

Patrick Brakefield, SIOR
Director



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PROFESSIONAL PROFILE

Mr. Brakefield has been a Nashville commercial real estate agent since 1986. He spent his first thirteen years in the industry with CBRE and then joined the Charles Hawkins Co. in 1999. Pat has been one of the primary owners of the company and led as the company's sales manager for over twenty years. He continues as a director and principal in the company while also serving his clients as their real estate broker.

EDUCATION

Mr. Brakefield earned a Master of Arts in Theology and Biblical Studies from Trevecca Nazarene University in 2023. He earned a Bachelor of Business Administration degree with an emphasis in Finance from the University of Houston in 1983 and graduated from The Hillsboro School, a multi-denominational academic, arts, and athletics high school in Nashville, TN, in 1977.

Mr. Brakefield has completed SIOR courses 101, 103, 201, and 203, and CCIM courses 100, 101, 102, 301, 401, and 410.

PRIOR EXPERIENCE

Prior to entering the real estate brokerage business, and during the early years of his real estate career, Mr. Brakefield proudly served in the armed forces of the United States. He was also involved in the maintenance and management of apartment properties for a short time before he began his brokerage career.

PROFESSIONAL AFFILIATIONS

- Tennessee Broker License - # 230151
- Society of Industrial & Office Realtors (SIOR) - Member since 1995
- Middle & East Tennessee SIOR Chapter - Member & Former President
- Greater Nashville Association of Realtors (GNAR) - Former Board Member & Former Committee Chair
- Greater Nashville Association of Realtors Commercial-Investment Division - Former President

BENEFICIARIES OF OUR SERVICES

Mr. Brakefield has exclusively represented tenants; exclusively marketed user properties; exclusively marketed investment properties; completed build-to-suit transactions; invested in existing, speculative, and build-to-suit projects; provided consulting services; and arranged for project financing. He focuses primarily on industrial real estate projects and has also done a lot of work in the office space sector as well.

Transactions that he has brokered range as follows:

UPREIT:

- 1740 River Hills Drive - 177,000 square feet

Investment Sales:

- Space Park North & Old Stone Bridge - 954,625 square feet
- 1 Walden Books Drive - 540,000 square feet
- 400 New Sanford Road - 518,667 square feet
- Space Park East - 445,250 square feet
- 2836 Logan Street - 3,900 square feet

Build-to-Suit:

- Hollister, Inc. - 100,500 square feet
- TCI/Michelin - 78,000 square feet

Landlord and Seller Representation:

- Cowan Industrial Park - 588,768 square feet
- 400 New Sanford Road - 518,667 square feet
- Bridgestone/Firestone Plant - 337,000 square feet
- 173 Industrial Blvd - 7,200 square feet

Tenant Representation:

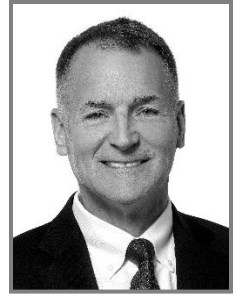
- Supply Chain Warehouses - 472,301 square feet
- B & G Foods - 420,000 square feet
- Gideons International - 72,752 square feet (office headquarters building)
- Bridgestone/Firestone USA - 67,095 square feet (office headquarters building)
- Edgepark Medical Supply - 1,500 square feet
- Bridgestone/Firestone USA - 1,200 square feet

Additional information is available on Pat's personal promotion page posted under his name on www.charleshawkinsco.com/team

CHARLES
HAWKINS CO.

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DO YOU WANT A DILIGENT REAL ESTATE AGENT?



TN Real Estate Broker
License #: 230151

Diligent (adj.): Having or Showing Care and Conscientiousness in One's Work or Duties; Characterized by Steady, Earnest, and Energetic Effort

Synonyms: Careful, Thorough, Hard-Working, Persistent, Tireless, Dedicated, Committed, Punctilious

PATRICK BRAKEFIELD, SIOR IS AVAILABLE FOR ASSIGNMENT

EXPERIENCED BROKER

- Serving Middle Tennessee since 1986
- The experience gained over many years helps me serve you well

MY LIFE AND MY BUSINESS ARE UNDER CONTROL

- I'm steady, solvent, and successful
- I am not "too busy." I am vigorous and operate at a high tempo but am not breathless and will not skim through your assignment
- Except for conservative leverage on a couple of my investment properties, I have no debt
- Due to the above, you can be assured ... I WILL NEVER SACRIFICE YOUR NEEDS BECAUSE OF MINE

RECORD OF SUCCESS

- Past performance is a good indicator of future performance. You can expect that my colleagues and I will do a great job for you

BACKGROUND

- With a background as the (self-titled) "fastest busboy east of the Mississippi" and as a former maintenance man on apartment properties, I have done a lot of hard, nasty work. Getting dirty on your project is an honor

FORMER MARINE

- I am diligent, reliable, and will serve you with "bulldog-stick-to-it-foreverness" (Jerry Clower quote)
- I have an extreme sense of duty and responsibility for your property and your assignment

EXPERIENCED LEADER

- Decades of experience as the president, captain, chair, owner, leader, manager, organizer, partner, convener, director, and board member of school, church, business, civic, military, and social organizations
- My leadership and management experience helps me understand the big picture of your needs and to take charge of, organize, and manage the successful outcomes you desire

CONNECTED

- Being active in SIOR and other industry organizations helps me know the real estate market, its participants, and the prospects

KNOWLEDGEABLE

- I will use our extensive market knowledge and market analysis to help you make your best decisions and to obtain outstanding results

EDUCATED & TRAINED

- CCIM, SIOR, CHCO, NAIOP, and other training help my colleagues and me stay current and know the best ways to serve you

SKILLED COLLEAGUES

- I will assemble the group that is needed to handle your assignment with tremendous skill

STRONG CLIENT ADVOCATE

- I am courteous and professional but will vigorously pursue your best interests under all circumstances

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Director - Charles Hawkins Co.

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