

Barton Village Self-Storage Site | Lebanon, Tennessee

+/- 2.7 Acres · SP Zoning Approved · Climate-Controlled Self-Storage

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Executive Summary

Ken Beal is offering an exclusive opportunity to acquire a +/- 2.7-acre, SP-approved self-storage site within Barton Village, a master-planned community in Lebanon, Tennessee. The subject property received SP zoning approval on March 17, 2026 for a climate-controlled self-storage facility with approximately 35,925 SF ground floor and 3 stories (40 ft. max height), yielding an estimated 107,000+ SF of total rentable area.

Lebanon is ranked the 12th fastest growing city in the United States, with population growth consistently outpacing the Nashville MSA average. The South Hartmann corridor surrounding Barton Village represents one of the most active residential and commercial growth nodes in Middle Tennessee, with over 5,161 residential units planned or under construction and major national retailers — Target, Sam's Club, HCA Medical, and In-N-Out Burger — entering the trade area. The adjacent Del Webb 55+ community provides a purpose-built, built-in storage demand base.

Critically, the Master Developer will deliver the site with entitlement risk fully eliminated, mass grading complete, stub utilities (storm, sewer, water) provided, and internal road infrastructure developed — a package that materially reduces the vertical developer's pre-construction cost and timeline. The targeted closing date is Q3 2027 at the completion of seller improvements.

Key Metrics at a Glance

+/- 2.7 AC Flat Developable Property	~107,000 SF Est. Total Rentable (3 Floors)
~5,161 Residential Units Planned, Existing, Under Construction Rooftops within 3 miles	Minutes from I-40 and I-840 Superior location and proximity
Master Planned Community Barton Village 2,000 planned residences, retail, restaurants	93,116 VPD I-40 Traffic Count
#12 Fastest: Lebanon, TN One of the Fastest Growing Cities in the US	Delivered Entitled & Shovel Ready Developer has rezoned and will deliver mass graded

Property & Offering Overview

Site Details

- Location: Barton Village, Lebanon, TN (Parcel 081 12200 000)
- Acreage: +/- 2.7 acres
- Zoning: SP-approved (March 17, 2026) for climate-controlled self-storage
- Development potential: +/- 36,000 SF ground floor, 3 stories / 40 ft. max height
- Estimated total rentable SF: ~107,000 SF (3 floors)

Seller-Provided Improvements (Included in Purchase)

- Public dedicated right-of-way
- Development of turn lane on Bartons Creek Road (if required)
- Development of main north/south road (Water Oak Road)
- Mass grading of subject property
- Stub services for storm, sewer, and water
- Phase 1 ESA, geotech report, survey, TDEC approvals, provided during feasibility period

Transaction Guidance

- Price: Submit
- Initial Deposit: \$25,000 at effective PSA date
- Additional Deposit: \$275,000 (total \$300,000)
- Deposits (\$300K – non-refundable) released to seller with deed of trust
- Feasibility period: 60 days from effective contract date
- Closing date: Q3 2027 at completion of above improvements
- Title and Escrow: First American Title Company
- Seller Broker: Ken Beal to be paid by Seller per separate agreement
- Buyer's Broker to be paid by Buyer per separate agreement

Market & Demand Analysis

Residential Demand Base — South Hartmann Corridor

The South Hartmann corridor represents one of the highest-density residential growth concentrations in the Nashville MSA. The following communities are planned or under construction within the immediate trade area:

Community	Acres	Units
Barton Village (Suncrest / Del Webb / Richmond American)	381	1,949
Chandler Grove (D.R. Horton)	102	667
LC — Lebanon (Lifestyle Communities)	50	591
Meadowside (Richland Communities)	100	567
Revere at Bartons Run (Gross Residential)	30	420
One Lebanon Place (Lennar Homes)	39	398+
Hawthorne at South Hartmann (Klein Enterprises)	18	264
The Fitzroy (Greystar)	17	240
Hartmann Landing (Brightland Homes)	6.5	65
TOTAL RESIDENTIAL CORRIDOR	744+	5,161+

Strengths / Pros

Why Self Storage Here?

STRENGTHS / PROS	
<ul style="list-style-type: none"> ✓ SP zoning approved March 17, 2026 — entitlement risk fully eliminated 	<ul style="list-style-type: none"> • Del Webb 55+ built-in demand: The adjacent Del Webb active adult community is the single strongest demand generator for self-storage. Retirees downsizing from larger homes consistently over-index on per-unit storage demand — the proximity of Barton Village's 55+ community makes this site purpose-built for the asset class. • National per-capita benchmark: The national average of 5-7 SF of storage per capita, combined with Lebanon's rapid household formation, signals significant unmet demand in the local market. • Lebanon growth trajectory: Ranked the 12th fastest growing U.S. city, Lebanon's population growth consistently outpaces the Nashville MSA average, expanding the per-capita storage demand base. • Traffic counts: I-40 carries 93,116 VPD immediately adjacent, providing unmatched drive-by visibility for a climate-controlled storage brand. • Commercial Hub: The arrival of Target, Sam's Club, HCA Medical, and In-N-Out Burger in the South Hartmann corridor signals a maturing, high-traffic trade area with strong household income.
<ul style="list-style-type: none"> ✓ Del Webb 55+ community adjacent: downsizing cohort = highest per-unit storage demand in residential 	
<ul style="list-style-type: none"> ✓ 5,161+ residential units planned or under construction within the South Hartmann corridor 	
<ul style="list-style-type: none"> ✓ Lebanon ranked #12 fastest growing U.S. city; growth consistently outpaces Nashville MSA average 	
<ul style="list-style-type: none"> ✓ I-40 exposure at 93,116 VPD — strong drive-by visibility for climate-controlled branding 	
<ul style="list-style-type: none"> ✓ Target, Sam's Club, HCA Medical, In-N-Out entering corridor — retail co-tenancy signals strong trade area 	
<ul style="list-style-type: none"> ✓ Suncrest delivers mass grading, stub utilities (storm/sewer/water), turn lane, and Water Oak road — significantly de-risks vertical developer's pre-construction budget 	
<ul style="list-style-type: none"> ✓ Seller provides Phase 1 ESA, geotech, survey, TDEC, and CAD files — reduces DD cost 	
<ul style="list-style-type: none"> ✓ ~35,925 SF ground floor x 3 stories = ~107K est. total rentable SF — excellent density for 2.7 acres 	
<ul style="list-style-type: none"> ✓ S. Hartmann Drive at 15,394 VPD provides adequate primary corridor access 	

Bottom Line

This is a compelling, very well-located self-storage site with best-in-class demand fundamentals. The combination of a pre-approved SP in Lebanon's most sought after master-planned community, 5,000+ surrounding rooftops within a few miles, a 55+ downsizing anchor in Del Webb, and instant I-40 and I-840 access makes Barton Village one of the more purpose-built self-storage sites available in the Nashville MSA. Suncrest's infrastructure package of mass grading, utility stubs, internal road completion, offsite roads, onsite storm and water quality materially reduces pre-development risk and accelerates the timeline to shovel-ready.

Contact

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