

## HIGH-END SHORT-TERM RENTAL & WEDDING VENUE INVESTOR PACKET OVERVIEW

**Address:** 2003 Bend of the River, Hiawassee, GA 30546

**Location:** Lake Chatuge – North Georgia mountains

**Use:** Luxury short-term rental / wedding / Event venue

### **Owner Financing Available**

This is not a stabilized STR being sold at peak performance pricing. It is a **VALUE-ADD** hospitality asset with improving revenue trends and significant upside tied to the recent enhancements. The seller understands investors rely on historicals, but this property is currently in a repositioning phase, this property is not the same property reflected in the older numbers!

**PROPERTY DESCRIPTION** - 9 bedrooms, 6 bathrooms - Approximately 5,600 square feet - 2 full kitchens + 1 kitchenette - 3 family rooms + game room - Covered deck and covered patio - Beautifully and fully furnished – true **TURN-KEY** offering - 4 land parcels totaling 2.84 acres ( an additional 1.1 acres available for additional building or cabins ) 617 ft of private Lake Chatuge frontage

**CURRENT STR PERFORMANCE** - Actively listed on Airbnb and VRBO - Current average nightly rate range: \$ 2013 - \$ 2900 per night - **Projected future nightly rate** range increasing after the addition of the new amenities : \$2,200 – \$3,200 per night .

**REVIEWS** - Over 150+ online reviews across VRBO and Airbnb, with 4.5 – 5 star average  
No other short-term rental on Lake Chatuge offers this level of amenities

**CURRENT 2026 BOOKINGS** in the gross amount of \$255,688.00, already exceeding previous years, reflect bookings taken before the addition of several major amenities included in the new recreational building shown below. The future income potential from these enhancements is substantial.

**FUTURE INCOME & VALUE-ADD OPPORTUNITIES** - Short-Term Rental Upside: • The new covered recreational building enables higher nightly rates and stronger year-round occupancy. • Covered, heated, and weather-protected amenities support off-season and shoulder-season bookings.

**WEDDING VENUE** - With a septic upgrade to support up to 150 guests, this property can operate as a premier North Georgia wedding venue. • North Georgia is an extremely popular area for wedding venue opportunities, with consistent demand from local and destination couples.(Seller is willing to negotiate the installation of septic tank if desired to use as a wedding venue)

**CORPORATE RETREATS AND LARGE GROUP STAYS** - Layout, amenities, and recreational offerings are ideal for corporate retreats, family reunions, and group events.

**DIRECT BOOKING STRATEGY-** Strong opportunity for a direct booking website to reduce platform fees charged by Airbnb/VRBO and improve overall NOI.

**EXTERIOR & RESORT-STYLE AMENITIES** - 617 ft of private lake frontage on Lake Chatuge - 20 x 50 ft heated sports-bottom pool - Spill-over hot tub - Beautifully landscaped rock waterfall feature - Putt-putt greens - Bocce ball court - Volleyball court - Outdoor chess game - Fire pit with seating - Boat dock

**INCLUDED IN SALE** - All Home Furnishings , 2022 – 25.5 ft 200 HP Godfrey Patio Tritoon Boat 2020 – 27.5 ft Crest 200 HP Tritoon Boat - Additional water toys • Kayaks • Paddle boat • Paddle boards - Royal Deluxe 6-passenger golf cart

**TOTALLY TURN-KEY START EARNING \$ ON DAY 1**

**INTERIOR RECREATION & GAMES** - Interior game room with: • Billiards • Ping pong • Foosball • Golden Tee game system • Air hockey • Chess

**KITCHEN IN NEWLY COMPLETED REC BUILDING** includes: 8-burner gas stove • Double oven • Gas grill • Traeger smoker • Ice freezer • Wine fridge • Soda fridge • Dishwasher • Kegeator (capacity for 2 small kegs and 1 large keg) • Sink with hot and cold water. This covered, fully equipped recreational and entertaining pavilion is a powerful amenity that will significantly increase booking appeal and support premium nightly rates, while enabling year-round use regardless of weather conditions.

**OWNER HISTORY & IMPROVEMENTS** - Owner purchased the property in 2019. - Continuous improvements and amenity additions since purchase. - Recent additions include: • Heated pool and spill-over hot tub • Rock waterfall and landscaping • Putt-putt, bocce ball, volleyball, and outdoor games • Expanded outdoor kitchen and entertaining areas • New covered recreational/dining/entertaining building with pickleball, sauna, and extensive seating

**IMPORTANT INCOME CONSIDERATION** The previous years reflect the property before the recent upgrades and before the current booking momentum. What we are seeing now is a materially different operating trajectory ...all before the newest amenities were completed, including: - Pool and spill-over hot tub - Pickleball court - Bocce ball court - Rock waterfall - Expanded outdoor kitchen with extensive appliances, grills, kegerator and wine fridge - Sauna - Covered dining and entertaining areas with extensive seating - 100 " and 75 " TV's  
The old numbers no longer represent this asset !The increased potential income from these amenities—both for short-term rentals and weddings/corporate events—is substantial.

**NEW AMENITIES RECENTLY ADDED :**

20 x 50 Heated Sports Bottom pool with Spill-over hot tub → Higher fall & winter occupancy  
Indoor Pickle ball court → Higher fall & winter occupancy  
Fully equipped outdoor kitchen inside Recreational Bldg. → Large group/event entertaining/bar seating for 20 surrounding the kitchen  
Dining tables and seating for 24 → Large group/event entertaining option→higher occupancy  
Sauna → desirable amenity → higher occupancy

Bocce Ball court → desirable amenity→higher occupancy

The property at 2003 Bend of the River Road falls into the ultra-premium category of STR homes located lake front on Lake Chatuge due to the following:

- 9 bedrooms
- Lakefront dock
- Heated pool
- Pickleball court
- Sauna
- Recreation building
- Multiple kitchens
- Pontoon boats included
- Sleeps large groups

That places it well above the average Lake Chatuge rental. Luxury properties generally run lower occupancy but much higher ADR. A luxury property charging \$2,000-\$2,500 per night only needs about 100-130 booked nights annually to generate significant revenue.



## "Historical Performance & Revenue Growth Trends"

### Property Performance Summary

Year	Gross Revenue	Nights Booked	Occupancy Rate	Average Daily Rate (ADR)
2024	\$168,120	102	27.95%	\$1,648
2025	\$240,322	119	32.60%	\$2,019
2026 YTD	\$255,688	127	34.80%	\$2,013

### Rate Growth Summary

Year	Low Season Rate	High Season Rate
2024	\$1,450/night	\$2,400/night
2025	\$1,600/night	\$2,600/night
2026	\$1,900/night	\$2,900/night

### Rate Growth Analysis

- **2024 → 2025**
  - Low-season rates increased from \$1,450 to \$1,600 (+10.3%)
  - High-season rates increased from \$2,400 to \$2,600 (+8.3%)
- **2025 → 2026**
  - Low-season rates increased from \$1,600 to \$1,900 (+18.8%)
  - High-season rates increased from \$2,600 to \$2,900 (+11.5%)
- **2024 → 2026 Overall**
  - Low-season rates increased from \$1,450 to \$1,900 (+31.0%)
  - High-season rates increased from \$2,400 to \$2,900 (+20.8%)

The most significant indicator is that **2026 booked revenue has already surpassed total 2025 revenue while the year is still in progress**. This performance reflects the impact of substantial property improvements, enhanced amenities, increased guest appeal, and stronger market positioning. Historical operating results provide a baseline; however, the current booking pace and higher rate structure suggest that the property's future earning potential may be materially stronger than prior-year performance alone would indicate.

## Key Performance Highlights

- Gross revenue increased from **\$168,120 in 2024** to **\$240,322 in 2025**, representing a **42.9% increase**.
- Current **2026 booked revenue of \$255,688 has already exceeded the entire 2025 revenue total**, despite significant booking opportunities remaining in the current year.
- Occupancy increased from **27.95% in 2024** to **34.80% in 2026**, demonstrating growing demand and stronger booking velocity.
- Average daily rates increased from **\$1,648 in 2024** to approximately **\$2,013 in 2026**, reflecting the property's enhanced positioning in the luxury vacation rental market.
- Low-season rates increased by **31%** (from \$1,450 to \$1,900 per night).
- High-season rates increased by **21%** (from \$2,400 to \$2,900 per night).
- The combination of increasing occupancy and substantially higher nightly rates demonstrates both improved market demand and successful revenue optimization.

While historical financials reflect the property's performance prior to the completion of several major amenities, current booking trends demonstrate significant growth. Gross revenue for 2026 has already surpassed total 2025 revenue, with occupancy and booked nights continuing to increase. Based on current reservations, historical operating expenses, and enhanced guest offerings, the property is positioned to achieve a stabilized NOI substantially above prior years, potentially producing a forward cap rate in the 8%–10% range depending on final 2026 performance.

# 2025 Gross Rental Revenue Summary

Property: 2003 Bend of the River Road, Hiawassee, Georgia  
Reporting Period: January 2025 – December 2025

Month	Boat Rental Revenue	House Rental Revenue	Total Revenue
January 2025	\$500.00	\$3,000.00	\$3,500.00
February 2025	\$0.00	\$0.00	\$0.00
March 2025	\$2,150.00	\$6,780.76	\$8,930.76
April 2025	\$450.00	\$13,923.79	\$14,373.79
May 2025	\$10,900.00	\$16,468.97	\$27,368.97
June 2025	\$4,400.00	\$24,532.05	\$28,932.05
July 2025	\$11,050.00	\$47,833.88	\$58,883.88
August 2025	\$4,450.00	\$27,999.08	\$32,449.08
September 2025	\$0.00	\$0.00	\$0.00
October 2025	\$1,750.00	\$9,837.52	\$11,587.52
November 2025	\$0.00	\$5,811.08	\$5,811.08
December 2025	\$800.00	\$25,758.91	\$26,558.91
<b>TOTAL 2025</b>	<b>\$37,715.00</b>	<b>\$202,607.24</b>	<b>\$240,322.24</b>

**Norris Development**  
**Profit & Loss**  
**January 2024 through December 2025**

	<u>Jan - Dec 24</u>	<u>Jan - Dec 25</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>Rental</b>			
<b>Boat Rental</b>	28,500.00	37,715.00	66,215.00
<b>Georgia Hiwassee</b>	139,620.08	202,607.24	342,227.32
<b>Total Rental</b>	<u>168,120.08</u>	<u>240,322.24</u>	<u>408,442.32</u>
<b>Total Income</b>	168,120.08	240,322.24	408,442.32
<b>Expense</b>			
<b>Cleaning Expense</b>	10,069.63	25,413.93	35,483.56
<b>Insurance</b>	7,346.00	8,872.00	16,218.00
<b>Property Tax</b>	5,284.24	5,485.67	10,769.91
<b>Supplies</b>	11,133.48	13,318.43	24,451.91
<b>Utilities</b>	20,655.45	23,202.08	43,857.53
<b>Total Expense</b>	<u>54,488.80</u>	<u>76,292.11</u>	<u>130,780.91</u>
<b>Net Income</b>	<u><u>113,631.29</u></u>	<u><u>164,030.13</u></u>	<u><u>277,661.41</u></u>