



For Sale or Lease

Manufacturing Facility • Event Space

104 Monterey Street • Cowan, TN 37318



SVN | Second Story is pleased to present to the market for sale or lease a ±60,000 SF multi-purpose industrial facility with unique event or tenant space on the second floor. Located at 104 Monterey Street in Cowan, Tennessee, the property sits adjacent to the CSX and Norfolk Southern rail lines with immediate access to US Route 41A and just 12 miles west of Interstate 24—offering exceptional connectivity for logistics and distribution.

The facility spans two floors and offers three distinct ±20,000 SF spaces. The first floor comprises two adjoining ±20,000 SF areas, ideally suited for manufacturing, warehousing, or distribution operations. The second floor features original heavy hardwood flooring, high ceilings, and abundant natural light, making it a distinctive venue for special events or potential tenant use.

This offering presents a rare opportunity for an owner-user seeking both operational efficiency and income-generating potential. Zoned for Heavy Manufacturing, the site is positioned to accommodate a wide range of industrial uses, and the region's recognition—having been a finalist for Nokian Tyres' U.S. site selection—underscores Cowan's industrial viability.

Surrounded by natural beauty and a supportive small-town community, this versatile property blends historic character with modern functionality—making it an ideal platform for long-term business growth in Southern Middle Tennessee.

The Offering

Sale Price	\$1,550,000 \$25.83 PSF
Lease Rates	1 st Floor: \$4.50 PSF NNN 2 nd Floor: \$5.50 PSF NNN

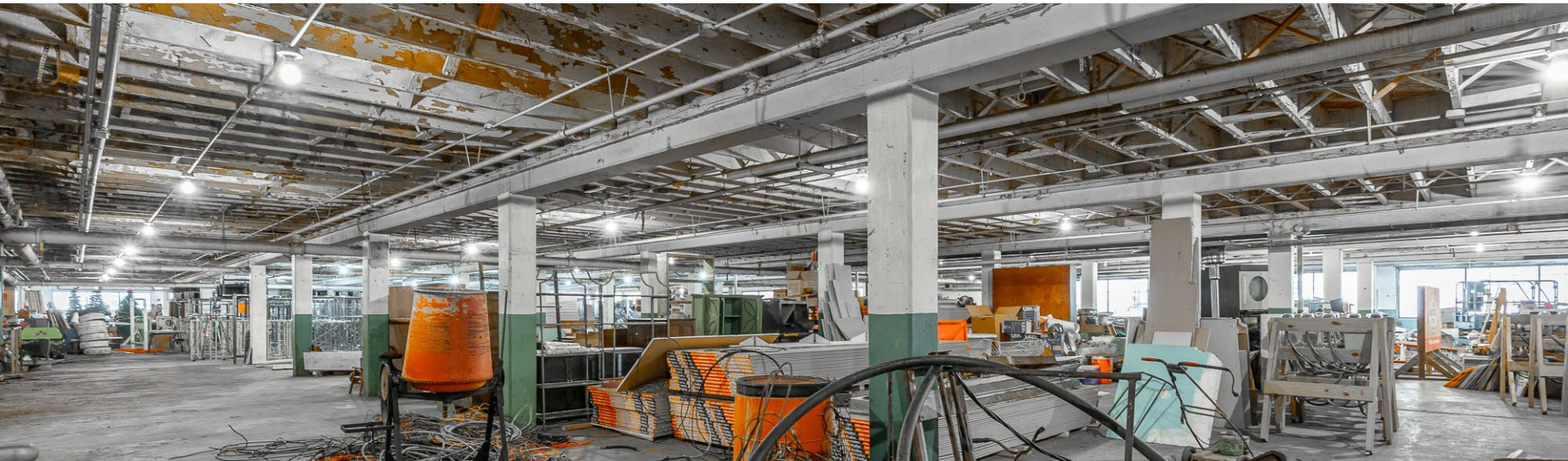
Property Summary

Address	104 Monterey Street Cowan, TN 37318
Market Area	Southern Middle Tennessee Franklin County
Property Description	2-Story, Multi-Purpose Industrial Facility
Rentable Building Area	±60,000
Occupancy	Vacant
Year Built	1930s
Ceiling Heights	Ranging from 8.5' to 16'
Loading	4 Exterior Dock Doors



Offering Highlights

- **For Sale or Lease** | Versatile ±60,000 SF industrial facility available immediately for manufacturing, warehousing, distribution, or mixed-use operations | Three distinct ±20,000 SF spaces spanning two floors, each offering functional layouts and flexibility for owner-users or tenants
- **Strategic Location** | Located in Cowan, TN with direct access to US Route 41A and just 12 miles from Interstate 24 | Adjacent to CSX and Norfolk Southern rail lines for optimal logistics and freight efficiency | Centrally positioned for regional and interstate distribution
- **Industrial Appeal** | Zoned for Heavy Manufacturing | Cowan was a finalist in Nokian Tyres' site selection process, highlighting the region's industrial viability | Perfect for companies seeking a strategic expansion site or primary operational base
- **Quality Construction** | Built in the 1930s with robust concrete, steel, and heavy timber framing | Durable, high-capacity infrastructure well-suited for heavy industrial applications and long-term use
- **Rail Access** | Direct adjacency to existing rail infrastructure with potential to add a dedicated rail spur | Additional rail spur located just ¾ mile from the property, further supporting logistical flexibility
- **High-Speed Connectivity Infrastructure** | Fiber optic lines run parallel to both sides of the adjacent rail tracks, enabling access to ultra-high-speed internet | Ideal for tech-driven operations such as call centers, data hubs, or other bandwidth-intensive uses
- **Income-Generating Potential** | 2nd floor event space with original hardwood floors, high ceilings, and abundant natural light | Ideal for private events, exhibitions, or leased venue use—adding a revenue stream for owner-users



1st Floor | Two ±20,000 SF Industrial Spaces



2nd Floor | ±20,000 SF Event or Tenant Space



Income-Generating Potential

- **Event Venue** | Character-rich space featuring original hardwood floors, high ceilings, and abundant natural light
- **Flexible Use Options** | Ideal for private events, exhibitions, or as a leased venue for added revenue

Tenant Use

- **High-Speed Connectivity Infrastructure** | Fiber optic lines run parallel to both sides of the adjacent rail tracks, enabling access to ultra-high-speed internet
- **Tech-Ready Environment** | Ideal for call centers, data hubs, or other bandwidth-intensive operations

Adjacent to CSX, Norfolk Southern Rail Lines | Rail Spur Access



Property Specifications

Property Description	2-Story, Multi-Purpose Industrial Facility
Year Built	1930s
Rentable Building Area	±60,000
Occupancy	Vacant

Site Description

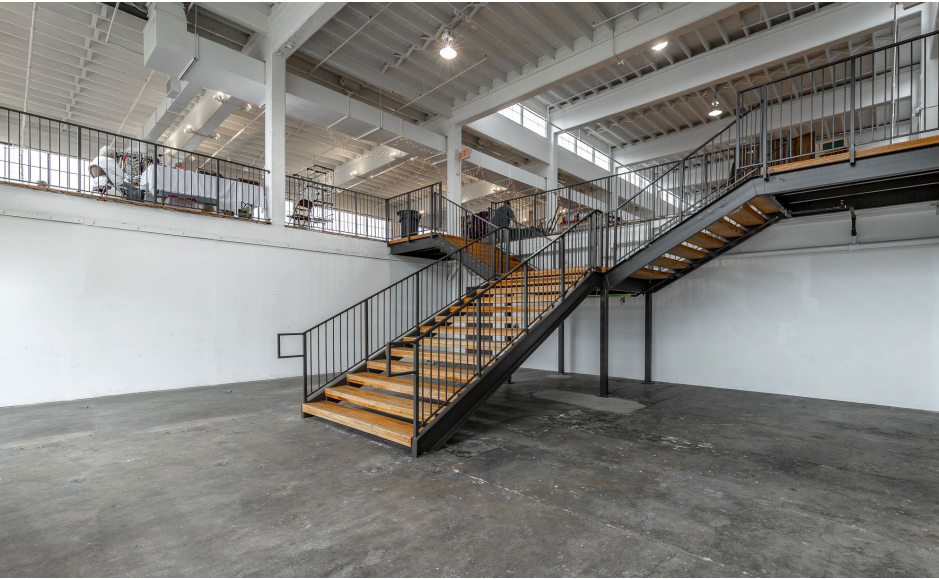
Land Area	±1.68 Acres
Zoning	Heavy Manufacturing
Parcel Number	077M A 01900

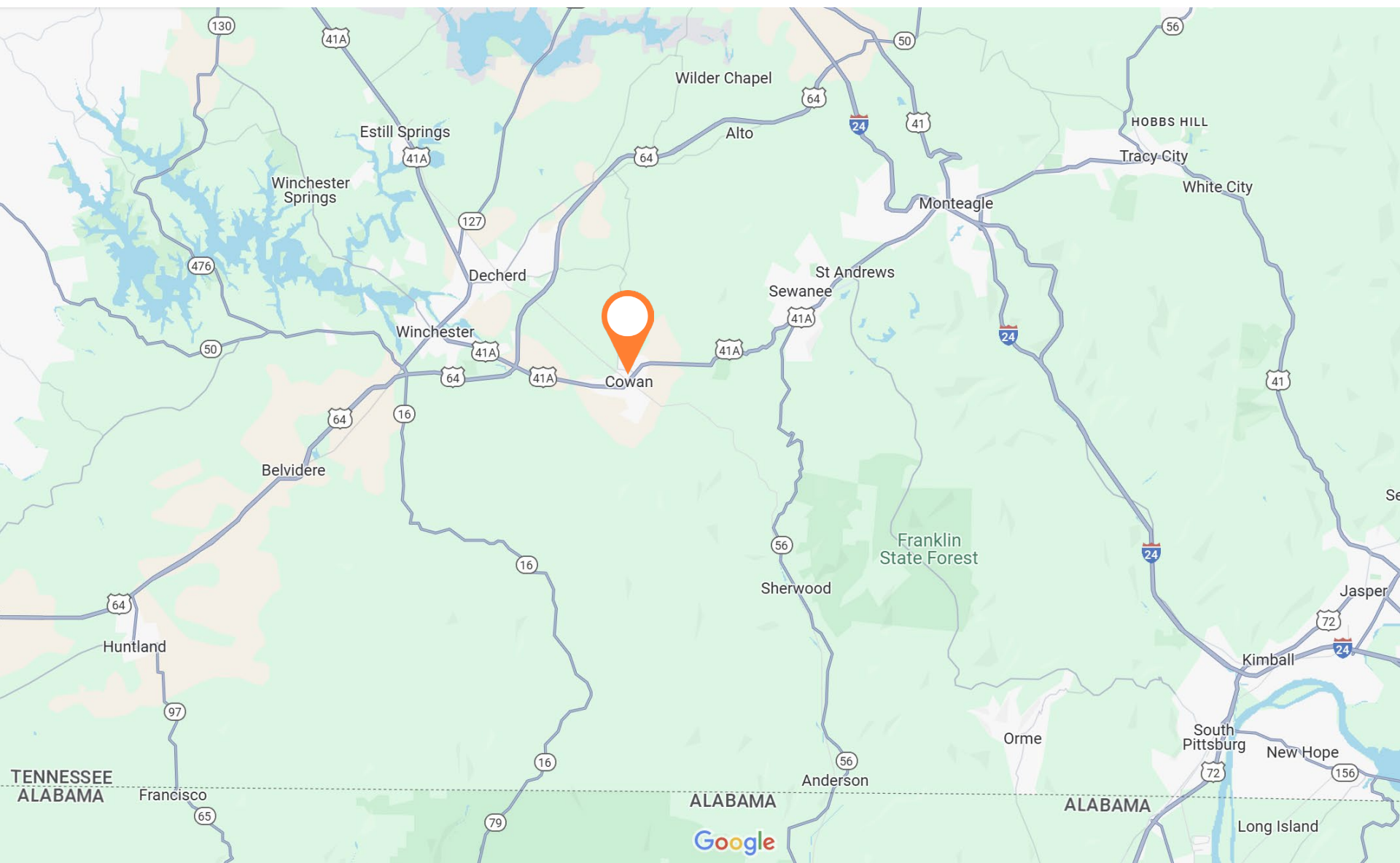
Building Construction & Utilities

Number of Floors	2 Stories
Ceiling Height: 1 st Floor	8.5' throughout 12' in some areas
Ceiling Height: 2 nd Floor	8.5' sides 16' center
Loading Docks	4 Exterior Dock Doors
Construction & Foundation	Concrete, steel, and heavy timber framing
Flooring: 1 st Floor	Durable high load capacity concrete
Flooring: 2 nd Floor	Original heavy hardwood flooring
3-Phase Power Supply	Supports heavy machinery & manufacturing
Power Source	Duck River Electric (TVA)
Water & Sewer	City of Cowan
Natural Gas	Elk River Utilities









Market Insights | Cowan, Tennessee | Thriving Community

Local housing
market stability

64.5%

Owner-occupied units

Competitive
real estate costs

\$270k

Median home value
significantly below
national average

Area Highlights

- **Strategic Location** | At the base of the Cumberland Plateau with direct access via U.S. Route 41A and CSX rail line
- **Affordable Living** | Low cost of living paired with small-town Southern hospitality and a strong sense of community
- **Rich Railroad Heritage** | Historic hub for the Nashville-Chattanooga rail line; key site for pusher engines climbing the Plateau
- **Proximity to Key Areas** | Close to Winchester, Tims Ford Lake, and Sewanee; part of the Tullahoma Micropolitan Area
- **Cultural Charm** | Home to artisan galleries, local eateries, boutique shops, and popular annual events like the Fall Heritage Festival
- **Outdoor Recreation** | Surrounded by scenic valleys, waterfalls (Machine, Busby, Adams), and trails—ideal for hiking, biking, and exploring nature

Demographics

within 40-minute drive of
Monterey Station



POPULATION

DRIVE TIME OF 40 MINUTES

2029 Projection	110,241
2024 Total	107,108
2020 Total	103,140
Daytime Population	112,823
Median Age	42.3

INCOME

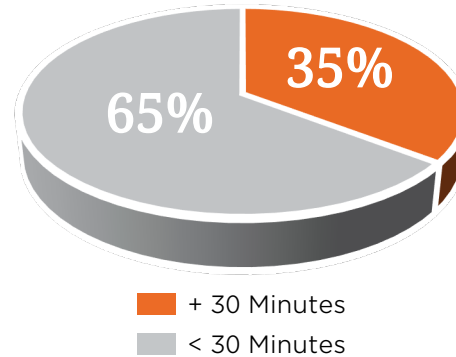
Average HH Income	\$80,959
Median HH Income	\$60,378
Per Capita	\$32,359

HOUSEHOLDS

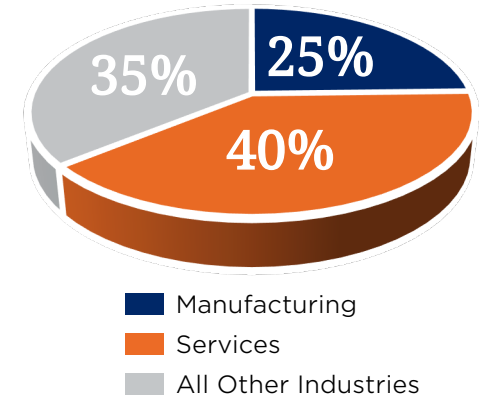
2029 Projection	44,119
2024 Total	42,557
2020 Total	40,732
Persons Per HH	2.45
Average House Value	\$319,151

Demographics data derived from Esri

Commuter Drive Time



Labor Force by Industry



46%

of Daytime Population
is Commuting Workers



41,622

Total
Employees



3,591

Total
Businesses

Sales Comparables



120 Vintage Drive
Huntsville, AL 35811

Sales Date	1/29/2025
Sale Price	\$7,750,000
Building Size	197,069 SF
Price PSF	\$39.33
% Leased	100%
Year Built	1996



63 East Park Drive
Fayetteville, TN 37334

Sales Date	12/5/2024
Sale Price	\$6,000,000
Building Size	85,223 SF
Price PSF	\$70.40
% Leased	100%
Year Built	2018



1220 Retail Drive
Huntsville, AL 35816

Sales Date	11/20/2024
Sale Price	\$2,425,000
Building Size	82,559 SF
Price PSF	\$29.37
% Leased	0%
Year Built	1976



740 Brents Road
Lewisburg, TN 37091

Sales Date	5/24/2024
Sale Price	\$2,210,000
Building Size	62,371 SF
Price PSF	\$35.43
% Leased	100%
Year Built	1957



3101 Kendall Drive
Florence, AL 35630

Sales Date	5/16/2024
Sale Price	\$1,820,000
Building Size	48,536 SF
Price PSF	\$37.50
% Leased	100%
Year Built	N/A



121 Alsonia Street
Estill Springs, TN 37330

Sales Date	11/17/2023
Sale Price	\$4,054,000
Building Size	56,526 SF
Price PSF	\$71.72
% Leased	100%
Year Built	1978/1985



150 County Road 296
Sweetwater, TN 37874

Sales Date	9/5/2023
Sale Price	\$3,574,213
Building Size	55,000 SF
Price PSF	\$64.99
% Leased	100%
Year Built	2004



4000 Memorial Parkway SW
Huntsville, AL 3582

Sales Date	8/2/2023
Sale Price	\$7,425,000
Building Size	175,000 SF
Price PSF	\$42.43
% Leased	0%
Year Built	1963

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EXCLUSIVELY LISTED BY:

Cage Gary

Advisor | Retail & Industrial Brokerage

770.335.2672

cage.gary@svn.com

