

CHARLES  
HAWKINS CO.

FOR SALE: 6-UNIT TURNKEY MULTIFAMILY ASSET

# MIDTOWN

**2301 Elliston Place**

Nashville, TN 37203

THE  
MAYFAIR

*Show Up. Care. Deliver.*

# FOR SALE

## 6-Unit Multifamily Asset

2301 Elliston Pl, Nashville, TN 3720

CHARLES  
HAWKINS CO.

### Fully Renovated | Hybrid Cash-Flow Machine

- 6-Unit Turnkey Multifamily
- Fully Renovated | Hybrid Cash-Flow Machine
- Walk to Vanderbilt University & Medical Center
- Heart of Midtown's Legendary Rock Block
- Minutes to Downtown • The Gulch • Major Hospital Systems
- The perfect blend of stability and upside — long-term leases for students & professionals + high-earning Airbnb in summer!

#### Why This Property Stands Out

Six beautifully renovated 2-bedroom units (≈1,200 sq ft each) in a classic 1940 brick-and-stone building — long known as **The Mayfair**.

Completely updated in the last year — modern kitchens, bathrooms, finishes, and low-maintenance appeal.

**Flexible ORI Zoning = Maximum Options** Long-term leasing, short-term rentals (Airbnb), or a smart hybrid strategy — all allowed and proven here.

**Proven Hybrid Income Model — With Serious Upside** Already delivering excellent revenue through:

- **School-year stability:** Long-term leases at **\$2,400+ per unit/month** (tenants pay utilities) — perfect for Vanderbilt students, faculty, doctors, and young professionals.
- **Summer Airbnb surge: \$3,500–\$4,000 per unit/month** — strong demand from visitors, events, and medical staff.
- Fully stabilized, high occupancy, “booked all the time.”

An Airbnb management company recently reviewed the property and believes that with **targeted additional upgrades** (professional staging, enhanced amenities, optimized listings), each unit could realistically achieve north of **\$7,000 per month** in peak STR performance.

That's not a promise — it's a professional projection based on comparable high-performing assets in this exact Midtown/Vanderbilt pocket.

Imagine the impact: turning seasonal spikes into consistent premium revenue while keeping the rock-solid long-term foundation. Owners who optimize like this often see 30–50%+ lifts in gross income.

**Historic Rock Block Legacy** Built in 1940 and once recognized on Historic Nashville Inc.'s “Nashville Nine” list of the city's most endangered historic places, this property sits in the heart of the legendary **Rock Block** — Nashville's counterculture music epicenter since the 1980s. Home to Exit/In (opened 1971), The End, and the iconic Elliston Place Soda Shop (1939), this is the same vibrant strip that launched legends, entertained generations of Vanderbilt students, and defined Midtown cool. A true survivor with timeless appeal.

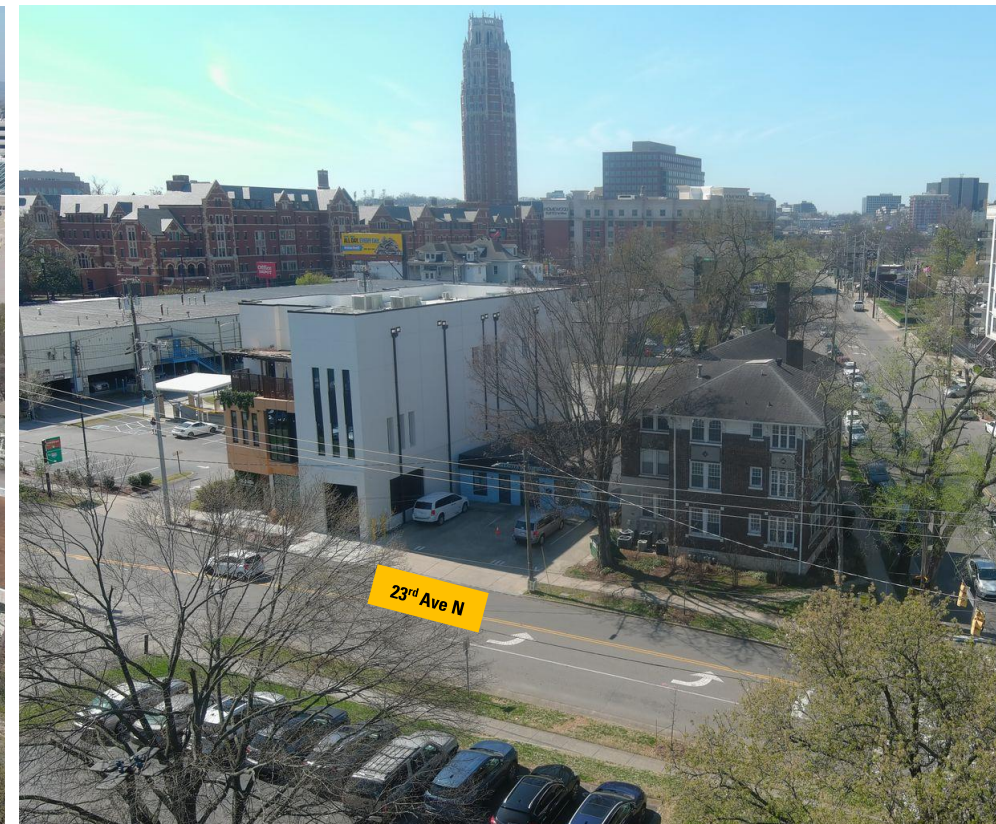
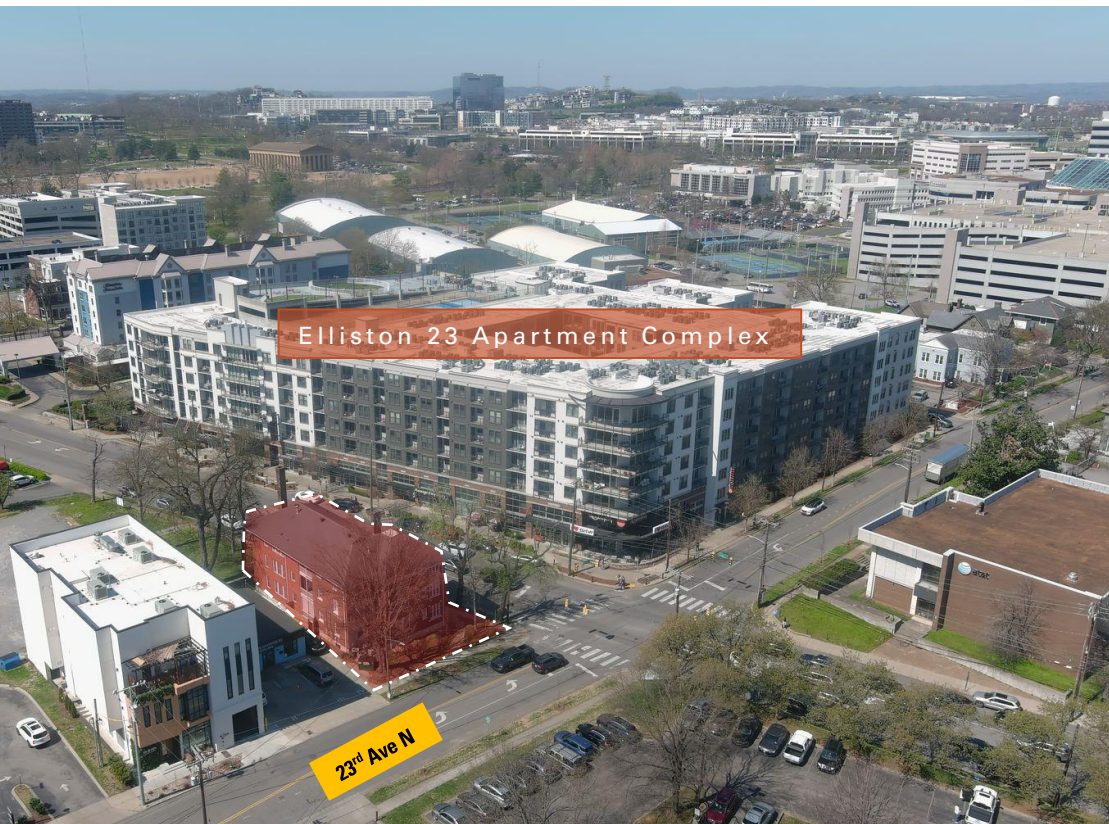
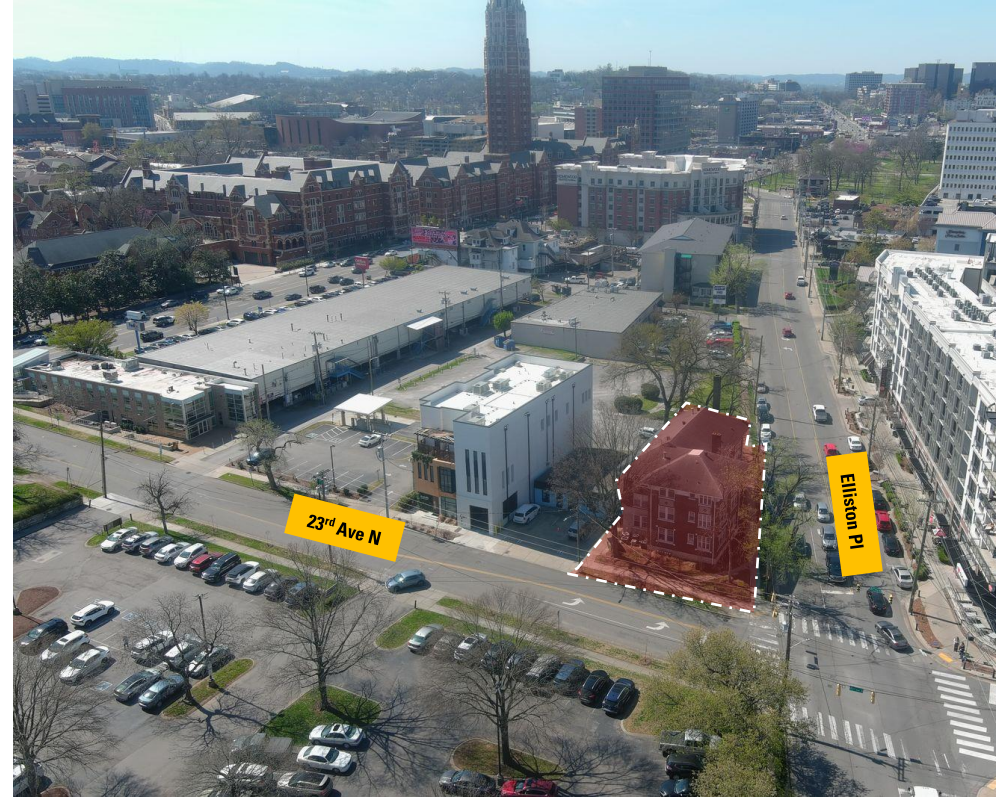
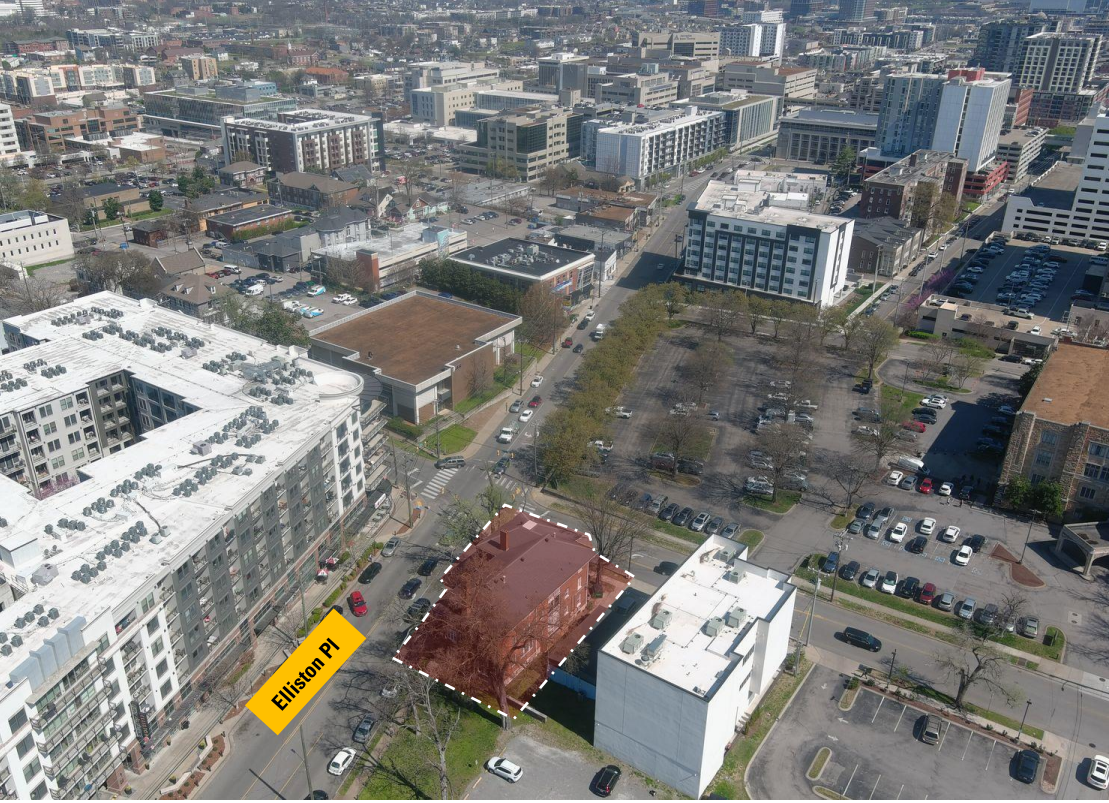


**A rare opportunity** in one of Nashville's most desirable, supply-constrained pockets. This fully renovated 6-unit gem combines proven cash flow, clear paths to even higher yields, and authentic Rock Block heritage in a walk-to-everything location buyers fight over.

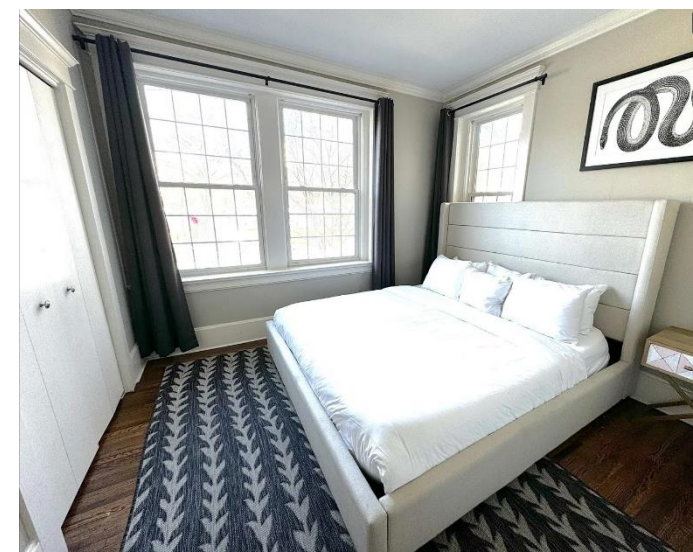
#### LOCATION, LOCATION, LOCATION — UNMATCHED

- **Walking distance** (just 0.6 miles / 10–11 minutes) to **Vanderbilt University** and **Vanderbilt University Medical Center** — constant demand from students, faculty, doctors, nurses, and staff.
- Steps from **Midtown's famous Rock Block** — restaurants, bars, shops, and live music (Exit/In right around the corner).
- Quick access to **The Gulch** (trendy dining & nightlife), **Downtown Broadway** (entertainment district), and **Music Row**.
- Minutes to other major hospital systems (Baptist Hospital, TriStar Centennial) — ideal for medical professionals.
- Easy I-40/I-65 access for commuters.

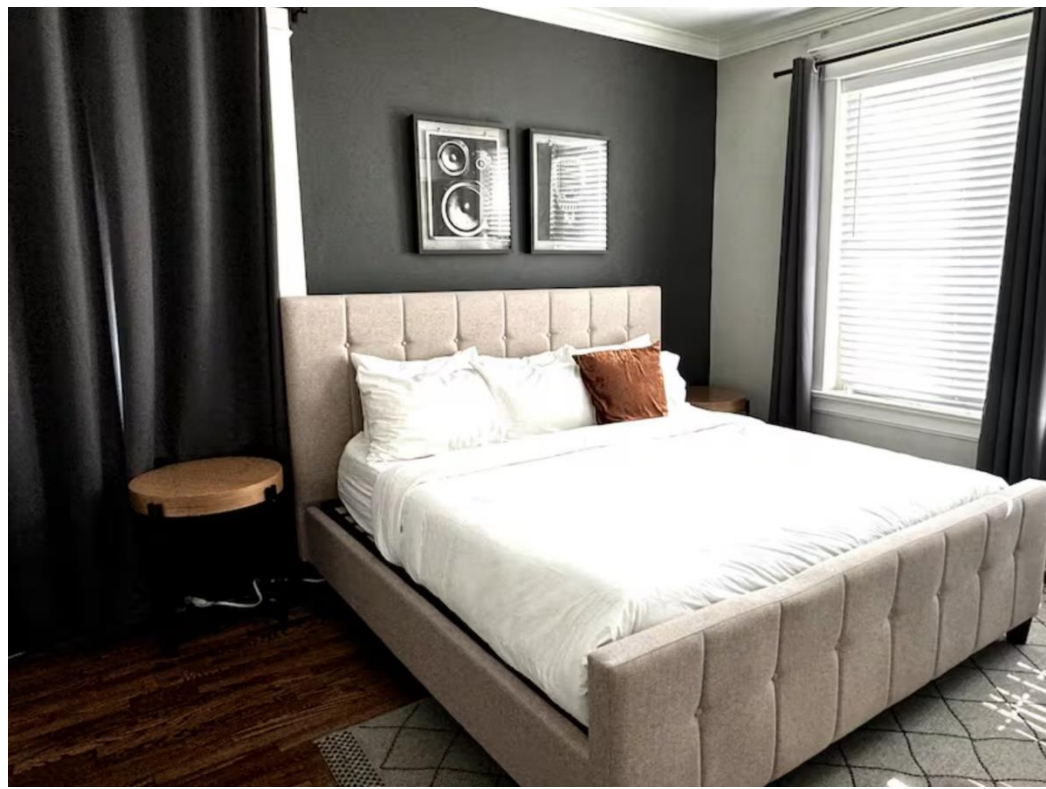


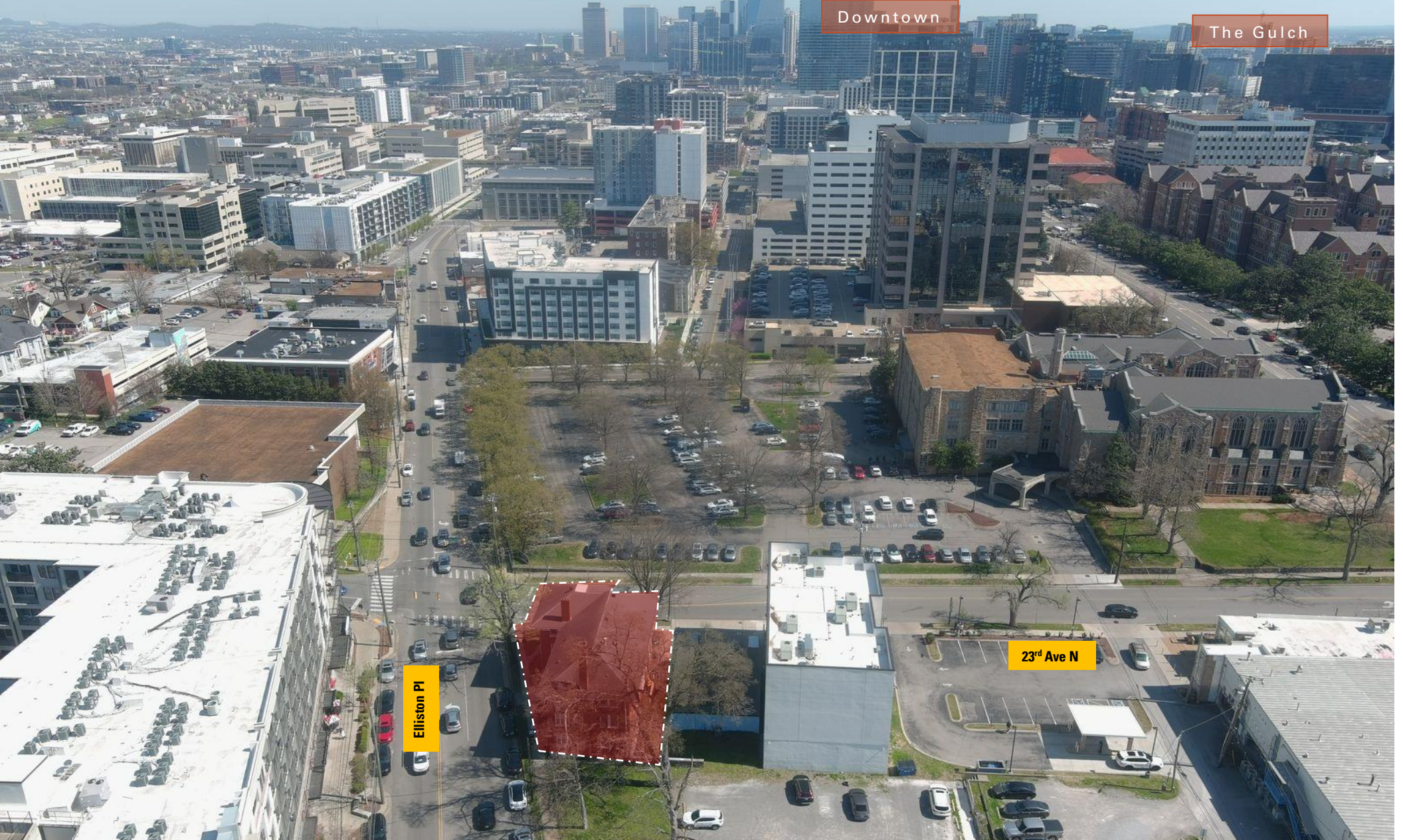












Downtown

The Gulch

Elliston Pl

23rd Ave N

## EXCELLENT LOCATION

*The Midtown neighborhood in Nashville is one of the city's most central and active urban districts*

- Downtown Nashville → directly to the east
- Music Row → to the southeast
- West End / Vanderbilt area → to the west

### Distances

<b>Downtown Nashville</b>	±1.9 Miles	<b>I-440</b>	±1.2 Miles
<b>The Gulch</b>	±1.7 Miles	<b>Music Row</b>	±0.9 Miles
<b>Vanderbilt University</b>	±0.5 Miles		
<b>West End</b>	±0.6 Miles		

# AMENITY-RICH NEIGHBORHOOD

CHARLES  
HAWKINS CO.

Stoney River Steakhouse	Verna Café	Torchy's Tacos
BrickTop's	Sweet Dots	The Stillery
Nawabi	The End	Two Boots
Starbuck's	Little Rey	All'Antico Vinaio
51 <sup>st</sup> Deli	Jasper's	Ichiddo Ramen
Chipotle	Velvet Taco	Slider House
Taziki's	Chuy's	Urban Cookhouse

**2301 Elliston Pl**  
Nashville, TN



Centennial  
Park

Midtown

Downtown

The Gulch

Music Row

West End

VANDERBILT  
UNIVERSITY

Milk & Honey  
Biscuit Love  
Otaku Ramen  
STK Steakhouse  
Silo  
Arnold's  
V Modern Italian  
Superica  
Patterson House  
City Winery  
Fogg Street Lawn Club  
Federales Tacos  
Marsh House  
Sunda New Aian  
Neighbors  
Iberian Pig  
Burger Republic  
Emmy Squared  
Gumbo Bros  
Five Daughters  
Kettner Coffee  
Maiz De La  
Two Hands

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HAWKINS CO.

## MIDTOWN

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Nashville, TN

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