

REQUEST FOR PROPOSAL

NORTHSHORE REDEVELOPMENT OPPORTUNITY



100 Cherokee Boulevard
Chattanooga, TN 37405



DUE DATE & TIME

Monday, November 23, 2026
by 4:00 PM EST



REQUIRED MINIMUM OFFER

\$6,500,000



PROPERTY OFFERED BY:
Hamilton County, TN

CONTACT:

Jeff Jennings, CCIM

for the Request for Proposal Package

423-255-8555 | jbj@charterre.com

CALL FOR OFFERS

DUE MONDAY, NOVEMBER 23, 2026 BY 4:00PM ET

Jeff Jennings, CCIM of NAI Charter Real Estate Corporation, on behalf of the ownership, invites qualified purchasers to submit offers to acquire the property located at **100 Cherokee Boulevard** in Chattanooga, Tennessee. The property is being offered without an asking price but with a minimum bid requirement of \$6,500,000.

OFFER REQUIREMENTS

Please include the following in your written offer:

- Purchase price
- Earnest money amount and the date it becomes non-refundable
- Due diligence period
- Closing period
- All contingencies, if any
- Purchaser information, including closing track record, current assets under ownership, and any other information that reflects Positively on the Purchaser
- Must be emailed to Jeff Jennings, CCIM at jbj@charterre.com by the deadline

****Please read the Hamilton County Request For Proposal thoroughly as there are certain requirements to submit your proposal. See section: SUBMITTAL REQUIREMENTS & EVALUATION CRITERIA for how the process will work.****

Contact Jeff Jennings, CCIM for the official document.

INFORMATION

****A prospective purchaser represented by a broker or agent shall disclose such representation in its proposal and shall be solely responsible for any additional commission, fee, or compensation owed to its broker or agent unless otherwise agreed to in writing by Hamilton County. Any purchaser related brokerage fees shall be in addition to, and shall not reduce or otherwise be deducted from the purchase price offered to Hamilton County.****

Submit Offers to:
Jeff Jennings, CCIM | jbj@charterre.com

DEADLINE FORMAL REQUEST FOR PROPOSAL

DUE MONDAY, NOVEMBER 23, 2026 BY 4:00PM ET

November 15, 2026 is the last day to submit your questions.

All questions need to be in email format directed to Jeff Jennings, CCIM at jbj@charterre.com.

****Please read the Hamilton County Request For Proposal thoroughly as there are certain requirements to submit your proposal. See section: SUBMITTAL REQUIREMENTS & EVALUATION CRITERIA for how the process will work.****

Contact Jeff Jennings, CCIM for the official document.

PROPERTY TOURS

There will be limited times to tour the property and submit questions. Please **RSVP** to jbj@charterre.com at least 24 hours in advance. Arrive promptly in the lobby. Guided tour duration is 90 minutes and will start promptly at the indicated meeting time.

- September 23, 2026 at 10:00 AM ET
- October 20, 2026 at 12:30 PM ET
- November 5, 2026 at 12:30 PM ET

Contact:
Jeff Jennings, CCIM | jbj@charterre.com

PROPERTY OVERVIEW

Rare Northshore Redevelopment Opportunity

- 2.31± acres in the heart of Chattanooga's NorthShore
- Immediately across the Tennessee River from Downtown Chattanooga
- Direct proximity to Whole Foods, Publix, restaurants, retail, outdoor recreation, including: Coolidge Park, Renaissance Park and the newly renovated Walnut Street Bridge for pedestrians
- Approximately one minute from HWY 27 with convenient access to I-24
- Flexible redevelopment potential for residential, mixed-use, office, or other uses

100 Cherokee Boulevard presents a rare opportunity to acquire a significant redevelopment site in one of Chattanooga's most established and desirable urban neighborhoods. Located at the convergence of Northshore residential, retail, recreational, and commercial activity—the property offers immediate proximity to Downtown Chattanooga, direct access to the Tennessee River and its recreational activities, and the walk-ability, amenities and continued investment that define the Northshore district.

ASSET SUMMARY

ADDRESS:	100 Cherokee Boulevard Chattanooga, TN 37405
COUNTY:	Hamilton
SUBMARKET:	Northshore
SQUARE FEET:	120,827±
ACRES:	2.31±
ZONING:	E-IX-4
PARCEL ID:	135F F 008.01
YEAR BUILT:	1926
PARKING:	89 Spaces



PROPERTY INFORMATION



PARTNERING FOR PROGRESS

Recognizing its potential, the County partnered with the City of Chattanooga, the Chattanooga Chamber of Commerce, and Partners for Economic Progress in 1987 to transform the facility into a business incubator. Since that time, the building has played a meaningful role in supporting entrepreneurship by providing affordable, flexible space for startups and small businesses to grow and succeed.



SUSTAINABLE DESIGN

In 2012, the U.S. Green Building Council awarded the BDC building LEED Silver Certification. LEED (Leadership in Energy and Environmental Design) is the most widely used green building rating system in the world. The LEED framework informs all building types including new construction, interiors, operations and maintenance, and core and shell.



CROSS-ORGANIZATIONAL PARTNERSHIPS

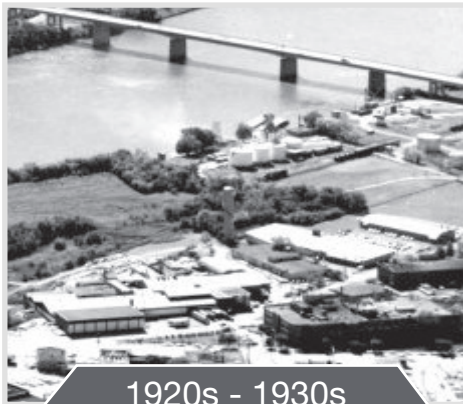
The Chattanooga Chamber of Commerce's INCubator is a 3-year startup accelerator and business development hub designed to scale early-stage companies across advanced manufacturing, tech, and consumer goods. The program provides dedicated office and manufacturing spaces as well as common areas for the tenants.

The targeted building vacancy date for all active incubator tenants is May 2027.

PROPERTY HISTORY

A LEGACY OF MANUFACTURING.
A FUTURE OF OPPORTUNITY.

From its early industrial roots to its transformation into a business center, this property has played a significant role in Chattanooga's economic development for nearly a century.



INDUSTRIAL FOUNDATION

Heavy duty distribution warehouse for local furniture manufacturers.



MANUFACTURING GROWTH

Manufacturing plant for American Lava Corp



EXPANDED INDUSTRIAL USE

Industrial manufacturing space for 3M; later utilized by General Electric



A NEW CHAPTER

Hamilton County acquired the building and repurposed it as a small business incubator.

AERIAL PHOTO



AERIAL PHOTO



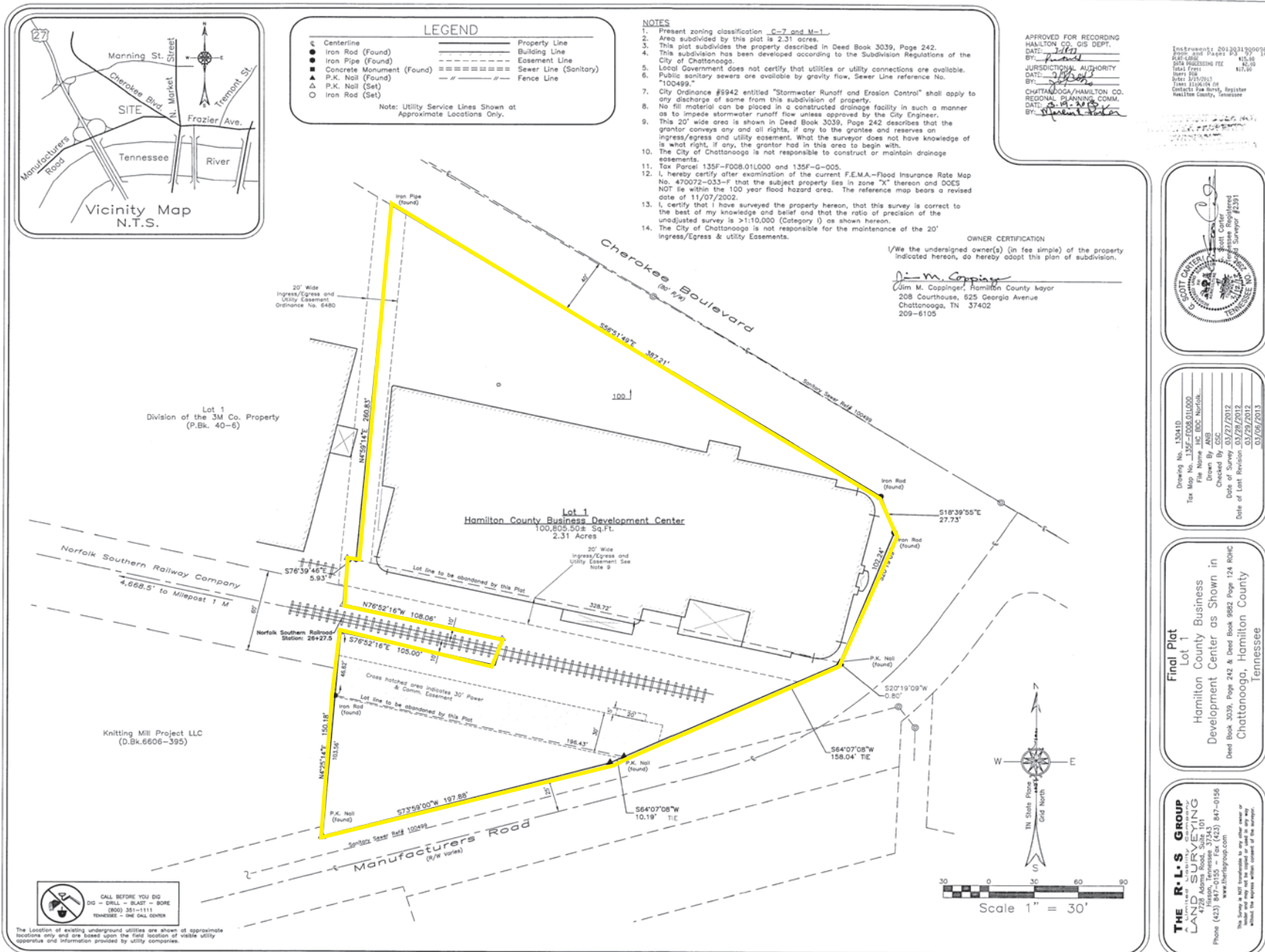
RENDERING OFFICE BUILDING



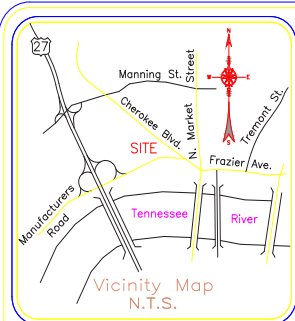
RENDERING APARTMENTS



SITE PLAN

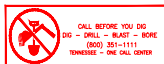


SITE SURVEY

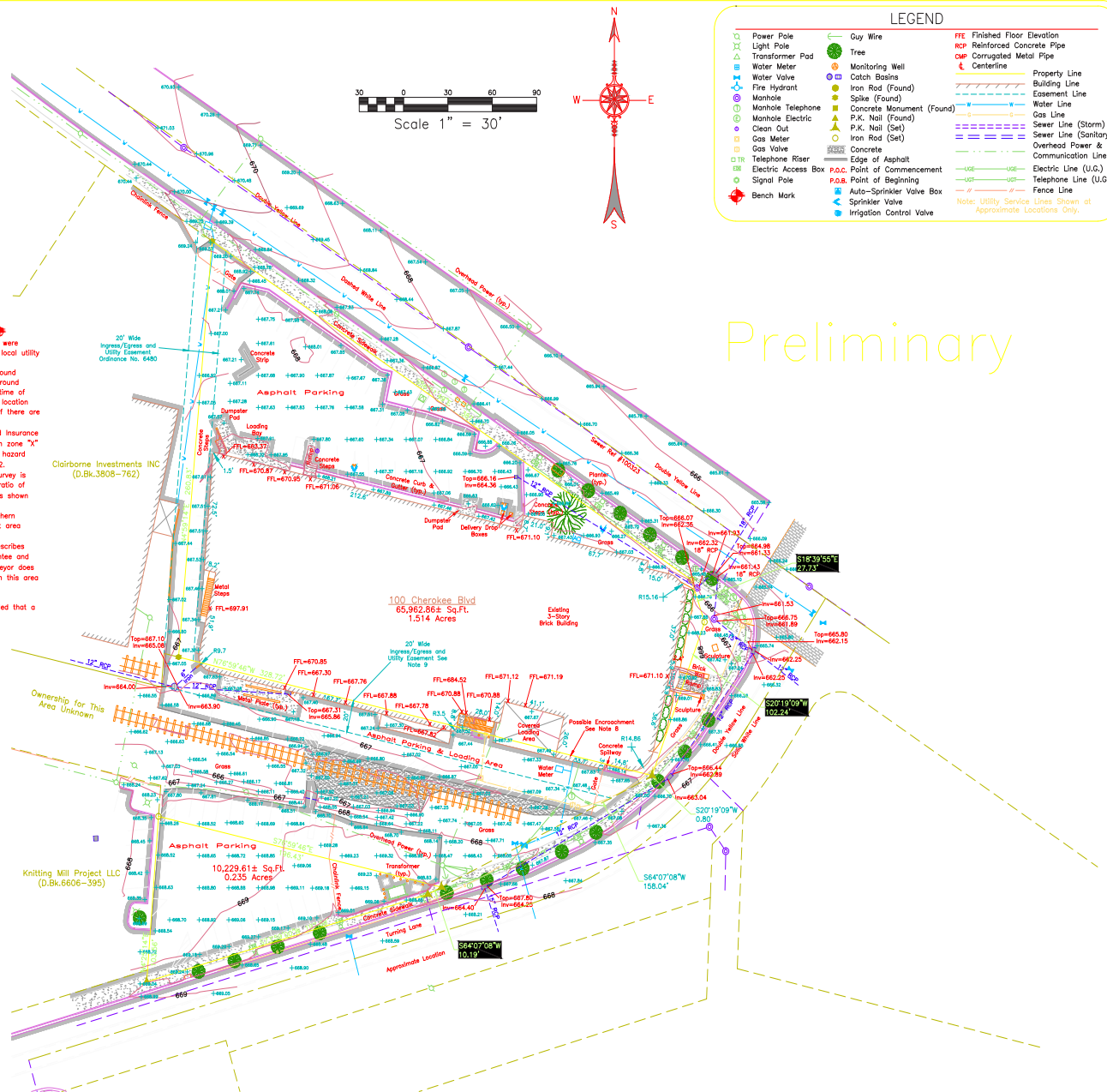


NOTES

1. Contour Interval: 1 Foot
2. Elevations based on GPS Core Station Networks and they were transferred to site by Leica SR 530 GPS System.
3. Site Benchmark: Top bolt of existing fire hydrant marked by red dot.
4. All underground utilities are at approximate locations only, and were located by above ground evidence and information supplied by local utility companies. Call Before You Dig! 800-351-1111
5. Utilities shown on this survey were taken from visible above ground evidence and field locations. The existence of additional underground utilities may be possible and unknown to this surveyor at the time of this survey. The services of an independent underground utility location company may need to be contracted by owners to determine if there are additional and/or unforeseen underground utilities on this site.
6. I, hereby certify after examination of the current F.E.M.A.-Flood Insurance Rate Map No. 470072-0333-F that the subject property lies in zone "X" thereon and a portion DOES NOT lie within the 100 year flood hazard area. The reference map bears a revised date of 11/07/2002.
7. I, certify that I have surveyed the property hereon, that this survey is correct to the best of my knowledge and belief and that the ratio of precision of the unadjusted survey is $>1:10,000$ (Category I) as shown hereon.
8. Without additional title work to prove otherwise this is the southern boundary of said lot and would create a building encroachment area along the entire southern side of said lot.
9. This 20' wide area is shown in Deed Book 3039, Page 242 describes that the grantor conveys any and all rights, if any to the grantee and reserves an ingress/egress and utility easement. What the surveyor does not have knowledge of is what right, if any, the grantor had in this area to begin with.
10. This Survey has been done without the aid of a current Title Commitment. In the surveyors opinion it is strongly recommended that a complete title search be done on this property.



The Location of existing underground utilities are shown at approximate locations only and are based upon the field location of visible utility apparatus and information provided by utility companies.



Scale 1" = 30'



LEGEND

Power Pole	Guy Wire	FFE Finished Floor Elevation
Light Pole	Tree	RCP Reinforced Concrete Pipe
Transformer Pad	Monitoring Well	CWP Corrugated Metal Pipe
Water Meter	Catch Basins	Centerline
Water Valve	Iron Rod (Found)	Property Line
Fire Hydrant	Spike (Found)	Building Line
Manhole	Concrete Monument (Found)	Easement Line
Manhole Telephone	P.K. Nail (Found)	Water Line
Manhole Electric	P.K. Nail (Set)	Gas Line
Clean Out	Iron Rod (Set)	Sewer Line (Storm)
Gas Meter	Concrete	Sewer Line (Sanitary)
Gas Valve	Edge of Asphalt	Overhead Power & Communication Line
Telephone Riser	P.O.C. Point of Commencement	Electric Line (U.G.)
Electric Access Box	P.O.B. Point of Beginning	Telephone Line (U.G.)
Signal Pole	Auto-Sprinkler Valve Box	Fence Line
Bench Mark	Sprinkler Valve	
	Irrigation Control Valve	

Note: Utility Service Lines Shown at Approximate Locations Only.

Preliminary

1
Sheet No.

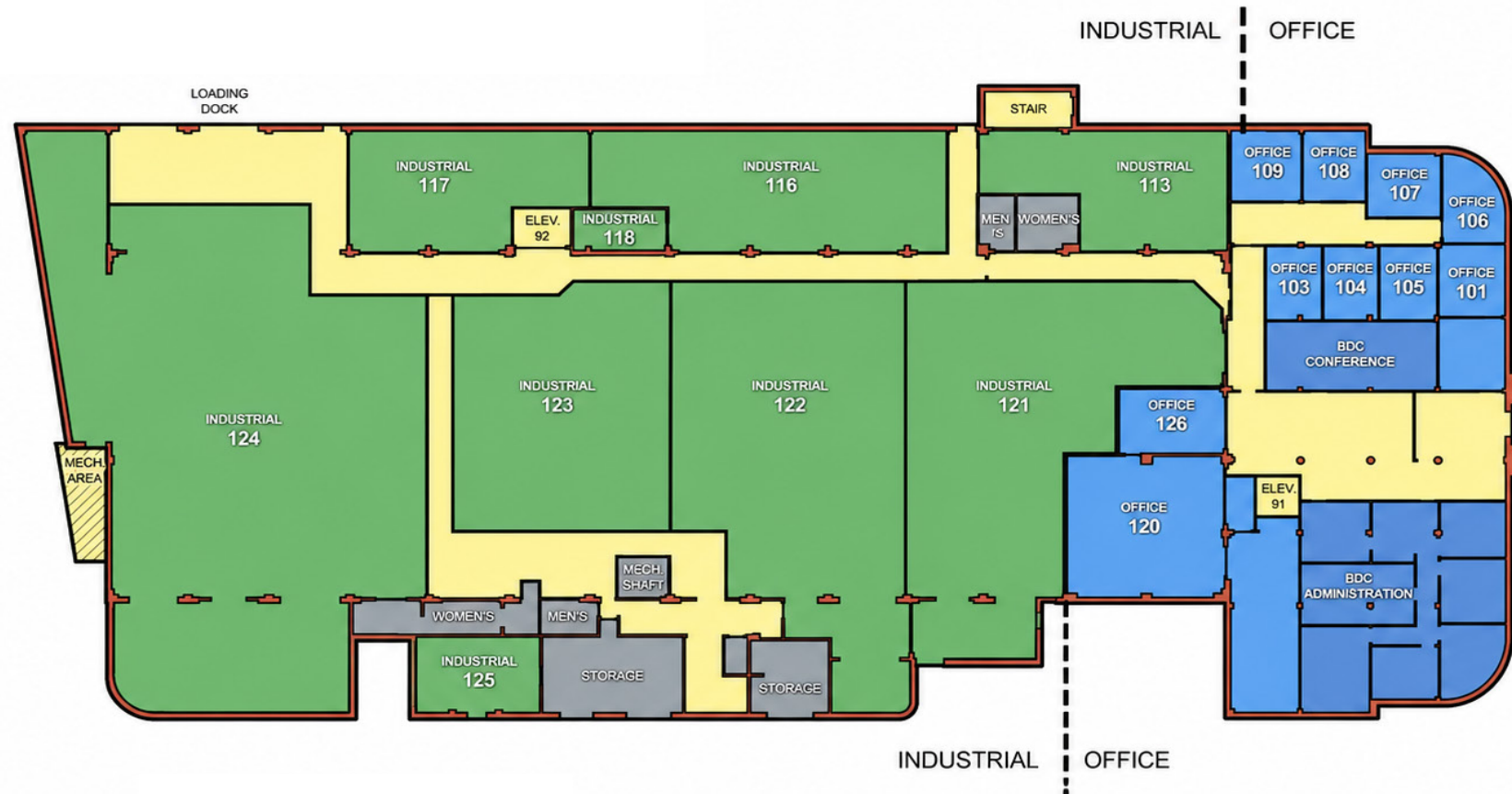
Preliminary

Drawing No. 001105
Title Name: 100 Cherokee Blvd. & 1307-01-005
Drawn By: JMM
Checked By: JMM
Date of Survey: 12/04/2009
Date of Last Revision: 12/14/2009

Boundary & Topographic Survey
Being the Property Described in
Deed Book 3039, Page 242 ROHC
Chattanooga, Hamilton County
Tennessee

THE R. L. S. GROUP
L.A. 1720 Adams Road, Suite 101
Phone (423) 720-1100
www.rlsgroup.com
This Survey is NOT intended to be an other use or
reliance on the surveyor's professional seal and
signature. The surveyor is not responsible for the
accuracy of the survey.

FLOOR PLAN 1ST FLOOR



LEGEND

- FACTORY LEASABLE
- OFFICE LEASABLE
- CIRCULATION
- SUPPORT/SHARED
- CONVERTED

FIRST LEVEL PLAN - OPTION B

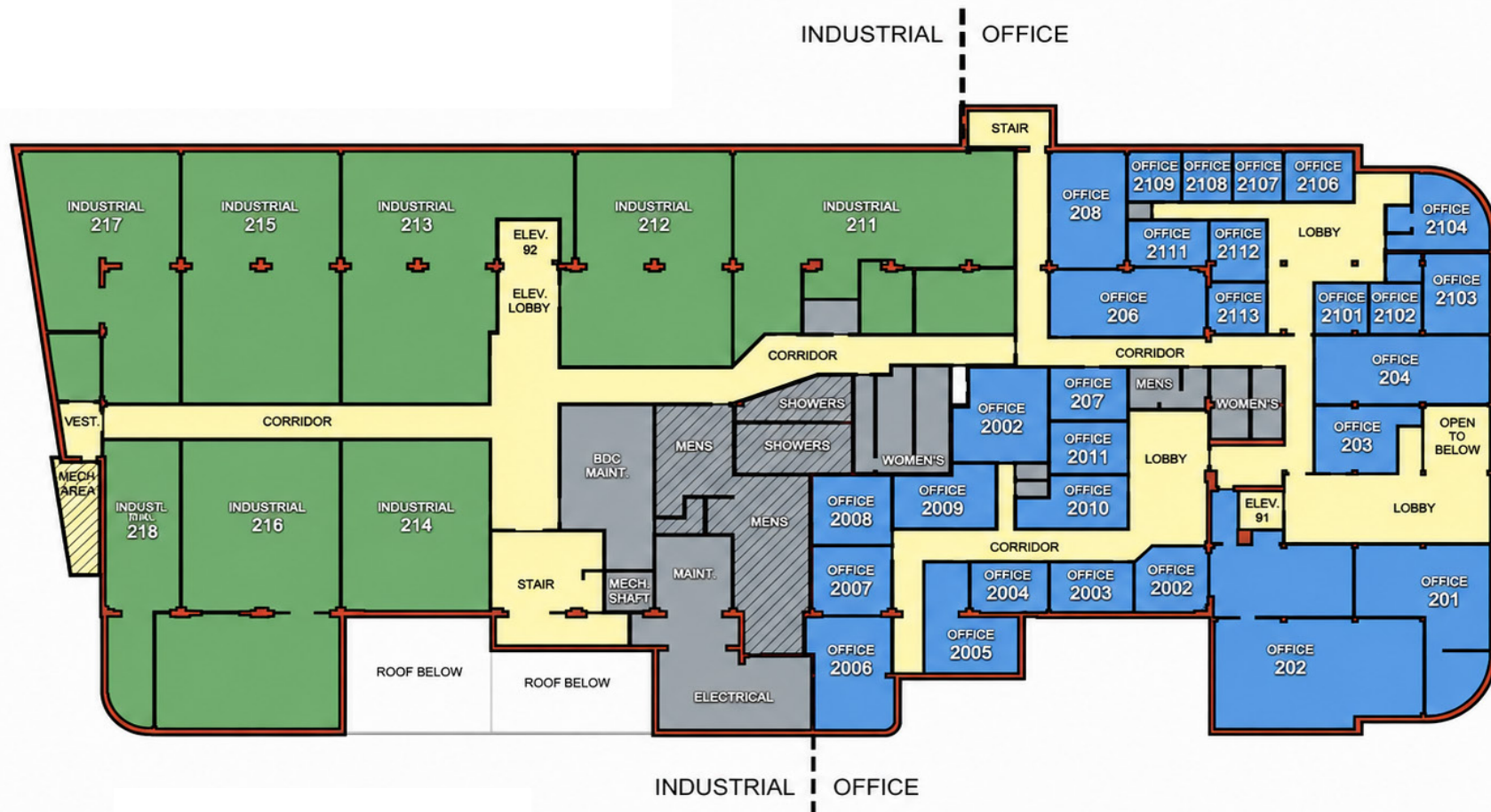
SCALE: 1/8" = 1'-0"



FLOOR PLAN AREAS	GROSS	NET
INDUSTRIAL	31,703 SF	23,853 SF
OFFICE	9,841 SF	10,287 SF
TOTAL AREA	41,544 SF	31,257 SF



FLOOR PLAN 2ND FLOOR



SECOND LEVEL PLAN - OPTION B

SCALE: 1/8" = 1'-0"



FLOOR PLAN AREAS	GROSS	NET
INDUSTRIAL	24,449 SF	17,876 SF
OFFICE	15,769 SF	10,812 SF
TOTAL AREA	40,218 SF	29,406 SF



LEGEND

- FACTORY LEASABLE
- OFFICE LEASABLE
- CIRCULATION
- SUPPORT/SHARED
- CONVERTED

FLOOR PLAN 3RD FLOOR



LEGEND

- FACTORY LEASABLE
- OFFICE LEASABLE
- CIRCULATION
- SUPPORT/SHARED
- CONVERTED

THIRD LEVEL PLAN - OPTION B

SCALE: 1/8" = 1'-0"



FLOOR PLAN AREAS	GROSS	NET
INDUSTRIAL	26,519 SF	20,978 SF
OFFICE	11,972 SF	8,042 SF
TOTAL AREA	38,491 SF	30,499 SF



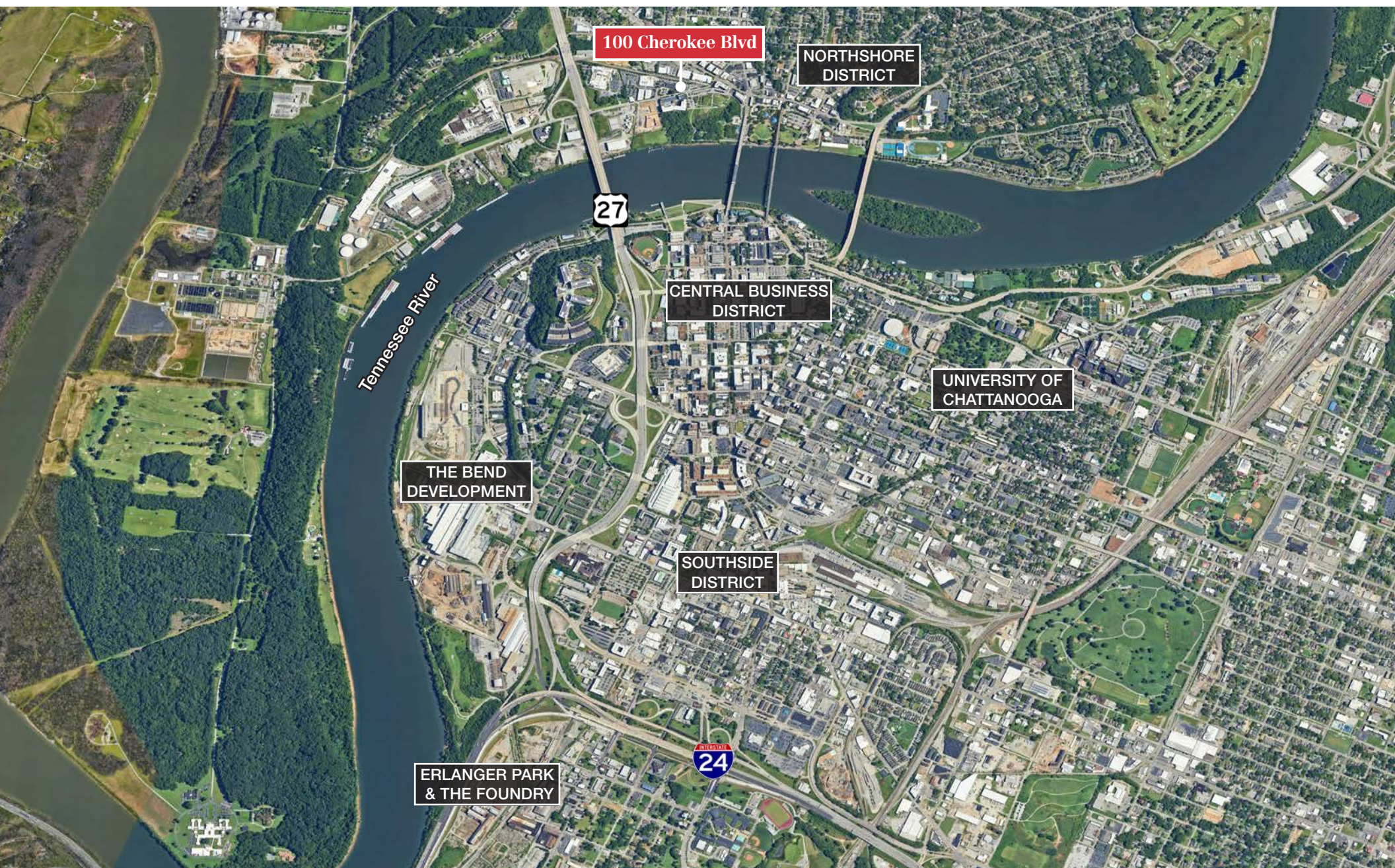
AERIAL MAP | RETAIL



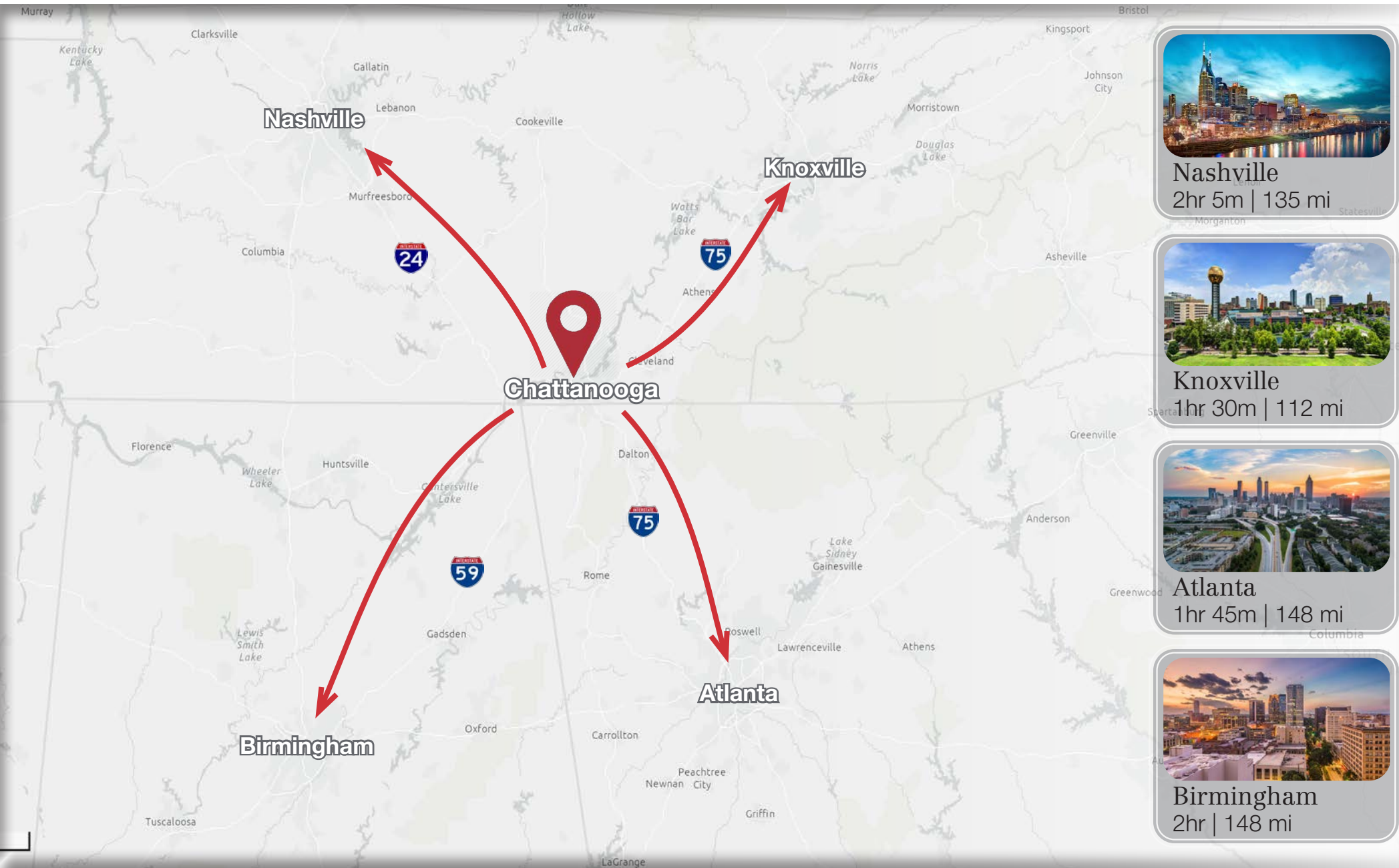
AERIAL MAP | APARTMENTS



LOCATION MAP



DRIVE TIMES



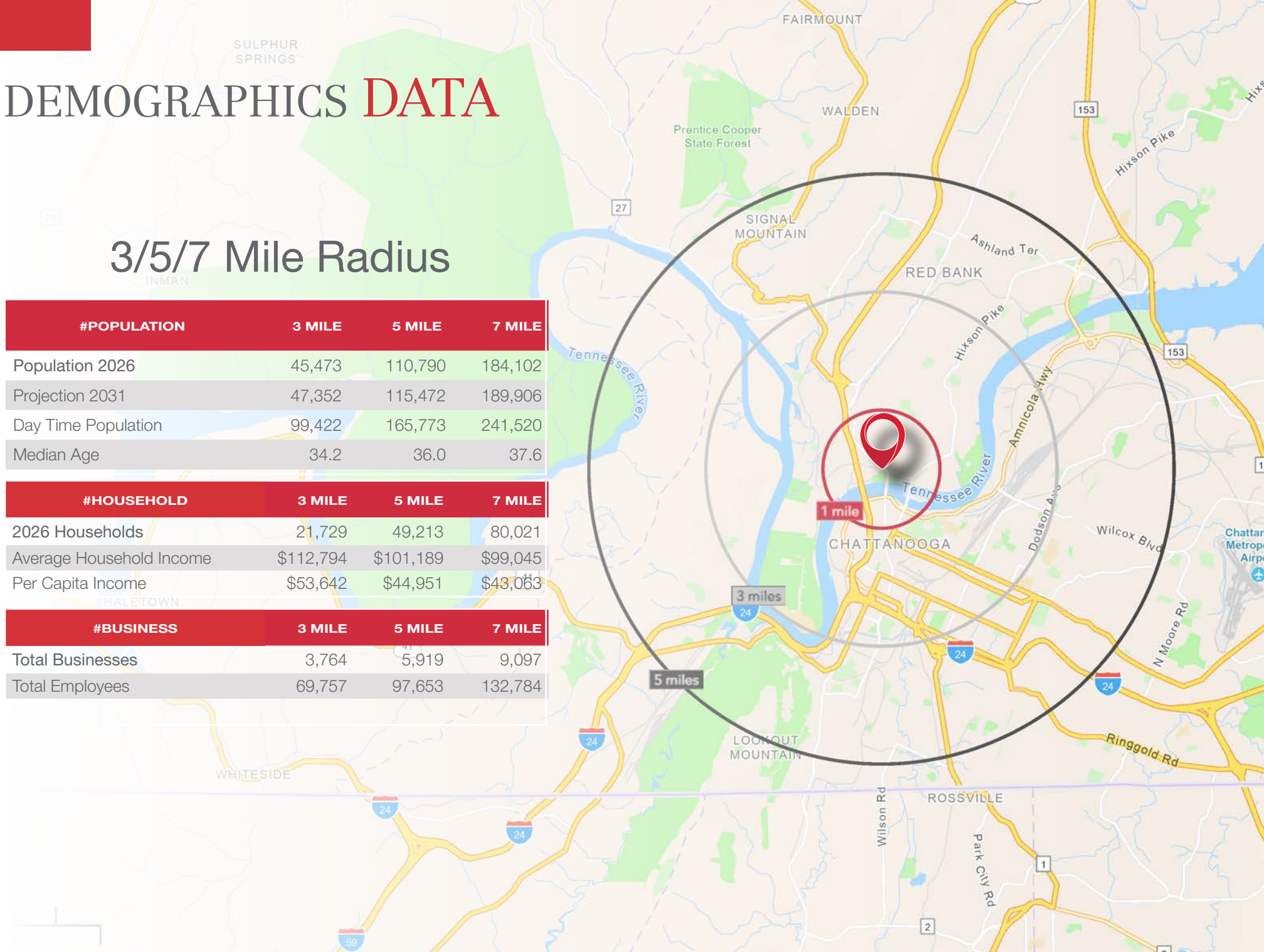
DEMOGRAPHICS DATA

3/5/7 Mile Radius

#POPULATION	3 MILE	5 MILE	7 MILE
Population 2026	45,473	110,790	184,102
Projection 2031	47,352	115,472	189,906
Day Time Population	99,422	165,773	241,520
Median Age	34.2	36.0	37.6

#HOUSEHOLD	3 MILE	5 MILE	7 MILE
2026 Households	21,729	49,213	80,021
Average Household Income	\$112,794	\$101,189	\$99,045
Per Capita Income	\$53,642	\$44,951	\$43,063

#BUSINESS	3 MILE	5 MILE	7 MILE
Total Businesses	3,764	5,919	9,097
Total Employees	69,757	97,653	132,784



CHATTANOOGA MARKET



Chattanooga has evolved into one of the Southeast's most dynamic mid-sized markets, supported by a diversified economy, strong interstate connectivity, major employers, significant public and private investment, and a nationally recognized outdoor and quality-of-life profile.

Strategically located at the crossroads of I-24 and I-75, Chattanooga provides convenient access to major metropolitan markets across the Southeast, including Atlanta, Nashville, Knoxville and Birmingham. The region's central location and strong infrastructure have helped establish Chattanooga as an important center for advanced manufacturing, logistics, healthcare, technology, energy and entrepreneurship. The market is anchored by major employers including TVA, EPB, Volkswagen, BlueCross BlueShield of Tennessee, Unum, Erlanger, McKee Foods and numerous other national and international companies.

Chattanooga has also developed a strong reputation for technology and innovation, supported by EPB's community-wide fiber network and a growing entrepreneurial ecosystem. Continued public and private investment across the urban core has helped transform former industrial areas, expand residential and mixed-use development, strengthen the riverfront and create new destinations throughout Downtown, Northshore, and the Southside.

Quality of life is one of Chattanooga's defining advantages. Situated along the Tennessee River and surrounded by mountains, trails and protected natural areas, the city combines the amenities of an urban center with immediate access to outdoor recreation. Chattanooga's riverfront, extensive trail network, parks, climbing, cycling, paddling, and other outdoor amenities have become an important part of the region's identity and appeal to residents, employers and visitors.

Chattanooga's strategic location, diverse economic base, infrastructure, natural amenities and continued investment position the region for long-term growth and make it an attractive market for residential, commercial and mixed-use investment.

Source: 1) Costar

OFFICE MARKET

The Chattanooga office market reflects steady performance with low vacancy, modest rental growth, and ongoing development activity. As of the third quarter of 2026, the Chattanooga office market maintains a relatively tight vacancy rate of 4.3%, which is projected to nudge up slightly to 4.4% by year-end. This is slightly above the market's 5-year and 10-year historical averages of 4.1%. Over the past year, vacancy shifted by 0.6% as a result of -140,000 SF in net absorption against 4,800 SF in net deliveries. Currently, about 1.4 million SF is available for lease, representing a 5.8% availability rate. Construction activity remains notably elevated, with 190,000 SF under construction—well above the 10-year average of 40,000 SF.

The market comprises approximately 23.5 million SF of total inventory, heavily weighted toward 3 Star assets (14.7 million SF) and 1 & 2 Star properties (7.9 million SF), with 4 & 5 Star space accounting for 890,000 SF. Overall market asking rents average \$25.00/SF, with 4 & 5 Star and 3 Star assets both averaging around \$26.00/SF, while 1 & 2 Star buildings average \$23.00/SF. Year-over-year rent growth reached 1.6%—slightly below the national pace of 1.8%—led by 2.1% growth in 4/5 Star and 1/2 Star assets, and 1.3% in 3 Star properties. Rent growth is expected to cool to 1.1% by the end of 2026, compared to the 1.5% national forecast.



Availability	Market	National	Inventory	Market	National
Market Asking Rent/SF	↑ \$24.78	↑ \$37.25	Existing Buildings	↔ 1,622	↑ 346,785
Vacancy Rate	↑ 4.4%	↓ 13.9%	Inventory SF	↑ 23.5M	↓ 8.3B
Vacant SF	↑ 1M	↓ 1.1B	Average Building SF	↑ 14.5K	↓ 23.8K
Availability Rate	↑ 5.8%	↓ 15.1%	Under Construction SF	↑ 190K	↓ 48.4M
Available SF Direct	↑ 1.3M	↓ 1.1B	12 Mo Delivered SF	↓ 8.2K	↓ 25.4M
Available SF Sublet	↑ 72.2K	↓ 130M			
Available SF Total	↑ 1.4M	↓ 1.3B			
Months on Market	8.7	13.6			
Demand	Market	National	Sales	Market	National
12 Mo Net Absorption SF	↓ (153K)	↑ 15.8M	12 Mo Transactions	↑ 72	↔ 0
12 Mo Leased SF	↓ 398K	↓ 334M	Market Sale Price/SF	↑ \$155	↑ \$275
6 Mo Leasing Probability	33.6%	35.1%	Average Market Sale Price	↑ \$2.3M	↑ \$6.6M
			12 Mo Sales Volume	↓ \$76.9M	↔ \$0
			Market Cap Rate	↓ 9.3%	↓ 8.7%

Source:
1) Chattanooga Chamber

INDUSTRIAL MARKET

Demand in Chattanooga is driven primarily by logistics and regional distribution users, as well as a strong manufacturing base anchored by automotive and advanced materials production. Third-party logistics firms, consumer goods distributors, and automotive-sector suppliers account for a significant share of leasing activity. Much of the area's industrial demand comes from companies serving the local population, suppliers to the Volkswagen plant, and smaller businesses seeking manufacturing or distribution space.

The Chattanooga industrial market has a vacancy rate of 3.7% as of the third quarter of 2026. Over the past year, the market's vacancy rate has changed by 1.1%, a result of 380,000 SF of net delivered space and -420,000 SF of net absorption.

The Chattanooga industrial market has roughly 2.6 million SF of space listed as available, for an availability rate of 3.6%. As of the third quarter of 2026, there is 42,000 SF of industrial space under construction in Chattanooga. In comparison, the market has averaged 230,000 SF of under construction inventory over the past 10 years.

Market rents in Chattanooga are \$9.00/SF. Rents average around \$7.90/SF for logistics buildings, \$14.20/SF for flex properties, and \$9.20/SF for specialized assets.



Source:
1) Chattanooga Chamber

Availability	Market	National
Market Asking Rent/SF	↑ \$8.99	↑ \$12.20
Vacancy Rate	↑ 3.7%	↑ 7.4%
Vacant SF	↑ 2.7M	↑ 1.4B
Availability Rate	↑ 3.6%	↑ 9.5%
Available SF Direct	↑ 2.5M	↑ 1.7B
Available SF Sublet	↑ 92.7K	↓ 193M
Available SF Total	↑ 2.6M	↑ 1.9B
Months on Market	6.2	6.8

Demand	Market	National
12 Mo Net Absorption SF	↓ (424K)	↑ 197M
12 Mo Leased SF	↓ 1.3M	↑ 913M
6 Mo Leasing Probability	37.0%	46.3%

Inventory	Market	National
Existing Buildings	↑ 1,742	↑ 487,763
Inventory SF	↑ 72.5M	↑ 19.4B
Average Building SF	↑ 41.6K	↑ 39.7K
Under Construction SF	↓ 42K	↑ 390M
12 Mo Delivered SF	↑ 387K	↓ 259M

Sales	Market	National
12 Mo Transactions	↑ 103	↔ 0
Market Sale Price/SF	↑ \$78	↑ \$161
Average Market Sale Price	↑ \$3.2M	↑ \$6.5M
12 Mo Sales Volume	↑ \$218M	↔ \$0
Market Cap Rate	↓ 8.3%	↓ 7.3%

100

The Chattanooga retail market has a vacancy rate of 3.5% as of the third quarter of 2026. Over the past year, the market's vacancy rate has changed by 0.02%, a result of 150,000 SF of net delivered space and 140,000 SF of net absorption.

As of the third quarter of 2026, there is 42,000 SF of retail space under construction in Chattanooga. In comparison, the market has averaged 120,000 SF of under construction inventory over the past 10 years. The Chattanooga retail market contains roughly 41.5 million SF of inventory. The market has approximately 9.4 million SF of neighborhood center inventory, 1.4 million SF of power center inventory, 1.5 million SF of strip center inventory, 2.9 million SF of mall inventory, and 26.0 million SF of general retail.

Market rents in Chattanooga are \$17.80/SF. Rents have changed by 1.6% year over year in Chattanooga, compared to a change of 1.7% nationally. Market rents have changed by 2.3% in neighborhood center properties year over year, 1.8% in power center properties, 1.9% in strip center properties, 1.9% in mall properties, and 1.2% in general retail properties. In Chattanooga, five-year average annual rent growth is 4.2% and 10-year average annual rent growth is 3.5%. Overall annual rent growth in the Chattanooga retail market is forecast to end 2026 at 1.3% compared to the national average of 1.7%.



Availability	Market	National	Inventory	Market	National
Market Asking Rent/SF	↑ \$17.84	↑ \$26.21	Existing Buildings	↑ 3,884	↑ 1,084,704
Vacancy Rate	↑ 3.5%	↑ 4.3%	Inventory SF	↑ 41.5M	↑ 11.7B
Vacant SF	↑ 1.5M	↑ 509M	Average Building SF	↑ 10.7K	↔ 10.8K
Availability Rate	↓ 3.2%	↓ 4.8%	Under Construction SF	↓ 42.3K	↓ 55M
Available SF Direct	↓ 1.3M	↓ 545M	12 Mo Delivered SF	↑ 156K	↓ 46.5M
Available SF Sublet	↓ 54.5K	↓ 18.7M			
Available SF Total	↓ 1.3M	↓ 563M	Sales	Market	National
Months on Market	9.2	10.3	12 Mo Transactions	↑ 167	↔ 0
			Market Sale Price/SF	↑ \$163	↑ \$247
			Average Market Sale Price	↑ \$1.7M	↑ \$2.7M
Demand	Market	National	12 Mo Sales Volume	↓ \$221M	↔ \$221M
12 Mo Net Absorption SF	↑ 138K	↑ 25.8M	Market Cap Rate	↓ 7.7%	↑ 7.4%
12 Mo Leased SF	↓ 529K	↓ 184M			
6 Mo Leasing Probability	32.9%	33.9%			

Source:
1) Chattanooga Chamber

MULTI-FAMILY MARKET

Chattanooga's multifamily market has regained momentum after working through a period of elevated apartment deliveries. Strong renter demand and a sharp decline in new supply have helped tighten fundamentals, reducing vacancy and supporting a return to positive rent growth. Vacancy has fallen roughly 450 basis points over the past six quarters to 8.2%, its lowest level since late 2023, as demand has absorbed much of the inventory completed during the market's recent development cycle.

Improving occupancy has also supported rent growth. Asking rents increased 0.9% over the past year, marking only the second quarter of positive annual rent growth in nearly three years. While concessions remain common, landlords have begun regaining pricing power as vacancy declines and demand continues to outpace recent deliveries.

Investment activity has also strengthened. Annual sales volume reached roughly \$170 million, the highest level since early 2025, though still below the historical average of \$272 million. Improving occupancy, recovering rent growth, and a healthier supply-demand balance should continue supporting investor interest moving forward. Development activity is beginning to increase again after an extended slowdown. Roughly 1,400 units are currently under construction, the highest level since mid-2024. Many of those projects broke ground during the first half of 2026, reflecting growing developer confidence as market fundamentals improve.



Source:
1) Chattanooga Chamber

Availability	Market	National
Vacancy Rate	↓ 8.2%	↓ 7.9%
Vacant Units	↓ 2.5K	↓ 1.7M
Market Asking Rent/Unit	↑ \$1,398	↑ \$1,802
Market Effective Rent/Unit	↑ \$1,326	↑ \$1,729
Concession Rate	↑ 5.1%	↑ 4.1%
Studio Asking Rent	↑ \$1,062	↑ \$1,636
1 Bedroom Asking Rent	↑ \$1,232	↑ \$1,616
2 Bedroom Asking Rent	↑ \$1,472	↑ \$1,886
3 Bedroom Asking Rent	↓ \$1,813	↑ \$2,326

Sales	Market	National
Market Sale Price/Unit	↑ \$164K	↑ \$234K
12 Mo Asking Sale Price/Unit	↑ \$167K	-
12 Mo Sale to Asking Price Diff	↑ -18.2%	-
Market Cap Rate	↑ 6.2%	↑ 6.2%
12 Mo Sales Volume	↑ \$170M	↔ \$0
12 Mo Transactions	↓ 15	↔ 0
Months To Sale Past Year	↑ 3.8	-
For Sale Listings	↓ 10	↑ 9,132
For Sale Units	↑ 392	↑ 219,879

Inventory	Market	National
Inventory Units	↑ 31,131	↑ 21,013,189
Existing Buildings	↑ 434	↑ 438,034
Avg Units Per Bldg	↑ 72	↑ 48
12 Mo Demolished Units	↔ 0	↓ 3,321
12 Mo Occupancy % At Delivery	↑ 39.6%	↓ 21.5%
Under Construction Units	↑ 1,389	↓ 549,412
12 Mo Construction Starts Units	↑ 969	↓ 304,458
12 Mo Delivered Units	↓ 545	↓ 453,570
12 Mo Avg Delivered Units	↓ 136	↑ 161

Demand	Market	National
12 Mo Absorption Units	↓ 1,263	↑ 504,485
12 Mo Absorption % of Inv	↓ 4.1%	↑ 2.4%
Median Household Income	\$77,804	\$85,241
Population Growth 5 Yrs	4.3%	3.0%
Pop Growth 5 Yrs 20-29	1.5%	0.6%
Pop Growth 5 Yrs 30-39	1.1%	-0.4%
Pop Growth 5 Yrs 40-54	4.4%	4.2%
Pop Growth 5 Yrs 55+	7.4%	6.8%

HOSPITALITY MARKET

The Chattanooga market comprises 150 hotel properties, which contain around 13,000 total rooms. Among the subtypes, there are 2,300 Luxury & Upper Upscale rooms, 5,800 Upscale & Upper Midscale rooms, and 5,000 Midscale & Economy rooms in Chattanooga.

As of July, Chattanooga 12-month occupancy is 58.9%, 12-month ADR is \$120, and 12-month RevPAR is \$70. Year over year, 12-month occupancy in Chattanooga has changed by -0.3%, 12-month ADR has changed 1.1%, and 12-month RevPAR has changed by 0.8%.

Approximately 440 rooms are under construction in Chattanooga, accounting for 3.4% of the market's inventory. Over the past 12 months, roughly 460 rooms have opened across 3 buildings. Over the past three years, the hotel stock in Chattanooga has changed by 1,600 rooms or 12.2% of inventory. In comparison, national hotel inventory has changed by 120,000 rooms or 1.4% of inventory, over the past three years.



Source:
1) Chattanooga Chamber

Inventory	Market	National	Performance	Market	National
Existing Buildings	↑ 153	↑ 65,186	Occupancy	↑ 65.7%	↑ 69.7%
Avg Rooms Per Building	↑ 86	↑ 89	ADR	↑ \$121.07	↑ \$171.74
12 Mo Delivered Rooms	↓ 445	↓ 63,229	RevPAR	↑ \$79.59	↑ \$119.77
12 Mo Delivered Buildings	↔ 4	↓ 586	3 Mo Occupancy	↑ 64.7%	↑ 68.3%
12 Mo Opened Rooms	↓ 424	↓ 74,769	3 Mo ADR	↑ \$126.86	↑ \$171.51
12 Mo Opened Buildings	↔ 4	↓ 664	3 Mo RevPAR	↑ \$82.04	↑ \$117.19
Under Construction Buildings	↓ 3	↓ 1,189	YTD Occupancy	↔ 59.7%	↑ 64.0%
			YTD ADR	↑ \$120.25	↑ \$166.94
			YTD RevPAR	↑ \$71.78	↑ \$106.85
Sales	Market	National	12 Mo Occupancy	↓ 58.9%	↑ 62.9%
12 Mo Transactions	↓ 2	↑ 2.5K	12 Mo ADR	↑ \$119.53	↑ \$164.49
12 Mo Sales Volume	↓ \$10.7M	↑ \$28.3B	12 Mo RevPAR	↑ \$70.44	↑ \$103.39
12 Mo Average Price Per Building	↓ \$5M	↑ \$11.3M			
Market Sale Price/Room	↓ \$94.2K	↑ \$179K			
Market Cap Rate	↑ 9.8%	↑ 9.6%			

TOP INDUSTRIES



Chattanooga's economy is supported by a diverse mix of established and emerging industries. Healthcare remains one of the city's largest employment sectors, driven by major hospital systems and a strong insurance presence. Manufacturing continues to anchor the region with strengths in automotive, food production, and industrial equipment, supported by globally recognized employers. The public sector and education provide significant workforce stability through local government and school systems. Energy and utilities play a central role, with the Tennessee Valley Authority serving as a major regional force in power generation and infrastructure. Chattanooga's reputation as a "Gig City" fuels growth in technology and innovation, particularly in logistics-tech and startup development. Finally, tourism and hospitality contribute meaningfully to the local economy, leveraging the area's outdoor recreation, riverfront attractions, and revitalized urban core.

TOP 25 MAJOR EMPLOYERS



Source: 1) Chattanooga Chamber



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