

HIGHBURY POINTE | ENTITLED PROJECT WITH SEWER

DEVELOPMENT-READY



CONTACT FOR MORE INFORMATION



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OFFERING SNAPSHOT



ADDRESS 1269 Highway 96 N, Fairview, TN 37062

PRICE Submit Offers

SIZE ± 20 acres within a ±38 acre residential master plan

ZONING RM8 (Up to 160 units)

CONDITION Development ready with all utilities and sewer approvals in hand.

OFFSITE IMPROVEMENTS \$1.8M in offsite improvements for the entire project, single-family is responsible for 50% (\$900k)

OVERVIEW Acquire ±20 acres for the townhome phase within a ±38-acre master-planned community in Williamson County, TN. The other component of the master plan will include a ±240 unit multifamily project. Straight-zoned RM8 for by-right attached residential—cut approvals and accelerate starts. Integrate quickly with the broader plan for efficient site design, shared infrastructure, and cohesive streetscapes. A scale-ready, speed-to-market opportunity in the high-demand Nashville MSA.



ESCROW REQUIREMENTS



CONCEPTUAL PLANS & ELEVATIONS

Submit example conceptual elevations and plans, including architectural renderings, materials, colors, and other visual representations of the proposed product.

FINANCIAL CAPACITY

Provide evidence of financial strength and viability of the offer, including proposed capital sources and references from previous sellers.

INTERNAL APPROVALS PROCESS

Outline the process for generating an Internal Notice of Continuation (NOC) and obtaining Land Committee approval.

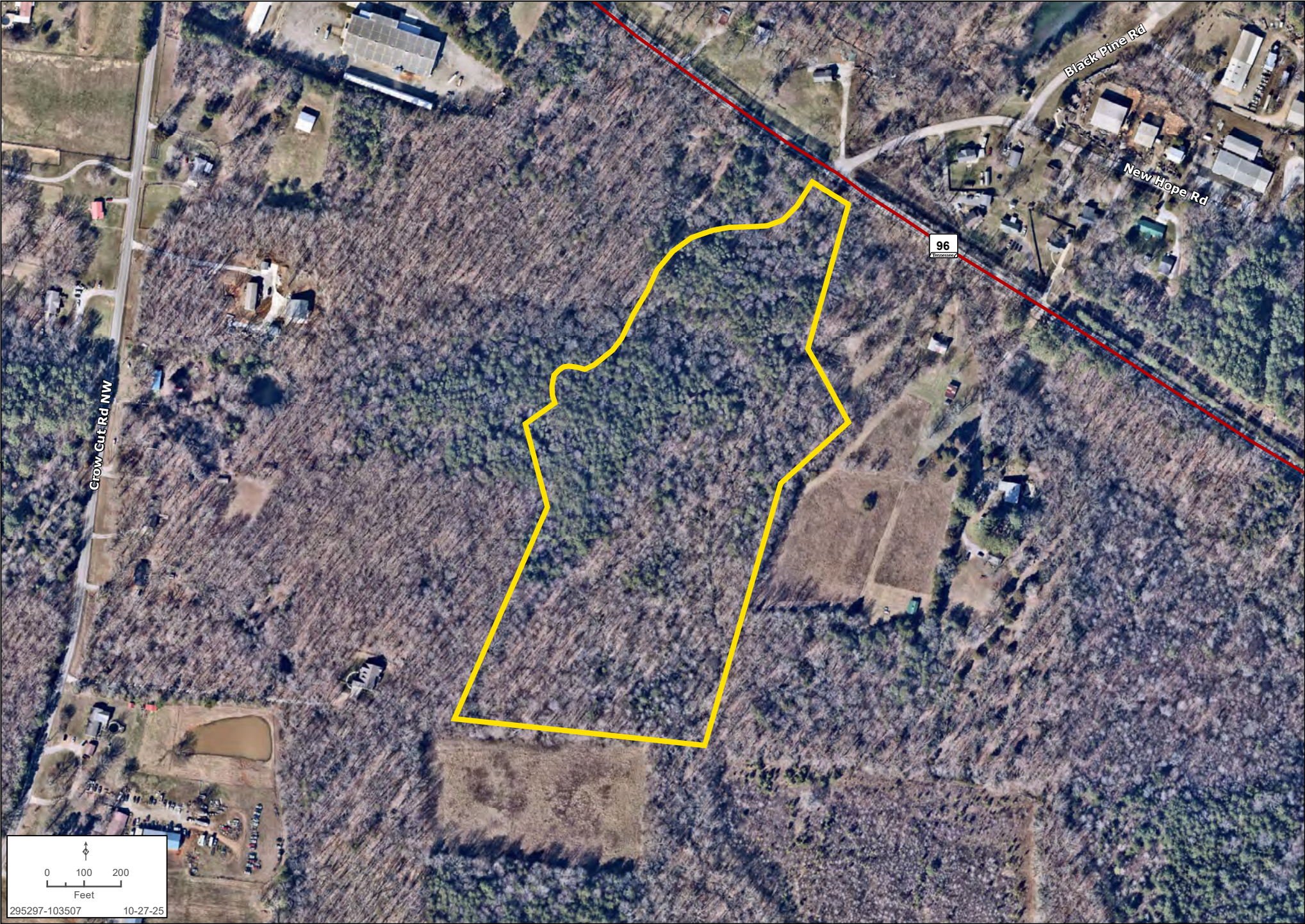
INSPECTION AND CLOSING SCHEDULE

Provide a proposed schedule for inspections and closing, along with a list of any required inspection items.



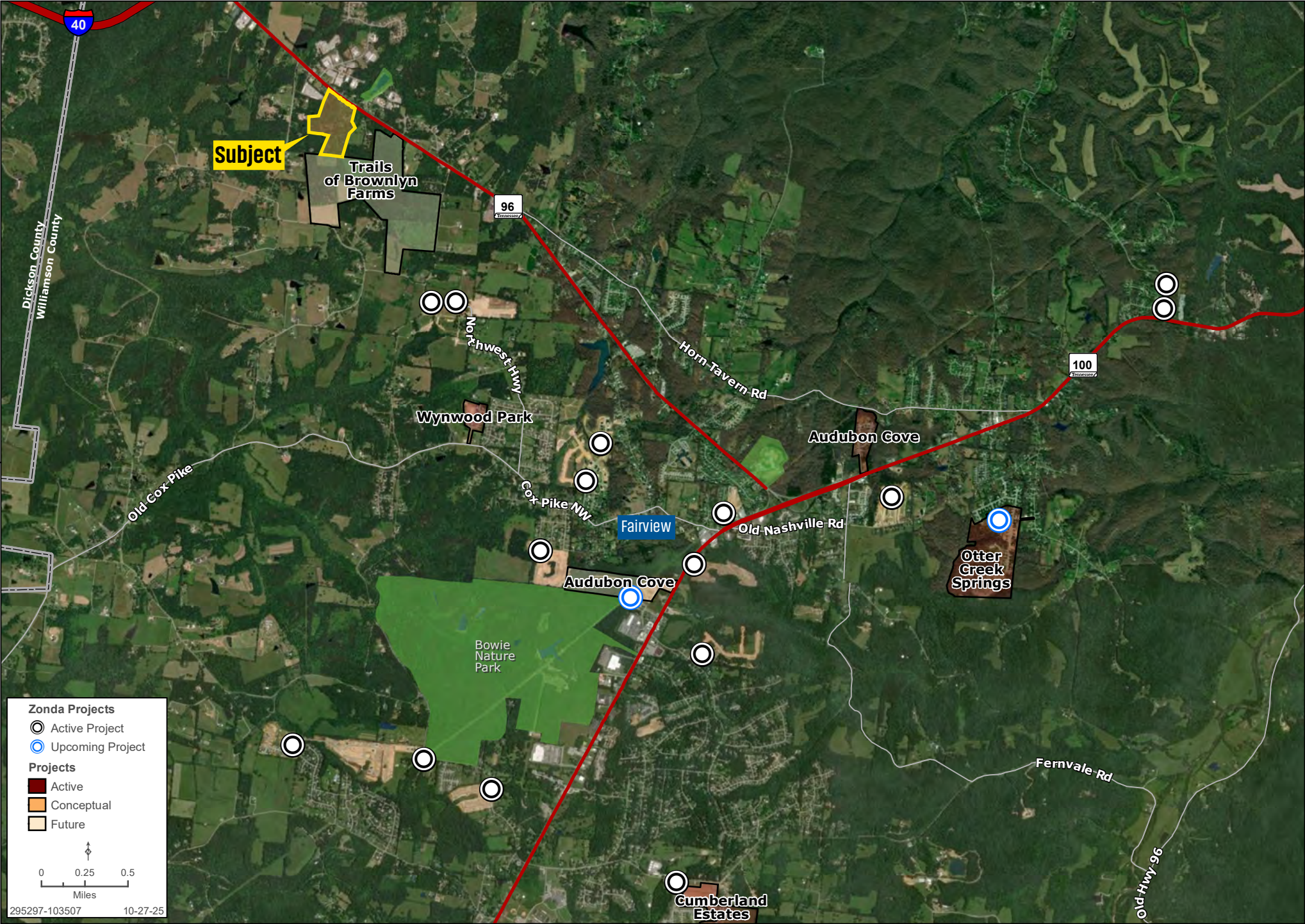
DETAIL | Highbury Pointe

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DEVELOPMENT | Highbury Pointe

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SCHOOLS & AMENITIES | Highbury Pointe

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NASHVILLE MARKET REPORT

NSH

MARKET INSIGHTS • 2025



3.4%

Nashville Unemployment Rate



-0.3%

YoY New Home Starts Down



18.2%

YoY New Home Closings Up

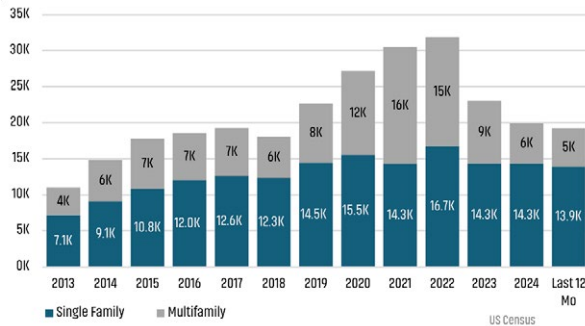


\$629,979

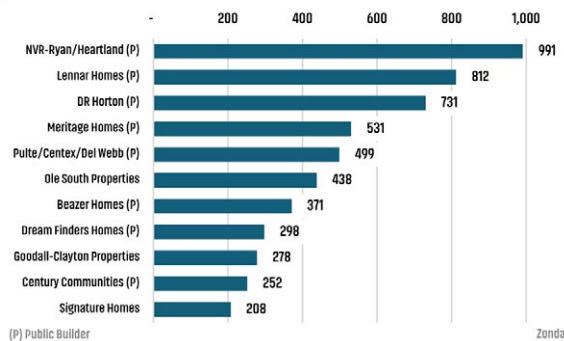
Median New Home Price

NEW HOUSING TRENDS¹

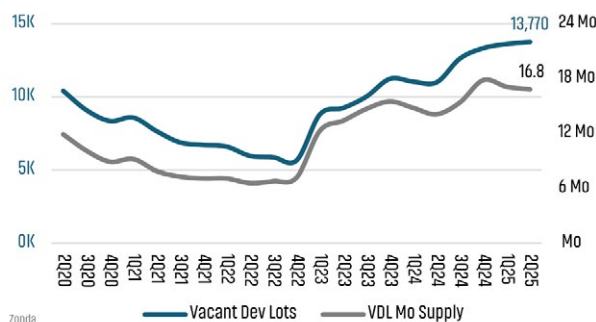
Single & Multi-Family Permits



12 Month Homebuilder Ranking by Closings



Vacant Developed Lot Supply



ANNUALIZED NEW HOME STARTS



Jun 2024
9,396
Jun 2025
9,367
-0.3%

ANNUALIZED NEW HOME CLOSINGS

18.2%

Jun 2024
8,309
Jun 2025
9,820

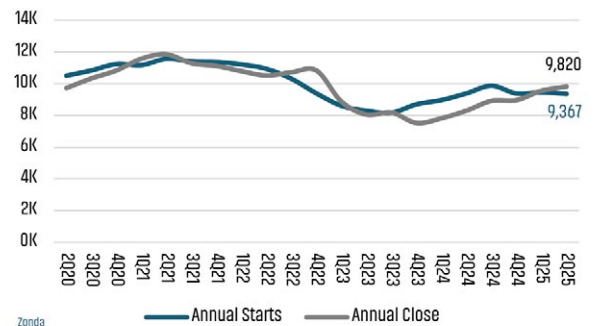


MEDIAN NEW HOME PRICE



Jun 2024
\$611,944
Jun 2025
\$629,979
2.9%

Annual Starts vs Closings



MLS RESALE STATISTICS - NASHVILLE MSA SINGLE FAMILY HOMES²

ANNUALIZED CLOSED SALES

Jun 2024
26,228
Jun 2025
26,753
▲ 2.0%

MONTHS OF INVENTORY

Jun 2024
3.2 Mo
Jun 2025
3.9 Mo
▲ 0.7 Mo

MEDIAN SALE PRICE

Jun 2024
\$505,000
Jun 2025
\$528,297
▲ 4.6%

DAYS ON MARKET

Jun 2024
44 Days
Jun 2025
47 Days
▲ 3 Days

ECONOMIC TRENDS³

UNEMPLOYMENT RATE (unadjusted)

NASHVILLE

Jun 2024	Jun 2025
3.2%	3.4%
▲ 0.2%	

TENNESSEE

Jun 2024	Jun 2025
3.3%	3.5%
▲ 0.2%	



TOTAL NONFARM EMPLOYMENT (in thousands)

NASHVILLE

Jun 2024	Jun 2025
1,192	1,205
▲ 1.1%	

TENNESSEE

Jun 2024	Jun 2025
3,378	3,407
▲ 0.9%	



EMPLOYMENT CHANGE

NASHVILLE

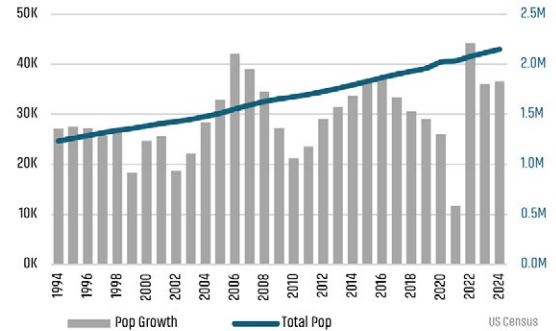
Annualized Employment Change
1.1%

TENNESSEE

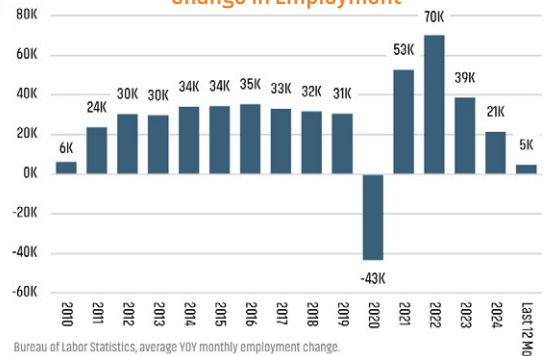
Annualized Employment Change
0.7%



Population Growth & Total Population



Change in Employment



US Inflation Rate

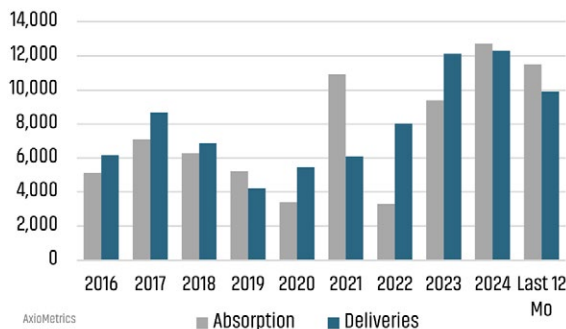


30 Year Fixed Mortgage Rate

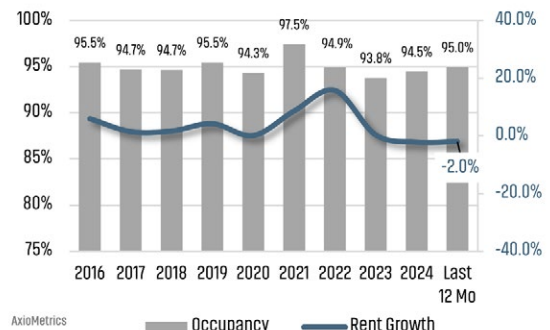


MULTIFAMILY STATISTICS

Absorption & Deliveries



Occupancy & Rent Growth



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