

FOR SALE

PRIME I-40 RETAIL DEVELOPMENT SITE | 5.79 ACRES

FLEXIBLE PADS | BUILT-IN HOTEL SYNERGY OLD PLEASANT GROVE RD, MT. JULIET

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I-40
SITE



75 Old Pleasant Grove Rd | Mt. Juliet, TN

Show Up. Care. Deliver.

AVAILABLE FOR SALE

PRIME I-40 RETAIL DEVELOPMENT SITE | 5.79 AC

FLEXIBLE PADS | BUILT-IN HOTEL SYNERGY OLD PLEASANT GROVE RD MT JULIET

CHARLES HAWKINS CO.

Positioned in one of Tennessee's fastest-growing corridors, this vacant 5.79-acre site is primed for retail, dining, entertainment, and services — perfectly aligned with Mt. Juliet's booming population, high incomes, and strong consumer demand.

Highest & Best Use = Retail & Services — CI (Commercial Interstate) zoning supports a wide range of high-demand uses including retail shops, restaurants, entertainment venues, personal services, wellness centers, and strip/shopping centers.

Explosive Growth in Mt. Juliet

- Population: ~44,000–46,000 (2024–2026 est.) — up ~12–16% since 2020, one of Middle Tennessee's fastest-growing cities.
- Wilson County: ~170,000–181,000 residents (2024–2026 est.) — 3.0–3.2% annual growth, consistently ranked among TN's fastest-growing counties.
- Median Household Income: \$107,000–\$108,000+ (well above state average) — exceptional consumer spending power.

Hotel Synergy Included — Owner (experienced hotel developer) retaining ~2.3 acres to personally develop and operate a new hotel; delivers instant guest traffic, shared access potential, and cross-marketing revenue lift for retail/dining tenants.

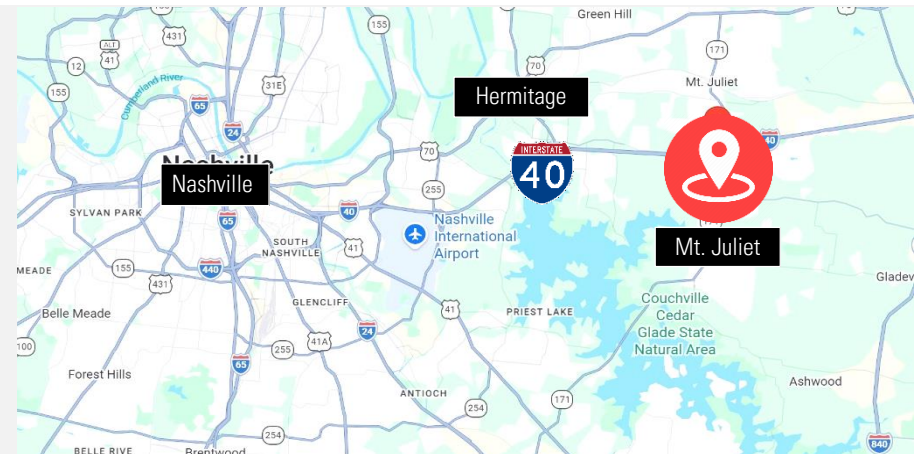
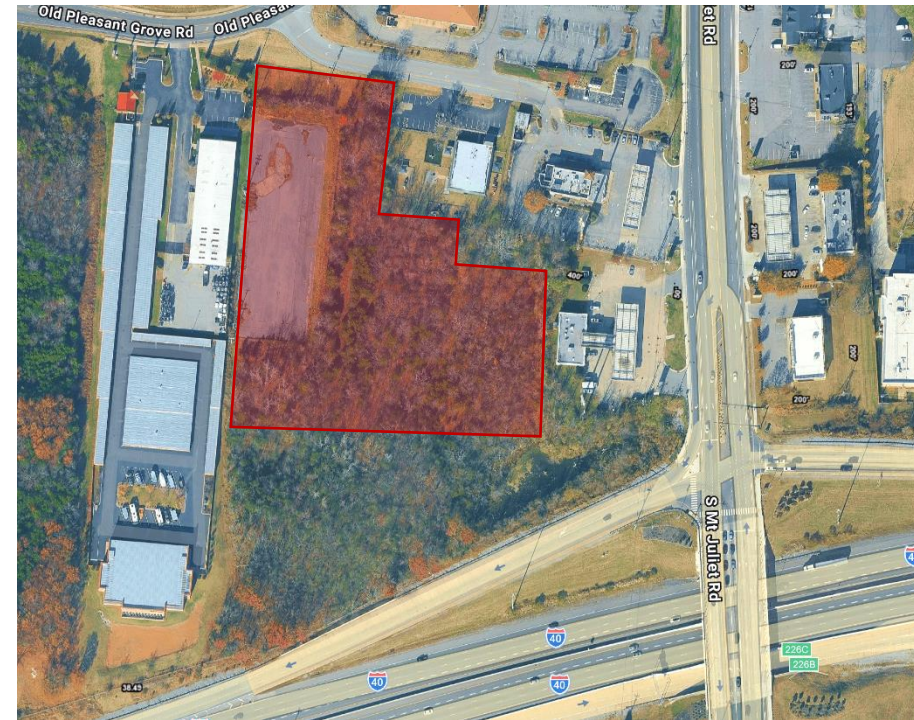
Flexible Configuration — Long, narrow site (~1,300 ft deep from paved Old Pleasant Grove Rd frontage to I-40 adjacency) allows bulk sale or subdivision into 1–3 acre pads — ideal for national credit tenants, QSRs, experiential retail, or grocery-anchored centers.

Prime Location Advantages

- Direct I-40 corridor exposure with high regional traffic volumes (strong commuter/traveler draw).
- Excellent visibility and access for daily traffic.
- Public water/electric on site, individual sewer available.
- Minimal flood risk (FEMA Zone X on majority of site).

Why Mt. Juliet Now? Explosive Growth & Retail Momentum

- Mt. Juliet pop. ~44,000–46,000 (fastest-growing in region) | Wilson County ~170,000–181,000 (3%+ annual growth).
- Major projects underway/approved 2025–2026+:
 - The Sutton:** 649 homes + 102,000 SF retail/grocer/restaurants (Golden Bear Gateway area; multi-family phasing 2026–2027).
 - Vintage Pleasant Grove** (incl. Vintage Vines phase): 265 units + office/retail/coffee (Pleasant Grove corridor; grading/submittals advancing).
 - McFarland:** Large mixed-use with homes, apartments, and commercial (I-40 corridor progress).
 - Recent/new openings: Costco, BJ's, Sprouts (opened 2025), Texas Roadhouse (opening April 6, 2026 near Costco).
- High median HH income (\$107k+) + limited new retail supply = pent-up demand for entertainment, dining, wellness & shopping.

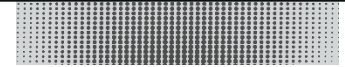


PRICING: CONTACT BROKERS

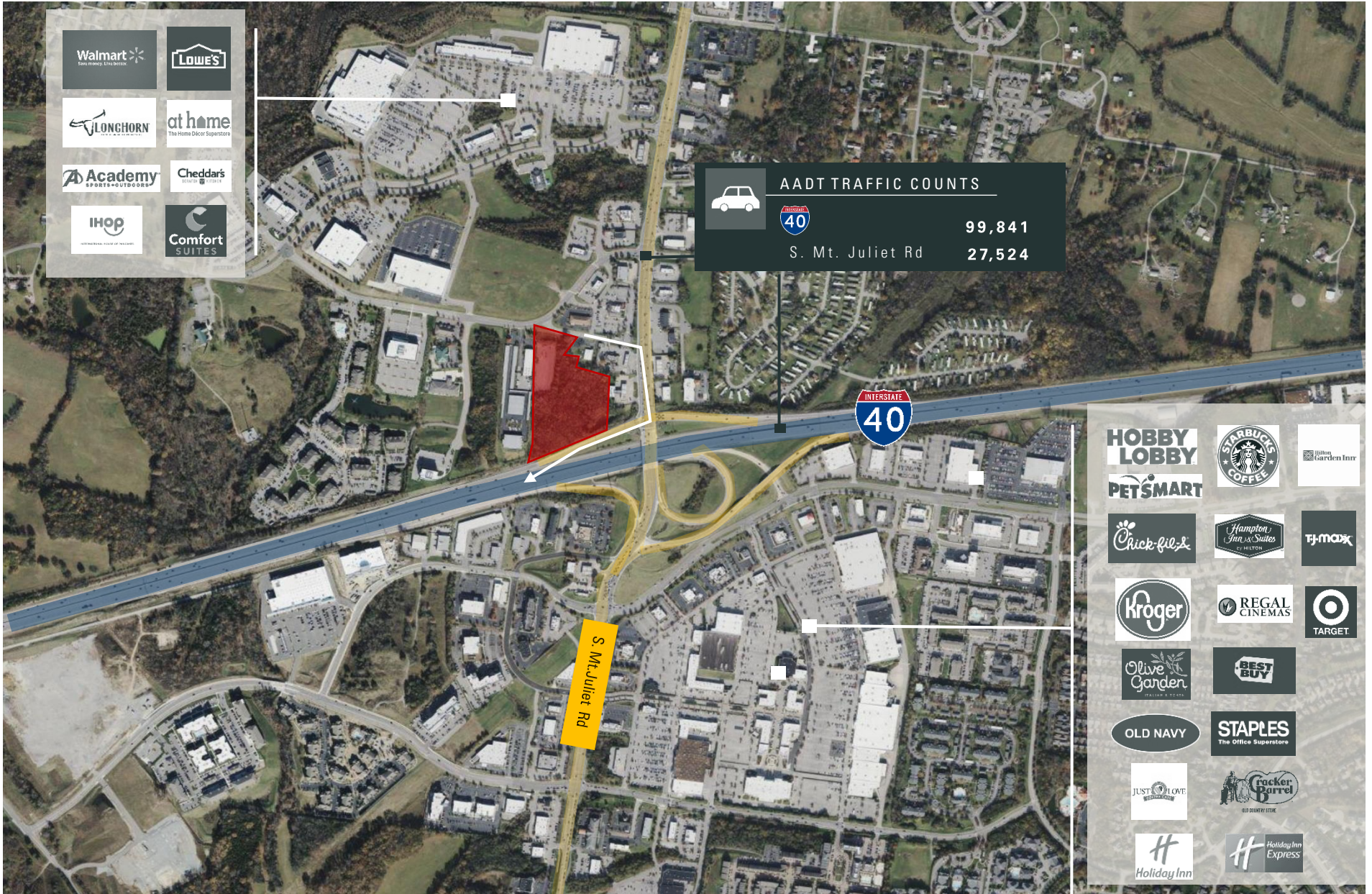
RETAIL DEVELOPMENT SITE

PROPERTY PHOTOS

CHARLES
HAWKINS CO.



LOCATION AERIAL



DEMOGRAPHIC INFORMATION



AN APPEALING CITY FOR INVESTMENT

Drivers of Growth

Proximity to Nashville

Mt Juliet's strategic location within commuting distance of Nashville — with access to major highways and rail — has been key to attracting residents and businesses.

Quality of Life Factors

Highly-Rated public schools, strong community engagement, low property and no state income tax draw families and professionals alike. Recognized in national rankings such as Money Magazine's Top 50 Best Places to Live.

Economic & Infrastructure Investment

Continued investment in infrastructure projects improves connectivity and supports growth.

Retail expansion, recreational amenities, and diverse employment options bolster the city's economic base.



Photo Credit: <https://coldwellbankersouthernrealty.com/>

General Demographics

	2 Miles	5 Miles	10 Miles
2024 Population	17,487	76,394	258,276
2024 Households	6,941	28,964	99,312
Average HH Income	\$105,888	\$114,039	\$99,326

Spending Demographics

	2 Miles
Total Specified Consumer Spending	
Total Spending	\$240,757,854
Avg HH	\$34,686
Per Capita	\$13,768
Total Specified Consumer Spending	
Total Spending	\$1,068,674,906
Avg HH	\$36,897
Per Capita	\$13,989
Total Specified Consumer Spending	
Total Spending	\$3,396,471,108
Avg HH	\$34,200
Per Capita	\$13,151

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Prime I-40 Retail Development Site

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