

Offering Memorandum for 2188 TN-75, Blountville, TN 37617, USA

Executive Summary

2188 TN-75 in Blountville, Tennessee presents a 51.7-acre development and legacy estate opportunity located minutes from Tri-Cities Regional Airport, I-81, and I-26, with convenient access to Johnson City and Bristol. The property combines immediate residential utility with longer-term land planning optionality through rolling pasture, elevated homesites, and long-range mountain views that support estate-lot or boutique residential concepts.

The site includes an improved residential component anchored by a custom home totaling 3,666 square feet with 2,061 square feet of heated and cooled living area, plus a finished solar-powered cabin, lagoon-style saltwater pool, pond, and more than 1,700 feet of gravel driveway. Approximately 41.16 acres are in productive pasture and hay production and 10.54 acres are wooded, creating a land profile that supports private enjoyment, agricultural use, or phased subdivision planning.

With asking guidance at \$3,700,000 and zoning identified as A-1 Agricultural, the investment thesis centers on acquiring a large, contiguous tract capable of serving multiple buyer profiles, from private estate users to land investors and residential developers. Existing improvements reduce the carrying cost of holding for a future development strategy, while the property's scale, topography, and regional connectivity create several paths to value creation.



Investment Summary

Metric	Value
APN	079 09435
Asking Price	\$3,700,000
Cap Rate	N/A
Lot Size	2,251,692 SF / 51.7 Acres
Net Operating Income (NOI)	N/A
Number of Buildings	2
Occupancy	N/A
Parking Details	N/A
Price Per Square Foot	\$1,009.27
Pro Forma Cap Rate	N/A
Square Footage	3,666 SF
Year Built	2024
Zoning	A-1 Agricultural

Investment Highlights

- **51.7 contiguous acres with multiple monetization paths.**
The property functions today as a private luxury estate and productive farm while also supporting a future estate-lot or boutique residential development strategy. That flexibility broadens the buyer pool and enables an investor to align hold period and exit strategy with market conditions rather than a single-use business plan.
- **Improved land with immediate utility, not raw acreage requiring a full start from zero.**
Existing improvements include a custom residence totaling 3,666 square feet, a finished solar-powered cabin, a lagoon-style saltwater pool, pond, and more than 1,700 feet of gravel driveway. This infrastructure creates immediate usability for an owner or investor and can support phased planning rather than requiring all capital to be deployed upfront.

- **Topography and views support premium homesite positioning.**

The tract's rolling pasture and elevated build areas create long-range mountain views into North Carolina, a feature specifically aligned with premium 5- to 10-acre estate parcel concepts. For a buyer evaluating subdivision economics, view orientation and natural relief can materially enhance lot desirability and pricing power.

- **Strong regional access enhances both end-user appeal and development feasibility.**

The site is located minutes from Tri-Cities Regional Airport and near I-81 and I-26, with approximate drive times of 20 minutes to Johnson City and 24 minutes to Bristol. That connectivity places the property within reach of major Tri-Cities employment, retail, and travel infrastructure while preserving a rural setting.

- **Acreage mix supports both enjoyment and income-producing agricultural use.**

Approximately 41.16 acres are productive pasture used for high-yield hay, with another 10.54 acres in woods. This balance gives a buyer the ability to maintain agricultural productivity, preserve privacy buffers, or reallocate portions of the tract into a phased development plan.

- **Residential improvements were designed with durability and expansion in mind.**

The home features 9-foot ceilings, SmartCore flooring, stainless steel appliances, Trane HVAC, high-R-value insulation, a wired security system, and an upstairs area pre-plumbed for future expansion. These details matter because they position the property as more than land value alone and support premium estate or family-compound use.

- **Utility framework is already in place for current use.**

The property includes dual 200-amp underground electrical services, a 1,000-gallon septic system with 370 feet of fill lines, and on-site electric service, with water reportedly available near Highway 75. Existing service infrastructure can shorten the timeline for occupancy and provides a practical starting point for evaluating any future lot split or additional improvement plan.

- **Zoning and physical character align with low-density residential and legacy ownership strategies.**

Marketed under A-1 Agricultural zoning, the tract is well suited for buyers seeking a private estate, family compound, working farm, or low-density residential concept. In a market where large contiguous tracts near transportation infrastructure are limited, this combination of scale, access, and existing improvements creates a differentiated acquisition opportunity.

Property Details

Property Name	2188 Highway 75 Estate & Development Tract
Address	2188 Highway 75, Blountville, TN 37617
APN	079 09435
Building Size	1,614 SF building footprint; 3,666 SF total residence; 2,061 SF heated/cooled living area
Land Size	51.7± acres; 2,251,692 SF
Year Built	2024
Stories	1
Parking	Surface parking on-site via 1,700+ ft gravel driveway; space count and ratio not specified
Construction Type	Custom-built residential improvements on agricultural land
Exterior Finishes	270' wraparound porch, kiln-dried decking boards, aluminum railing
Elevator Type	N/A
Roofing System	N/A
Building Lighting	Pool LED lighting
Property Type	Land / Agricultural with residential improvements
Date Available	Immediately
Units	2 buildings
Available Space	Entire property
Rent	N/A
NNN Expense	N/A
Traffic Count	N/A

Property Description

Property Overview

The property is a 51.7-acre agricultural estate and development tract situated along Highway 75 in Blountville, Tennessee, within the Tri-Cities regional growth corridor. The asset combines immediate residential utility with longer-term land planning optionality, featuring rolling pasture, wooded acreage, elevated homesites, and broad mountain-view orientation. Regional access is a key differentiator: the site is minutes from Tri-Cities Regional Airport and provides efficient connectivity to Johnson City, Bristol, I-81, and I-26. For buyers seeking a legacy estate, boutique residential land play, or phased estate-lot strategy, the property presents a rare combination of scale, privacy, and accessibility.

Design & Character

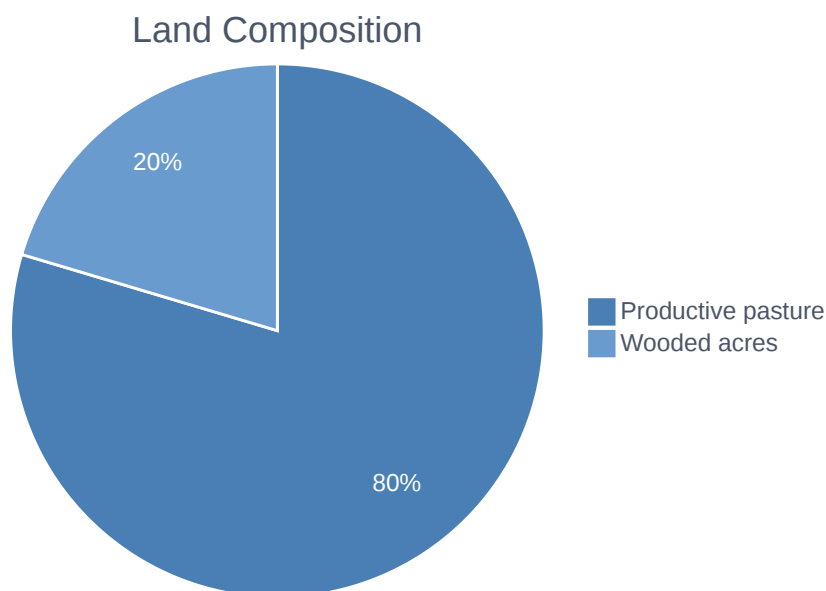
The primary improvement is a custom-built residence with a modern rural estate character, designed to emphasize durability, energy efficiency, and outdoor living. Interior finishes include SmartCore flooring, stainless steel appliances, 9-foot ceilings with tray accents, and a layout sized for full-time residential use with future expansion potential. Exterior presentation is anchored by a 270-foot wraparound porch with eight ceiling fans, creating a strong visual identity and maximizing the site's panoramic mountain views. Supporting improvements, including a finished solar-powered cabin and lagoon-style saltwater pool, reinforce the property's private-resort character and broaden its appeal for multigenerational occupancy, guest use, or premium rural lifestyle positioning.

Value-Enhancing Features

The asset benefits from several features that enhance usability and marketability beyond raw land value. Existing improvements include a 3,666-square-foot residence, a finished 12' x 28' solar-powered cabin, a saltwater pool, a pond, and established hay-producing pasture. Infrastructure already in place includes dual 200-amp underground electrical service, a 1,000-gallon septic system with 370 feet of fill lines, a fully encapsulated crawl space with commercial-grade dehumidification, Trane HVAC, and pre-plumbed upper-level expansion capability. From a land-use perspective, the combination of 41.16 acres of productive pasture and 10.54 wooded acres supports multiple end-user profiles, including estate ownership, hobby or working farm use, family compound planning, and potential subdivision into premium 5- to 10-acre homesites. The site's elevated topography and long-range views are particularly significant value drivers for any future estate-lot execution.

Market Positioning & SWOT Analysis

- **Strengths:** Large contiguous acreage, new custom improvements, panoramic mountain views, productive pasture, and strong regional access near airport and interstates.
- **Weaknesses:** Agricultural zoning, septic-dependent utility profile, limited documented commercial infrastructure, and residential improvement scale not aligned with institutional formats.
- **Opportunities:** Subdivide into premium estate parcels, expand residential improvements, leverage lifestyle demand, or operate as luxury rural compound.
- **Threats:** Entitlement risk, utility extension costs, changing residential demand, and competing acreage offerings within the broader Tri-Cities market.



Property Photos

Lead exterior and arrival views



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Porch, amenity, and outdoor lifestyle photography



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Accessory improvements and secondary structures



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Site access, driveway, and land character



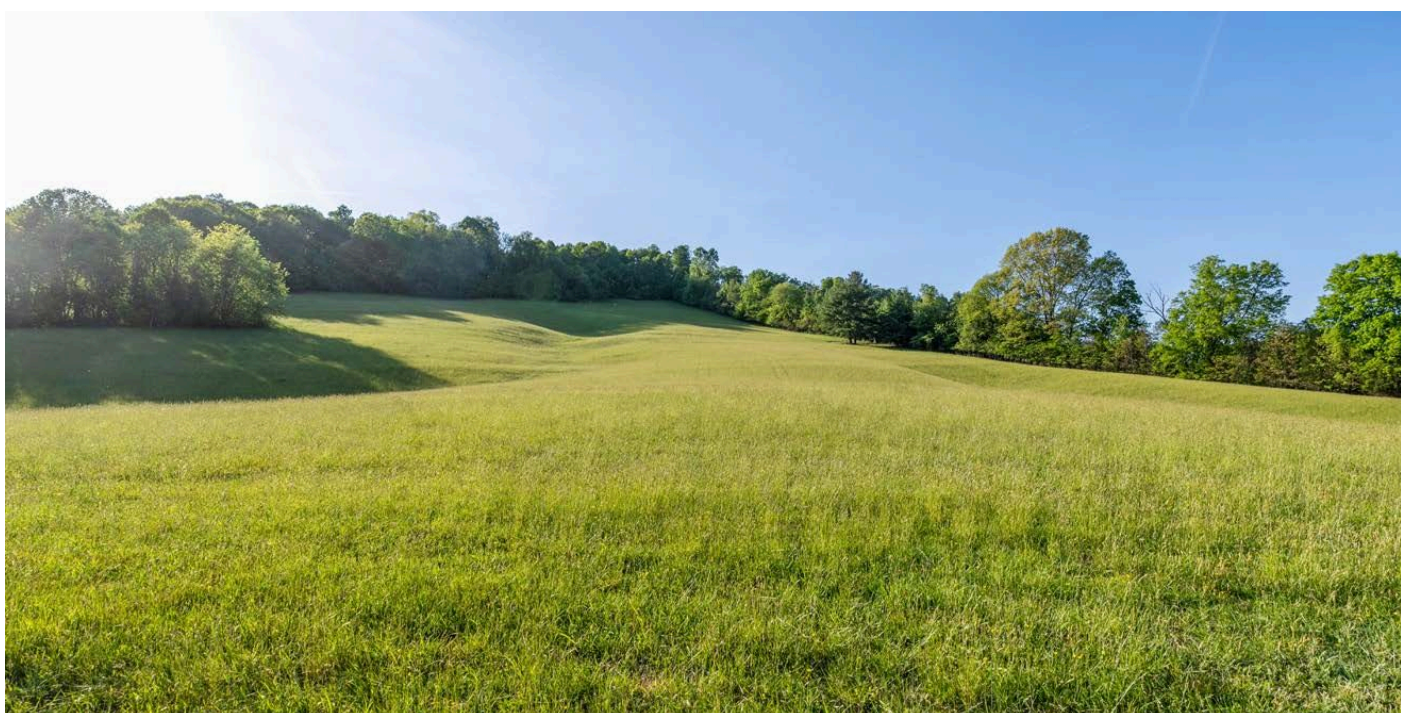
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Interior living, kitchen, and common areas



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Bedrooms and bath finishes



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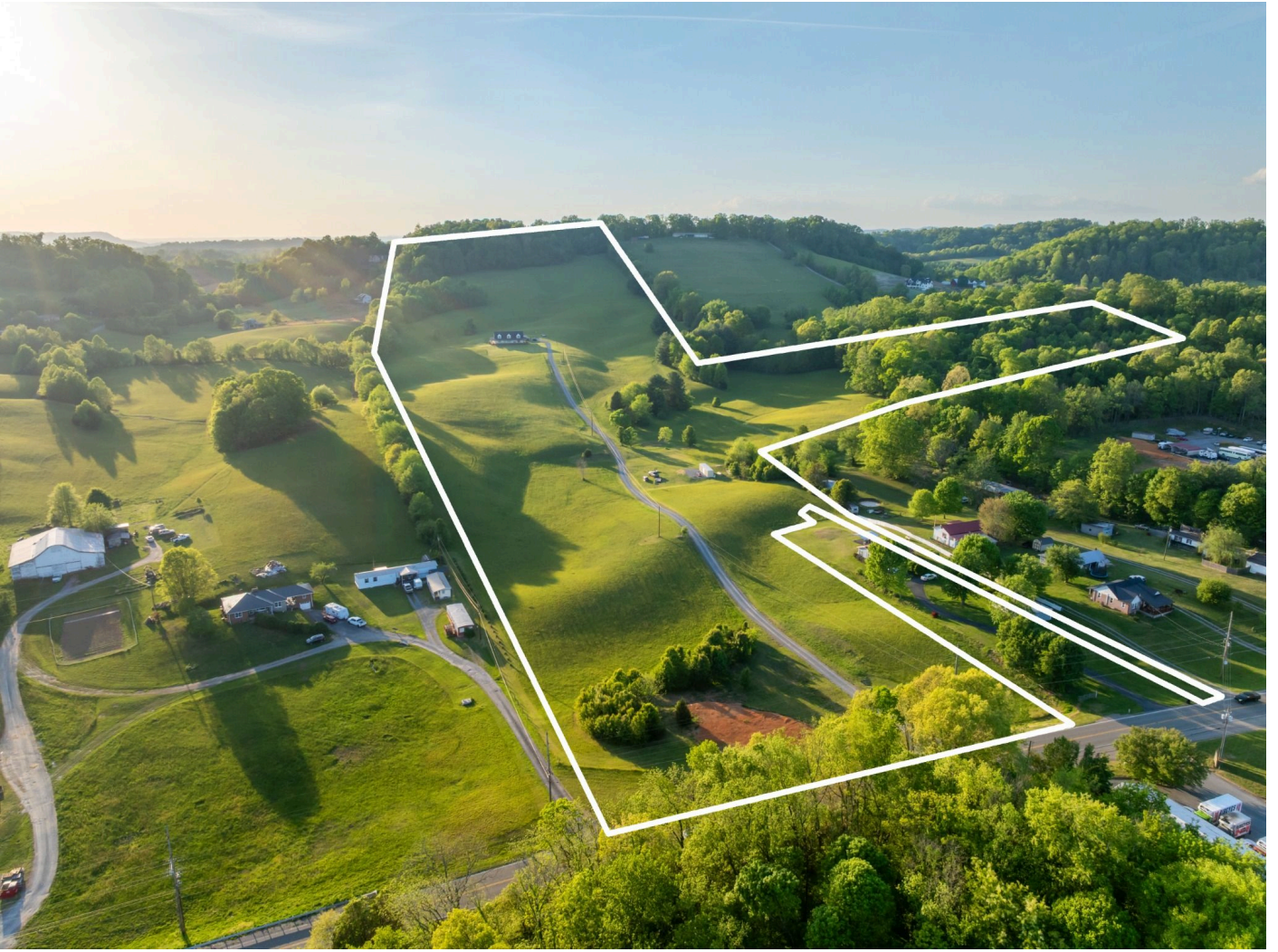


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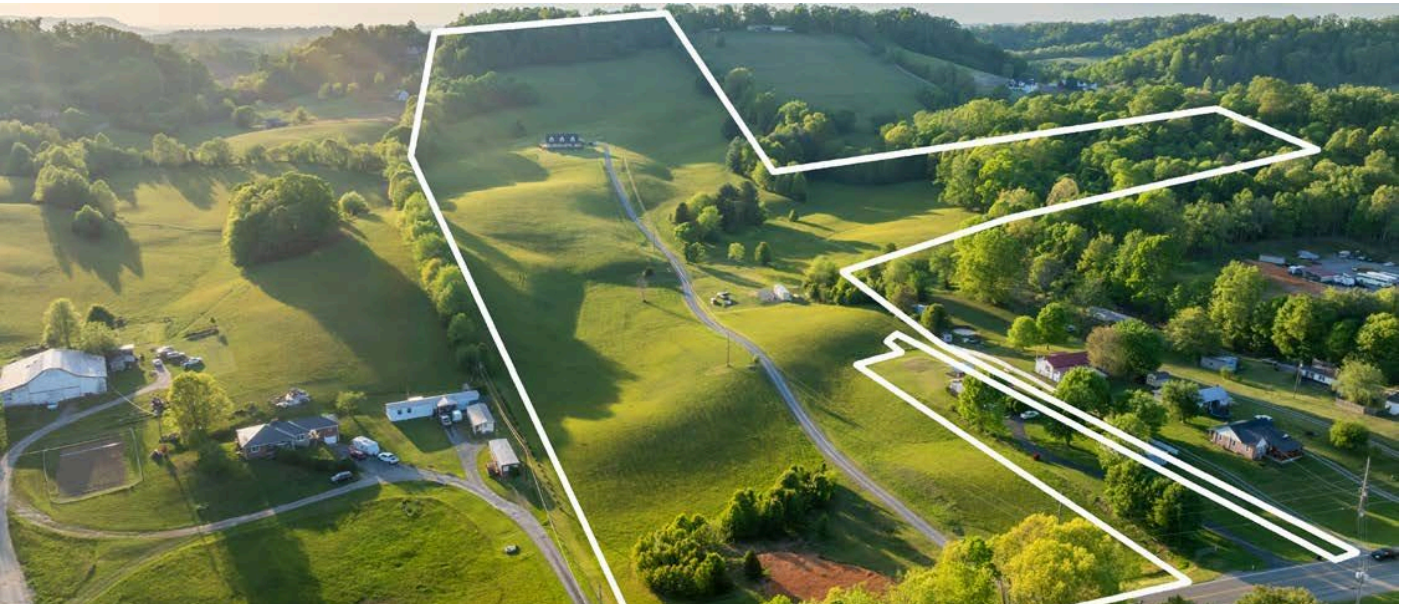


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Aerial context and broader property presentation



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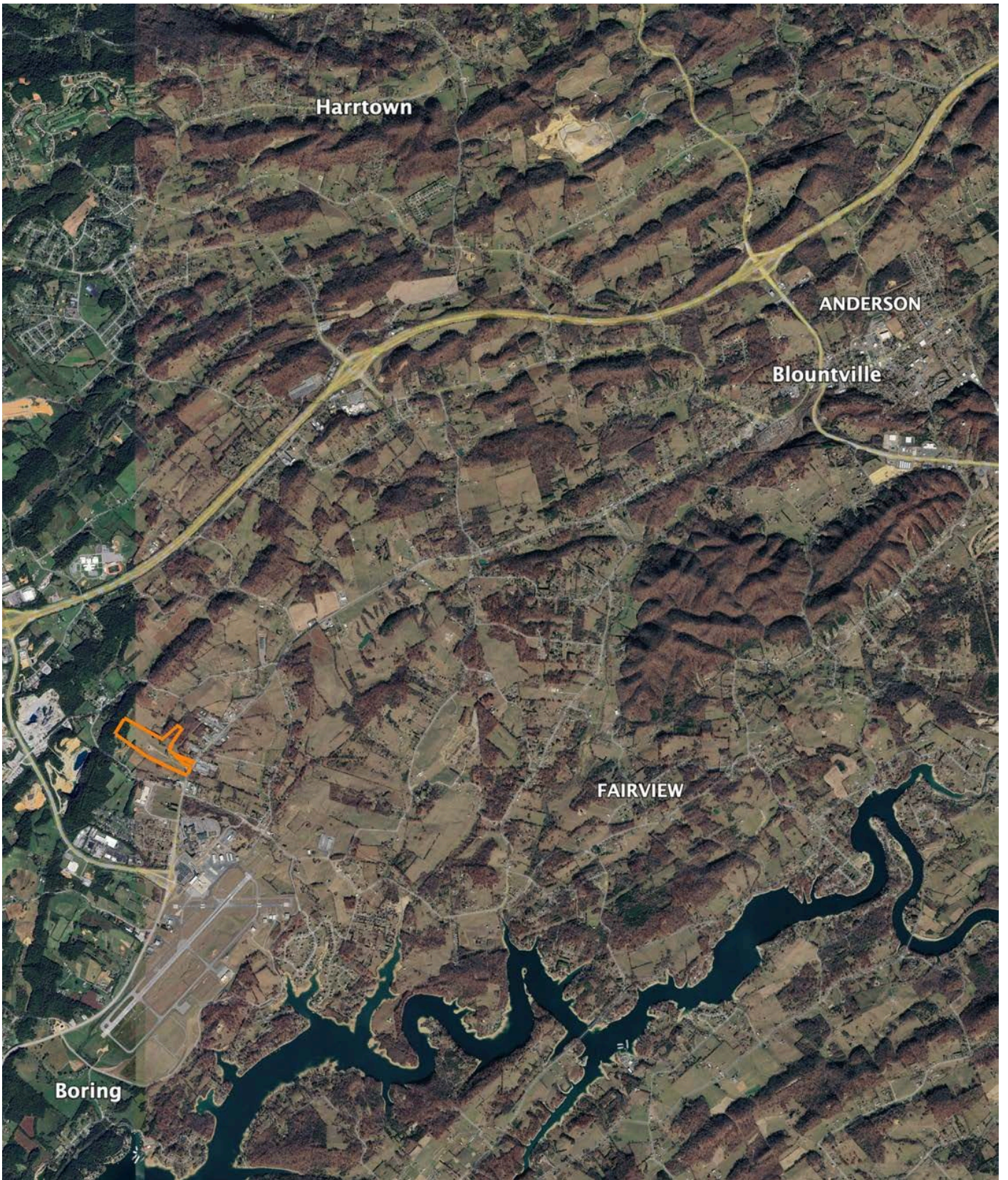
51.7 +/- Acres- Aerial Map



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Location Overview

The property occupies a highly strategic position along TN-75 in Blountville, combining the privacy and scale of a 51.7-acre estate tract with direct access to the Tri-Cities region's primary transportation, employment, education, and healthcare nodes. The site is approximately 0.75 miles from Northeast State Community College, approximately 0.9 miles from Pizza Plus on Airport Parkway, and approximately 9.1 miles from downtown Kingsport, giving future estate-lot buyers or a boutique residential developer a rare combination of rural setting and day-to-day convenience. The offering materials place Tri-Cities Regional Airport within minutes of the property and Johnson City and Bristol within roughly 20 and 24 minutes, respectively, which materially expands the buyer pool to professionals, second-home users, and households seeking regional accessibility without sacrificing views, privacy, or land area.

Location Advantages

- **Northeast State Community College** is approximately **0.75 miles away, about a 2-minute drive**, creating immediate access to workforce training, continuing education, and campus-related activity that supports long-term residential demand.
- **Holston Elementary School** is approximately **0.41 miles away, about a 1-minute drive**, which strengthens appeal for family-oriented estate users and future low-density residential lot absorption.
- **J. Allen Hurley Wellness Trail** at Northeast State Community College is approximately **0.53 miles away, about a 2-minute drive**, adding a nearby recreation amenity that enhances lifestyle positioning for premium homesites.
- **Las Hermanas** is approximately **0.65 miles away, about a 2-minute drive**, and **Pizza Plus, Airport Parkway** is approximately **0.87 miles away, about a 2-minute drive**, providing nearby dining convenience that improves everyday livability despite the property's private setting.
- **Tri-Cities Gastroenterology** is approximately **0.83 miles away, about a 2-minute drive**, giving nearby medical access that supports household convenience and reinforces the corridor's established service base.
- **Tri-Cities Regional Airport (TRI)** is a **short drive from the property**, and the airport reported **478,016 year-to-date enplanements in 2024**, following **448,514 passengers in 2023**, demonstrating growing regional connectivity that supports executive users, second-home ownership, and broader in-migration appeal.

- **Interstate 81** and **Interstate 26** are both described in the marketing materials as **minutes from the site**, which is a meaningful advantage for future parcel buyers commuting to **Johnson City, Kingsport, or Bristol** and for any phased development strategy that depends on regional accessibility.
- **Downtown Kingsport** is approximately **9.1 miles away, about a 15-minute drive**, positioning the property within practical reach of one of the region's major employment centers while preserving a distinctly rural, view-oriented setting.
- **Johnson City** is approximately **20 minutes away** and **Bristol** is approximately **24 minutes away**, giving the property access to a three-city demand base rather than relying on a single local market, which supports pricing resilience for estate lots and legacy-tract positioning.

Market Positioning

This asset is most effectively positioned as a premium low-density residential or estate-lot opportunity rather than a commodity rural tract. Its competitive advantage derives from combining **51.7 contiguous acres**, existing residential improvements, mountain-view topography, and near-airport/regional-highway access in a corridor where developable tracts of this scale are limited. Compared with more urban infill opportunities in **Johnson City** or **Kingsport**, the property offers larger lot potential, greater privacy, and a more distinctive view-shed product. Compared with more remote rural acreage deeper into Northeast Tennessee, the site benefits from materially better access to **Tri-Cities Regional Airport, Northeast State Community College**, and the employment centers of **Kingsport, Johnson City, and Bristol**.

For buyer appeal, the combination of a **0.75-mile proximity to Northeast State Community College**, sub-1-mile access to nearby dining and services along TN-75, and short-drive access to the airport creates a hybrid location profile: rural enough for an estate identity, but connected enough for full-time occupancy, executive retreat use, or phased residential absorption. That positioning is especially relevant for 5- to 10-acre homesite concepts, where purchasers typically value privacy and views but still require easy access to healthcare, schools, and regional travel.

Economic Indicators

The broader **Kingsport-Bristol-Bristol, TN-VA MSA** reported **\$18.33 billion in GDP in 2023**, up from **\$17.44 billion in 2022**, indicating expanding regional output that supports household formation and land demand. The **Johnson City-Kingsport-Bristol CSA** posted a **3.0% unemployment rate in May 2024**, while **Sullivan County** was reported at **3.1%**, reflecting a relatively healthy labor market that supports owner-occupant purchasing power.

Regional population growth remains modest but positive. The **Johnson City-Kingsport-Bristol market** was projected to grow **1.2% over five years** and **2.4% over ten years**, which supports a measured, absorption-driven development strategy rather than speculative high-density delivery. Within the property's immediate trade area, the **5-mile population reached 57,494 in 2024**, up from **54,735 in 2020**, confirming steady local growth around the Blountville corridor.

The employment base is diversified across healthcare, manufacturing, education, and professional services. Within the **5-mile radius**, **Educational/Health Care** accounts for **8,712 employees**, **Manufacturing** for **5,198 employees**, and **Retail Trade** for **4,671 employees**, supporting a broad local buyer base rather than dependence on a single industry. Regionally, **Ballad Health**, **Eastman Chemical Company**, **East Tennessee State University**, **Domtar**, and **BAE Systems** help anchor the Tri-Cities economy, which strengthens long-term residential demand from professional and managerial households.

Economic development momentum in **Sullivan County** adds another layer of support. **O'Neal Manufacturing Services** announced an **\$8.5 million investment** and **29 new jobs** in **Kingsport** in 2024, while **The Robinette Company** announced a **\$1.3 million expansion** and **16 new jobs** in **Sullivan County** in 2023. These projects are not transformative on their own, but they reinforce continued industrial and manufacturing confidence in the county and support incremental housing demand.

Commercial Market Conditions

Although the subject is a land and estate-development opportunity rather than an income-producing commercial asset, regional CRE trends remain relevant because they indicate capital confidence and underlying demand. In the **Kingsport-Bristol metro**, **retail vacancy was 1.5%** with **market rent growth of 4.6%** and average market rent of **\$13 per square foot** in the latest cited local reporting. In the **Johnson City metro**, **retail vacancy was 1.3%** with **market rent growth of 4.7%** and average market rent of **\$16 per square foot**. Local reporting also noted that commercial demand in both metros was stronger than the national average and that **2024 commercial transactions increased 33.7% year over year** across the region. For this property, those conditions signal healthy business activity, improving investor sentiment, and a supportive backdrop for premium residential land positioned near employment and service corridors.

Overall, the property's location advantage is not simple proximity to one node; it is its ability to draw value from multiple named demand drivers within short travel times: **Northeast State Community College (0.75 miles)**, **Holston Elementary School (0.41 miles)**, **Tri-Cities Gastroenterology (0.83 miles)**, **downtown Kingsport (9.1 miles)**, **Tri-Cities Regional Airport (minutes away)**, and the broader **Johnson City–Kingsport–Bristol** employment triangle. That combination supports both immediate private-estate use and longer-term premium lot development potential.

Demographics

The property draws from a stable, moderately affluent, owner-occupied demographic base with a mature age profile and a meaningful concentration of healthcare, manufacturing, retail, and professional-service employment. Within the **5-mile radius**, the market includes **57,494 residents**, **21,106 occupied housing units**, and a **2024 median household income of \$76,800**, supporting demand for premium rural residential product aimed at established households rather than entry-level buyers. The **1-mile radius** is smaller and more immediately rural, with **5,877 residents** and a notably high **homeowner concentration**, which aligns well with estate-lot positioning and lower-density residential absorption.

Metric	1 Mile	3 Miles	5 Miles
Population (2024)	5,877	26,811	57,494
Population (2020)	5,490	25,262	54,735
2020-2024 Growth	7.1%	6.1%	5.0%
Median Age (2024)	46.5	48.5	46.1
Under 20	1,317	5,137	12,318
20-25	276	1,275	3,139
25-45	1,137	5,609	12,466
45-65	2,008	8,784	16,938
Over 65	967	4,828	10,115
Median Household Income (2024)	\$75,240	\$78,782	\$76,800
Households Under \$25K	153	1,188	2,781
Households \$25K-\$50K	589	2,361	4,737
Households \$50K-\$100K	642	3,696	7,635
Households \$100K-\$150K	510	1,845	4,036
Households Above \$150K	359	2,034	4,311
Total Employees (2024)	4,792	22,709	47,651
Educational/Health Care Employees	1,398	4,596	8,712
Manufacturing Employees	717	2,835	5,198
Retail Trade Employees	619	2,563	4,671
Professional Services Employees	409	1,815	3,257
Transportation/Warehousing Employees	247	859	1,787
Occupied Housing Units	1,852	10,109	21,106
Vacant Housing Units	401	1,015	2,394
Occupancy Ratio	5:1	10:1	10:1
Renters	219	2,031	5,155
Homeowners	2,034	9,093	18,345
Renter:Homeowner Ratio	1:10	1:5	3:10
Average Household Size	2.3*	2.3*	2.3*
Bachelor's Degree or Higher	26.8%*	26.8%*	26.8%*
Unemployment Rate	3.1%*	3.1%*	3.1%*
Regional GDP	\$18.33B*	\$18.33B*	\$18.33B*

* Supplemental market-level indicators reported for Sullivan County or the broader Kingsport-Bristol / Tri-Cities region.

Population and Household Trends

Population growth has been steady across all trade areas since 2020, with the **1-mile radius increasing from 5,490 to 5,877 residents**, the **3-mile radius from 25,262 to 26,811**, and the **5-mile radius from 54,735 to 57,494**. This pattern supports a gradual, sustainable demand story rather than a volatile boom-bust cycle. At the broader regional level, the **Johnson City-Kingsport-Bristol market** is projected to grow **1.2% over five years** and **2.4% over ten years**, reinforcing the case for phased lot delivery targeted to end users seeking long-term residence, multigenerational living, or lifestyle relocation.

Household formation is supported by strong occupancy levels. The **5-mile radius shows 21,106 occupied units versus 2,394 vacant units**, while the **3-mile radius shows 10,109 occupied units versus 1,015 vacant units**. The **1-mile radius** is even more ownership-oriented, with a **1:10 renter-to-homeowner ratio**, indicating a deeply owner-occupied local market that aligns with estate homesites and premium rural residential product.

Age and Buyer Profile

The surrounding population skews mature, with median ages of **46.5** within 1 mile, **48.5** within 3 miles, and **46.1** within 5 miles. The largest age cohort in all three radii is **45 to 65**, including **16,938 residents within 5 miles**. That age profile is favorable for a property positioned as a private estate, family compound, or premium homesite subdivision because it corresponds with peak earning years, accumulated housing equity, and stronger preference for privacy, land control, and lifestyle amenities.

Income and Spending Capacity

Income levels are supportive of upper-tier residential positioning. Median household income reaches **\$78,782 within 3 miles** and remains above **\$75,000** in both the **1-mile** and **5-mile** radii. Within **5 miles**, there are **4,036 households earning \$100,000 to \$150,000** and **4,311 households earning above \$150,000**, creating a meaningful pool of higher-income households that can support premium homesite pricing. This income mix suggests consumer spending is likely strongest in home improvement, vehicles, outdoor recreation, dining, healthcare, and education-related categories, all of which align with the lifestyle orientation of a large-acreage residential offering.

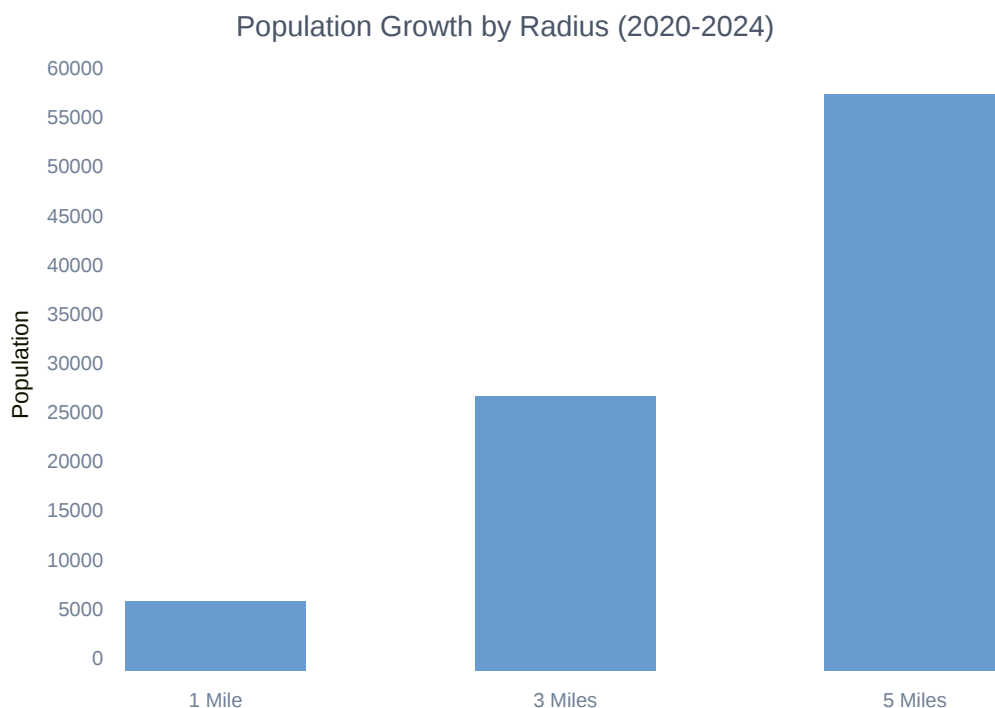
Education, Employment, and Economic Base

Educational attainment at the county level is solid for a secondary market, with **26.8% of Sullivan County adults holding a bachelor's degree or higher** and an average household size of **2.3 persons**. Employment is diversified rather than overly concentrated. Within the **5-mile radius**, the largest employment category is **Educational/Health Care with 8,712 employees**, followed by **Manufacturing with 5,198**, **Retail Trade with 4,671**, and **Professional Services with 3,257**. That mix supports resilience in local housing demand and broadens the likely buyer profile to include healthcare professionals, plant and operations managers, educators, business owners, and retirees.

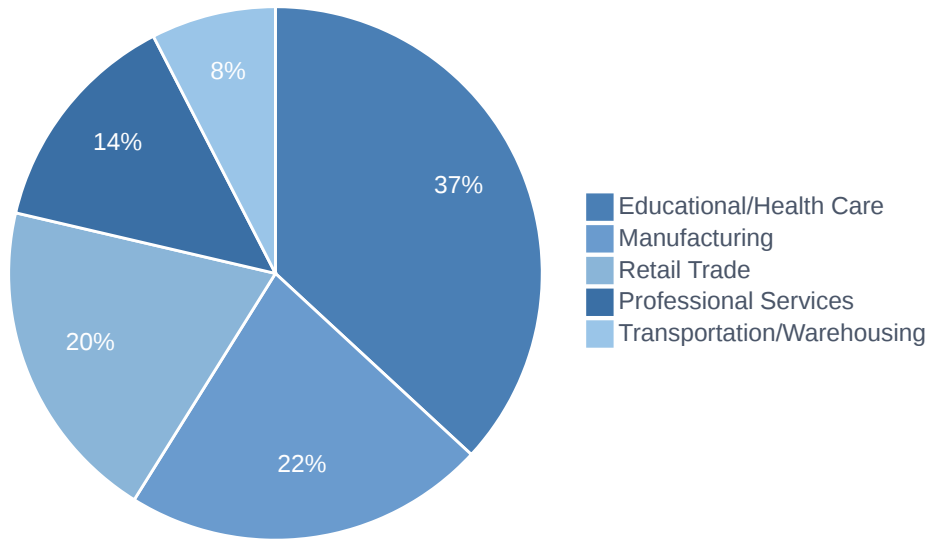
At the regional level, major employers including **Ballad Health, Eastman Chemical Company, East Tennessee State University, Domtar, and BAE Systems** help sustain the Tri-Cities labor market. The broader **Johnson City-Kingsport-Bristol CSA** recorded a **3.0% unemployment rate in May 2024**, while **Sullivan County** posted **3.1%**, indicating a relatively healthy employment environment. The **Kingsport-Bristol-Bristol MSA** generated **\$18.33 billion in GDP in 2023**, underscoring the scale of the regional economy supporting housing demand.

Demographic Relevance to the Property

For this property, the most important demographic takeaway is the combination of **steady population growth, high homeownership, mid-to-upper household incomes**, and a **mature age profile**. Those factors support demand for larger homesites, multigenerational living, hobby-farm use, and executive or retiree-oriented estate product. The area is less dependent on renter demand and more aligned with ownership-driven absorption, which is a favorable match for a 51.7-acre tract with view-oriented topography and potential subdivision into premium 5- to 10-acre parcels.



5-Mile Employment Mix by Industry



Site Map



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Boundary Center: 36° 29' 41.17, -82° 24' 46.46



Maps Provided By:



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Sullivan County
Tennessee



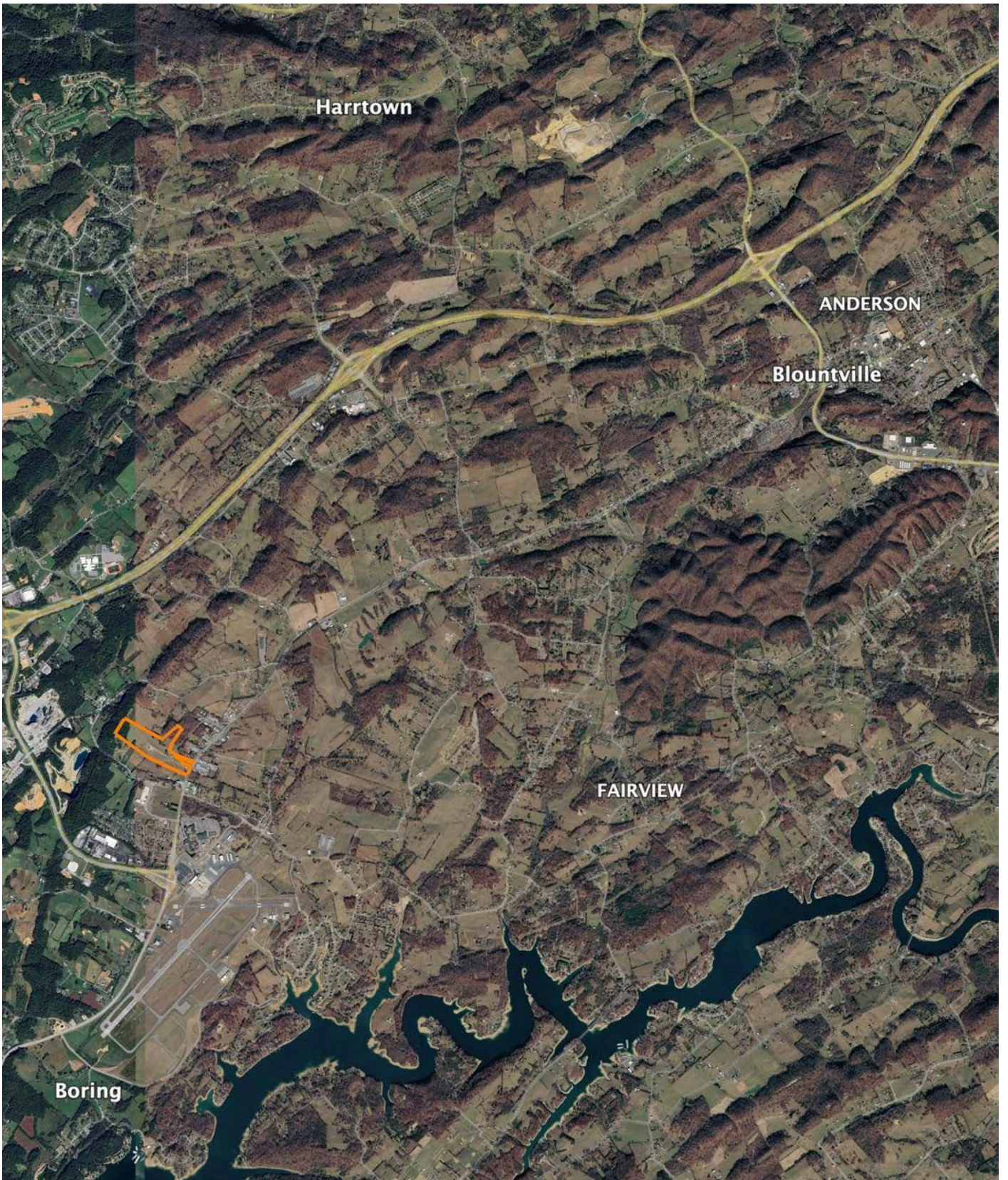
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51.7 +/- Acres- Aerial Map



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The site fronts **TN-75 / Bristol Highway** in Blountville and is shown on the maps as a large, contiguous parcel with direct orientation to **Centenary Road, Muddy Creek Road**, and the surrounding rural-residential corridor. The mapped boundary highlights the tract's scale and shape, while the broader aerial context shows its relationship to **Blountville**, the **Tri-Cities Regional Airport** area, and the regional highway network. This configuration supports both private-estate use and a future lot-split strategy because the parcel has clear road reference points, identifiable topography, and strong regional legibility.

Transportation

- **TN-75 / Bristol Highway** directly serves the property frontage, giving immediate north-south access that improves visibility, daily convenience, and future lot marketability.
- **Interstate 81** is described in the offering materials as **minutes from the site**, connecting the property to the broader Northeast Tennessee and Southwest Virginia corridor and improving access for commuters and second-home owners.
- **Interstate 26** is also described as **minutes away**, linking the site efficiently to **Johnson City** and the wider Appalachian regional economy.
- **Tri-Cities Regional Airport (TRI)** is a **short drive from the property** and serves **Northeast Tennessee, Southwest Virginia, Western North Carolina, and Eastern Kentucky**. The airport reported **448,514 passengers in 2023** and **478,016 year-to-date enplanements in 2024**, underscoring its role as a meaningful regional gateway that enhances the property's appeal to executive users and out-of-market buyers.
- Public transit options are limited in this rural setting, which reinforces the property's positioning toward private vehicle users, estate residents, and destination-oriented buyers rather than transit-dependent occupancy.

Education

- There is **1 major higher-education campus within 1 mile: Northeast State Community College**, approximately **0.75 miles away, about a 2-minute drive**. Its presence supports workforce development, continuing education, and nearby institutional activity that benefits long-term residential demand.
- Additional educational support comes from **Holston Elementary School**, approximately **0.41 miles away, about a 1-minute drive**, which improves family appeal for estate users or future homesite buyers.

- The broader Tri-Cities region also benefits from major institutions in nearby cities, including **East Tennessee State University** in **Johnson City**, approximately **20 minutes away**, which strengthens the area's education and employment ecosystem even though it is outside the immediate site radius.

Attractions

- **J. Allen Hurley Wellness Trail** is approximately **0.53 miles away, about a 2-minute drive**, providing immediate outdoor recreation that complements the property's lifestyle and wellness appeal.
- The property's own elevated setting and long-range mountain views position it competitively against more conventional rural tracts by offering a stronger sense of place and premium homesite character.
- **Downtown Kingsport** is approximately **9.1 miles away, about a 15-minute drive**, giving access to a larger dining, shopping, and service base that supports full-time residential use.
- **Johnson City** is approximately **20 minutes away** and **Bristol** is approximately **24 minutes away**, expanding access to regional healthcare, entertainment, and retail destinations while preserving the site's private setting.
- The airport corridor and surrounding Blountville area also place the property within reach of broader Tri-Cities attractions and employment centers, which is valuable for both owner-occupants and future estate-lot purchasers seeking a scenic property with practical regional access.

Site Plans



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51.7 +/- Acres- Aerial Map



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Boundary Center: 36° 29' 41.17, -82° 24' 46.46



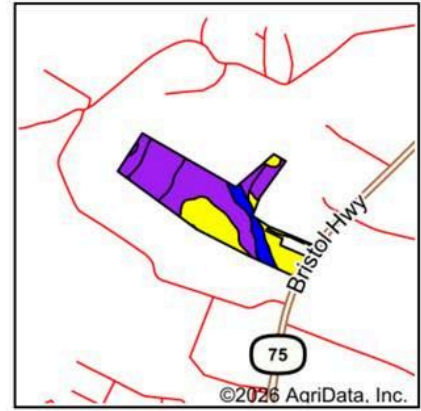
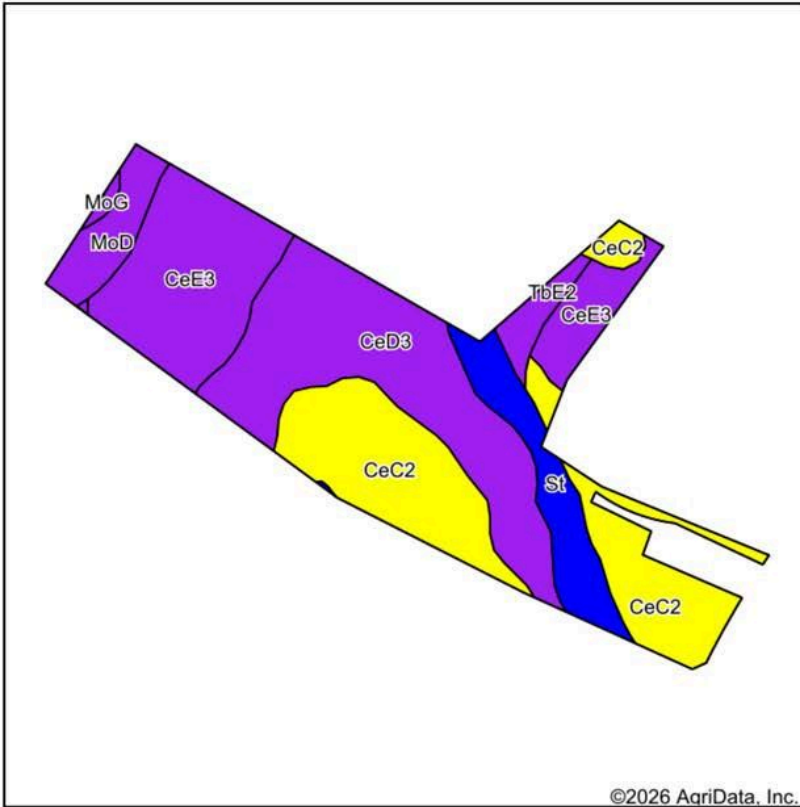
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**Sullivan County
Tennessee**



4/21/2026

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State: **Tennessee**
 County: **Sullivan**
 Location: **36° 29' 41.17, -82° 24' 46.46**
 Township: **Blountville**
 Acres: **52.86**
 Date: **4/21/2026**



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Soils data provided by USDA and NRCS.

Area Symbol: TN163, Soil Area Version: 22

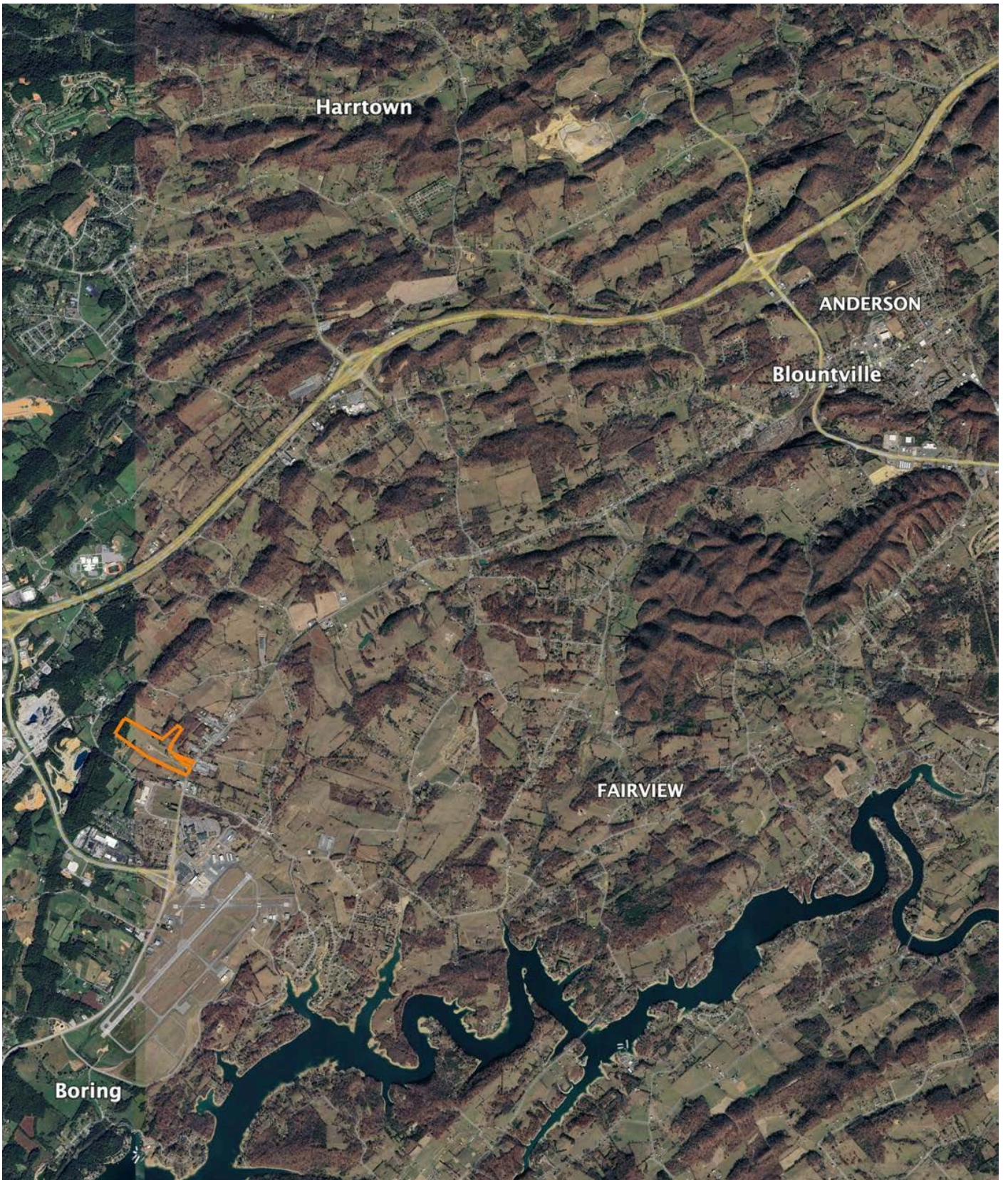
Code	Soil Description	Acres	Percent of field	Non-Irr Class Legend	Restrictive Layer	Non-Irr Class *c	*n NCCPI Overall	*n NCCPI Corn	*n NCCPI Soybeans
CeC2	Collegedale-Etowah complex, 5 to 12 percent slopes, eroded	15.64	29.5%		> 6.5ft.	IVe	58	58	44
CeD3	Collegedale-Etowah complex, 12 to 20 percent slopes, severely eroded	15.59	29.5%		> 6.5ft.	VIe	50	50	34
CeE3	Collegedale-Etowah complex, 20 to 35 percent slopes, severely eroded	12.36	23.4%		> 6.5ft.	VIIe	14	14	6
St	Steadman silty clay loam, 0 to 2 percent slopes, occasionally flooded	4.83	9.1%		> 6.5ft.	IIw	87	87	80
MoD	Montevallo channery silt loam, 12 to 20 percent slopes	2.78	5.3%		1.5ft. (Paralithic bedrock)	VIIe	25	21	13
TbE2	Talbott-Rock outcrop-Bradyville complex, 20 to 50 percent slopes, eroded	1.36	2.6%		1.8ft. (Lithic bedrock)	VIIe	10	10	3
MoG	Montevallo channery silt loam, 50 to 80 percent slopes	0.30	0.6%		1.5ft. (Paralithic bedrock)	VIIe	6	5	2
Weighted Average						5.36	*n 44.7	*n 44.5	*n 32.5

*n: The aggregation method is "Weighted Average using all components"

*c: Using Capabilities Class Dominant Condition Aggregation Method

Soils data provided by USDA and NRCS.

[download image](#)



[download image](#)

Comps Analysis

Photo	Address	Type	Size	Price	\$/SF	Cap Rate	Sale Date
							
download image	BOONES CREEK RD JOHNSON CITY TN 37615	Land	1,040 SF				
							
download image	1253 RYDER CHURCH RD BLUFF CITY TN 37618	Land, Multifamily	924 SF				
	126 HWY BLOUNTVILLE TN 37617	Land	5,376 SF				
	353 SAMLOLA RD BLOUNTVILLE TN 37617	Land	1,352 SF				
	244 SINKING CREEK RD JOHNSON CITY TN 37601-7181	Land	5,504 SF				
	1398 MASENGILL RD BLOUNTVILLE TN 37617-3737	Land	1,782 SF				
	503 SPURGEON LN BLOUNTVILLE TN 37617	Land	1,752 SF				
	577 SMALLING RD CENTRAL TN 37643	Land	924 SF				

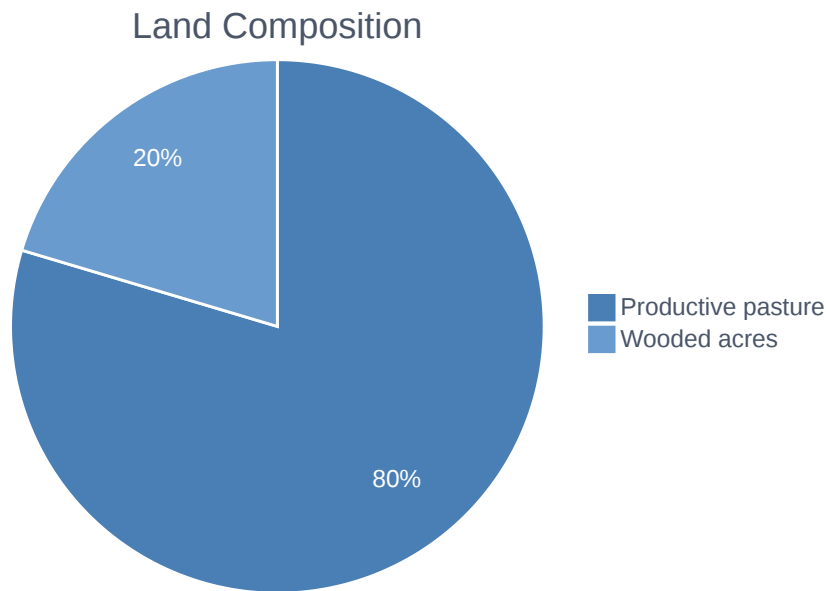
Photo	Address	Type	Size	Price	\$/SF	Cap Rate	Sale Date
	440 WILDWOOD RD KINGSPORT TN 37663	Land	1,329 SF				
	952 RICE CROSS RD PINEY FLATS TN 37686	Land	1,560 SF				

N/A

Physical Specifications

- Building specifications:** The subject is best categorized as a **Class B rural residential estate asset** with land-development potential. Crexi records indicate a 1,614 SF building footprint, two buildings, one story, and a 2024 construction year. Marketing materials identify the primary residence at 3,666 SF total, including 2,061 SF of heated/cooled living area, configured with 3 bedrooms and 2.5 bathrooms. A secondary finished cabin measures 12' x 28'.

- **Site details:** The parcel contains 51.7± acres in marketing materials and 2,301,692 SF / 52.861 acres in Crexi parcel records. Land composition is identified as 41.16 acres of productive pasture and 10.54 wooded acres. Zoning is A-1 Agricultural. Using the 3,666 SF total residence size, the land-to-building ratio is approximately 614:1; using the 1,614 SF footprint, the ratio is approximately 1,426:1. Surface parking is accommodated on-site via a 1,700+ foot gravel driveway, but no striped space count is provided.
- **Architectural features and design characteristics:** The residence includes 9-foot ceilings with tray accents, SmartCore flooring, stainless steel appliances, and a 270-foot wraparound porch with eight ceiling fans. Exterior detailing includes kiln-dried decking boards and aluminum railing. The property is oriented to capture long-range East Tennessee and North Carolina mountain views from elevated portions of the site.
- **Building systems:** Mechanical and utility features include Trane HVAC, high R-value insulation, a full wired security system, dual 200-amp underground electrical services, and a fully encapsulated crawl space with commercial-grade dehumidifier. Wastewater service is provided by a 1,000-gallon septic system with 370 feet of fill lines. The cabin includes a complete solar electrical system. Water is noted as available near Highway 75, electric is on-site, internet is available, and sewer service is not indicated, with septic required.
- **Recent improvements and capital expenditures:** The improvements are presented as recently constructed custom residential product with new-build characteristics, including modern mechanical systems, underground electrical service, encapsulated crawl space construction, future expansion plumbing, finished cabin improvements, and a Royal Pools lagoon-style saltwater pool measuring 30' x 28' x 16' with 8-foot deep end, sun ledge, and LED lighting.
- **Technical data not specified:** Foundation type, structural frame, exterior wall assembly, roof type/age, window package, load-bearing capacity, floor thickness, clear heights, column spacing, seismic design, and wind/hurricane resistance ratings are not stated in the available materials.



Key Financial Metrics

Asking price is \$3,700,000, equating to approximately \$71,567 per acre, \$1,009.27 per total building SF, and \$1,795.25 per heated/cooled residential SF. The offering should be evaluated primarily as a land-driven estate and development opportunity rather than an in-place income asset, as the available materials do not provide historical operating statements, lease income, or stabilized expense history.

Metric	Amount
Asking Price	\$3,700,000
Total Acreage	51.7 acres
Price per Acre	\$71,567
Primary Residence Size	3,666 SF
Price per Total Residential SF	\$1,009.27/SF
Heated/Cooled Living Area	2,061 SF
Price per Heated/Cooled SF	\$1,795.25/SF
Pasture Acreage	41.16 acres
Wooded Acreage	10.54 acres

Current in-place NOI is not supported by the available source material. As no trailing revenue, reimbursable income, operating expense history, or rent schedule has been provided, a conventional NOI and cap rate analysis cannot be derived on an actual basis.

Income and Expense Summary	Amount
Gross Potential Revenue	N/A
Less: Vacancy/Credit Loss	N/A
Effective Gross Income	N/A
Operating Expenses	N/A
Net Operating Income	N/A
Cap Rate on Asking Price	N/A

Investment return is primarily tied to land value creation and optionality. The property combines an existing luxury residential improvement package with 51.7 contiguous acres, including 41.16 acres of productive pasture and 10.54 wooded acres, supporting multiple monetization paths such as private estate use, estate-lot subdivision, family compound positioning, or agricultural/recreational hold strategy. In the absence of documented cash flow, cash-on-cash return, debt yield, DSCR, and IRR metrics are not presented.

Valuation Context	Amount
Asking Price	\$3,700,000
Price per Acre	\$71,567
Price per Total Residential SF	\$1,009.27/SF
Price per Heated/Cooled SF	\$1,795.25/SF
NOI-Based Cap Rate	N/A
Cash-on-Cash Return	N/A
Debt Yield	N/A
DSCR	N/A
IRR	N/A

Seasonality is most relevant to land use rather than rent collections. The productive hay acreage and rural estate positioning indicate that buyer interest and land utility may correspond with agricultural cycles and peak residential touring seasons, but no historical operating data is available to quantify seasonal revenue or expense patterns.

Land Composition Breakdown (51.7 acres)

