

# For Sale or Lease



## Manufacturing Facility • Event Space

104 Monterey Street • Cowan, TN 37318

 **SVN**  
SECOND STORY  
REAL ESTATE MANAGEMENT

SVN | Second Story is pleased to present to the market for sale or lease a  $\pm 60,000$  SF multi-purpose industrial facility with unique event or tenant space on the second floor. Located at 104 Monterey Street in Cowan, Tennessee, the property sits adjacent to the CSX and Norfolk Southern rail lines with immediate access to US Route 41A and just 12 miles west of Interstate 24—offering exceptional connectivity for logistics and distribution.

The facility spans two floors and offers three distinct  $\pm 20,000$  SF spaces. The first floor comprises two adjoining  $\pm 20,000$  SF areas, ideally suited for manufacturing, warehousing, or distribution operations. The second floor features original heavy hardwood flooring, high ceilings, and abundant natural light, making it a distinctive venue for special events or potential tenant use.

This offering presents a rare opportunity for an owner-user seeking both operational efficiency and income-generating potential. Zoned for Heavy Manufacturing, the site is positioned to accommodate a wide range of industrial uses, and the region's recognition—having been a finalist for Nokian Tyres' U.S. site selection—underscores Cowan's industrial viability.

Surrounded by natural beauty and a supportive small-town community, this versatile property blends historic character with modern functionality—making it an ideal platform for long-term business growth in Southern Middle Tennessee.

## The Offering

**Sale Price** \$1,550,000

**Lease Rates**  
1<sup>st</sup> Floor: \$4.50 PSF NNN  
2<sup>nd</sup> Floor: \$5.50 PSF NNN

## Property Summary

**Address** 104 Monterey Street | Cowan, TN 37318

**Market Area** Southern Middle Tennessee | Franklin County

**Property Description** 2-Story, Multi-Purpose Industrial Facility

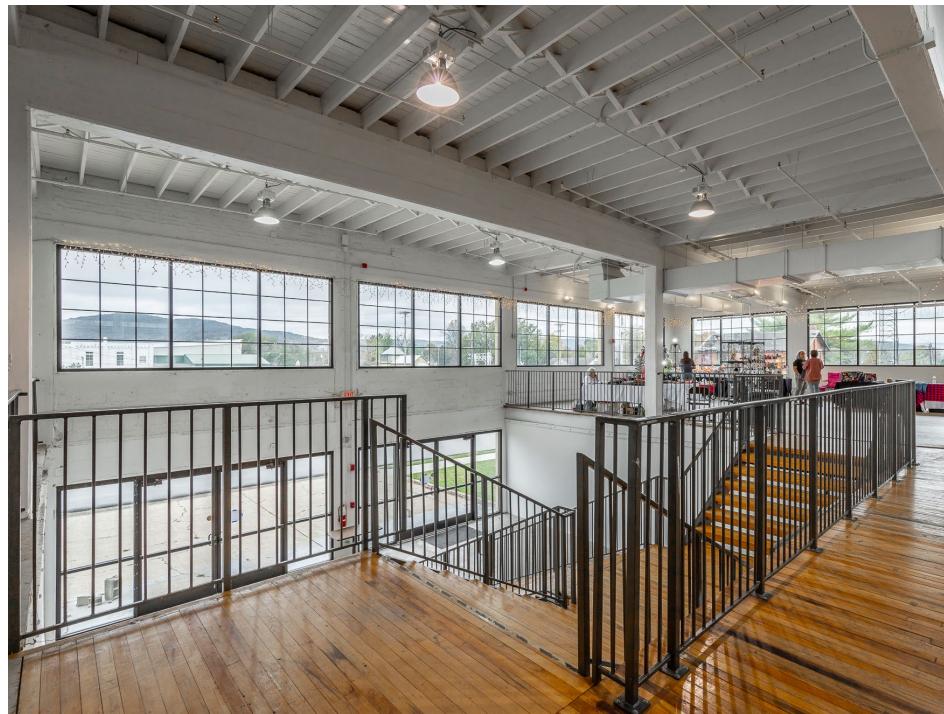
**Rentable Building Area**  $\pm 60,000$

**Occupancy** Vacant

**Year Built** 1930s

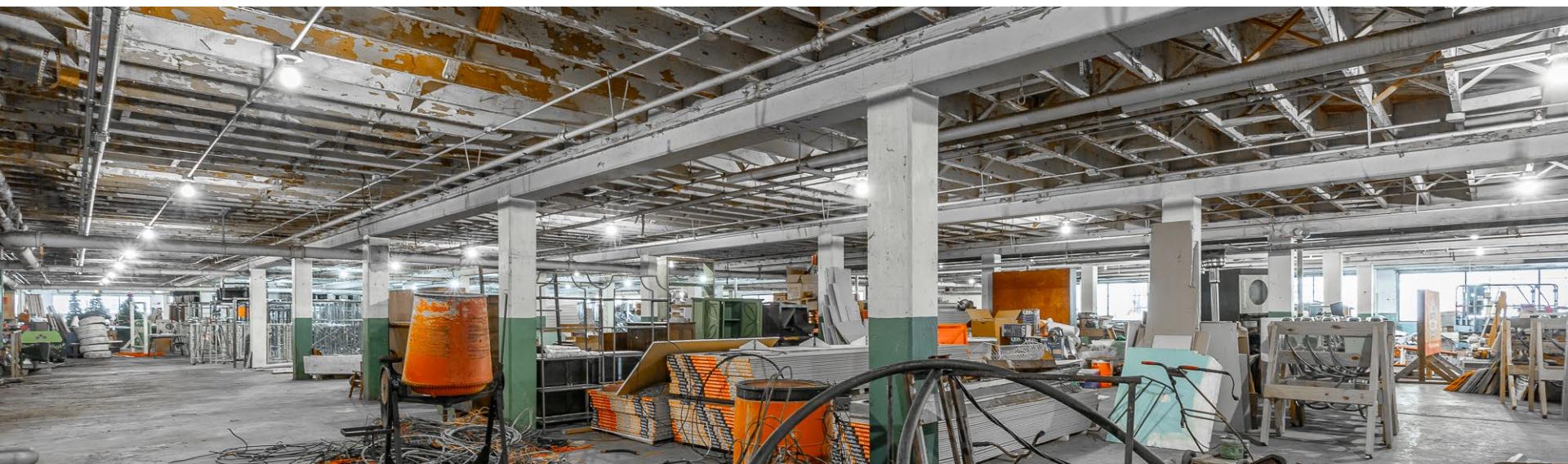
**Ceiling Heights** Ranging from 8.5' to 16'

**Loading** 4 Exterior Dock Doors

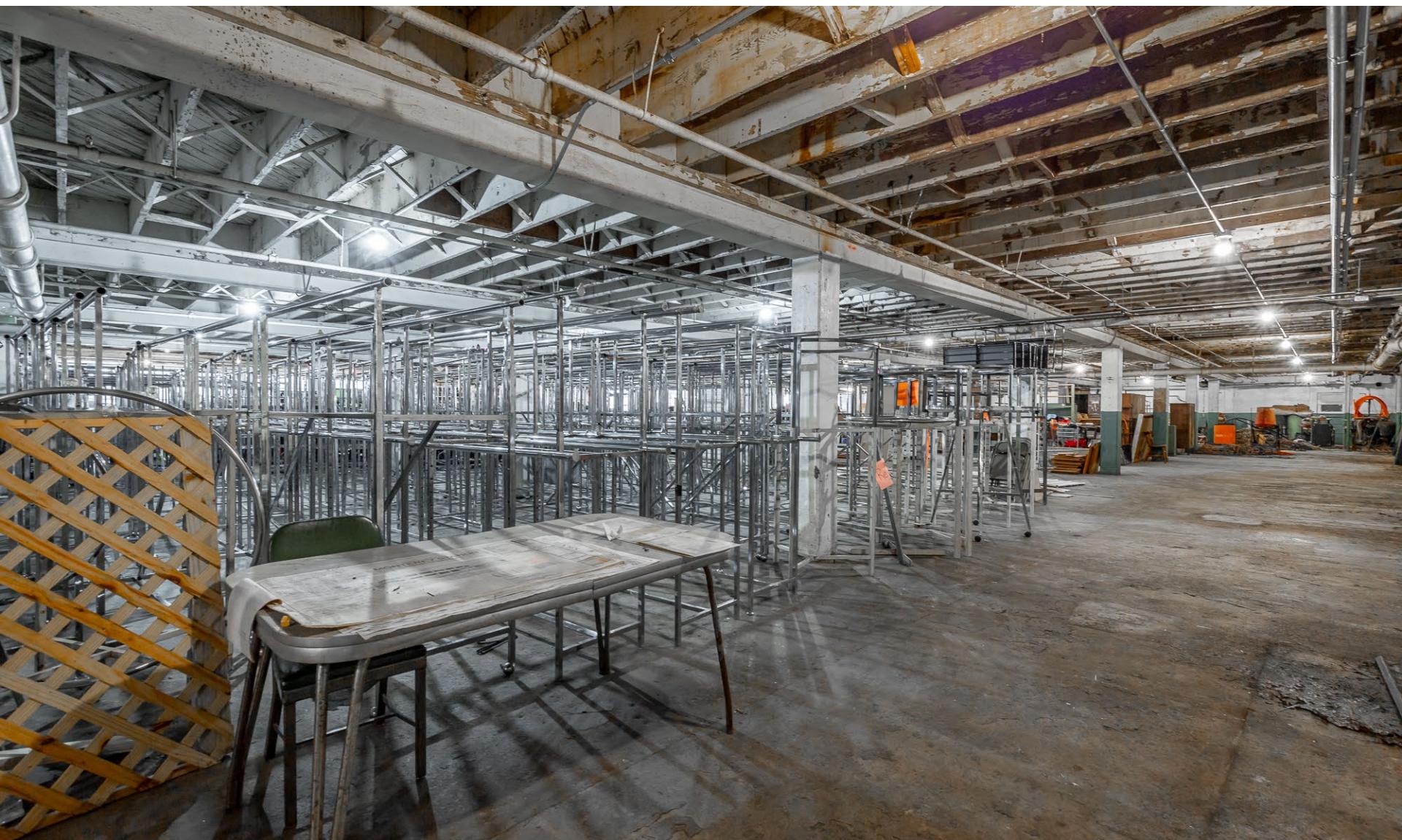


## Offering Highlights

- **For Sale or Lease** | Versatile ±60,000 SF industrial facility available immediately for manufacturing, warehousing, distribution, or mixed-use operations | Three distinct ±20,000 SF spaces spanning two floors, each offering functional layouts and flexibility for owner-users or tenants
- **Strategic Location** | Located in Cowan, TN with direct access to US Route 41A and just 12 miles from Interstate 24 | Adjacent to CSX and Norfolk Southern rail lines for optimal logistics and freight efficiency | Centrally positioned for regional and interstate distribution
- **Industrial Appeal** | Zoned for Heavy Manufacturing | Cowan was a finalist in Nokian Tyres' site selection process, highlighting the region's industrial viability | Perfect for companies seeking a strategic expansion site or primary operational base
- **Quality Construction** | Built in the 1930s with robust concrete, steel, and heavy timber framing | Durable, high-capacity infrastructure well-suited for heavy industrial applications and long-term use
- **Rail Access** | Direct adjacency to existing rail infrastructure with potential to add a dedicated rail spur | Additional rail spur located just  $\frac{3}{4}$  mile from the property, further supporting logistical flexibility
- **High-Speed Connectivity Infrastructure** | Fiber optic lines run parallel to both sides of the adjacent rail tracks, enabling access to ultra-high-speed internet | Ideal for tech-driven operations such as call centers, data hubs, or other bandwidth-intensive uses
- **Income-Generating Potential** | 2nd floor event space with original hardwood floors, high ceilings, and abundant natural light | Ideal for private events, exhibitions, or leased venue use—adding a revenue stream for owner-users



1<sup>st</sup> Floor | Two ±20,000 SF Industrial Spaces



2<sup>nd</sup> Floor | ±20,000 SF Event or Tenant Space



### Income-Generating Potential

- Event Venue** | Character-rich space featuring original hardwood floors, high ceilings, and abundant natural light
- Flexible Use Options** | Ideal for private events, exhibitions, or as a leased venue for added revenue

### Tenant Use

- High-Speed Connectivity Infrastructure** | Fiber optic lines run parallel to both sides of the adjacent rail tracks, enabling access to ultra-high-speed internet
- Tech-Ready Environment** | Ideal for call centers, data hubs, or other bandwidth-intensive operations

Adjacent to CSX, Norfolk Southern Rail Lines | Rail Spur Access



## Property Specifications

Property Description	2-Story, Multi-Purpose Industrial Facility
Year Built	1930s
Rentable Building Area	±60,000
Occupancy	Vacant

## Site Description

Land Area	±1.68 Acres
Zoning	Heavy Manufacturing
Parcel Number	077M A 01900

## Building Construction & Utilities

Number of Floors	2 Stories
Ceiling Height: 1 <sup>st</sup> Floor	8.5' throughout   12' in some areas
Ceiling Height: 2 <sup>nd</sup> Floor	8.5' sides   16' center
Loading Docks	4 Exterior Dock Doors
Construction & Foundation	Concrete, steel, and heavy timber framing
Flooring: 1 <sup>st</sup> Floor	Durable high load capacity concrete
Flooring: 2 <sup>nd</sup> Floor	Original heavy hardwood flooring
3-Phase Power Supply	Supports heavy machinery & manufacturing
Power Source	Duck River Electric (TVA)
Water & Sewer	City of Cowan
Natural Gas	Elk River Utilities



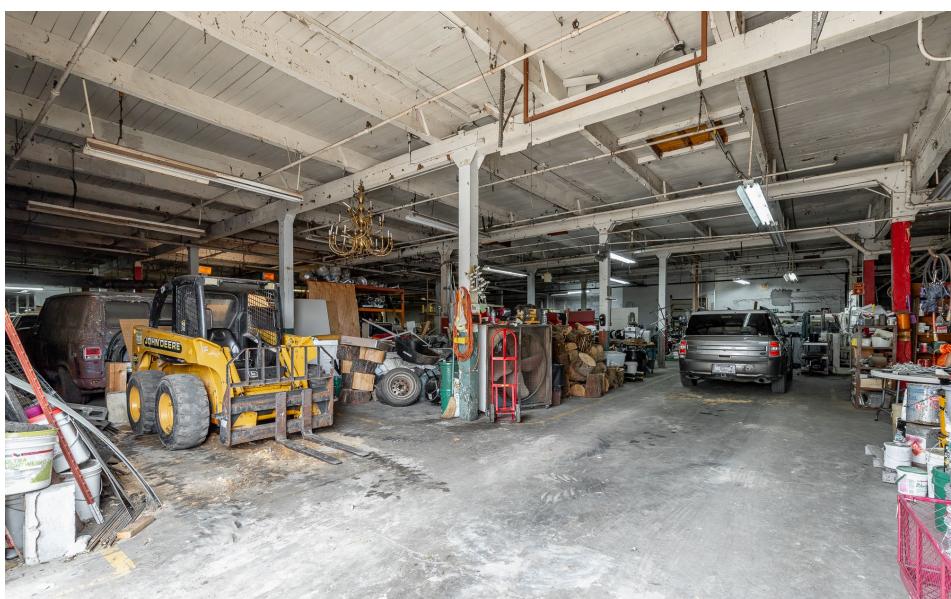
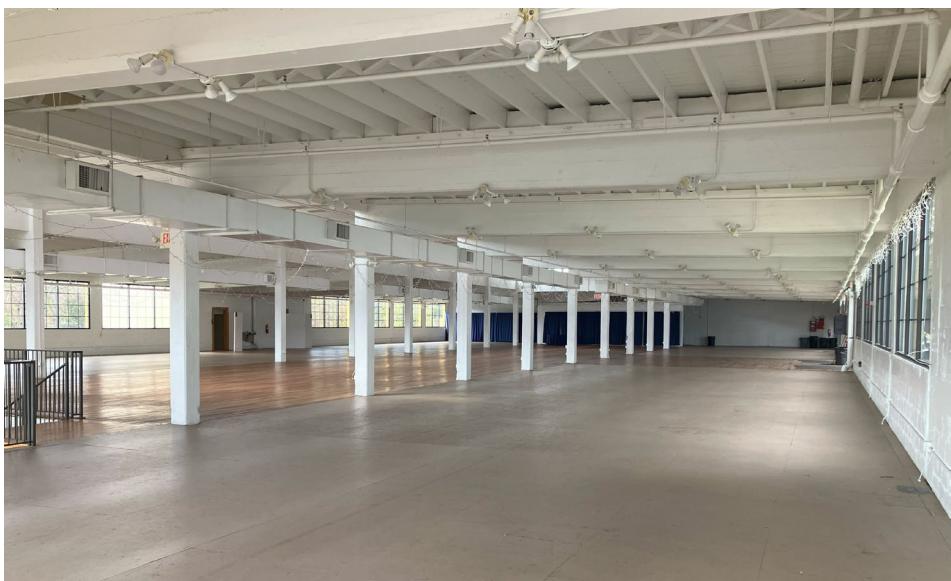
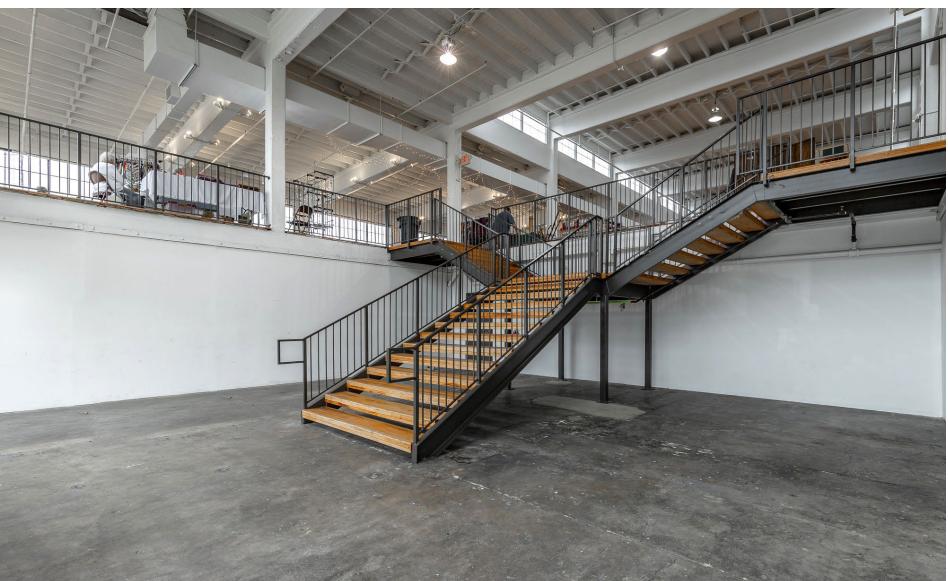
# Property Overview

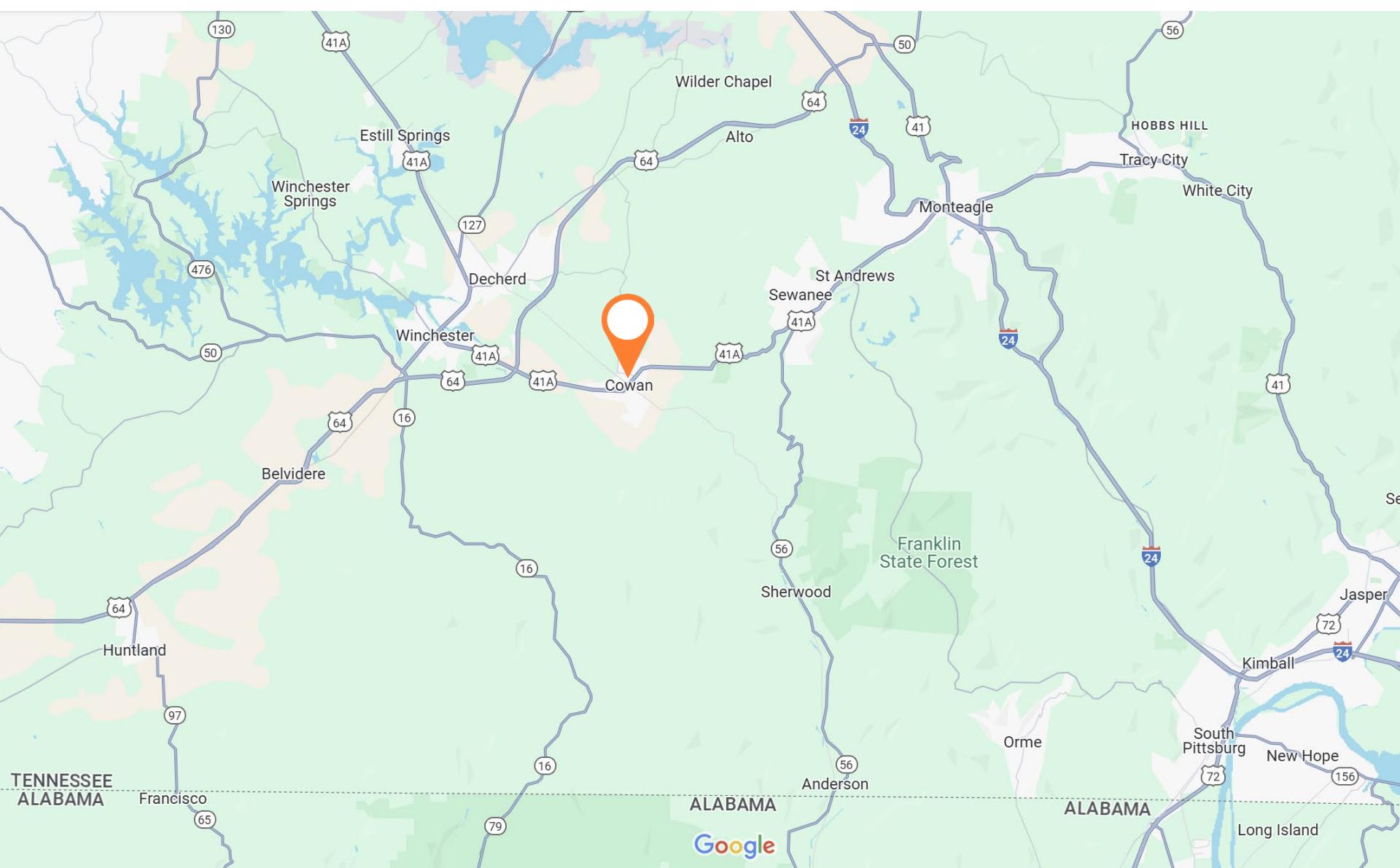
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# Property Overview

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## Market Insights | Cowan, Tennessee | Thriving Community

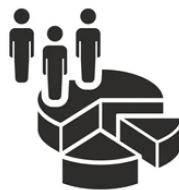


## Area Highlights

- Strategic Location** | At the base of the Cumberland Plateau with direct access via U.S. Route 41A and CSX rail line
- Affordable Living** | Low cost of living paired with small-town Southern hospitality and a strong sense of community
- Rich Railroad Heritage** | Historic hub for the Nashville-Chattanooga rail line; key site for pusher engines climbing the Plateau
- Proximity to Key Areas** | Close to Winchester, Tims Ford Lake, and Sewanee; part of the Tullahoma Micropolitan Area
- Cultural Charm** | Home to artisan galleries, local eateries, boutique shops, and popular annual events like the Fall Heritage Festival
- Outdoor Recreation** | Surrounded by scenic valleys, waterfalls (Machine, Busby, Adams), and trails—ideal for hiking, biking, and exploring nature

## Demographics

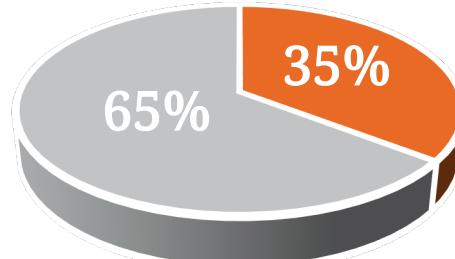
within 40-minute drive of  
Monterey Station



POPULATION	DRIVE TIME OF 40 MINUTES
2029 Projection	110,241
2024 Total	107,108
2020 Total	103,140
Daytime Population	112,823
Median Age	42.3
INCOME	
Average HH Income	\$80,959
Median HH Income	\$60,378
Per Capita	\$32,359
HOUSEHOLDS	
2029 Projection	44,119
2024 Total	42,557
2020 Total	40,732
Persons Per HH	2.45
Average House Value	\$319,151

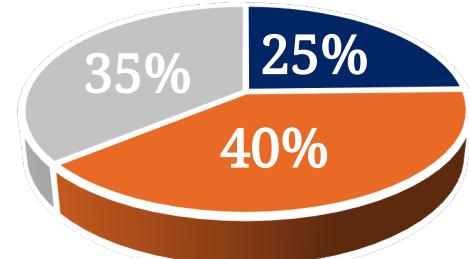
Demographics data derived from Esri

Commuter Drive Time



+ 30 Minutes  
< 30 Minutes

Labor Force by Industry



Manufacturing  
Services  
All Other Industries



46%  
of Daytime Population  
is Commuting Workers



41,622  
Total  
Employees



3,591  
Total  
Businesses

## Sales Comparables



120 Vintage Drive  
Huntsville, AL 35811

<b>Sales Date</b>	1/29/2025
<b>Sale Price</b>	\$7,750,000
<b>Building Size</b>	197,069 SF
<b>Price PSF</b>	\$39.33
<b>% Leased</b>	100%
<b>Year Built</b>	1996



2 63 East Park Drive  
Fayetteville, TN 37334

<b>Sales Date</b>	12/5/2024
<b>Sale Price</b>	\$6,000,000
<b>Building Size</b>	85,223 SF
<b>Price PSF</b>	\$70.40
<b>% Leased</b>	100%
<b>Year Built</b>	2018



3 1220 Retail Drive  
Huntsville, AL 35816

<b>Sales Date</b>	11/20/2024
<b>Sale Price</b>	\$2,425,000
<b>Building Size</b>	82,559 SF
<b>Price PSF</b>	\$29.37
<b>% Leased</b>	0%
<b>Year Built</b>	1976



4 740 Brents Road  
Lewisburg, TN 37091

<b>Sales Date</b>	5/24/2024
<b>Sale Price</b>	\$2,210,000
<b>Building Size</b>	62,371 SF
<b>Price PSF</b>	\$35.43
<b>% Leased</b>	100%
<b>Year Built</b>	1957



5 3101 Kendall Drive  
Florence, AL 35630

<b>Sales Date</b>	5/16/2024
<b>Sale Price</b>	\$1,820,000
<b>Building Size</b>	48,536 SF
<b>Price PSF</b>	\$37.50
<b>% Leased</b>	100%
<b>Year Built</b>	N/A



6 121 Alsonia Street  
Estill Springs, TN 37330

<b>Sales Date</b>	11/17/2023
<b>Sale Price</b>	\$4,054,000
<b>Building Size</b>	56,526 SF
<b>Price PSF</b>	\$71.72
<b>% Leased</b>	100%
<b>Year Built</b>	1978/1985



7 150 County Road 296  
Sweetwater, TN 37874

<b>Sales Date</b>	9/5/2023
<b>Sale Price</b>	\$3,574,213
<b>Building Size</b>	55,000 SF
<b>Price PSF</b>	\$64.99
<b>% Leased</b>	100%
<b>Year Built</b>	2004



8 4000 Memorial Parkway SW  
Huntsville, AL 3582

<b>Sales Date</b>	8/2/2023
<b>Sale Price</b>	\$7,425,000
<b>Building Size</b>	175,000 SF
<b>Price PSF</b>	\$42.43
<b>% Leased</b>	0%
<b>Year Built</b>	1963

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**EXCLUSIVELY LISTED BY:**

**Cage Gary**

Advisor | Retail & Industrial Brokerage

770.335.2672

cage.gary@svn.com

