



Jerry Petzoldt AGENCY, LLC

Jerry Petzoldt Agency, LLC

Kingsport and Johnson City, Tennessee

Agency Profile

TCI Group is the first and largest commercial real estate group in the Tri-Cities region of Upper East Tennessee and Southwest Virginia. Our team of expert, knowledgeable brokers is experienced and skilled in every facet of commercial and industrial real estate, drawing on a vast network of affiliations to provide comprehensive real estate services. Specializing exclusively in commercial properties allows us to focus our efforts where it serves our clients best -- office, retail, commercial, financial, medical and industrial properties.

REGIONAL LEADER:

- ▶ The TCI Group consists of two independently owned agencies: The Jerry Petzoldt Agency with two offices in Tennessee - Kingsport and Johnson City; Lowry & Foster, Inc. with one office in Bristol, Tennessee. We maintain a combined average of over 250 property listings represented by 9 agents, several holding dual state licenses in Tennessee and Virginia.
- ▶ The National Association of Realtors has honored Jerry with the status of Realtor Emeritus in recognition of 40 cumulative years of membership and contributions to the real estate profession. Other honors include one of the top 101 most influential people in the state's commercial real estate industry for five consecutive years by Business Tennessee magazine. Petzoldt was also awarded the TechStar Champion Award by the Northeast Tennessee Technology Council (NETTC) for his contribution to regional development and service to the technological community.
- ▶ Jerry Petzoldt and the TCI Group-Jerry Petzoldt Agency led the regions commercial property sector by spearheading the establishment of a Commercial Multiple Listing Service (CMLS) at the Northeast Tennessee Association of Realtors (NETAR). This data exchange shares commercial property listings not only with area commercial brokers but also through many associated commercial information exchanges.
- ▶ Membership in multiple national, regional and local associations including National Association of Realtors (NAR), Northeast Tennessee Technology Council, Johnson City Chamber of Commerce, NETWORKS Sullivan County Partnership, and Kingsport Chamber of Commerce.
- ▶ Comprehensive Marketing –
 - Property Signs - our regionally recognized and highly visible property signs and banners.
 - Online Technology - We incorporate our property listings via our website with most major commercial property websites including NETAR Commercial Multiple Listing Service, Catylist, Commercial IQ, and Loopnet. We also share our property listings with many city, county and regional economic development group websites, along with local media and regional interest sites. We also maintain an online presence in social media including Facebook.
- ▶ The TCI Group-Jerry Petzoldt Agency also offers Business Broker Services. Business brokerage focuses on helping business owners maximize the potential selling value of their business and exit their business in a planned manner under the optimum selling price and terms.

Commercial Property Services

- Retail, Office, and Industrial Property Sales and Leasing
- Land Sales and Leasing
- Retail, Office, and Industrial Property Site Searches
- Build-To-Suit and Existing Facilities Evaluation
- Investment & Development Counseling
- Development Land Acquisitions
- Tax Free Exchanges
- Broker Price Opinions
- Business Brokerage

Other Services

- Market Profiles and Trends
- Regional Commercial Property Sales Data
- Housing and Retail Sales Trends
- Economic/Demographic Statistics

Partial Client List

Eastman Chemical Company
Wellmont Health Systems
TriSummit Bank
Mountain States Health Alliance
BAE Systems
Popeye's Chicken
Starbucks Coffee
Longhorn Steakhouse
Verizon
Pizza Hut

Holston Medical Group
Publix
Eastman Credit Union
Johnson City Chamber
Bank of Tennessee
First Community Bank
Tractor Supply
City of Kingsport
Regions Bank
Lowe's

First Tennessee Bank
Capital Bank
Advance Auto
TruPoint Bank
Walgreens
American Red Cross
Ultimate Shine 3 Minute Car Wash
Taco Johns
Aspen Dental
Wendy's

Agent List

Jerry Petzoldt, CEO/Owner	TN & VA	(423) 230-0255 or (423) 677-2486	jerrypetzoldt@tcigroup.com
David Prince, Affiliate Broker	TN	(423) 230-0255 or (423) 384-5554	prince@tcigroup.com
Charlie Dotson, Affiliate Broker	TN	(423) 230-0255 or (423) 773-6234	dotson@tcigroup.com
Jackie Hewitt, Broker	TN	(423) 230-0255 or (423) 292-1000	jhewitt@tcigroup.com
Gary Sproles, Affiliate Broker	TN	(423) 230-0255 or (423) 612-0617	garysproles@tcigroup.com
Cassie Petzoldt, Affiliate Broker	TN	(423) 230-0255 or (423) 677-2344	cassiepetzoldt@gmail.com
Glenn Perkins, Affiliate Broker	TN & VA	(423) 230-0255 or (423) 956-5707	glenn@tcigroup.com
Ramon Sanchez-Vinas	TN	(423) 915-0911 or (423) 930-4237	ramon@bizexitpro.com

Kingsport

Jerry Petzoldt, CEO & Owner
Jackie Hewitt, Principal Broker
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Johnson City

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