

OFFERING MEMORANDUM | 782 NW RUTLAND ROAD, MOUNT JULIET, TN

FOR SALE /± 21.2 ACRES RESIDENTIAL DEVELOPMENT LAND

Prime Acreage in One of Middle Tennessee's Fastest-Growing Cities • Potential Density Upside



PORTFOLIO OVERVIEW

782 NW Rutland Road offers ±21.2 acres of developable residential land in the heart of Mount Juliet – one of Middle Tennessee’s most sought-after, supply-constrained suburban markets. Just off N. Mt. Juliet Road (SR 171), the site sits minutes from Providence Marketplace, the I-40 interchange, and the WeGo Star commuter rail station, within an established residential corridor. Zoned R-1, it offers a clean single-family path today, with density upside available through annexation and rezoning via the City of Mount Juliet.

PROPERTY SUMMARY

AVAILABLE	782 NW Rutland Road, Mount Juliet, TN 37122
ASSET TYPE	Residential Development Land
TOTALE ACREAGE	± 21.2 Acres
ZONING	R-1 (Single-Family Residential)
DENSITY UPSIDE	Annexation + rezoning potential for higher-density residential (subject to municipal approval)
ASKING PRICE	Contact Broker

INVESTMENT HIGHLIGHTS

One of Tennessee’s Fastest-Growing Cities
Established, High-Value Residential Corridor
Single-Family Path with Potential Density Upside
Top-Rated Wilson County Schools
Proximity to I-40 Access to Downtown Nashville



INVESTMENT HIGHLIGHTS

HIGH-VALUE RESIDENTIAL CORRIDOR – NW Rutland Road is an established, low-density residential street where recent sales range from the high-\$600,000s to north of \$2 million. New construction and acreage estates define the surrounding fabric, giving a developer immediate price comps and proven rooftop demand for a finished single-family detached product.

SINGLE-FAMILY PATH WITH DENSITY UPSIDE – The ±21.2-acre site supports a conventional R-1 single-family development as-is. For a buyer willing to pursue entitlement, the property's location within Mount Juliet's growth path creates a path to annex into the city and seek a higher-density residential designation, materially increasing yield per acre. (ALL DENSITY ASSUMPTIONS SUBJECT TO CITY OF MOUNT JULIET REVIEW AND APPROVAL)

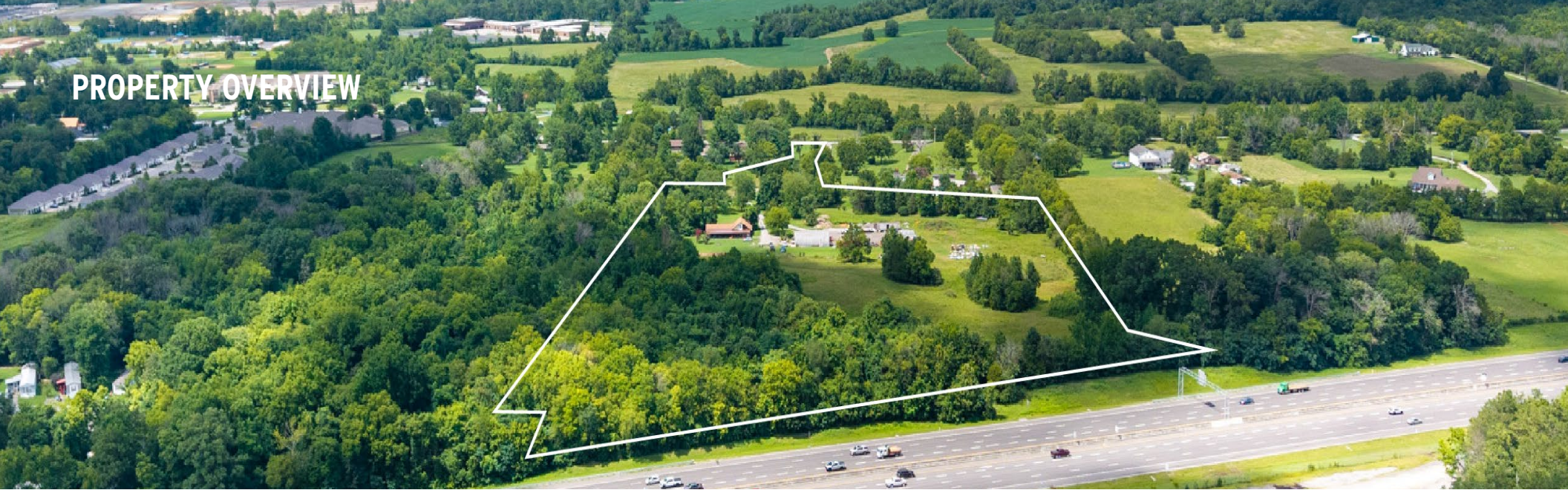
LOCATION, LOCATION – The site sits just off the signalized N. Mt. Juliet Road / NW Rutland Road intersection – the same corridor anchored by Providence Marketplace, the region's dominant retail and dining hub.

FAST-GROWING SUBMARKET – Mount Juliet has grown roughly 12% since the 2020 Census, surpassing 40,000 residents in the 2024 Special Census, and Wilson County added nearly 4,700 residents from 2024 to 2025 – third in the state for numeric growth. Wilson County also ranks as Tennessee's second-wealthiest county, with a Mount Juliet median household income above \$107,000.

REGIONAL CONNECTIVITY – Proximity to Interstate 40 places downtown Nashville roughly 17 miles / a ~25-minute drive west, with Nashville International Airport roughly 12 miles. The WeGo Star commuter rail and a build-out of greenways and sidewalks add to the corridor's commuter appeal.



PROPERTY OVERVIEW



DETAILS

LOCATION	782 NW Rutland Road, Mount Juliet, TN 37122
ACREAGE	±21.2 Acres
ZONING	R-1 (Single-Family Residential)
FUTURE USE/ UPSIDE USE	Higher-density residential via annexation + rezoning (Subject to Approvals)
PARCEL ID	077 059.02
FRONTAGE	206 ft
TOPOGRAPHY	Gently Rolling

DEVELOPMENT SCENARIOS

By-Right (As Zoned)

- Single-family detached residential
- Estate/large-lot product consistent with the corridor

Upside with Entitlement *Subject to City of Mount Juliet Approval*

- Higher-density single-family detached
- Planned residential/mixed-density community

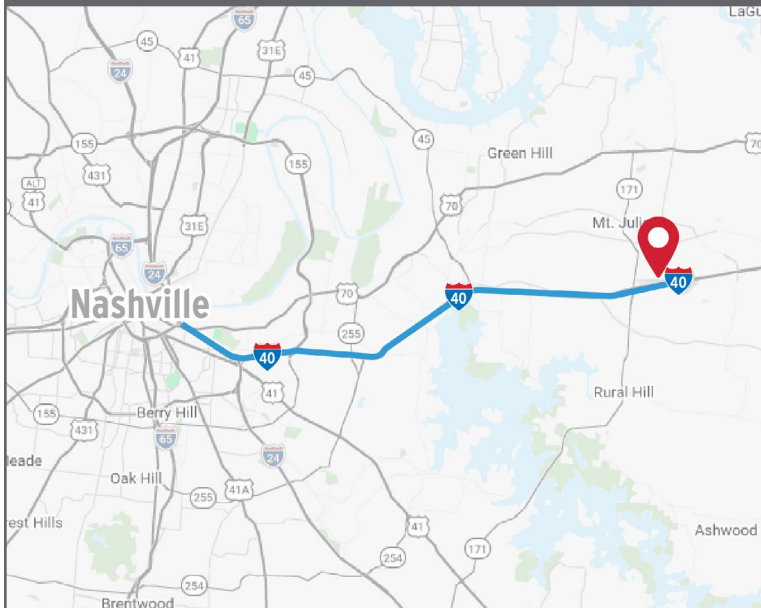
Upside with Entitlement + Assemblage *Subject to Neighbors Selling and City of Mount Juliet Approval*

- Larger project with more units
- Opportunity to create a mixed-use development



LOCATION OVERVIEW

NW Rutland Road sits within Mount Juliet, one of Tennessee's fastest-growing residential communities, in western Wilson County. The subject site is approximately 20 miles east of downtown Nashville via I-40, placing it within a commuting range for the region's largest employment base while retaining a lower-density, suburban residential character.

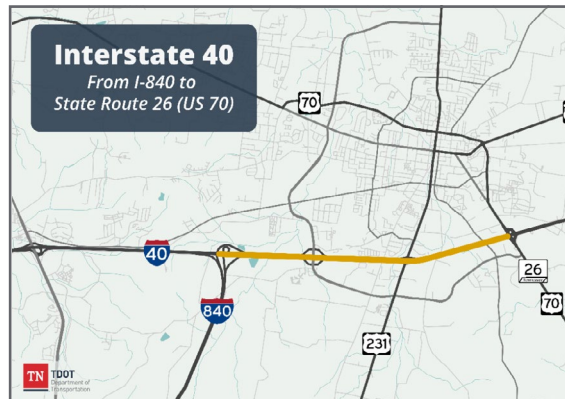


REGIONAL CONNECTIVITY

The site benefits from direct access to I-40 (multiple interchanges serving Mount Juliet), with Nashville International Airport (BNA) approximately 13-15 miles away – roughly a 15-20-minute drive. Mount Juliet is also served by the WeGo Star commuter rail line, with direct service to downtown Nashville's Riverfront Station.

ONE OF TENNESSEE'S FASTEST-GROWING SUBURBS

Mount Juliet grew from 39,289 residents at the 2020 Census to roughly 44,000-46,000 today, a gain of 12-17% in under five years. The city is consistently ranked among Tennessee's top fastest-growing municipalities, with Wilson County adding thousands of new residents annually - driving sustained rooftop demand for single-family products.



INFRASTRUCTURE INVESTMENT

TDOT's 10-year plan includes more than \$317 million in transportation projects for Wilson County, including a new \$93.5M I-40/Central Pike interchange and the ongoing widening of I-40 from four to six lanes – improvements aimed squarely at keeping pace with residential growth and commuter demand.

TOP-RATED WILSON COUNTY SCHOOLS

Wilson County Schools carry an average testing rank of 10/10, placing the district in the top 5-10% statewide, with math and reading proficiency well above the Tennessee average. Notably, Rutland Elementary – situated directly on the same road as the subject site – is recognized as one of the top-performing elementary schools in the state.



MOUNT JULIET/WILSON COUNTY MARKET

Mount Juliet/Wilson County is one of the fastest-growing submarkets in Middle Tennessee, located just 17 miles east of downtown Nashville via I-40. Mount Juliet is the largest city in Wilson County, and the county itself ranks among Tennessee’s fastest-growing in the state, adding thousands of new residents annually. The area continues to attract new residents, employers, and national retailers drawn to its strong demographics, top-rated Wilson County Schools, and business-friendly environment. With sustained population growth, rising household incomes, and robust demand for single-family housing across the county, Mount Juliet/Wilson County stands out as a high-trajectory residential submarket within the Nashville MSA.

POPULATION

44,066

Population

15,171

Households

39.3

Median Age



EMPLOYMENT

3.5%

Unemployment Rate

83% White Collar

16% Blue Collar

11.24% Services



INCOME

\$54,482

Per Capita Income

\$107,068

Median Household Income

\$460,100

Median Home Value

EDUCATION

96.7%

High School Graduate

49.5% Bachelor's/Grad/Prof Degree

29% Some College/Associate's Degree

3.3% No High School Diploma





NASHVILLE MARKET

The subject property sits within the Nashville MSA – one of the Southeast's most dynamic and consistently expanding markets, driven by a combination of population growth, business-friendly policy, and deep corporate investment.

MARKET SCALE

The Nashville MSA ranks as the 35th largest in the nation with a 2025 population of 2.2 million, reflecting 1.5% growth since 2010. That sustained expansion has driven consistent demand for commercial, retail, and mixed-use development throughout the corridor – and the growth trajectory shows no signs of slowing. Robertson County, positioned along one of the MSA's primary northern arteries, sits directly in the path of that expansion.

LABOR MARKET

At 2.9% unemployment – one of the tightest rates in the country – the Nashville MSA offers access to a deep, active workforce that continues to attract employers across industries. With 50,000+ open positions across the market, the region's labor demand underscores the pace of business growth and the ongoing need for commercial infrastructure to support it.

CORPORATE INVESTMENT

Tennessee consistently ranks among the top states for corporate relocations and expansions, attracting major employers across logistics, manufacturing, healthcare, and professional services. Fortune 500 operations already established in the MSA include Amazon, FedEx, Bridgestone, Nissan North America, and General Mills – a reflection of the region's infrastructure, workforce, and business climate advantages.

REAL ESTATE MARKET FUNDAMENTALS

Nashville ranks No. 6 nationally in the ULI/ PwC Emerging Trends in Real Estate 2026 report and consistently attracts strong investor interest¹ across asset classes. Q1 2025 sales volume reached approximately \$1.3 billion – the strongest quarter in over a year² – supported by above-average income growth, low vacancy, and an economy diversified across healthcare, logistics, professional services, and manufacturing.





FOR MORE INFORMATION, CONTACT

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SOUTHEAST VENTURE

This offering Memorandum contains select information to the business and affairs of the subject property located on 782 NW Rutland Road in Mount Juliet, TN. It has been prepared by Southeast Venture, LLC. The Offering Memorandum may not be all-inclusive or contain all of the information a prospective buyer may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of review by a prospective purchaser of the Property.

SOURCES

1. ULI/PwC. Emerging Trends in Real Estate 2026. Urban Land Institute and PricewaterhouseCoopers, 2025.
2. Partners Real Estate. Nashville Commercial Real Estate Market Outlook: Strong Fundamentals with a Forward Lens. February 2026. <https://partnersrealestate.com/research/nashville-cre-outlook/>