



R. Stephen Prather

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Commercial Group

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Established 1962



COMMERCIAL REAL ESTATE



Chas. Hawkins Co., Inc./
CORFAC International

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Professional Profile

Mr. Prather has been a commercial real estate agent since 2007 and joined the Chas. Hawkins Co., Inc. in May of the same year. He is involved in the leasing, sales, and acquisition of commercial properties in the greater Metropolitan Nashville area.

Prior Experience

Prior to joining Chas. Hawkins Co., Inc., Mr. Prather spent two years earning an MBA degree from Vanderbilt's Owen Graduate School of Management. Before returning to school, Mr. Prather worked in Washington, D.C. for nearly four years as a Deputy Press Secretary for U.S. Senator Jim Bunning and as a Legislative Assistant for U.S. Congressman John Shadegg.

Education

Mr. Prather received a Bachelor of Arts degree in Political Science and Communication Studies from Vanderbilt University in 2001. He earned a Master of Business Administration degree from Vanderbilt University in 2007.

Professional Affiliations

Mr. Prather holds a Tennessee affiliate broker's license. He is a member of the Vanderbilt Baseball Bullpen Club.

Core Competencies

Mr. Prather specializes in real estate transactions occurring in Metropolitan Nashville's Midtown real estate environment. He provides the following comprehensive list of real estate services to his clients:

- Brokerage representation and facilitation for buyers and sellers of real property assets.
- Investment analysis for acquisition and disposition of real property assets.
- Portfolio management and consulting for companies seeking to gain strategic benefits from their owned or leased real estate portfolio.
- Development and market studies for investors seeking to enhance their portfolios.

Beneficiaries of Our Services

In Mr. Prather's career, he has exclusively represented tenants; exclusively marketed user properties; and exclusively marketed investment properties.

Mr. Prather's client and customer list includes:

Atlantic Trucking Company
 Harbor Freight Tools
 Counsel on Call
 Office Depot
 Enterprise Car Rental
 Peritus Public Relations
 Qore Property Sciences
 Scottrade
 Stewart Title of Tennessee
 Source One Legal Copy
 Tennessee Technology Development Corp.
 In-Rel Properties
 Shoemaker Financial
 Stonehenge Real Estate Group
 Anderson & Reynolds
 Siegenthaler Public Relations
 Prudential