

R. Stephen Prather

First Vice President, Commercial Group



D 615.345.7254

sprather@charleshawkinsco.com

PROFESSIONAL PROFILE

Mr. Prather has been a commercial real estate agent since 2007 and joined the Charles Hawkins Co. in May of the same year. He is involved in the leasing, sales, and acquisition of commercial properties in the greater Metropolitan Nashville area.

EDUCATION

Mr. Prather received a Bachelor of Arts degree in Political Science and Communication Studies from Vanderbilt University in 2001. He earned a Master of Business Administration degree from Vanderbilt University in 2007.

PRIOR EXPERIENCE

Prior to joining the Charles Hawkins Co., Mr. Prather spent two years earning an MBA degree from Vanderbilt's Owen Graduate School of Management. Before returning to school, Mr. Prather worked in Washington, D.C. for nearly four years as a Deputy Press Secretary for U.S. Senator Jim Bunning and as a Legislative Assistant for U.S. Congressman John Shadegg.

PROFESSIONAL AFFILIATIONS

- Tennessee Affiliate Broker's License
- Vanderbilt Baseball Bullpen Club, Member

CORE COMPETENCIES

Mr. Prather specializes in real estate transactions occurring in Metropolitan Nashville's Midtown real estate environment. He provides the following comprehensive list of real estate services to his clients:

- Brokerage representation and facilitation for buyers and sellers of real property assets.
- Investment analysis for acquisition and disposition of real property assets.
- Portfolio management and consulting for companies seeking to gain strategic benefits from their owned or leased real estate portfolio.
- Development and market studies for investors seeking to enhance their portfolios.

BENEFICIARIES OF OUR SERVICES

In Mr. Prather's career, he has exclusively represented tenants; exclusively marketed user properties; and exclusively marketed investment properties.

Mr. Prather's client and customer list includes:

- Atlantic Trucking Company
- Harbor Freight Tools
- Counsel on Call
- Office Depot
- Enterprise Car Rental
- Qore Property Sciences
- Scottrade
- Stewart Title of Tennessee
- Tennessee Technology Development Corp.
- Shoemaker Financial
- Stonehenge Real Estate Group
- Siegenthaler Public Relations
- Prudential
- Vanderbilt University
- Paddywax
- COMMERCIAL REAL ESTATE Family and Children Services

CHARLES
HAWKINS CO.

760 Melrose Avenue
Nashville, TN 37211

O 615.256.3189 F 615.254.4026

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