

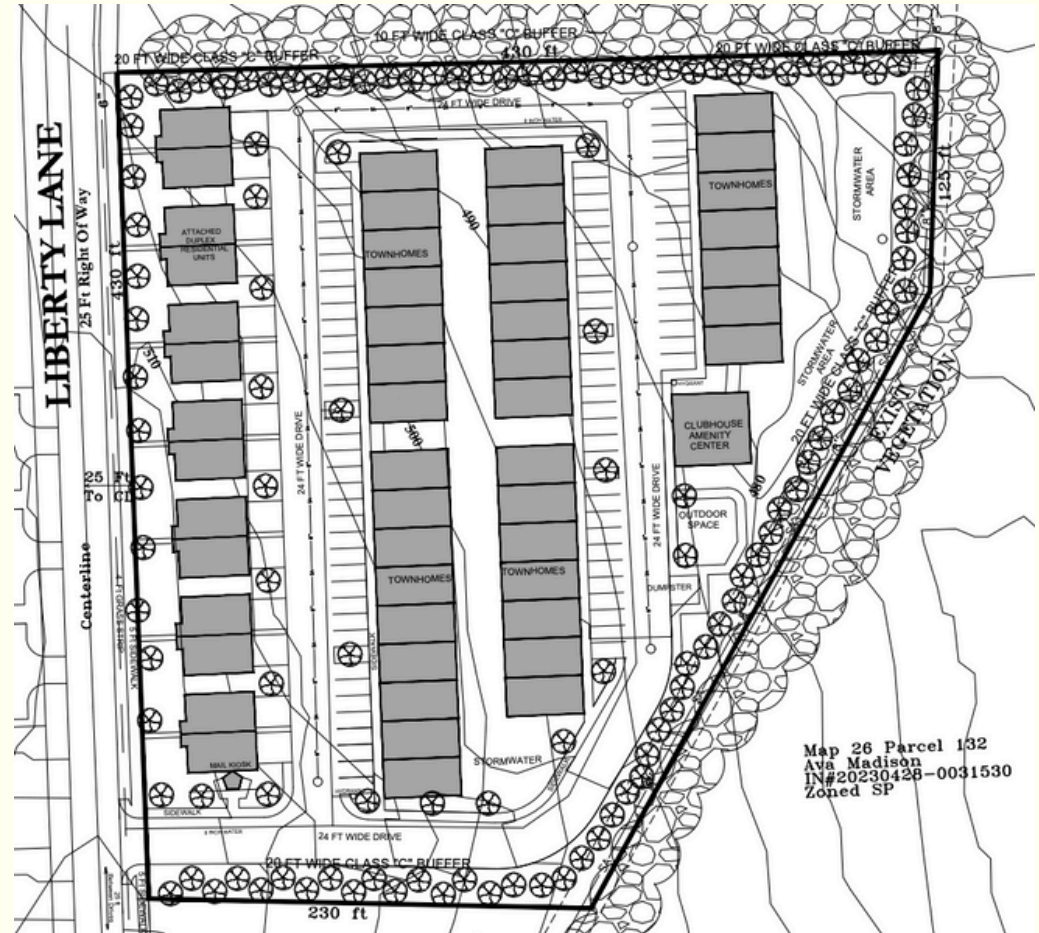


# THE COLLECTIVE RESIDENTIAL LAND FOR DEVELOPMENT

P R E S E N T E D   B Y



**THE CAUBLE GROUP**  
— COMMERCIAL —





# EXECUTIVE SUMMARY

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## PROPERTY SUMMARY

Address:

244 & 252 Liberty Lane

Market:

Madison, TN

Year Built:

1960's (to be demolished)

Property Type:

Residential Development

Property Size:

3.18 Acres



# PROJECT OVERVIEW

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## THE COLLECTIVE

A New Vision for Connected Living in Madison, Tennessee

Entitled Residential Development | 3.2 Acres | 51 Units | Madison, TN

The Collective is a 3.2-acre property zoned SP for 51 residential units in rapidly growing Madison, TN. This site is designed for a mix of townhomes and duplexes with an integrated clubhouse amenity. The Collective's flexible zoning allows for a variety of residential uses, including short-term rentals, offering a unique blend of lifestyle and investment potential for owner-occupants, second-home buyers, and those seeking income-generating properties.

Features:

- Specific Plan approved (BL2025-791, 2023SP-086-001)
- Mixture of townhomes (37) & attached duplexes (7)
- Ideal for build-to-rent, for-sale, or short-term rentals
- Parking: 109 spaces on-site
- Existing public utilities (water, sewer, electric) serve the site
- Easy access to I-65, Gallatin Pike & downtown Nashville



# NASHVILLE MARKET OVERVIEW

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## **STELLAR JOB MARKET**

Nashville's job market remains strong in 2025, with low unemployment (3.7%) and steady job growth across tech, healthcare, and manufacturing. Major investments from Oracle and Amazon are fueling demand, especially in the tech sector, which sees 14,000+ job postings monthly. The city's diversified economy and pro-business climate make it a magnet for talent and development, reinforcing its status as one of the Southeast's most resilient and opportunity-rich metros.

## **TOP RANKED CITY FOR POPULATION GROWTH**

Nashville's population is expected to grow from 1.35 million in 2025 to 1.48 million by 2035, with steady 1.2%–1.3% annual growth. This increase is fueled by a strong job market, rising migration, and major infrastructure investments like the recently approved Rivergate Master Plan, which is expected to revitalize the area with multifamily housing, townhomes for sale, senior housing, retail, restaurant, sports and entertainment facilities, medical office, general office, and hotels.

## **THE COLLECTIVE:**

This approved 51-unit residential development blends thoughtful design with lifestyle flexibility, featuring a mix of townhomes and duplexes ideal for first-time buyers, STR investors, and live/work professionals. Set on 3.2 acres in Madison, TN, the site is positioned to meet the growing demand for attainable, design-forward housing just minutes from downtown Nashville.

At the heart of the community is a purpose-built clubhouse with flexible co-working spaces, indoor and outdoor social areas, and lush landscaping—fostering both productivity and connection. Sidewalks, rain gardens, and preserved stone walls add character and walkability, while the surrounding neighborhood offers proximity to major retail, greenways, and transit routes.

# MARKET OVERVIEW - SHORT TERM RENTALS

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Nashville presents a rare blend of year-round tourism, strong economic fundamentals, and investor-friendly infrastructure—positioning it as one of the nation's most attractive short-term rental markets. Within the city, Madison stands out for its high demand for convenient, well-located rentals. Its proximity to downtown, major transit routes, and everyday amenities makes it especially appealing to visitors and traveling professionals seeking comfort and accessibility during their stay.

- High Tourism Demand
  - Over 14 million visitors annually, fueled by music, sports, and major events. Consistently strong occupancy rates.
- Strong Investment Returns
  - Short-term rentals often outperform long-term leases with higher nightly rates in high-demand areas.
- Diverse Property Inventory
  - Majority of listings are 1–4 bedroom homes, ideal for couples, families, and group travelers.
- The Nashville NOOSTR market is dominated by 1–4 bedroom properties, which make up 91% of listings. This range caters to various traveler groups, from solo visitors to families, enhancing occupancy rates and revenue potential
- Robust Economic Growth
  - Nashville's healthcare, tech, and entertainment sectors drive population growth and rental demand.
- Excellent Accessibility
  - Nashville International Airport and walkable, vibrant neighborhoods attract short-stay travelers.
- Navigable Regulations
  - The city offers a clear permitting process, making compliance manageable for investors.



# NASHVILLE'S DEMAND FOR HOUSING

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## THE RESIDENTIAL DEMAND

The Collective directly supports key pillars of Nashville's Unified Housing Strategy (UHS), released in April 2025, a 10-year plan to expand affordability, access, and equity across the Nashville's housing market.

### 1. Increasing Housing Supply

- This approved 51-unit infill project contributes to the city's target of 90,000 new homes over the next decade. Located in Madison—one of Nashville's fastest-growing submarkets—The Collective adds density without urban sprawl, offering a mix of townhomes and duplexes within established infrastructure.

### 2. Promoting Affordability & First-Time Homeownership

- The unit mix is tailored for middle-income buyers, remote workers, live/work residents, and investors—demographics central to Nashville's push for attainably priced, workforce housing. With modest footprints and shared amenities, this project offers a more accessible path to homeownership compared to larger single-family developments.

### 3. Preserving and Enhancing Neighborhoods

- By integrating sidewalks, landscaped buffers, and the preservation of a historic dry-stack stone wall, The Collective balances new growth with community character. This reflects the UHS commitment to contextual, sustainable development.

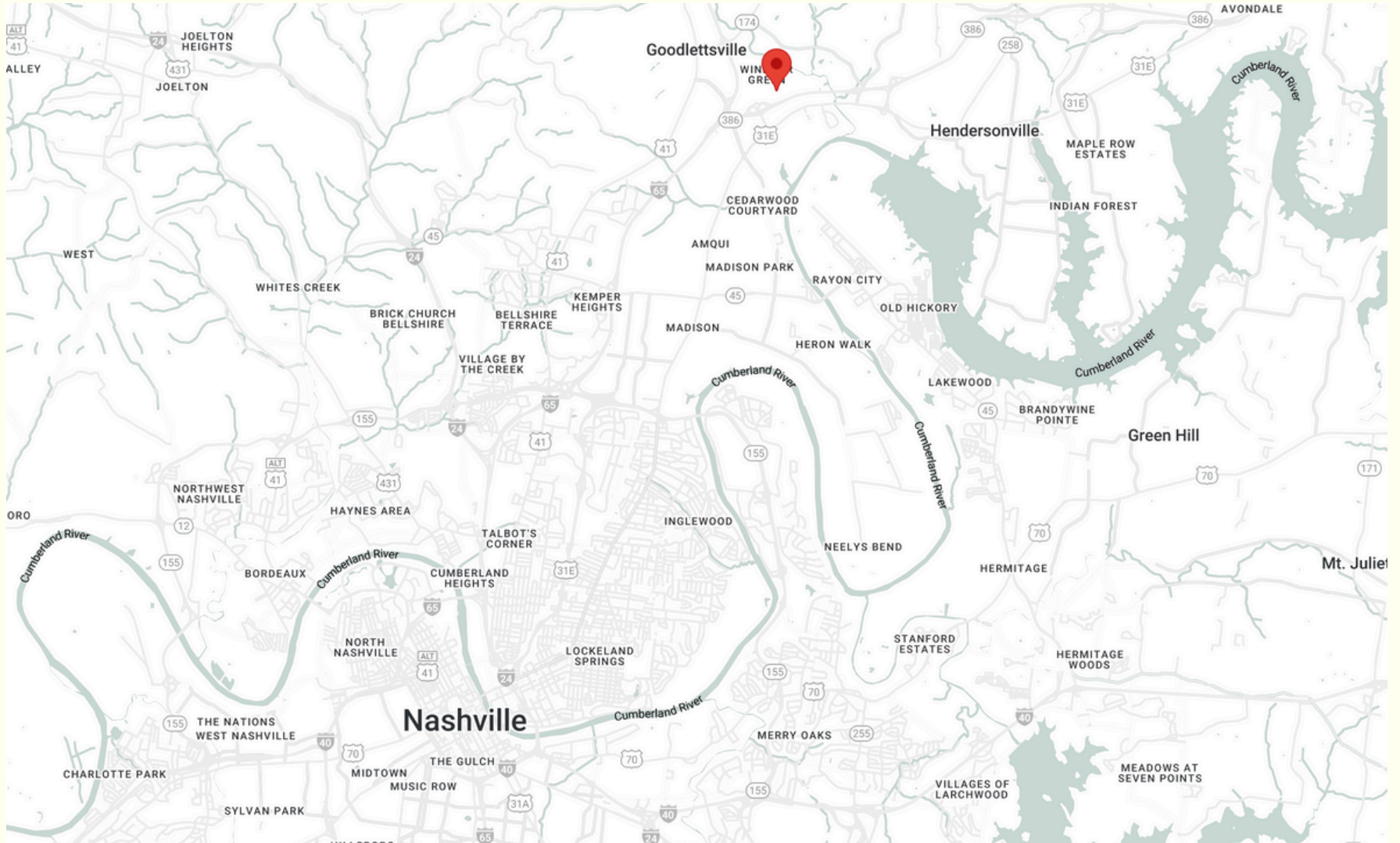
### 4. Supporting Equitable Development

- The plan's co-working clubhouse and STR flexibility open doors for micro-entrepreneurs, freelancers, and multi-generational households, supporting a broader definition of economic opportunity and housing choice.

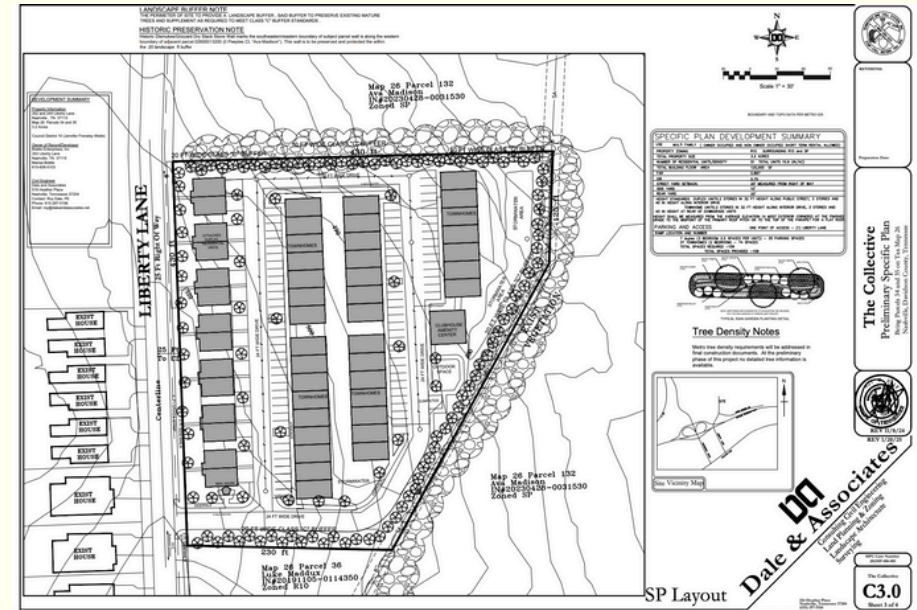
### 5. Enabling Collaboration

- The project offers a ready-made opportunity for collaboration between public agencies, developers, and the broader Madison community to showcase a scalable, policy-aligned housing model.

# LOCATION OVERVIEW





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# DESIGN CONCEPTS

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# CONTACT INFORMATION

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**FOR FURTHER INQUIRIES, PLEASE CONTACT**

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