

**2021 YEAR-END
MARKET REPORT**



Chattanooga, Tennessee

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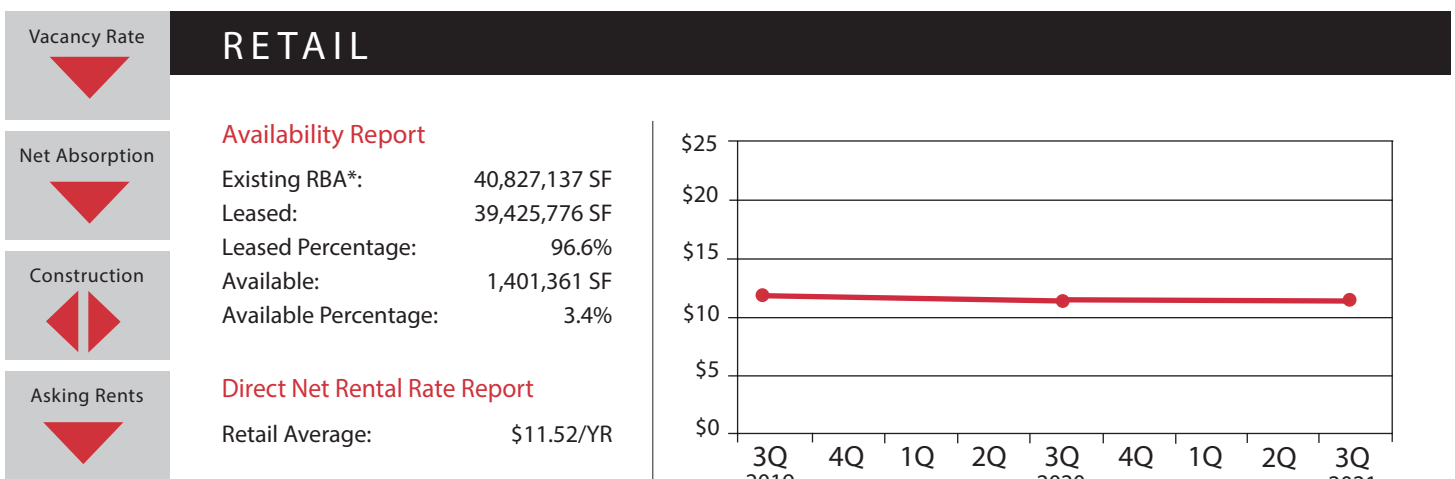
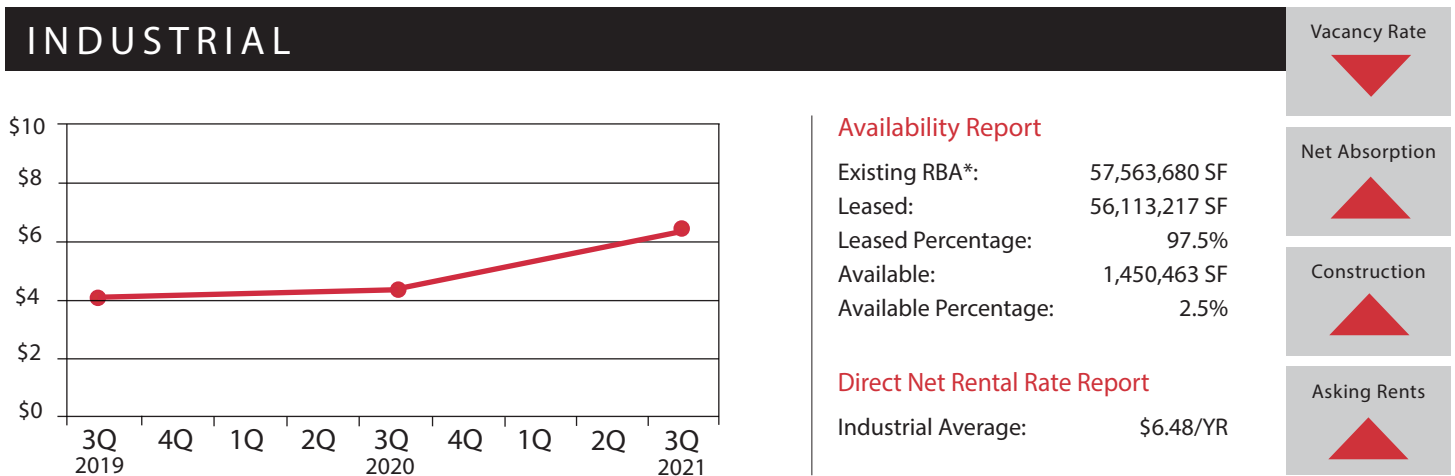
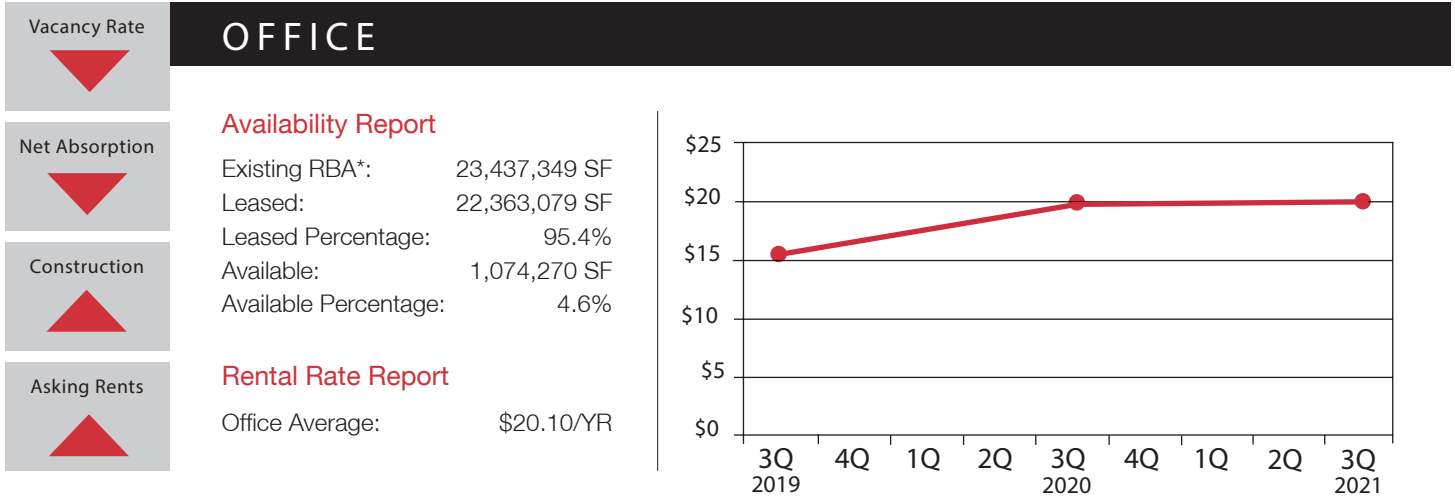
CHATTANOOGA

Economic Development

- In Hamilton County, more than \$600 million of apartment buildings were sold in 2021. This set a record high that is triple the level of activity from the previous four years. According to the Hamilton County Register of Deeds, apartment sales during all of 2021 included the highest valued apartment sale in Chattanooga history and three of the four highest-valued real estate deals of all time in Hamilton County.
- Hamilton County purchased the McDonald Farm, located in Sale Creek, for \$16 million. The county plans to develop a new industrial park. County Mayor Coppinger said “Our concept is to use the McDonald Farm site for mixed development and our hope is to eventually have a corporate headquarters that offers good wages located at the farm”.
- Volkswagen Chattanooga plans to begin the manufacturing of the ID.4 Electric SUV. Volkswagen is expected to hire an additional 1,000 employees and add a third shift to accommodate the new vehicle line.
- Novonix, a battery production company, is investing \$160 million in their new facility on Riverfront Parkway and creating 290 new jobs. Novonix will be a battery supplier for Volkswagen’s new Electric Car.
- Southern Champion Tray begins its largest expansion in their 94-year-old history at the 54 acre Centre South Riverport site. The company plans to spend \$85 million and is scheduled to begin construction in 2023.
- Chattanooga Airport is on a path for the biggest expansion to its passenger terminal in more than 30 years. The work, estimated at approximately \$28 million, is set to begin April 2022.
- Chattanooga’s riverfront is preparing for huge renovations as zoning boards begin approving the \$3.5 billion development project by Urban Story Ventures. The former Alstom/GE property, a 110 acre mixed-use urban community, will soon be the sight of a new neighborhood called The Bend.
- The Flatiron Building, located at 707 Georgia Ave, sold in December to a Chattanooga based investment group. They plan to spend \$6 million to convert the four-story historic building into luxury condominiums with first-floor office spaces.
- CBL Properties has added more than 1.7 million square feet of new retail, dining, entertainment, and other space across its portfolio since January 2021, according to the Chattanooga-based shopping center operator. Two key tenants in Chattanooga were Trader Joe’s and Aloft by Marriott hotel.
- The Chattanooga Red Wolves owner is planning to begin Phase-2 of his development in the East Ridge community by adding town homes and commercial buildings surrounding the new stadium.
- The City of Chattanooga completed the \$4.75 million renovation of Patten Square after two years of construction.
- Three years ahead of schedule, and 18 months into a Covid-19 pandemic, the Chattanooga Area Chamber of Commerce announced more than \$1 billion in capital investments in the region.
- Trader Joe’s opened an 11,000 SF market located at a main entrance to Hamilton Place Mall in Chattanooga, TN.

** Sourced from Greater Chattanooga Economic Partnership, Chattanooga Chamber of Commerce, Chattanooga Times Free Press.*

2021 Chattanooga Report



* RBA: Rentable Building Area
Source: CoStar Group



Chattanooga Overview

** Written by J. Bryan Rudisill*

The real estate market in Chattanooga continues to be RED HOT across all segments. Residential inventories are at an all time low, as are inventories in industrial product and developable land. Quality of life, affordability, available opportunities, and extraordinary internet connectivity all contribute to make Chattanooga highly sought after by investors, as well as employers.

Logistics continues to be a key driver in the growth of local economy. Steam Logistics announced a \$7 million expansion in their move to the John Ross Building at 4th, Market, and Broad Streets. Trident Logistics purchased the 18,000 SF office building at 505 Riverside Drive for their new headquarters. Taimen Logistics just announced the purchase of the 15,000 SF historic building located at 1400 Cowart Street for their office. Reliance Partners Insurance, a freight brokerage and risk management company, expanded into 27,000 SF of the Unum offices.

Real estate investment firms from California to New York have entered into the Chattanooga Market. Investors find attractive yields while developers are barely getting their projects off the ground before selling them to hungry investors. The Grand Oak Apartments on Riverside Drive topped the market in an \$84 million transaction. Big Ridge Apartments sold to an investment group from Virginia for \$60 million. 5 Points Northshore sold to a California entity for \$54 million. These are just a few to illustrate the desire by outside investors to have assets in this community.

In Industrial news, Novonix, an Australian based company established a presence in Chattanooga back in 2019 for its US based operations known as Pure Graphite. They produce materials used in Lithium Ion Batteries. In 2021, Novonix announced their expansion plans of a 400,000 SF building that was part of the former Alstom/GE Plant. Their plans include a \$160 million investment to retrofit and expand the facility. They plan to add an additional 290 employees to manage and operate the plant.

Continued demand and lack of inventory will remain the theme of 2022. Despite the ongoing headwinds of the corona-virus, Chattanooga will remain a popular destination to live, work, and invest.

About Us

Operating as Chattanooga, Tennessee's most experienced locally owned commercial real estate company, NAI Charter has been combining the industry's best real estate practices with our relationship-oriented philosophy to meet our client's business goals. Our mission is to provide the highest quality of service by adding value to our client's assets and real estate needs through expert analysis, in-depth market knowledge, and personalized service.

Serving Chattanooga and surrounding areas since 1972. Local market experts... global reach.

NAI Charter

By The Numbers

10 Professionals

186+ Years Experience

\$100 million+ in sales & leases

925,000+ SF of managed properties

1 team focused on your real estate needs



2021 BY THE NUMBERS

100 Transactions
totaling **1,011,625 SF**
& **2,292 Acres**
valued at **\$110,888,028**



60 Leases
totaling 526,265 SF
valued at \$33,049,443



40 Sales
totaling 747,593 SF &
2,292 Acres
valued at \$77,838,585

Over **\$500 million** in total transaction volume since 2010

Approximately **11 million** square feet sold or leased since 2010

Combined, NAI Charter's Team offers more than **180 years** of
experience in commercial real estate

Our News

- **NAI Charter** in its 49 year history had a record breaking year.
- **David DeVaney** is a Board Member for CADAS, UTC Foundation, Lookout Mountain Conservatory, Lookout Mountain Georgia Planning Agency & TN River Gorge Trust Land Committee.
- **Amie Thomas** was promoted from Controller to Chief Financial Officer.
- **Frazier DeVaney** serves on the board of BOMA in Chattanooga and was elected as Vice President.
- **Bryan Rudisill** was elected as Chairman of the SIOR Planning Committee for 2022 to 2023.
- **Jeff Jennings** reached a milestone of 20 years in commercial real estate.
- **Chad Wamack** serves as Board Member on the Metro YMCA.
- **Mary Brannon** transitioned back into the marketing & public relations role for NAI Charter.
- **Eli Schwartz** joined the property management division as a Property Manager & Affiliate Broker.
- **Roger Niez** joined NAI Charter as an Affiliate Broker expanding our reach in the Cleveland & Athens market.



Featured Transactions



McDonald Farm

16705 Coulterville Rd, Sale Creek, TN

Since 1821, this farm has been in the McDonald family for 8 generations. The property is over 2,100 acres lying between Walden Ridge and Hwy 27 in Sale Creek expanding into parts of Rhea County. Hamilton County purchased the farm with plans to develop an office and industrial park. The farm will incorporate recreational and green spaces. Similar to Enterprise Park, which houses Volkswagen and Amazon.

Sale Price: **\$16,000,000**

Size: 2,170 Acres

Listing Agent: J Bryan Rudisill, SIOR



Flatiron Building

707 Georgia Avenue, Chattanooga, TN

The Flatiron building is one of Chattanooga's oldest downtown office buildings. Built in 1911 as an apartment complex, this four story building is being converted back to residential as luxury condos on the top 3 floors and renovated 1st floor offices.

Sale Price: **\$2,400,000**

Size: 33,000 SF

Listing Agent: David DeVaney, SIOR, CCIM



Riverfront Pkwy

505 Riverfront Pkwy, Chattanooga, TN

Trident Transport, a fast-growing freight brokerage and logistics business in Chattanooga, is shifting its headquarters to downtown's riverfront as it plans to add about 125 people in 2022. The company purchased the property from 3H Group who specializes in Hospitality.

Sale Price: **\$6,200,000**

Size: 23,000 SF

Listing Agent: Robert Maclellan



Unum Building

555 Walnut Ave, Chattanooga

Unum, a long time major employer in the Chattanooga market, renovated a portion of its corporate headquarters. The newly renovated office will serve as a multi-tenant class "A" office building in the downtown market.

Lease Rates: (2) Long-Term Leases

Size: 41,000 SF

Listing Agent: David DeVaney, SIOR, CCIM



Ryerson Plant

2011 Polymer Dr, Chattanooga

The former Ryerson Plant located on Polymer Drive consists of two large warehouses totaling over 100K SF sitting on 23.26 acres with large ceiling heights and multiple bays, drive-in doors and cranes.

Sale Price: \$2,700,000

Size: 104,290 SF | 23.26 Acres

Listing Agent: David DeVaney, SIOR, CCIM



Lifetouch

6104 Preservation Dr, Chattanooga

Lifetouch, owned by Shutterfly, is the largest family & school photography company in the country. The 50,000 SF plant included warehousing, break-room and locker-rooms. The property's parking lot held up to 200 vehicles.

Sale Price: \$4,187,000

Size: 72,750 SF | 11.46 Acres

Listing Agent: Bryan Rudisill, SIOR



OFFICE NOTABLE TRANSACTIONS

LEASED



Unum Center

555 Walnut Avenue, Chattanooga, TN

(2) Leased

Size: 16,461 SF & 27,668 SF

Listing Agent: David DeVaney, SIOR, CCIM

SOLD



Riverfront

505 Riverfront Parkway, Chattanooga, TN

Sold

Size: 23,000 SF

Listing Agent: Robert Maclellan

LEASED



Liberty Tower

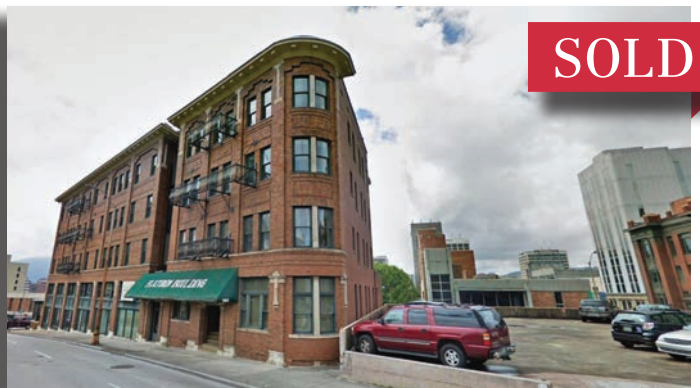
605 Chestnut Street, Chattanooga, TN

Leased

Size: 24,614 SF

Tenant Agent: Jeff Jennings, CCIM

SOLD



Flatiron Building

707 Georgia Avenue, Chattanooga, TN

Sold

Size: 33,000 SF

Listing Agent: David DeVaney, SIOR, CCIM

SOLD



Former Greyhound Terminal

960 Airport Road, Chattanooga, TN

Sold

Size: 4,348 SF

Listing Agent: Frazier DeVaney

LEASED



Chattanooga Warehouse Group

51 Lost Mound Drive, Chattanooga, TN

Leased

Size: 18,600 SF

Tenant Agent: Bryan Rudisill, SIOR

SOLD



Former McMahan Law Firm

323 High Street, Chattanooga, TN

Sold

Size: 6,925 SF

Listing Agent: Jeff Jennings, CCIM

SOLD



Cleveland State | Athens Campus

2580 Ingleside Avenue, Athens, TN

Sold

Size: 16,163 SF

Listing Agent: Roger Niez & Frazier DeVaney

LEASED



Brainerd Village

5810 Brainerd Village Road, Chattanooga, TN

Leased

Size: 22,457 SF

Tenant Agent: Robert Maclellan

SOLD



Omega Graduate School

500 Oxford Drive, Dayton, TN

Sold

Size: 13,000 SF | 19.4 Acres

Listing Agent: Bryan Rudisill, SIOR



INDUSTRIAL NOTABLE TRANSACTIONS

LEASED



Enterprise Park

6300 Enterprise Park Dr, Chattanooga, TN

(2) Leased

Size: 29,675 SF & 67,763 SF

Listing Agent: David DeVaney, SIOR, CCIM

SOLD



Industrial Building

2011 W Polymer Dr, Chattanooga, TN

Sold

Size: 104,290 SF | 23.26 Acres

Listing Agent: David DeVaney, SIOR, CCIM

LEASED



Amnicola Warehouse

3701 Amnicola Hwy, Chattanooga, TN

Leased

Size: 65,000 SF

Listing Agent: Chad Wamack

SOLD



LifeTouch Building

6104 Preservation Dr, Chattanooga, TN

Sold

Size: 72,500 SF | 11.46 Acres

Listing Agent: Bryan Rudisill, SIOR

SOLD



Bonny Oaks Industrial Park

6011 Century Oaks Dr, Chattanooga, TN

Sold

Size: 18,572 SF | 2.61 Acres

Listing Agent: Jeff Jennings, CCIM

LEASED



Warehouse & Office

4167 South Creek Rd, Chattanooga, TN

Leased

Size: 42,000 SF

Tenant Agent: Chad Wamack

SOLD



Industrial Property

7339 Lee Hwy, Chattanooga, TN

Sold

Size: 8,378 SF | 5 Acres

Listing Agent: Chad Wamack

LEASED



Alton Park Industrial

3101 Alton Park Blvd, Chattanooga, TN

Leased

Size: 62,440 SF

Listing Agent: Chad Wamack

LEASED



SouthSide District

3010 Williams St, Chattanooga, TN

Leased

Size: 27,000 SF

Tenant Agent: Jeff Jennings, CCIM

SOLD



Coca-Cola United

1285 Colquitt Hwy, Bainbridge, GA

Sold

Size: 20,954 SF | 10 Acres

Listing Agent: David DeVaney, SIOR, CCIM



RETAIL NOTABLE TRANSACTIONS

SOLD



Automotive Dealership

4316 Brainerd Rd, Chattanooga, TN

Sold
Size: 15,000 SF | 1.98 Acres
Buyer Agent: Bryan Rudisill, SIOR

SOLD



Crossing at Hamilton Place

7425 Commons Blvd, Chattanooga, TN

Sold
Size: 12,500 SF
Listing Agent: Chad Wamack

LEASED



Rent A Center

4316 Brainerd Rd, Chattanooga, TN

Leased
Size: 5,444 SF
Listing Agent: David DeVaney, SIOR, CCIM

SOLD



Retail Building

5188 Hwy 153, Hixson, TN

Sold
Size: 2,080 SF | 0.78 Acre
Listing Agent: Jeff Jennings, CCIM

SOLD



Former Suntrust Bank

8171 East Brainerd, Chattanooga, TN

Sold

Size: 2,180 SF

Listing Agent: Chad Wamack

LEASED



Four Corners

9409 Apison Pike, Ooltewah, TN

Leased

Size: 2,300 SF

Tenant Agent: Frazier DeVaney

SOLD



Northshore District

802 Hamilton Ave, Chattanooga, TN

Sold

Size: 4,290 SF

Listing Agent: Chad Wamack

LEASED



Hwy 58 Plaza

4421 Hwy 58, Chattanooga, TN

Leased

Size: 3,060 SF

Listing Agent: Frazier DeVaney

LEASED



East Brainerd Plaza

7633 East Brainerd Rd, Chattanooga, TN

Leased

Size: 1,710 SF

Listing Agent: Eli Schwartz

LEASED



Congress Plaza

901/911 N Congress Pkwy, Athens, TN

Leased

Size: 1,725 SF

Listing Agent: Eli Schwartz



LAND NOTABLE TRANSACTIONS



McDonald Farm

16705 Coulterville Rd, Sale Creek, TN

Sold
Size: 2,170 Acres
Listing Agent: Bryan Rudisill, SIOR



Southside District

3008 Broad St, Chattanooga, TN

Sold
Size: 3.87 Acres
Listing Agent: Robert Maclellan



Enterprise Industrial Park

7362 Volkswagen Drive, Chattanooga, TN

Sold
Size: 17.13 Acres
Buyer Agent: David DeVaney, SIOR, CCIM



Land off Hickory Valley

6735 Woodland Park, Chattanooga, TN

Sold
Size: 26.17 Acres
Listing Agent: David DeVaney, SIOR, CCIM



Land Near Walmart

0 Battlefield Pkwy, Fort Oglethorpe, GA

Sold
Size: 10.14 Acres
Buyer Agent: Jeff Jennings, CCIM



Riverfront Land

Riverfront Pkwy, Chattanooga, TN

Sold
Size: 2.57 Acres
Tenant Agent: David DeVaney, SIOR, CCIM



Land Along I-75

7700 Lee Hwy, Chattanooga, TN

Sold
Size: 4.9 Acres
Listing Agent: Chad Wamack



Southside District

1240 E Main St, Chattanooga, TN

Sold
Size: 1.95 Acres
Listing Agent: Jeff Jennings, CCIM



Northshore District

400/416/430 Manufacturers Rd, Chattanooga,

Sold
Size: 2.10 Acres | 3.02 Acres
Listing Agent: David DeVaney, SIOR, CCIM



Land Along I-75

Village North Boulevard, Cleveland, TN

Sold
Size: 7.5 Acres
Listing Agent: Chad Wamack



Property Management

NAI Charter Management Company has been managing commercial real estate for over 20 years. We have earned a reputation for working hard to develop and maintain effective relationships with our clients, tenants, leasing agents, and vendors.

We offer a full service property management program that encompasses a unique “hands-on” approach. We serve as a single point-of-contact for both the owner and the tenant, providing streamlined communication. We devise and implement a plan that maximizes cash flow and return on your investment, ultimately creating additional value.

In 2021, NAI Charter Management was awarded 97,700 SF of commercial and retail spaces located at Friars Branch Crossing. NAI Charter plans to continue their management portfolio growth in 2022.



DAVID F. DEVANEY
President



D. FRAZIER DEVANEY, JR.
Property Manager
& Leasing Agent



ELI SCHWARTZ
Property Manager
& Leasing Agent



MARY BRANNON
Asst. Property Manager



AMIE THOMAS
Chief Financial Officer

35 Properties
Managed

Over 20
Years Serving
Chattanooga

Office • Retail
Industrial

Nearly \$50 Million
in Portfolio Value,
900k± SF
Under Management

150+ Tenants

The Leader In
Commercial Real
Estate Since 1972

NAICharter



David F. DeVaney, SIOR, CCIM
President



J. Bryan Rudisill, SIOR
Vice President



Amie Thomas
Chief Financial Officer



D. Frazier DeVaney, Jr.
Affiliate Broker
Property Manager



Jeff Jennings, CCIM
Broker



Chad Wamack
Broker



Eli Schwartz
Affiliate Broker
Property Manager



Roger Niez
Broker



Mary Brannon
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