



Multifamily Development Site - 216 Class A Units



6698 Nashville Rd

BOWLING GREEN, KY 42101

PRESENTED BY:

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TABLE OF CONTENTS

PROPERTY INFORMATION	3
Property Summary	4
Complete Highlights	5
Site Plans	6
Site Photos	7
LOCATION INFORMATION	8
Market Overview	9
Why Bowling Green?	11
Investment Thesis	12
DEMOGRAPHICS	13
Demographics Map & Report	14
Location Map	15
ADVISOR BIOS	16
Kunal Patel	17
Brian Truman	18





Property Information



PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$3,150,000
LOT SIZE:	14.89 Acres
NUMBER OF UNITS:	216
ZONING:	HB-BE
APPROVED & ENTITLED:	Yes

PROPERTY DESCRIPTION

SVN | Accel Commercial Real Estate is pleased to present the multifamily development parcel at 6698 Nashville Road — a fully entitled 14.89-acre site (Lot #5) approved for 216 Class A apartment units in Bowling Green, Kentucky. The site has received all critical land use approvals — including FLUM amendment and unanimous RM-4 rezoning — and is positioned for immediate vertical development adjacent to a ~50,325 SF Publix Grocery Store anchor on prime Nashville Road (US 31-W) frontage.

Bowling Green is Warren County's seat and Kentucky's third-largest city, ranked #1 nationally among metros under 200,000 in economic development performance. With 14,000+ residential units needed over the next five years and 39% of existing properties maintaining wait lists, this site enters an acutely supply-constrained market.

COMPLETE HIGHLIGHTS



LOCATION INFORMATION

DEVELOPMENT POTENTIAL	216 Class A Units
STREET ADDRESS	6698 Nashville Rd
CITY, STATE, ZIP	Bowling Green, KY 42101
COUNTY	Warren
UTILITIES	Yes
SITE WORK	Yes
MARKET	Bowling Green

PROPERTY HIGHLIGHTS

- Fully Entitled 216-Unit Multifamily Site — FLUM amendment + RM-4 rezoning secured; shovel-ready for immediate vertical development
- Adjacent to Publix Grocery Store (Under Construction) — Bowling Green's first Publix anchors a 29.98-acre mixed-use development
- Nashville Rd (US 31-W) Frontage — High-visibility state highway corridor; 100 ft ROW
- 14.89 Acres | 14.52 DU/Acre | 9 Buildings | 3 Stories Max — Preliminary plat and ALTA survey complete
- #1 U.S. Metro Under 200K for Economic Development — 14,000+ units needed; 39% of existing properties maintain active wait lists
- No Flood Risk — Zone X designation; no wetlands; Warren County water + public sewer within 2,000 ft

SITE PLANS



LOT 26
CHERTH FARMS PROPERTIES II LLC
DB 1263 PG 86
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 21 & 21-1
STANDARD CAPITAL PROPERTIES LLC
DB 1284 PG 511
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 26-1
AUSTIN KING & JEFF & CARRIE KING
DB 1285 PG 258
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 20 & 20-1
HG CAPITAL LLC
DB 1282 PG 457
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 25
WILLIAM S TAYLOR
DB 1263 PG 525
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 19 & 19-1
BOARDSSAM LLC
DB 1291 PG 503
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 24 & 24-1
PAU THIAN SUUM & NING SIAN LUN
DB 1293 PG 227
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 18 & 18-1
CHERTH FARMS PROPERTIES II LLC
DB 1293 PG 77
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 23 & 23-1
STANDARD CAPITAL PROPERTIES LLC
DB 1286 PG 259
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 17 & 17-1
ACELAND HOLDINGS LLC
DB 1265 PG 840
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

LOT 22 & 22-1
STANDARD CAPITAL PROPERTIES LLC
DB 1284 PG 515
THE ORCHARD AT SOUTH WARREN SUBDIVISION
PB 45 PG 51
ZONED: RS-1C BE

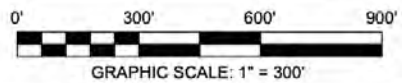
GPS NOTE
THE SURVEY SHOWN HEREON IS BASED ON GPS DATA COLLECTED BY ACES USING BOTH STATIC & RTK METHODS WITH DUAL FREQUENCY CARLSON RT3 (BRX7) (GGD) RECEIVERS. THE ENTIRETY OF THE DATA COLLECTED FOR THIS SURVEY WAS DONE SO THROUGH GPS MEANS WHEN ACCEPTABLE AND BY CONVENTIONAL MEANS FROM GPS CONTROL POINTS WHEN NECESSARY. THE ACCURACY OF THE CONTROL POINTS USED TO LOCATE CORNER MONUMENTS BY CONVENTIONAL METHODS WAS VERIFIED BY DIRECT TOTAL STATION MEASUREMENT. REDUNDANT MEASUREMENTS WERE TAKEN TO ENSURE THE QUALITY OF THE GPS DATA USED TO ESTABLISH CORNER MONUMENTS.



PARCEL OWNER, ADDRESS & SOURCE OF TITLE

SUITS ME 3, LLC
504 US 31W BYPASS
BOWLING GREEN, KY 42101
DB 1276 PG 696

FLOODPLAIN INFORMATION
THE PROPERTY SHOWN HEREON DOES NOT LIE IN A FLOOD PRONE AREA ACCORDING TO (FIRM) FLOOD INSURANCE RATE MAP FOR WARREN COUNTY, KENTUCKY. SAID AREA IS SHOWN ON MAP #21227C0295E WITH AN EFFECTIVE DATE OF MAY 1, 2007.



PROJECT/CLIENT:

**REZONING EXHIBIT
CONCEPT PLAN EXHIBIT 'B'
OF THE SUITS ME 3, LLC. PROPERTY
NASHVILLE RD, BOWLING GREEN, KY**

STNL DEVELOPMENT, LLC.
8150 CORPORATE PARK DRIVE, SUITE 110
CINCINNATI, OH 45242

DRAWN BY: N. CASADA	DATE: 02-19-2025	SCALE: 1" = 300'
CHECKED BY: J. ARNOLD	PROJECT NUMBER: 24-1290-L	
PREPARED BY:		
 ARNOLD CONSULTING ENGINEERING SERVICES, INC. P.O. BOX 1338 BOWLING GREEN, KY 42101 PHONE (270) 780-9445		

SITE PHOTOS





Location Information



BOWLING GREEN, KENTUCKY

Bowling Green is Warren County's seat and Kentucky's third-largest city, home to over 82,000 residents within the city limits and more than 151,000 across Warren County. The metro area has earned national recognition as the #1 U.S. Metro Under 200,000 for economic development performance, awarded by Site Selection magazine for two consecutive years.

Unmatched Economic Momentum

Since 2010, Warren County's population has grown 32.9%, driven by a diversified economy anchored by General Motors' exclusive Corvette Assembly Plant, Western Kentucky University (16,759 students), and a wave of transformative industrial investments. In 2024 alone, the Bowling Green Area Chamber of Commerce announced 24 new projects representing \$326.3 million in capital investments and 610 new jobs.

The region supports over 1,400 businesses and hosts major employers including General Motors, Envision AESC, Tyson Foods, Houchens Industries, and Med Center Health. This economic diversity ensures resilience and provides fertile ground for continued growth.

Ranked #1 for Economic Development Performance among metros under 200,000 by Site Selection magazine in both 2024 and 2025, Bowling Green's economy supports both business expansion and career advancement. The city's pro-business environment, low cost of living (13% below national average), and young workforce (median age 28.7) are key drivers behind its sustained success.

#1

Metro for Economic Development

Site Selection Magazine, 2024 & 2025

#3

Largest City in Kentucky

82,000+ City Population (2026)

#2

Nationally for Manufacturers

Site Selection Magazine

**86 net new people per day (2020-2025), 32.9%
Population Growth**

**Job Growth (2013 - 2025) 28.4%
Housing Units Needed (5 Yr) 14,000+**





Strategic Location with National Connectivity

Positioned directly on Interstate 65 between Nashville (110 miles) and Louisville (115 miles), Bowling Green sits at the center of a 34-state distribution area in the eastern United States. It is one of only a handful of metros offering direct interstate access with proximity to two major MSAs, enabling efficient distribution and logistics.

Nashville Road (US 31-W) provides high-visibility state highway frontage to the subject site with 100 ft right-of-way and 80 ft of pavement. The area also benefits from 46,000+ AADT traffic counts, growing logistics infrastructure, and proximity to a rapidly expanding industrial base along the I-65 corridor.



GM Corvette Assembly
1,300+ Employees | \$900M+ Invested



Western Kentucky University
16,759 Students | \$528.4M Impact

Population Growth and Talent Pipeline

Warren County's population is projected to double by 2050 according to the BG2050 study. With a median age of just 28.7 years, Bowling Green boasts one of the youngest workforces in the region. Western Kentucky University produces a steady pipeline of educated talent, contributing \$528.4 million in annual economic impact and driving sustained rental demand across the metro.

The cost of living is 13% below the national average, making Bowling Green attractive to both employers relocating operations and young professionals seeking affordability. This combination of youth, education, and value drives strong renter household formation — a critical demand driver for multifamily development.

WHY BOWLING GREEN FOR MULTIFAMILY

Acute Supply-Demand Imbalance

Bowling Green's apartment market consists of just 8,241 units across 66 communities, serving a metro population that has grown 32.9% since 2010. The 2023 Bowling Green-Warren County Housing Needs Assessment identified a deficit of 14,000+ residential units over five years. 39% of existing apartment properties maintain active wait lists, with Tax Credit units seeing waits of up to 24 months — a clear signal that even subsidized supply cannot meet organic demand.

National Pipeline Contraction

Multifamily construction starts nationally declined 50% in 2025 versus the prior year, driven by elevated construction costs and tighter lending conditions. This macro contraction means fewer new units will enter the Bowling Green market over the next 24-36 months, further tightening an already constrained supply environment and supporting rent growth for developers who move forward now.

Publix Anchor Advantage

This site is directly adjacent to Bowling Green's first Publix Grocery Store (~50,325 SF, currently under construction). Grocery-anchored adjacency is proven to accelerate multifamily absorption by 15-25% and commands rent premiums over standalone sites. Combined with fully secured entitlements (FLUM + RM-4 rezoning), the buyer eliminates 12-18 months of approval risk and proceeds directly to vertical development.

Multifamily Market Snapshot	
Total Market Units	8,241
Number of Communities	66
Overall Occupancy	92.6%
Properties w/ Wait Lists	39% (23 of 59)
5-Year Unit Deficit	14,000+
Class A Rents (Viridian)	\$1,095 - \$1,698/mo
Rent/SF (Class A)	\$1.12 - \$1.34
YoY Rent Growth	+5.1%
Avg Market Rent	\$1,047 - \$1,061/mo
SE Secondary Cap Rate	5.0% - 5.5%



INVESTMENT THESIS — NASHVILLE RD



Six factors converge to make 6698 Nashville Road one of the strongest entitled multifamily development sites in the Kentucky-Tennessee corridor:

1 ACUTE SUPPLY-DEMAND IMBALANCE

14,000+ units needed with only 8,241 existing. 39% of properties wait-listed. National construction starts down 50%. The window to deliver into a starved market is narrow and closing.

2 PUBLIX ANCHOR DRIVES LEASE-UP

Bowling Green's first Publix (~50,325 SF, under construction) directly adjacent. Grocery-anchored adjacency is proven to accelerate multifamily absorption by 15-25% and command rent premiums.

3 ZERO ENTITLEMENT RISK

FLUM amendment and unanimous RM-4 rezoning already secured. ALTA survey complete. Preliminary plat filed. Buyer eliminates 12-18 months of approval risk and proceeds directly to vertical development.

4 #1 ECONOMIC DEVELOPMENT METRO

\$326.3M in 2024 capital investments across 24 projects. GM, Envision AESC (\$2B gigafactory), Tyson (\$355M facility), and WKU anchor a diversified, recession-resistant economy.

5 CLASS A RENT UPSIDE VALIDATED

Viridian (only Class A comp) achieves \$1,095-\$1,698/mo (\$1.12-\$1.34/SF) with 92.6% market occupancy and 5.1% YoY rent growth. Limited Class A inventory means strong pricing power.

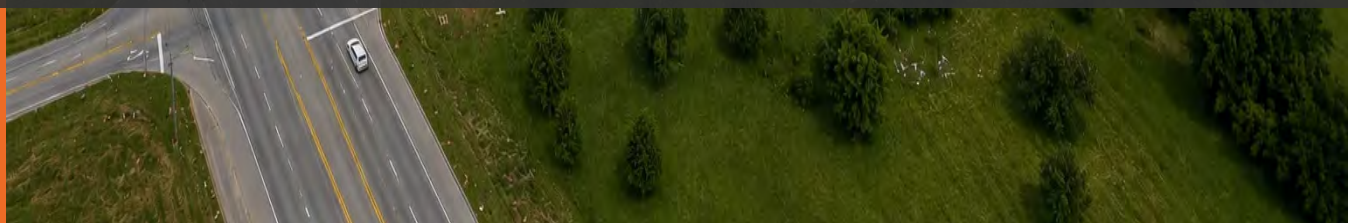
6 FAVORABLE DEVELOPMENT ECONOMICS

Offered at \$3,150,000 (\$14,583/unit). Nashville Rd frontage, Zone X flood designation, public water and sewer within 2,000 ft. 14.89 acres at 14.52 DU/acre. Shovel-ready.

OFFERED AT **\$3,150,000** \$14,583/unit | 216 Class A Units | 14.89 Acres | Shovel-Ready



Demographics

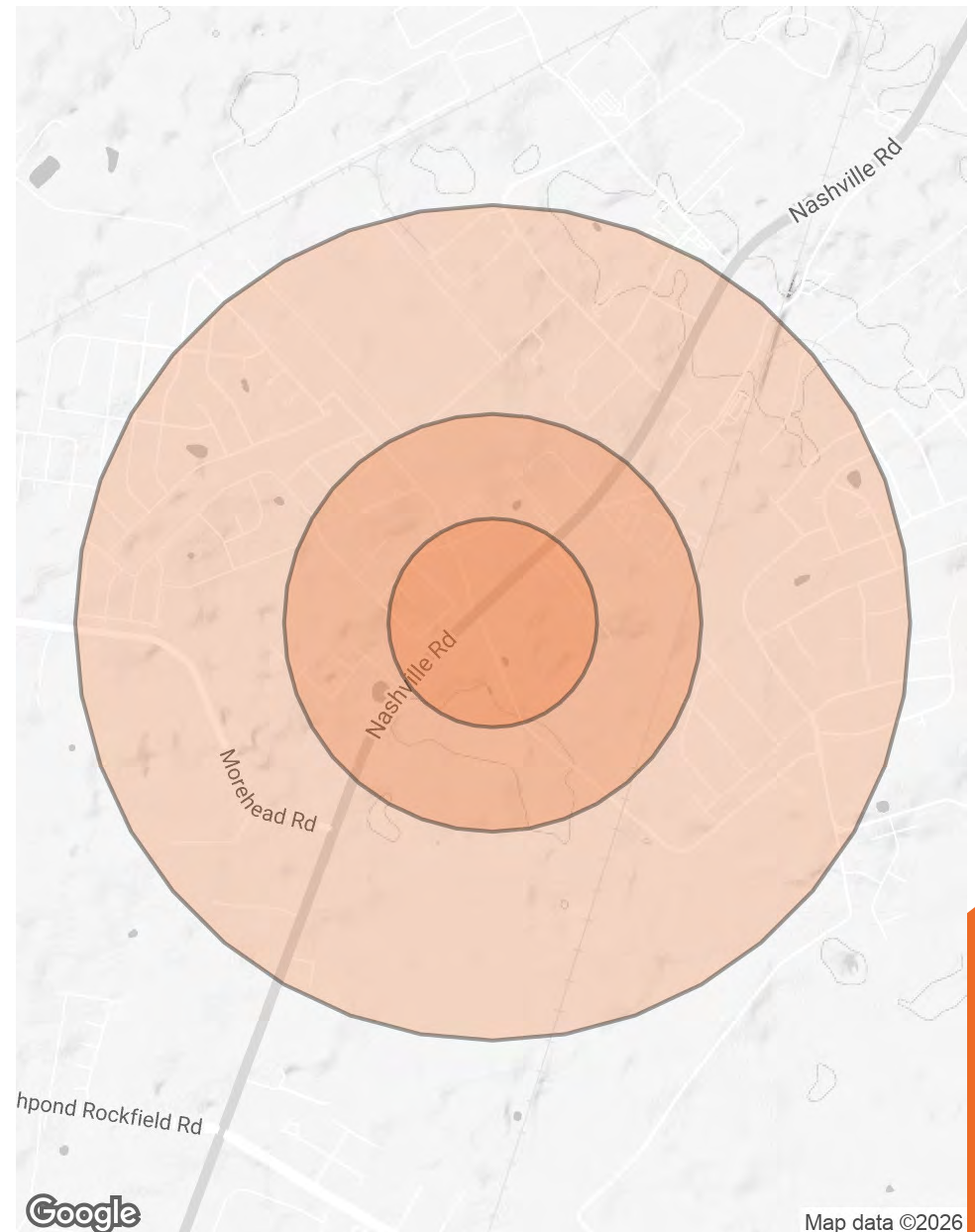


DEMOGRAPHICS MAP & REPORT

POPULATION	0.25 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	144	554	2,024
AVERAGE AGE	27.7	27.6	28.0
AVERAGE AGE (MALE)	27.1	27.1	27.8
AVERAGE AGE (FEMALE)	29.2	28.9	29.2

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	45	174	638
# OF PERSONS PER HH	3.2	3.2	3.2
AVERAGE HH INCOME	\$122,009	\$117,110	\$114,293
AVERAGE HOUSE VALUE	\$366,480	\$348,761	\$338,354

2023 American Community Survey (ACS)



Map data ©2026

LOCATION MAP





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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