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## Office complex gets a look from real estate professionals

By Cheryl Tatum  
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Hendersonville Mayor Scott Foster had four minutes to convey the advantages of locating business offices in the city last week as more than 100 members of a national organization representing professionals in industrial, office and mixed-use commercial real estate came to town. According to Foster, the visit sponsored by the Nashville Chapter of the National Association of Industrial and Office Properties (NAIOP), gave the city a chance to lure new business to the area. Three bus loads of real estate professionals made a brief stop at the new 50,000 square foot office complex now under construction in Indian Lake Village.

According to Foster, while one floor of the new complex has been leased, there are opportunities for more tenants in the three-story building. The bus tour was a chance to showcase that building being developed by Halo Properties, and talk about future office development in the city.

Foster said with all the planned office space for Indian Lake Village, the chance to have Hendersonville as one of the tour's 10 stops is important to the city.

"They aren't stopping at every site, some are just drive-bys. The fact that we are one of five stops is important," Foster said Thursday morning prior to the tour's arrival.

According to Hollie Cummings, executive director of the Nashville Chapter of NAIOP, this is the 10th year for the bus tour that allows its membership the chance to see first hand the development in Middle Tennessee.

She added Nashville area real estate professionals have been hearing a lot about the Indian Lake Village development, which is why it was the first stop on this year's tour.

"it is class A office space along with retail, restaurants and residential use. I think it is this mix in the development that makes it attractive," she said.

Cummings added her impression is that those on the tour were pleased with what they saw in Hendersonville.



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"We had someone from Halo Properties to come and speak to members last year, but to see it first hand gives you a much better impression of the development activity in the area," she said.

Cummings added she sees a bright future for the area north of Nashville for retail and office prospects.

"I think Sumner County is starting become more attractive," she said.

The National Association of Industrial and Office Properties is the nation's leading trade association for developers, owners, investors, asset managers and other professionals in industrial, office and mixed-use commercial real estate.