

Robert Stout, SIOR

First Vice President,
Brokerage



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PROFESSIONAL PROFILE

Mr. Stout has been a commercial real estate agent since October, 1999. His primary focus is in industrial sales and leasing of commercial property. Mr. Stout was recently promoted from Senior Vice President to First Vice President. He is the only agent at the Charles Hawkins Co. that has received this honor. This achievement is based on many years of top achievement at the company and for years of demonstrated expertise and commitment to his clients.

EDUCATION

Mr. Stout received a Bachelor of Arts Degree, majoring in Economics, from Vanderbilt University in Nashville, TN.

He has completed all courses for SIOR and received the SIOR designation August, 2011. A SIOR is the leading professional commercial and industrial real estate association; and is dedicated to the practice and maintenance of the highest professional and ethical standards.

PRIOR EXPERIENCE

Prior to joining the Charles Hawkins Co. Mr. Stout spent four years with Colliers Turley Martin Tucker, specializing in industrial real estate. Before that Mr. Stout was a district sales trainer for Schering Plough Corporation covering the Middle Tennessee market.

PROFESSIONAL AFFILIATIONS

- Tennessee Affiliate Broker's License
- GNAR/NAR, Former Member
- SIOR, Member

AWARDS

- Platinum Commercial Award of Excellence (2005, 2006, 2007, 2008)
- ProLogis Broker of the Year (2005)
- NAIOP Industrial Sale of the Year (2011)
- NAIOP Nominee Broker of the Year (2014, 2015)

TRANSACTIONAL EXPERIENCE

Major tenant/buyer representation assignments include:

Anheuser Bush	500,000 SF
Designworks	271,699 SF
Yanfeng	150,000 SF
Flexcel, Inc.	148,923 SF
Derby Fabricating	122,000 SF
ATA Distribution	117,000 SF
Anderson News	116,000 SF
RockTenn	110,000 SF
LyncLogistics	100,000 SF
Mack Pack Services	100,000 SF
THI	100,000 SF
RAE Products	97,000 SF
Crosstown Courier	85,000 SF
Won Feng	80,000 SF
Pinnacle Business Products	77,000 SF
Baker Curb Racing	75,000 SF
Party Place	70,000 SF
Metro Air Services	60,000 SF
Ashley Furniture	60,000 SF
Kyzen	60,000 SF
Grand Avenue	54,000 SF
B&T	52,500 SF
Classic Party Rentals	50,000 SF
IM&E	50,000 SF
TN Bun Co.	50,000 SF
Cameron Ashley Building	48,000 SF

CHARLES
HAWKINS CO.

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Cosmos Granite & Tile	47,000 SF
ITNOLAP	45,000 SF
Cosmos Granite	45,000 SF
Am-Pac Tire Distribution	40,500 SF
Duncan Imports & Classic Cars	40,500 SF
Mobile Fixture	31,568 SF
American Freight	30,000 SF
Remarketing Solutions	30,000 SF
Solideal	30,000 SF
My Other Garage	30,000 SF
Feintool	30,000 SF
EnergyLogic	28,000 SF
Mitsuchi Corp. of America	25,000 SF
EMF Telecom	25,000 SF
Mitsuchi	24,000 SF
Pilot Air Freight	24,000 SF
Pioneer Industries	24,000 SF
Vantek	24,000 SF
Compass Rose	20,250 SF
Koorsen Fire Protection	20,000 SF
America Heating & Cooling	20,000 SF
Automation NTH	18,000 SF
SignCraft	16,000 SF
Dri-Eaz	16,000 SF
Craters & Freighters	15,000 SF
Pound for Pound	12,000 SF
Nashville Opera Association	10,000 SF
Jump Zone of Middle TN	10,000 SF
Geosciences Design	9,054 SF
Michael's Photography	9,000 SF
Inside / Out	8,751 SF
White Castle	8,680 SF
St Thomas Network	8,000 SF
BindTech, Inc.	7,200 SF
Iowa Glass/Independent Glass	6,600 SF
Delirium Wines	6,000 SF
Hill-Rom Company	6,000 SF
Daifuku American	6,000 SF
Spotlight Dance Studio	6,000 SF
Delirium Wines	6,000 SF
Strategic Direct Marketing.	5,603 SF
American Vantek	5,000 SF
Specialized Interior Systems	5,000 SF
Bounce Factory	5,000 SF
Liberty Abrasives	5,000 SF
Century 21	5,000 SF
Kwal Howells, Inc.	5,000 SF
Cash Register System	3,600 SF
Protecton One Alarm	3,459 SF
Pinson Properties	3,330 SF
Stockton Enterprises	3,000 SF
HD Satellite Connections.	3,000 SF
Cool Air Solutions	1,764 SF
Color My Shirt	1,500 SF
Winfrey & Associates	1,500 SF
G-3 Medical	1,500 SF
Nashville International Foods	1,500 SF
Move It Now	1,500 SF
Southern Architectural.	1,500 SF
Cintas	Land Purchase

Major exclusive leasing and sales assignments include:

Harding Business Park	530,000 SF
BH1	500,000 SF
Portland	500,000 SF
Stiles Corporation	500,000 SF
Park 24	322,000 SF
Northfork Industrial Park	301,500 SF
Clarksville	300,000 SF
4000 CentrePoint	300,000 SF
Smyrna Dist. Center	267,000 SF
Stiles Corporation	234,000 SF
Alenco Windows	226,000 SF
328 Weakley	200,000 SF
1045 Visco Drive	193,000 SF
Park 24	191,000 SF
Park 24	186,000 SF
Dezurik	185,000 SF
Park 24	144,000 SF
802 Swan Drive	140,000 SF
Aquatech	136,000 SF
1571 Heil Quaker	122,000 SF
1630 Corporate Place	122,000 SF
700 Swan Drive	122,000 SF
609 Enon Springs	120,000 SF
704 12th Avenue South	120,000 SF
Aquatech	114,000 SF
410 Harding Industrial	100,000 SF
12980 Old Hickory Blvd.	90,396 SF
HITT Properties	90,000 SF
1412 Antioch Pike	82,262 SF
Franklin Limestone Rd.	80,640 SF
3620 Allied & Trousdale	77,048 SF
565 Brick Church Drive	75,000 SF
4350 Hurricane Creek	71,435 SF
Keystone Ave.	70,000 SF
12630 Old Hickory Blvd.	70,000 SF
1201 Antioch Pike	68,573 SF
210 Parthenon	53,000 SF
900 Cpt Joe Fulgham	52,500 SF
3628 Allied & Trousdale	45,000 SF
1260 Heil Quaker	44,900 SF
640 New Salem	44,500 SF
1071 Firestone Parkway	44,000 SF
EnergyLogic	43,000 SF
201 Gils Street	41,250 SF
3189 Franklin Limestone Rd	40,300 SF
291 Sam Ridley	40,000 SF
414 Harding Industrial	40,000 SF
410 Harding Industrial	40,000 SF
6115 Robertson Avenue	37,830 SF
131 Weakley Lane	36,000 SF
1024 Firestone Pkwy	36,000 SF
1205 Bridgestone Parkway	35,000 SF
1600 Heil Quaker	34,181 SF
1531 JP Hennessy	32,000 SF
12966 Old Hickory Blvd.	31,875 SF
125 International Blvd	31,226 SF
470 Metroplex Ste 205	8,875 SF

3626 A Trousdale	8,772 SF
432 Harding Industrial Dr.	8,500 SF
116 Longview	7,500 SF
328 Hill Avenue	7,070 SF
151 Bain	6,800 SF
141 Lyle Lane	6,630 SF
1640 Antioch Pike	6,500 SF
1056 Acron Drive	6,500 SF
606 Briskin Lane	6,000 SF
409 Harding Industrial.	6,000 SF
459 Harding Industrial	6,000 SF
2606 Grissom Drive, B	6,000 SF
8810 Horton Highway	6,000 SF
1205-A Antioch Pike	5,908 SF
438 Harding Industrial Dr	5,500 SF
708 Rundle Ave.	5,014 SF
3628 E Trousdale	5,000 SF
3624 C Trousdale	5,000 SF
3622 B Trousdale	5,000 SF
406 Harding Industrial Drive	5,000 SF
155 B Jones Blvd.	4,800 SF
415-417 Harding Industrial Dr	4,590 SF
1412 Antioch Pike Ste 101	4,200 SF
1931 Airlane Drive	4,125 SF
460 Metroplex Ste 115	4,100 SF
138 Bain Drive	4,000 SF
447 Harding Industrial Drive	3,600 SF
305 Glenrose Avenue	3,579 SF
460 Metroplex Drive, Ste 102	3,423 SF
305 Glenrose Avenue	3,579 SF
526 Hagan Street	3,316 SF
445 Harding Industrial Drive	3,300 SF
460 Metroplex Drive	3,000 SF
470 Metroplex Ste 202	2,933 SF
1420 Donelson Pike, Ste B-7	2,887 SF
1420 Donelson Pike	2,559 SF
3630 H Trousdale Drive	2,500 SF
3630 F Trousdale	2,500 SF
3628 A Trousdale	2,500 SF
3628 G Trousdale	2,500 SF
3630 K Trousdale	2,500 SF
438 Bellingraph Drive	2,175 SF
820 Fesslers Parkway	2,000 SF
133 Weekley Lane	1,500 SF
1004 Hickory Hills Lane #2	1,170 SF
1004 Hickory Hills Lane #3	1,000 SF
1004 Hickory Hills Lane #6	995 SF
1004 Hickory Hills Lane #5	900 SF
499 Cave Road	500 SF

Land

Industrial Land, Wilson Co.	52 Acres
Murfreesboro Rd, LaVergne	46 Acres
Industrial Land, Wilson Co.	40 Acres
Industrial Land, Smyrna	28 Acres
Industrial Blvd., LaVergne	21 Acres
4357 Hurricane Creek Blvd.	17.44 Acres
Veterans Parkway	11.494 Acres
Lebanon Road	7 Acres
Old Hickory Blvd., Antioch	5 Acres
Murfreesboro Rd, Nashville	6 Acres
Mason Road, LaVergne	5 Acres
Lebanon Road, Nashville	3 Acres