

PRIME LAND ASSEMBLAGE

3308 & 3312 Charlotte Avenue

Nashville, Tennessee 37209

West Nashville · Sylvan Heights · Charlotte Corridor

.83 AC

Total Acres

250 FT

Road Frontage

CS ZONE

Build by Right

5 MIN

to Downtown

Boutique Hotel · Brownstones · Mixed-Use Condos · STR Eligible

Adaptive Use Residential · Build by Right in CS Zone

Leslie Hysen · Coldwell Banker Commercial Legacy Group

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RENDERING — MIXED-USE CONCEPT / ILLUSTRATIVE ONLY · Leslie Li Designs · Buyer/Agent to verify all information · No construction plans included

PROPERTY OVERVIEW

3308 & 3312 Charlotte Ave · Nashville, TN 37209 · Two-Parcel Assemblage



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PARCEL 1 — 3308 CHARLOTTE AVE

Lot Size	0.16 Acres / 6,970 SF
Current Use	Commercial Lot — Vacant
Frontage	~65 FT on Charlotte Ave
Zoning	CS Commercial Services
Overlay	Adaptive Use Residential Permissible

PARCEL 2 — 3312 CHARLOTTE AVE

Lot Size	0.67 Acres / 29,185 SF
Current Use	Mini-Warehouse / Storage (6,512 SF)
Frontage	~185 FT on Charlotte Ave
Zoning	CS Commercial Services
Overlay	Adaptive Use Residential Permissible

COMBINED ASSEMBLAGE

Total Area	0.83 Acres / 36,155 SF
Road Frontage	~250 FT on Charlotte Ave
Zoning	CS (Commercial Services / CS-2)
Adaptive Residential	Permissible — Metro Code §17.16.030.E
STR Eligibility	CS zone — Not Owner-Occupied STR (PC)
Build By Right	Yes — No rezoning required in CS

WHY THIS ASSEMBLAGE?

- 250 FT of Charlotte Ave frontage — commanding arterial presence
- Two-parcel scale unlocks boutique hotel, brownstones, or mixed-use
- CS zone — Nashville's most flexible commercial district
- Adaptive residential + STR eligible = maximum revenue flexibility
- Adjacent to L&L Marketplace, Tunney Hayden Mansion, Chartwell project
- West Nashville's fastest-appreciating corridor — 3x citywide average

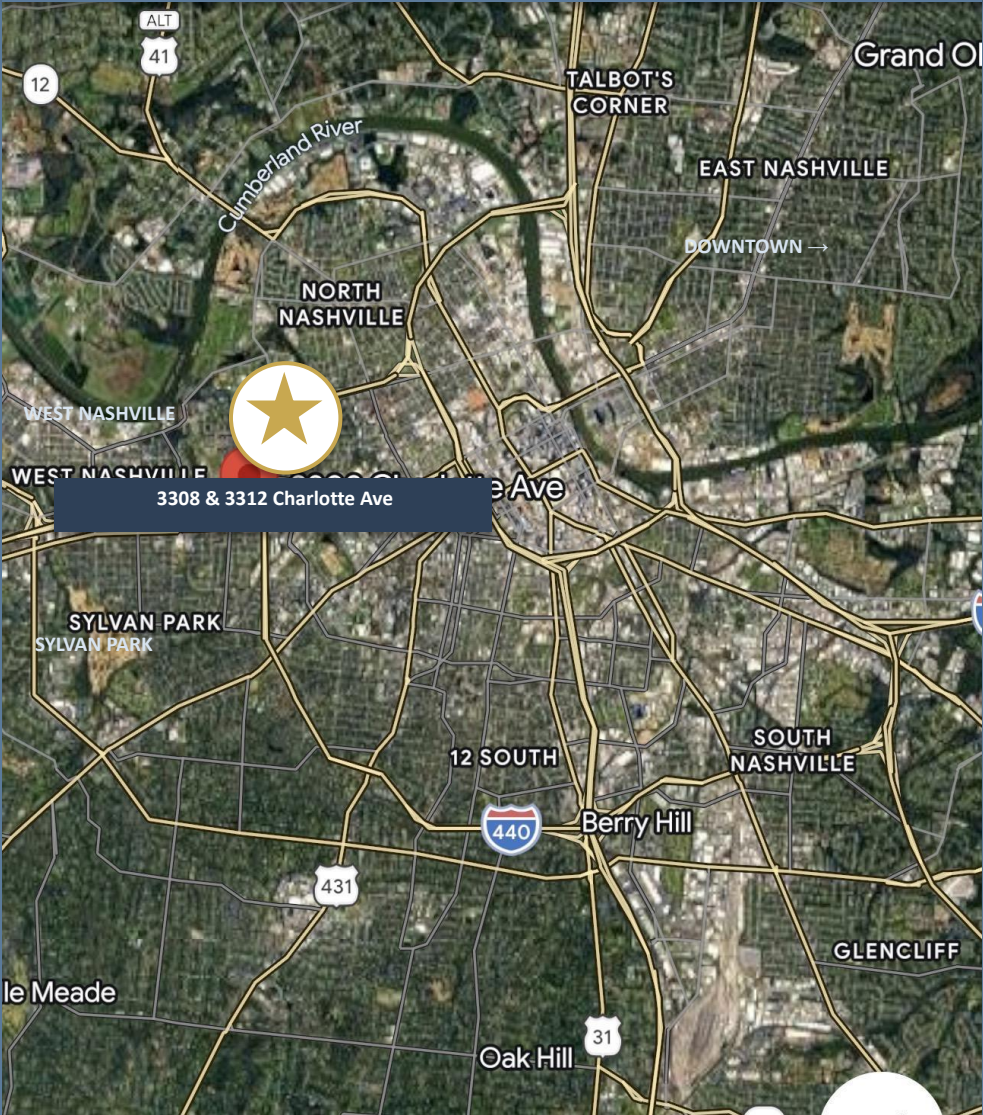
LOCATION & MAP

3308 & 3312 Charlotte Ave · West Nashville · Sylvan Heights · 37209



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DISTANCES & PROXIMITY

L&L Marketplace	0.1 mi walk
Downtown Nashville	1.9 mi / ~5 min
Hayden Mansion (Tunney)	0.3 mi — Charlotte Ave
Chartwell Dev. (future)	0.4 mi
Sylvan Park	0.5 mi
The Nations	0.6 mi
I-40 On-Ramp	0.7 mi
I-440 On-Ramp	0.9 mi
Centennial Park	2.3 mi
Vanderbilt University	2.5 mi
Midtown Nashville	2.5 mi
Nashville Intl Airport	9.0 mi

74

Walk Score — Verv Walkable

20K+

Vehicles/Dav Charlotte Ave

1.9 MI

to Downtown Nashville

3×

Charlotte Ave Appreciation Rate

HIGHEST & BEST USE — 3 DEVELOPMENT OPTIONS

0.83 Acres · 250 FT Charlotte Ave Frontage · CS Zone · Build by Right · Adaptive Residential Permissible



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#1 MIXED-USE APARTMENTS + RETAIL

HIGHEST COMBINED RETURN · Proven West Nashville absorption · 250 FT activates full Charlotte Ave streetscape
4–6 story building: 3,500–8,000 SF ground-floor retail/restaurant + 35–55 market-rate apartments above. Rooftop amenity deck with Nashville skyline views. STR eligible. Adaptive Residential PC per Metro Code §17.16.030.E. West Nashville apartments: \$2,200–\$3,500/mo at 95%+ absorption. Exit cap: 4.5–5.5%. Gross sellout (BTR): \$22M–\$40M.

Units	35–55 market-rate apts
Retail	3,500–8,000 SF NNN
Rent	\$2,200–\$3,500/mo
Exit Cap	4.5–5.5% stabilized

#2 TOWNHOME / CONDO + RETAIL

STRONGEST LONG-TERM VALUE · Zero comparable townhome/condo product on Charlotte Ave · First-mover premium
20–30 luxury brownstone-style condos or townhomes (3–4 stories) with private stoops, rear courtyards, and rooftop terraces with Nashville skyline views. Ground-floor retail on Charlotte Ave frontage. Adaptive Residential PC permissible. STR eligible. \$650K–\$1.1M per door. Gross sellout: \$14M–\$28M+. First-mover advantage — no comparable product on corridor.

Units	20–30 condos/townhomes
Price	\$650K–\$1.1M per door
Retail	Ground floor NNN
Sellout	\$14M–\$28M+

#3 HOTEL + APARTMENT MIX + RETAIL

HIGHEST NOI + DUAL REVENUE · Nashville #1 bachelorette market · Hotel + residential = maximum occupancy hedge
6-story mixed-use tower: 20–30 boutique hotel keys on lower floors + 25–35 residential apartments above + ground-floor retail/restaurant (see Skyline Social concept). Rooftop bar with Nashville skyline views. CS zone permits hotel by right. STR eligible. Dual revenue: hotel NOI \$600K–\$1.2M + residential \$900K–\$1.8M. Total stabilized income: \$1.5M–\$3.0M/yr.

Hotel Keys	20–30 boutique keys
Apartments	25–35 residential
Retail	Ground floor activated
Combined NOI	\$1.5M–\$3.0M/yr

CONCEPT 1 — MIXED-USE APARTMENTS + RETAIL

35–55 Apartments · Ground-Floor Retail · Rooftop Bar · STR Eligible · CS Zone



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UNIT MIX

UNIT TYPE	SIZE	COUNT	RENT
1-BED / 1-BATH	650–800 SF	12–18 units	\$2,200–\$2,800/mo · BTR or STR eligible
2-BED / 2-BATH	900–1,150 SF	15–22 units	\$2,900–\$3,500/mo · Highest demand tier
3-BED / 2.5-BATH	1,200–1,500 SF	6–10 units	\$3,600–\$4,500/mo · Top floor, skyline views

AMENITIES

- Rooftop bar + lounge — Nashville skyline views
- Resort pool · Fitness center · Co-working lounge
- 2-level parking · EV charging stations

GROUND-FLOOR RETAIL

- 3,500–8,000 SF · Restaurant · Boutique retail
- \$35–\$50/SF NNN · Charlotte Ave proven market
- STR eligible · Hybrid investor revenue model

CONCEPT 2 — TOWNHOME / CONDO + RETAIL

20–30 Luxury Brownstone Condos / Townhomes · \$650K–\$1.1M Per Door · Ground Retail · Rooftop Terraces · STR Eligible



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RENDERING — NASHVILLE BROWNSTONES WITH RETAIL BASE · ILLUSTRATIVE CONCEPT ONLY · Leslie Li Designs

PROGRAM SUMMARY

Stories:	3–4 story brownstone-style condos / townhomes
Units:	20–30 luxury residences with private stoops
Retail:	Ground-floor Charlotte Ave retail / restaurant

FINANCIAL SNAPSHOT

Gross Sellout:	\$14M–\$28M+ at sellout
STR Eligible:	CS zone — hybrid investor model
Rooftop:	Terraces + Nashville skyline views

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CONCEPT 3 — HOTEL + APARTMENT MIX + RETAIL

20–30 Hotel Keys · 25–35 Residential Apartments · Ground Retail · Rooftop Bar · STR Eligible · \$1.5M–\$3.0M Combined NOI



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PROGRAM SUMMARY

Stories:	6-story mixed-use tower (Skyline Social concept)
Hotel:	20–30 boutique hotel keys — lower floors
Apartments:	25–35 residential units — upper floors
Retail:	Ground floor: AI Consulting, Velvet Lounge, Cantina Caliente, Peak Performance

FINANCIAL SNAPSHOT

Hotel NOI:	\$600K–\$1.2M/yr @ \$185–\$275 ADR
Residential NOI:	\$900K–\$1.8M/yr — \$2,200–\$3,500/mo
Combined NOI:	\$1.5M–\$3.0M/yr stabilized
CS Zoning:	Hotel by right + STR eligible

20–30 HOTEL KEYS
Boutique Hotel

25–35 APTS
Residential Above

\$1.5M–\$3.0M
Combined NOI/Yr

STR ELIGIBLE
CS Zone Hybrid

ROOFTOP BAR
Skyline Social

6 STORIES
Nashville Skyline Views

MARKET DEMOGRAPHICS & ANALYTICS

Nashville Metro · Davidson County · West Nashville 37209 · Charlotte Corridor



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1.35M+

Nashville Metro
Pop. 2025

1.28%

Annual Pop.
Growth

\$86,144

Avg. Income
West Nashville

\$649K

Median Home
Price 37209

15M+

Annual Nashville
Visitors

3×

Charlotte Ave
Appreciation Rate

NASHVILLE MARKET SNAPSHOT

- Davidson County — TN's #1 fastest-growing county 2024 & 2025
- Metro pop. projected to reach 1.48M by 2035 (Macrotrends)
- Charlotte Ave: 3x citywide average appreciation rate
- 37209 median home price: \$649,000 (Realtor.com 2025)
- West Nashville avg. individual income: \$86,144
- 41,071 residents — W. Nashville / Sylvan Park / Nations area
- Nashville #1 bachelorette destination — 15M+ annual visitors
- No state income tax — attracts high earners nationally
- Titans stadium + East Bank redevelopment = sustained momentum
- Chartwell 249-unit grocery-anchored project planned nearby

ZIP 37209 TRADE AREA PROFILE

Population (37209)	~31,500
Avg. Household Income	\$85,000+
Median Home Value	\$649,000 (Realtor.com 2025)
YoY Appreciation	+8.2% (2024)
College-Educated	54%
Owner-Occupied	42%
Walk Score — Charlotte Ave	74 / Very Walkable
Bike Score	68 / Bikeable
New Condo Pipeline Nearby	46-unit Hayden Mansion (Tunney)
Chartwell Dev. Planned	249-unit grocery-anchored, Nations

Sources: US Census Bureau, Macrotrends, Realtor.com, Nashville Chamber, Walk Score. Data approximate — verify independently.

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NEIGHBORHOOD HIGHLIGHTS

Charlotte Ave · Sylvan Heights · The Nations · Sylvan Park — Nashville's Live-Work-Play Corridor



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DINING & BARS

-  **Common Ground Bar & Eatery**
4001 Charlotte Ave · All-day café + bar
-  **Bare Bones Butcher**
51st Ave Nations · Artisan butcher + eatery
-  **Harding House Brewing**
51st Ave Nations · Craft brewery
-  **Fountain of Juice**
51st Ave Nations · Health café
-  **Streetcar Taps & Garden**
4916 Charlotte · Gastropub, beer garden
-  **The Beer Pale**
4109 Charlotte · Craft beer + kitchen
-  **Park Café**
Murphy Rd · Beloved Sylvan Park café
-  **Wendell Smith's**
5211 Alabama · Nashville institution 1952
-  **Frothy Monkey**
Charlotte + Nations · Coffee + food

SHOPPING & LIFESTYLE

-  **L&L Marketplace**
3820 Charlotte · 0.1 mi · Artisan market
-  **Cool Stuff Weird Things**
4900 Charlotte · Eclectic retail destination
-  **Richland Creek Shopping**
Charlotte Ave · Neighborhood retail hub
-  **Urban Juicer**
4018 Charlotte · Healthy juice + snacks
-  **McCabe Park Golf Course**
46th Ave N · 9-hole park + greenspace
-  **Centennial Park**
2.3 mi · Nashville's iconic landmark
-  **Charlotte Ave Boutiques**
Independent retail along entire corridor
-  **The Nations Art + Murals**
Walkable community art throughout
-  **Trader Joe's**
Charlotte Ave · Full grocery

ENTERTAINMENT

-  **Ryman / Broadway / Bridgestone**
2.0 mi · Nashville music + sports
-  **OrangeTheory / CrossFit**
Charlotte + Nations · Fitness studios
-  **Sylvan Park Greenway**
Walking & biking trails, dog-friendly
-  **Belmont & Vanderbilt Univs**
2.5 mi · 120K+ metro students
-  **Belcourt Theatre**
3.0 mi · Independent cinema
-  **Tennessee Performing Arts**
2.5 mi · Premier venue
-  **Historic Tours / Parthenon**
Charlotte Ave · Nashville heritage
-  **The Ridge**
54th Ave · Neighborhood bar + dining
-  **Nashville Predators**
2.2 mi · Bridgestone Arena

ZONING & PERMITTED USES

CS Commercial Services Zone · Adaptive Residential Permissible · Build by Right · No Rezoning Required



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WHAT IS CS ZONING?

The Commercial Services (CS) district is Metro Nashville's most flexible commercial zone — designed for high-intensity mixed commercial use along arterial corridors like Charlotte Ave. 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.

STR + ADAPTIVE RESIDENTIAL

CS-zoned properties qualify for Not Owner-Occupied STR permits (PC basis). Adaptive residential use permissible with conditions on arterials per Metro Code §17.16.030.E. Verify with Metro Codes & Planning.

Mixed-Use Condos

#1 Best Use — 35–55 units + ground retail, build by right

Boutique Hotel

#2 Best Use — CS permits hotel by right, STR eligible

Luxury Brownstones

#3 Best Use — Adaptive Residential PC, STR eligible

Townhome Community

For-sale attached homes — high West Nashville demand

Public Storage

Recession-resistant; existing storage infra on 3312

Restaurant / Lounge

Charlotte Ave proven F&B — 250 FT prime frontage

Retail Strip / Pad

20K+ VPD Charlotte Ave arterial traffic

Short Term Rental

STR-eligible CS zone — Nashville top STR market

Fitness / Wellness

Medical spa, boutique gym, co-working — high demand

Brewery / Bar

Proven Nations corridor — Harding House nearby

Drive-Thru / QSR

250 FT frontage + traffic count supports QSR concept

Creative / Arts

L&L Marketplace model — creative adaptive use

Buyer/Agent to verify all pertinent information with Metro Nashville Planning & Codes. All uses subject to applicable conditions.

For More Info, Reach Out to Leslie!

3308 & 3312 Charlotte Ave · Nashville, TN 37209 · CS Zone · 0.83 Acres · 250 FT Frontage



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Commercial Broker · Land Specialist

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CONTACT LESLIE

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NEXT STEPS

1. Schedule a call with Leslie
2. Review DD documents
3. Review with your team
4. Schedule a property showing
5. Prepare & submit LOI

PROPERTY SUMMARY

Addresses	3308 & 3312 Charlotte Ave, Nashville TN 37209	Parcel Sizes	0.67 AC (3312) + 0.16 AC (3308) = 0.83 AC Total
Frontage	250 FT on Charlotte Ave — High-Traffic Arterial	Zoning	CS (Commercial Services) — Build by Right
Adaptive Use	Residential Permissible — Metro Code §17.16.030.E	STR Status	CS Zone — Not Owner-Occupied STR Eligible (PC)
Top 3 Uses	Mixed-Use Condos · Boutique Hotel · Luxury Brownstones	Disclaimer	Buyer/Agent verify all info. No construction plans. Illustrative only.

Buyer/Agent to verify all pertinent information. No construction plans included. All scenarios and financial projections are illustrative estimates only.