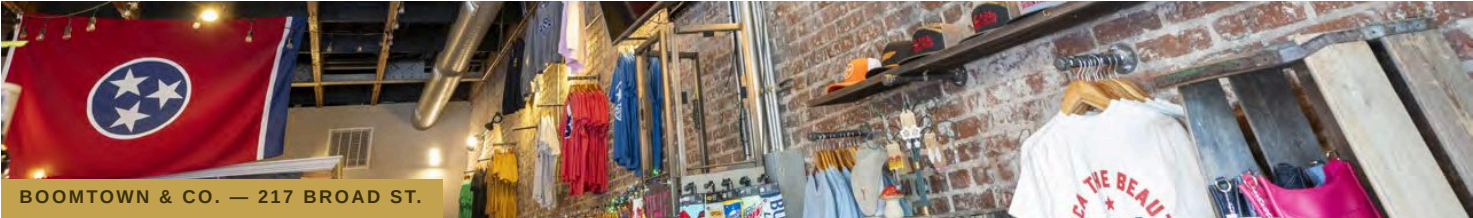
Over 1,200 residential permits issued in the last five years have added approximately 2,500 new residential units downtown and nearby — a growing built-in customer base for street-level retail and services on Broad Street.

ZONING: B-2 — CENTRAL BUSINESS DISTRICT (CBD)

The property sits within the heart of Downtown Kingsport's B-2 Central Business District, one of the city's most flexible commercial zoning districts. B-2 is intended to encourage a vibrant, pedestrian-oriented downtown by allowing a broad mix of commercial, office, retail, restaurant, entertainment, residential, and mixed-use development. The district supports higher-density urban development while preserving the character of Downtown Kingsport — existing infrastructure, walkability, public parking, and nearby civic amenities make the location well suited for **long-term investment**.

PERMITTED & COMMONLY SUPPORTED USES

- Retail storefronts
 - Professional and medical offices
 - Restaurants and coffee shops
 - Personal service businesses
- Creative office and coworking space
 - Entertainment venues
 - Multifamily / upper-floor residential conversions



Parking

1,800+ Public Spaces | 364-Space Garage | 3 Min. Walk

PUBLIC SPACES	NEAREST GARAGE	WALK TIME
1,800+	364 Spaces	3 Min. · ~100 Yd

1,800+ public parking spaces in Downtown Kingsport. Nearby 364 - Space Parking Garage, 3 Min. Walk (~100 Yards Away).



\$294M Capital Improvement Plan 2025–2029

Infrastructure & Beautification | City Scapes / “Rebuild”

Kingsport, Tennessee, is currently undergoing significant infrastructure and beautification efforts aimed at revitalizing its downtown and enhancing public spaces. These projects, often referred to as city scapes or “rebuild” initiatives, focus on modernizing infrastructure while improving aesthetics and quality of life.



MAIN STREET REBUILD

1 Main Street Rebuild Project

Scope: Revitalizing the downtown area from Market Street to Sullivan Street. **Status:** Ongoing for roughly two years (pictured above). Replace aging infrastructure, stabilize the road base, enhance the aesthetic appeal of the downtown corridor. Key improvements include new water, sewer, and stormwater lines, utilities moved underground, stamped brick crosswalks, landscaping, and bulb-outs.

2 Downtown Public Art & Aesthetic Enhancements

Vinyl Wraps: In June 2024, new vinyl wraps were installed on utility boxes featuring local history (funded by a Tennessee Arts Commission grant).

Downtown Master Plan: Comprehensive plan developed by TSW Design to guide the creation of a vibrant downtown for future generations.

3 Other Major City Upgrades

Riverwalk Park Expansion: \$7.8 million grant from the BlueCross BlueShield of Tennessee Foundation to add new amenities along the 11-mile Greenbelt. **Bays Mountain Park:** Renovations to update the nature center, expand the gift shop, and restore the observation tower. **Street**

Resurfacing: \$2.5 million project covering streets including Moreland Drive and Fall Creek Road (expected completion in 2025). **Scott Adams**

Memorial Skatepark: New, improved skatepark planned for Brickyard Park.

4 City Visioning & Future Development

“Only Kingsport” Campaign: Continues to promote the city as the “City of Originals,” highlighting unique attractions such as the hand-carved carousel and outdoor adventures. **Residential Growth:** Over 1,200 residential permits issued in the last five years, resulting in approximately 2,500 new residential units. **Industrial & Commercial Growth:** Includes redevelopment of the Dobyns-Taylor Warehouse and expansion of the IMAX theater at Fort Henry Mall.

For the most up-to-date information, visit the City of Kingsport's official engineering project page or the dedicated Main Street Rebuild Project website.



DOWNTOWN PUBLIC ART

Visiting Kingsport

Dining | Outdoors | Regional Attractions

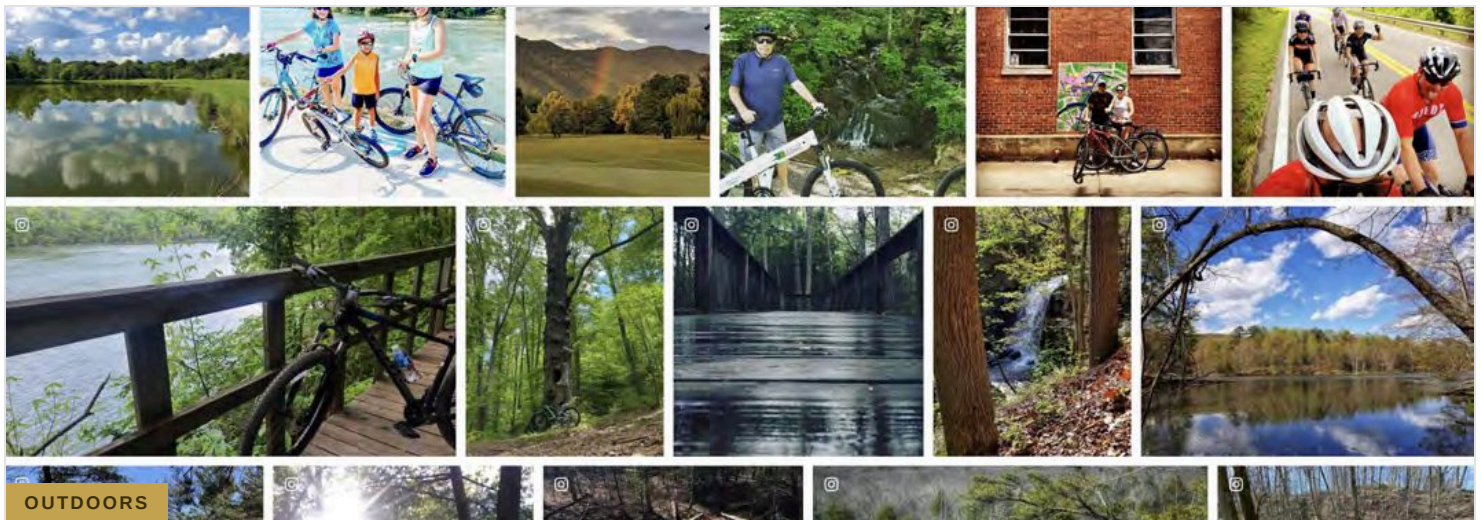
DOLLYWOOD	SMOKY MOUNTAINS	TROUT FISHING
1 Hr 34 Min	90 Miles	5 Minutes

Dollywood (Pigeon Forge) — roughly 1 hour 34 minutes by car. Smoky Mountains National Park — North Entrance 90 Miles. 5 Minutes to Trout Fishing.

EXPLORE KINGSPORT, TN DINING AT [HTTPS://VISITKINGSPORT.COM/EAT-DRINK/](https://visitkingsport.com/eat-drink/)



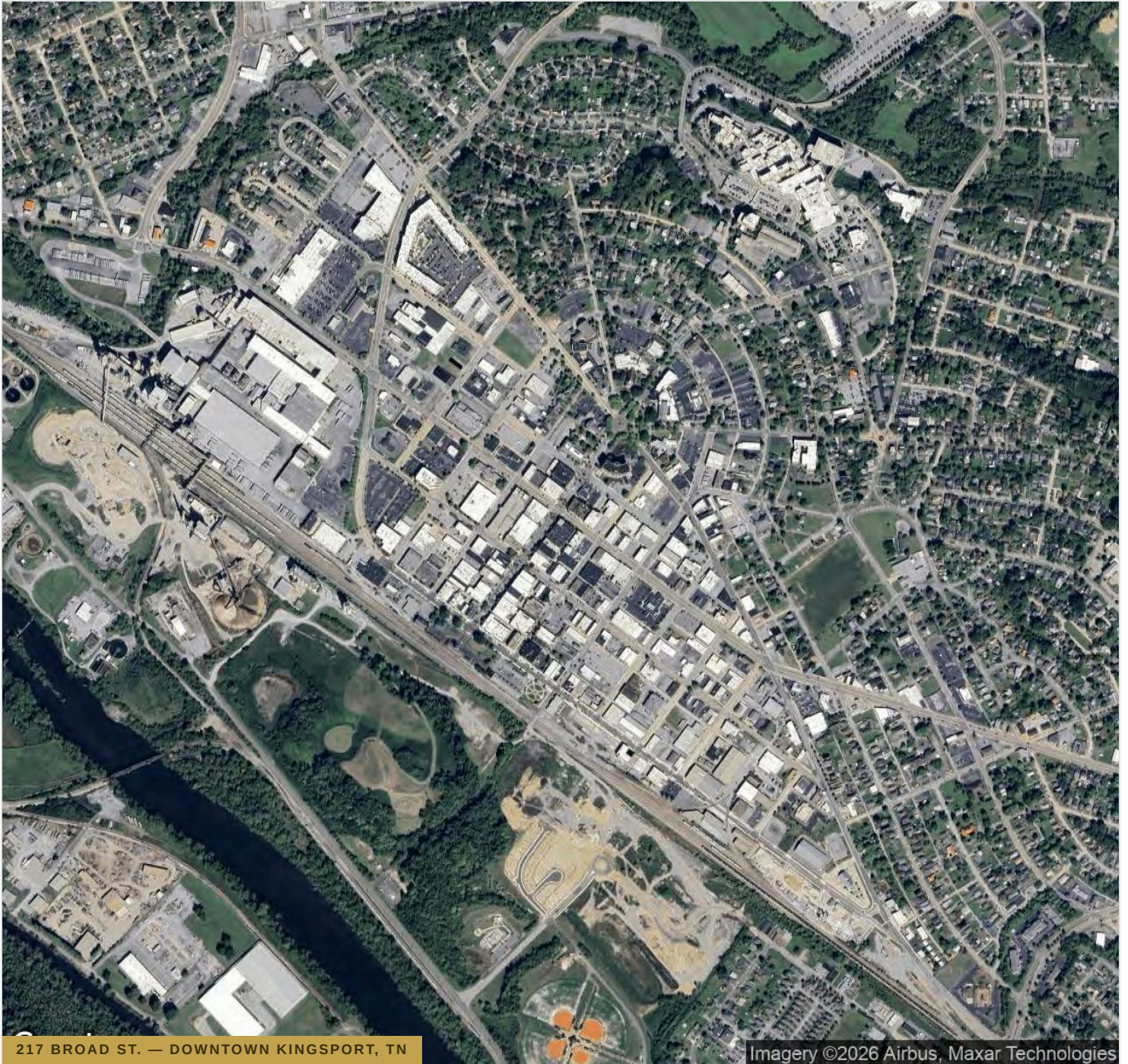
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Aerial Map

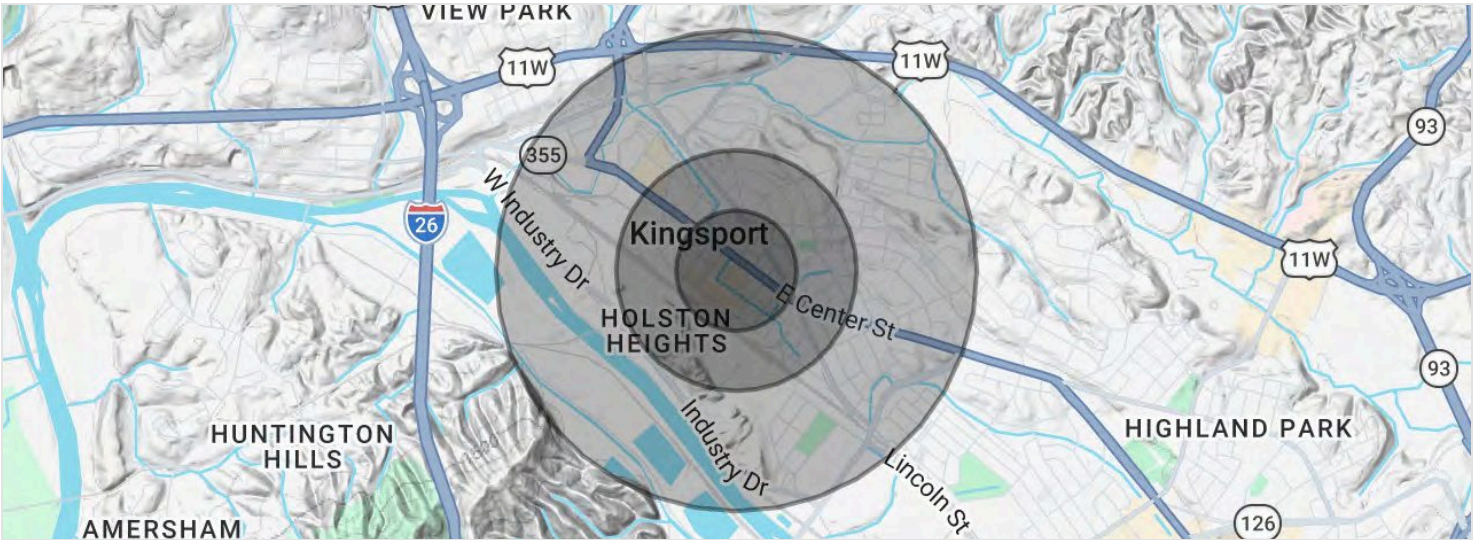
Downtown Kingsport, Tennessee



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Demographics Map & Report

5, 10 & 20 Mile Radii | 2023 ACS



POPULATION	5 MILES	10 MILES	20 MILES
Total Population	68,168	115,655	287,747
Average Age	43.2	44.9	44.3
Average Age (Male)	42.3	43.9	42.9
Average Age (Female)	44.7	46.2	45.6

HOUSEHOLDS & INCOME	5 MILES	10 MILES	20 MILES
Total Households	29,874	49,948	121,107
# of Persons per HH	2.3	2.3	2.4
Average HH Income	\$75,345	\$81,794	\$77,733
Average House Value	\$205,833	\$244,585	\$248,060

2023 American Community Survey (ACS)

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