

J.P. Lowe, CCIM

First Vice 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 and leasing of commercial and industrial property. Since June, 2000, he has been involved in transactions totaling more than \$400,000,000 representing 34,500,000 square feet of space and 2,030 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 and received the CCIM designation in April 2004.

PRIOR EXPERIENCE

Prior to entering the real estate brokerage business, Mr. Lowe has had a broad and varied business background with over 30 years in senior management and ownership positions. For the past 20 years, Mr. Lowe has been a partner in a Nashville-based residential and commercial real estate development firm.

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

- Tennessee Broker's License
- CCIM/Certified Commercial Investment - Member
- Middle Tennessee CCIM Chapter – Member & Board Member since 2010
- Middle Tennessee CCIM Chapter – President (2019)
- NAR/National Association of Realtors – Member
- Christ Church Cathedral (Episcopal) – Member
- BSA Troop 31 – Asst. Scout Master

BENEFICIARIES OF OUR SERVICES

Mr. Lowe has handled numerous aspects of commercial real estate brokerage including exclusive marketing of investment properties; exclusive marketing of user properties for sale and lease; exclusively representing tenants; invested in existing, speculative and build-to-suit projects; led land assemblage efforts creating redevelopment sites; performed consulting work and arranged for project financing. 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:

TN/KY Portfolio	1,332,000 SF
1125 Vaughn Drive	504,000 SF
1042 Fred Blvd.	316,000 SF
104 Challenger Drive	300,000 SF
328 Weakley Lane	244,000 SF
1115 Vaughn Drive	216,000 SF
375 Belvedere Drive	194,113 SF
5557 Highway 31 West	166,500 SF
1116 Vaughn PKwy	153,640 SF
700 Swan Drive	139,425 SF
701 Melrose Ave	132,712 SF
706 Church Street	109,113 SF
1216 Jay Bird	106,448 SF
3801 Logistics Way	77,000 SF
565 Brick Church	74,098 SF
Myatt Drive	57,950 SF
1920 Air Lane Drive	49,922 SF
3212 West End Avenue	38,000 SF
1024 Firestone Pkwy	35,186 SF
The Lilly Company	30,000 SF
1821 Air Lane Drive	25,300 SF

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
160 Kirby Drive	222,274 SF
109 Kirby Drive	220,000 SF
601 Jefferson Ave	205,958 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
215 Printwood Drive	117,800 SF
214 Kirby Drive	117,500 SF
601 Mason Road	177,000 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
601 Central Ave	96,000 SF
1109 Vaughn Ave	86,544 SF

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