

J.P. Lowe, CCIM
Senior President, Industrial &
Investment Group



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PROFESSIONAL PROFILE

Mr. Lowe has been a commercial real estate agent since he joined the Charles. Hawkins Co. in 2000. His primary focus is on investment sales of commercial and industrial property. Since June, 2000, he has been involved in transactions totaling more than \$175,600,000 representing 7,568,000 square feet of space and 1,730 acres of land.

EDUCATION

Mr. Lowe attended high school at Groton School in Groton, MA where he graduated in 1979. Mr. Lowe received a Bachelor of Arts degree from Vanderbilt University (1983), Nashville, TN. Mr. Lowe also holds a Master of Business Administration from Owen Graduate School of Management (1995), Vanderbilt University, Nashville, TN.

He has completed CCIM courses 100, 101, 102, 103 and 104.

PRIOR EXPERIENCE

Prior to entering the real estate brokerage business, Mr. Lowe has had a broad and varied business background with over 20 years in senior management and owner-ship positions. For the past fifteen years, Mr. Lowe has been an active partner in a Nashville-based residential and commercial real estate development firm.

PROFESSIONAL AFFILIATIONS

- Tennessee Broker's License
- Certified Commercial Investment Member (CCIM)

BENEFICIARIES OF OUR SERVICES

As a Broker with the Charles Hawkins Co., Mr. Lowe has handled numerous aspects of commercial real estate brokerage including exclusive marketing of investment properties, user properties for sale and lease, and land development sites. Mr. Lowe's primary focus is on marketing investment properties and exclusively representing owners and investors in investment sale transactions.

TRANSACTIONAL EXPERIENCE

Major investment sales transactions include:

1125 Vaughn Drive	504,000 SF
1042 Fred Blvd.	316,000 SF
104 Challenger Drive	300,000 SF
1115 Vaughn Drive	216,000 SF
375 Belvedere Drive	194,113 SF
5557 Highway 31 West	166,500 SF
701 Melrose Ave	132,712 SF
706 Church Street	109,113 SF
3801 Logistics Way	77,000 SF
Myatt Drive	57,950 SF
1920 Air Lane Drive	49,922 SF
3212 West End Avenue	38,000 SF
The Lilly Company	30,000 SF
1821 Air Lane Drive	25,300 SF
1701 Gale Lane Apartments	32-Units

Major Sales and Leasing Assignments include:

1171 Vaughn Drive	750,000 SF
1165 Vaughn Drive	500,000 SF
6701 Sippel Street	340,000 SF
104 Challenger Drive	300,000 SF
605 Highway 76	184,314 SF
5557 Highway 31W	166,500 SF
5559 Highway 31W	161,500 SF
1042B Fred White Blvd.	156,000 SF
1571 Heil Quaker Blvd.	122,000 SF
Mason Road	116,000 SF
191 Stone Container Rd	113,460 SF
Ross Tech Park	92,289 SF
835 Bill Jones Industrial Drive.	96,000 SF
1722 W. Broad Street	86,371 SF
2008 Johnson Industrial Drive.	80,000 SF
245 Great Circle Road	79,771 SF
565 Brick Church Park Drive	74,098 SF
2598 Pea Ridge Road	60,200 SF
540 Brick Church Park Drive	60,000 SF
215 Printwood Drive	50,000 SF
315 Tech Park Drive	50,000 SF
2225 Madison Street	45,000 SF

**CHARLES
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