3Q Office Vacancy is 7.9% / Class A vacancy is 3.2%
Total Downtown Commercial Inventory: 8.5 million SF

Recently Completed:
- 1201 Demonbreun: 285,000 SF (90% leased)
- 222: 362,000 SF (70% leased)
- Bridgestone: 514,000 SF (100% leased)
- Gulch Crossing: 205,000 SF (95% leased)

Under Construction:
- Capitol View: 300,000 SF (22% leased) / 1Q 2019
- Capitol View (loft office): 40,000 SF / 4Q 2018
- Lifeway HQ: 250,000 SF (100% leased) / 4Q 2017
- BWSC, Mathews, Colliers: 125,000 SF (69% leased) / December 2017

Planned:
- 501 Commerce: 385,000 SF / 4Q 2019
- KVB Roundabout: 475,000 SF
- Rolling Mill Hill: Xxxxxx SF / 3Q 2020
- Southwest Value Partners Site: Xxxxxx SF

• **Fifth Third Center** hit the market on September 12. It has approximately 490,000 SF and is 90% leased. It is currently owned by Dallas-based Lincoln Property Co. who paid $89 million for it in mid-2014.

• **Stoltz Real Estate Partners** has a contract on the 4th & Church building. The building is 90% occupied. ServiceSource rents nearly half of the 265,000 SF building Stoltz has also purchased The Stahlman building and Lofts at 160 in the last 10 months.

• Nashville-based **Eakin Partners** announced in early September that financing was in place for its mixed-use project planned for Rolling Mill Hill, and could undertake the project initially with no tenants. MDHA and Eakin Partners are slated to close on the property on Oct. 31. The developer has increased the floor size from five to nine, with a combined 280,000 SF of office/retail. Construction will begin April 2018 and be completed July 2020.

• **Industrious**, a co-working operation from Chicago, is leasing the 19th floor of the Bank of America Plaza. This is its second location in downtown. Its first is located at Gulch Crossing, and leases 30,000 SF (260 seats) and is 100% full.

• **Houzz Inc.** announced in late August its plans to double the number of its Nashville employees to more than 400 people over the next 12 months. It now leases three floors in the UBS Tower, occupying 56,000 SF.
• There are 13 hotels with owner/developers actively planning - representing over 4,000 additional rooms.

• Southwest Value Partners received a demolition permit in late September related to their 591-room Hyatt Regency hotel that will be located on the northwest corner of the intersection of Broadway and 10th Avenue. A January groundbreaking and a spring 2020 completion are planned.

• Knoxville-based Safe Harbor Development is now targeting December for a full-scale start on its 12-story Margaritaville Hotel project. The 12-story hotel is fully financed, will offer 215 rooms.

• The Holston House hotel, formerly the James Robertson Apartments, is expected to open in December. New Orleans-based owner HRI Properties say that the 191-room hotel will offer a lobby lounge and rooftop bar as well as meeting and event space.

• Boyle Investments sold a Capitol View parcel to Chartwell Hospitality in late August on which the company will develop a 10-story 168-room Hampton Inn & Suites. Construction is expected to begin late this year with an opening in the summer of 2019. It will be located at the southeast corner of the intersection of 11th Avenue and Lifeway Plaza.

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### Downtown currently has 5,548 hotel rooms

<table>
<thead>
<tr>
<th>Under Construction</th>
<th># of Rooms</th>
<th>Delivery</th>
</tr>
</thead>
<tbody>
<tr>
<td>Noelle-Tribute Portfolio by Starwood</td>
<td>224</td>
<td>2017</td>
</tr>
<tr>
<td>The Holsten House - Hyatt's Unbound Collection</td>
<td>191</td>
<td>2017</td>
</tr>
<tr>
<td>The Bobby</td>
<td>135</td>
<td>2018</td>
</tr>
<tr>
<td>Cambria Hotel &amp; Suites</td>
<td>255</td>
<td>2018</td>
</tr>
<tr>
<td>Dream Hotel</td>
<td>169</td>
<td>2018</td>
</tr>
<tr>
<td>Drury Hotel</td>
<td>390</td>
<td>2018</td>
</tr>
<tr>
<td>The Fairlane</td>
<td>72</td>
<td>2018</td>
</tr>
<tr>
<td>JW Marriott</td>
<td>533</td>
<td>2018</td>
</tr>
<tr>
<td>Moxy Hotel</td>
<td>161</td>
<td>2018</td>
</tr>
<tr>
<td>Tri-branded Marriott</td>
<td>468</td>
<td>2018</td>
</tr>
<tr>
<td>Hampton Inn Expansion</td>
<td>50</td>
<td>2018</td>
</tr>
<tr>
<td>Holiday Inn &amp; Suites</td>
<td>228</td>
<td>2019</td>
</tr>
<tr>
<td>Tru by Hilton/Home2Suites</td>
<td>233</td>
<td>2019</td>
</tr>
</tbody>
</table>

**Total # of Rooms: 3,109**
Giarratana LLC announced in mid-September that 193 units on the top floors of 505 will be luxury condos and that 126 units of the 45-story skyscraper will be available for short-term leisure and corporate stays via Spokane, Washington-based short-term rental hospitality entity Stay Alfred. With the Stay Alfred partnership and the conversion of the top floors to condos, 505 has only 180 apartments to lease. Move-ins for the tower begin Nov 1.

A permit for demolition was issued in late September to Austin-based developer Endeavor Real Estate Group to prep for its mixed-use building to feature apartments and a Whole Foods grocery at the intersection of 12th & Broadway. Financing is secured. The tower will be 26-stories, and offer 313 apartments and 66,000 SF of office space.
2017 NEW RETAIL

• The Diner
• Headquarters Beercade Nashville
• Tânsu
• Famous Saloon
• Little Octopus
• City Tap House
• Mellow Mushroom
• Sea Salt
• The Library
• Fannie Mae’s
• Arzelle’s Bridal Chic
• Ruckle & Rye
• FGL House
• Gray & Dudley
• Scout’s Barbershop
• Rudy’s Jazz Room
• Casa de Montecristo
• Night Train Pizza
• The Patsy Cline Museum
• Nashville Boot Co.
• Starbucks
• Oak Steakhouse
• Pancho & Lefty’s Cantina
• Clycle Bar
• Fond Object Records
• Lulu
• Southern Vintage Market
• Blush Boutique
• The Bubblery
• Salon J
• From Nashville with Love
• Jus Dawgs
• Mary Hong Gallery
• 417 BBQ

NEW RETAILERS

• Blush Boutique has opened inside the L&C Parking Garage at 144 5th Avenue N. The store is approximately 740 sf and it is the second downtown location for this women’s apparel operator.

• FGL House is a new 22,000 sf restaurant, bar and entertainment venue. This is a concept by country duo Florida Georgia Line and will offer live music daily, southern comfort food with a “California flair” and local craft beers and cocktails.

• The Mockingbird opened at 1221A 12th Ave. N. This is another concept by celebrity chef, Maneet Chauhan, which is described as a “globally inspired modern diner”. Dishes pull inspiration from different cultures including Korean, Mexican and French.

• Rudy’s Jazz Room, Scout’s Barbershop, Night Train Pizza and Casa De Montecristo have all opened at 600 9th Avenue South.

• CycleBar opened on the ground floor of The James Apartments in the Gulch. The 3,000 sf studio is described as “a concert on a bike”.

COMING SOON

• The Noelle Hotel, located at 200 Fourth Avenue N, will feature several exciting new retail concepts: Drug Store Coffee, a street level coffee shop; Keep Shop, a 1,200 sf retail store operated by local designer Libby Callaway; Little Prints, an art gallery curated by local artist Bryce McCloud of Isle of Printing and Makeready Libations & Liberation restaurant. The hotel and the retail offerings will be open in November.

• A. Marshall Family Foods will open Deacon’s New South restaurant on the ground floor of the L&C Tower, scheduled to open mid-October. The restaurant will have an upscale vibe and with an outdoor patio that encircles the second-floor tower. “The vibe will be intriguing, modern, and appealing to millennials and baby boomers alike,” says Andy Marshall.

• Tom Morales plans to open Woolworth on 5th, a restaurant and live music venue at 221 5th Ave N, formally a Dollar General. The restaurant will pay homage to Nashville’s civil rights history and targets a late 2017 opening. “It’s where Nashville goes to get its funk,” says Morales.

So far in 2017:
38 restaurants, 18 shopping options & 8 nightlife options have opened or announced

DOWNTOWN NASHVILLE HAS:

247 Dining Options
105 Shopping Options
98 Nightlife Options

Retail Vacancy Rate: 2.32%
Total Retail Downtown SF: 2,959,138