



10 unit - Luxury Build - 20/22 Lucile St



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20-22 LUCILE ST, NASHVILLE, TN 37207

PRESENTED BY:

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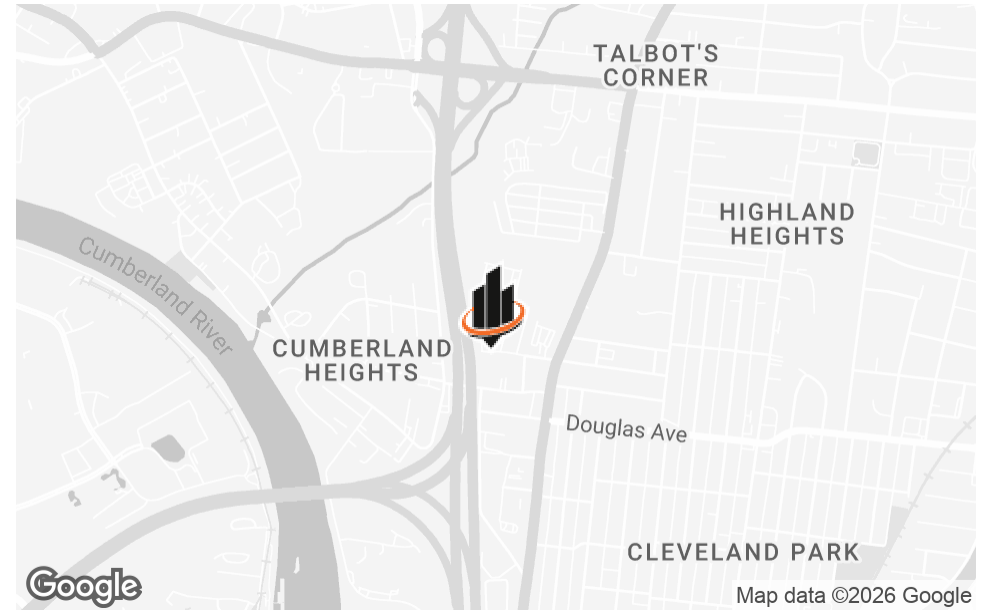
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Property Information

PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$2,190,000
NUMBER OF UNITS:	10
LOT SIZE:	0.62 Acres
UTILITIES ON SITE:	Yes
ZONING:	RM20A

PROPERTY DESCRIPTION

SVN | Accel Commercial Real Estate is pleased to present 20–22 Lucile Street, a boutique 10-unit luxury residential development opportunity in a premier Nashville location with direct Downtown skyline views.

This elevated site offers a rare opportunity to deliver a design-forward, high-end product in an established neighborhood. The planned 10-unit project is ideally positioned to capture strong buyer demand for luxury residences that combine skyline views, modern architecture, and immediate access to Nashville’s core employment and entertainment districts.

Located just minutes from Downtown, Midtown, and The Gulch, the property benefits from exceptional connectivity while maintaining a private, residential setting. Surrounding high-end infill and continued neighborhood appreciation support premium pricing and long-term value creation.

This offering is well suited for developers or investors seeking a small-scale, high-margin luxury project in one of Nashville’s most desirable urban submarkets. 20–22 Lucile Street represents a rare opportunity to execute a differentiated luxury development with views, proximity, and limited competitive supply.

PROPERTY DESCRIPTION



LOCATION DESCRIPTION

20-22 Lucile Street is ideally positioned in a highly sought-after urban Nashville submarket, offering a rare blend of quiet residential character and direct proximity to Downtown. The site features elevated positioning with unobstructed Downtown skyline views, a key differentiator for a luxury residential development.

Located just minutes from the Central Business District, the Gulch, and Midtown, residents enjoy quick access to Nashville's major employment centers, entertainment districts, and cultural amenities while maintaining a more private, neighborhood feel. The surrounding area is characterized by high-end infill development, strong owner-occupant demand, and limited remaining development opportunities, supporting long-term value and pricing power.

With convenient access to major thoroughfares and interstates, 20-22 Lucile Street offers seamless connectivity throughout the city while capitalizing on the growing demand for view-oriented, design-forward luxury residences in close-in Nashville neighborhoods. This location is well-suited for a boutique, high-end project targeting buyers seeking skyline views, walkability, and proximity to the heart of Nashville without sacrificing privacy or exclusivity.

PROPERTY HIGHLIGHTS

- 10 unit luxury development opportunity
- Prime location in thriving Nashville area
- Downtown Nashville skyline views
- Civil work and preliminary architectural complete
- Zoned RM20A
- Seller is working on STR eligibility approval

ADDITIONAL PHOTOS



SITE PLANS



RENDERINGS







Demographics

NASHVILLE, TENNESSEE

Nashville, Tennessee is a thriving metropolitan area that continues to gain national attention for its economic growth, cultural vibrancy, and strategic location. Home to over 2.1 million residents across 10 counties, the Nashville region has become a modern blueprint for economic prosperity and quality of life.

Unmatched Economic Momentum

Since 1990, more than 543,000 new jobs have been created and 5,200 companies have chosen to expand or relocate operations to the region. This momentum is fueled by access to a skilled talent pool, a highly livable environment, and a culture rooted in creativity and collaboration.

The Nashville region supports approximately 60,000 businesses and hosts several major corporate headquarters including HCA Healthcare, Oracle, Nissan North America, Bridgestone Americas, Mitsubishi Motors North America, Tractor Supply Company, Dollar General, AllianceBernstein, and iHeartMedia. This economic diversity ensures resilience and provides fertile ground for continued growth.

Recognized as one of the *Hottest Job Markets in the Country* by the *Wall Street Journal* in 2024, Nashville's economy supports both business expansion and career advancement. The city's pro-business environment and inclusive community are key drivers behind its sustained success.

#7

Hottest Job Market in the Country
Wall Street Journal, 2024

#3

Top 3 Emerging Life Sciences Market
Nashville Chamber of Commerce

#6

Sixth in Gen Z Net Migration in the Country
Today's Homeowner 2023

86 net new people per day between 2022 - 2023, 21.13%
Population Growth

Job Growth (2013 - 2023) 30.65%
GDP Growth (2012 - 2022) 42.4%



MARKET OVERVIEW

Bridgestone Arena Renovation (NHL) Estimated Cost:\$650million–\$1billion over 15 years; Details: The Nashville Predators are planning an extensive overhaul—adding 175,000sqft, outdoor plazas, new towers, and modernized amenities by 2030. The base plan kicks off at \$650 million, but could climb to nearly \$1billion.

New Nissan Stadium (NFL) Estimated Cost:\$2.1–2.2billion; Details: A new domed stadium for the Tennessee Titans, seating 55–60k, set to open in 2027.

Oracle is building a large-scale tech campus on Nashville’s East Bank (River North), spanning over 70 acres with 1.2 million sq ft of office space. The project will eventually create about 8,500 jobs by 2031. Oracle has already committed over \$379 million just buying land— including \$60 million in 2025

Rivergate Redevelopment Approved by Goodlettsville and Metro Nashville, demolition of most of the 57-acre mall is scheduled for late summer 2025 The site, developed by Merus (formerly Al Neyer), will be transformed into a dynamic blend of multi-family housing (including townhomes and senior units), retail, restaurants, medical and general offices, entertainment venues, hotels, and public infrastructure, including a transit facility.

In-N-Out Burger Approval secured: Metro Nashville’s Transportation & Infrastructure Committee recently approved resolutions— including ~\$300K in economic incentives and sewer modifications—for an In-N-Out location at RiverGate Mall in Goodlettsville/Madison.

PRIMARY DRIVERS INDUSTRY OVERVIEW

Nashville Chamber of Commerce

HEALTH CARE

Annual Economic Impact: \$68.0 Billion
Jobs: 333,000

ENTERTAINMENT & MUSIC

Annual Economic Impact: \$15.6 Billions
Jobs: 80,757

ADVANCE MANUFACTURING

Annual Economic Impact: \$70.8 Billion
Jobs: 279,000

TOURISM & HOSPITALITY

Annual Economic Impact: \$19.0 Billion
Jobs: 106,115

TECHNOLOGY

Annual Economic Impact: \$8.0 Billion

Top Employers

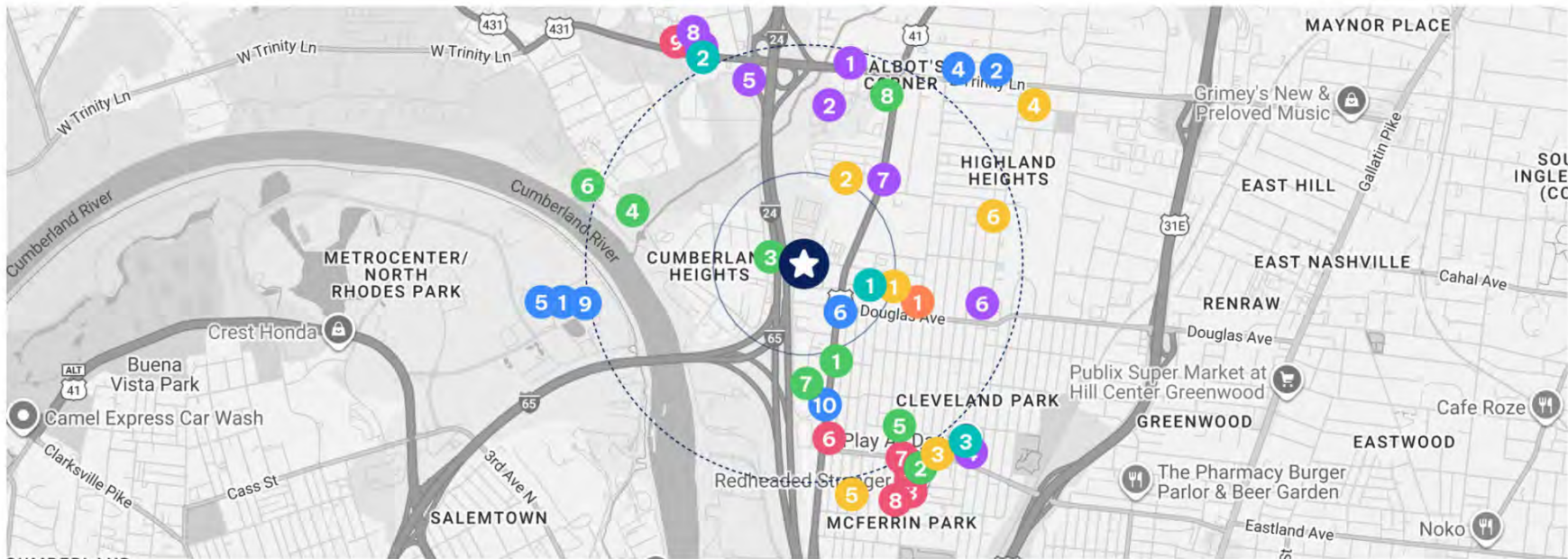
- 1 Vanderbilt University Medical Center
- 2 Downtown Nashville Nissan
- 3 HCA Healthcare
- 4 Ascension Saint Thomas Hospital Midtown
- 5 Kroger
- 6 Community Health Systems Inc
- 7 Amazon BNA13
- 8 Bridgestone Americas, Inc.

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RETAILER MAP

POINTS OF INTEREST

— 5min walk --- 10min walk



HEALTH CLUBS/GYMS

- 1 NPS Pharmacy
- 2 The Wax House Nashville
- 3 Neighborhood Dentist
- 4 Sovereignty Beauty & Well-...
- 5 Accredo Health Group
- 6 Dr. Suzette A. Kelly, MD
- 7 Dr. Franklin J. Drummond, MD
- 8 Tri State Mobile Dental
- 9 Dr. Katharine Dinwiddie
- 10 Wright John E MD

RESTAURANTS

- 1 Redheaded Stranger
- 2 Dutch Bros Coffee

- 3 Audrey
- 4 Folk
- 5 Forevermore Coffee, Matcha...
- 6 Gus's World Famous Fried...
- 7 Xiao Bao
- 8 Turkey and the Wolf Icehouse
- 9 Jack's Bar-B-Que

ENTERTAINMENT

- 1 Drkmtrr
- 2 Wilburn Street Studio
- 3 Larry's Bar & Grill
- 4 Lock One Marina
- 5 McGavock House
- 6 Lock One Park

- 7 Skyline Event Space Rentals
- 8 The Lounge at 1800

SHOPPING

- 1 Love's Travel Stop
- 2 Pick Your Part - Nashville
- 3 Dutch Bros Coffee
- 4 Forevermore Coffee, Matcha...
- 5 Nashville Subaru
- 6 Memento Specialty Coffee - ...
- 7 Uptown Fruit Market
- 8 Trinity Lane Liquors

CULTURE

- 1 Dragons Mural

EDUCATION

- 1 KIPP Academy Nashville
- 2 Shwab Elementary School
- 3 Murrell School
- 4 Tom Joy Head Start
- 5 Imani Montessori
- 6 Guitar Lesson Pros Nashville...

SPORTS

- 1 Soccer field
- 2 Swimming pool

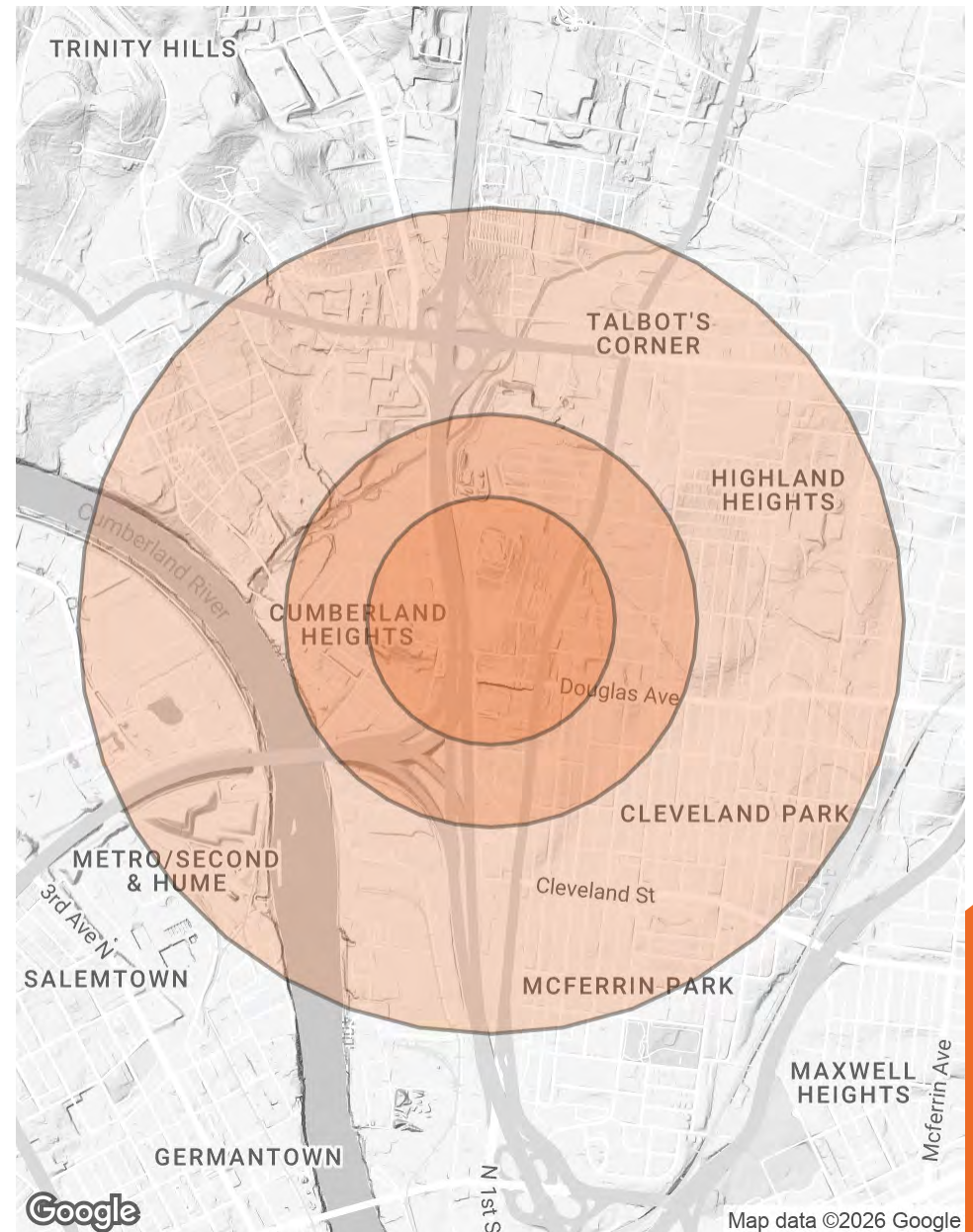
- 3 Play All Day

DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	624	1,897	9,551
AVERAGE AGE	33	33	34
AVERAGE AGE (MALE)	32	32	33
AVERAGE AGE (FEMALE)	34	34	35

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	245	744	3,968
# OF PERSONS PER HH	2.5	2.5	2.4
AVERAGE HH INCOME	\$86,329	\$87,425	\$91,955
AVERAGE HOUSE VALUE	\$388,617	\$397,657	\$437,645

2020 American Community Survey (ACS)





Advisor Bios



KUNAL PATEL, CCIM

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PROFESSIONAL BACKGROUND

Kunal Patel is a highly accomplished hospitality and multifamily investment sales advisor with SVN | Accel Commercial Real Estate, where he specializes in hotel and multifamily transactions across Tennessee. Since beginning his brokerage career in 2022, Kunal has successfully closed over \$60 million in commercial real estate sales, a testament to his drive, expertise, and commitment to delivering value for his clients.

Kunal earned the Certified Multifamily Specialist designation from SVN International, a distinction awarded to only the top-performing multifamily advisors worldwide. With over a decade of hands-on experience in hotel operations and property management, he brings a 360° understanding of the real estate cycle—from acquisition and construction to marketing, design, and disposition. As a Certified Hotel Owner (CHO), Kunal bridges the gap between investor and operator perspectives, providing his clients with strategic and practical insights that maximize returns and reduce risk.

Kunal values long-term client relationships built on transparency, education, and trust. His deep knowledge of local, state, and regional markets, strengthened by his experience living and working across West, East, and Middle Tennessee, allows him to serve as a trusted advisor to investors and developers across the state.

Kunal is a Certified Commercial Investment Member (CCIM) and holds an MBA in Project Management from Trevecca Nazarene University, a B.S. in Supply Chain Management and International Business from the University of Tennessee, Knoxville, and a Post-Baccalaureate Certificate in Construction Management from Louisiana State University. He also holds his Tennessee BC Combined Residential/Commercial/Industrial Contractor's License and is an alumni of Amazon's Real Estate Developer (RED) Academy.

EDUCATION

University of Tennessee at Knoxville - Dual Major: Supply Chain Management and International Business

Trevecca Nazarene University - MBA: Project Management

Louisiana State University - Post Baccalaureate: Construction Management

MEMBERSHIPS

AAHOA (American Asian Hotel Owner's Association)

REIN (Real Estate Investors of Nashville)

GNAR (Greater Nashville Association of Realtors)

ULI (Urban Land Institute)

CCIM (Certified Commercial Investment Member)

CHO (Certified Hotel Owner)

CRE615

BRIAN TRUMAN



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PROFESSIONAL BACKGROUND

Since joining Accel Group in 2016, Brian Truman has carved out a formidable niche in multi-family and investment sales, as well as business brokerage. His dedication to helping clients achieve generational wealth is not just a passion—it's a mission. Leveraging his deep understanding of business and building owner mindsets, Brian consistently delivers results that align with his clients' long-term financial goals.

With an impressive 24-year track record in consultative sales and change management, Brian brings a wealth of experience to the table. He has successfully negotiated numerous high-stakes deals in both the public and private sectors, often working with C-level executives and business owners on transactions worth hundreds of millions. His tenure in the public sector, serving as a City Councilman and Board of Zoning and Appeals member, further underscores his commitment to community service and strategic development.

Under Brian's leadership, the SVN | Accel commercial team has significantly expanded its reach and deal size. His team, composed of knowledgeable and results-driven advisors, is supported by cutting-edge technology that sets a new standard in the commercial real estate industry. Together, they inspire and guide their clients in creating, growing, and preserving generational wealth through savvy investments in commercial real estate and business transactions.

Education and empowerment are central to Brian's approach. He leads the Multifamily Focus Group for REIN (Real Estate Investors In Nashville), the largest investor group in the Southeast, and regularly contributes to the community through monthly meetings and the Generational Wealth Series. He is also a board member of CCC (Contractors, Closers, and Connections of Nashville) and is a sought-after podcast guest and speaker. Brian is a recognized thought leader in his field.

A resident of Middle Tennessee since 2006, Brian enjoys life with his wife and their four sons, who all live locally. His blend of professional expertise and personal dedication continues to drive success for his clients and enrich the broader community.

EDUCATION

BS - Communication and Family Financial Counseling - Brigham Young University

MEMBERSHIPS

Head of REIN Multifamily Group

REIN Real Estate Investors of Nashville

Greater Nashville Association of Realtors

Board Member of CCC Contractors, Closers and Connection

Frequent speaker and podcast guest on Multifamily



Collective Strength, Accelerated Growth

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