KW COMMERCIAL

Offering Memorandum

Multi-Unit Short Term Rental Property

119 & 127 Deer Hill Lane, Weaverville, NC 28787

Exclusively listed by:

Jake Mossman, Commercial Broker (828) 367-9148 | jakermossman@kw.com | NC 325658, NM 42567

Keller Williams Commercial - 55 N Main St, Suite B, Weaverville, NC 28787

Exceptional 5 Unit Vacation Rental Property - 6th unit can be added before closing. Projected 2026 cap rate with only 5 units - 6.8%

127 Deer Hill Lane Weaverville, NC 28787 - Listed at $2,150,000

$236K+ Projected Year 1 Gross Revenue. 6.8% Cap Rate. ~23.5% Five-Year IRR. Fully documented. Turnkey. All with only 5 units.

6.8%	~23.5%	$236K+	68%+
Pro-Forma Cap Rate	5-Year IRR (75% LTV)	Projected Yr 1 Revenue	YoY Growth Through July 2026

This is a rare, cash-flowing short-term rental portfolio operating at institutional-grade returns, on a stunning 8.05-acre mountain-top compound just 15 minutes from Asheville, NC. Five active income-producing units: three 448 sq.ft. Amish-built log cabins, a 238 sq.ft. seller-built tiny home, and a luxurious 2,447 sq.ft. 3-bed/3.5-bath mountain home with chef's kitchen, 6-person hot tub, EV charger, and two covered decks, all generating revenue on Airbnb today. In 2025, just 4 units produced $120,000+ in documented gross revenue. The main house entered the rental pool in 2026 and immediately accelerated performance by 68%+ YoY. Three shovel-ready build sites with septic, electric, and drainage already in place offer a clear path to 6, 7, or 8 units, and the seller will build a 6th unit prior to closing if desired. All FF&E conveys at no additional cost, including an electric utility vehicle. This is not a fixer-upper or a projection built on hope - it's a proven, operating business with documented income, a seasoned guest base, and significant upside still on the table.

Income documentation available upon execution of NDA. Pro-forma figures based on verified Airbnb payouts and hybrid 2026 model.

Luxury Primary Residence Just Converted to STR

Supercharging this property's revenue, this stunning 2,447 sq ft site-built 2010 home serves as both a luxurious primary residence and a high-performing vacation rental. Featuring 3 bedrooms with 3 ensuite baths, a half bath, open-concept living with vaulted ceilings, and a bonus loft, the home is fully furnished and ready to receive larger groups seeking a fun and luxurious experience in Western NC. Every detail has been curated for comfort, style, and guest satisfaction - from soaring vaulted ceilings and a wood-burning fireplace to spa-like ensuite baths and a warm loft retreat. Prior to this year, the revenue from this property was based entirely on the cabins and the tiny home. The addition of this house as a rental is significantly boosting this property's performance.

Bedrooms & Retreats

3 spacious bedrooms each with a private ensuite bath, plus the loft offers flexible bonus space for sleeping or lounging

Chef's Kitchen

Dual ovens, quartz counters, KitchenAid appliances, oversized island, farmhouse sink & coffee station

Extras

Infrared sauna, EV charger, 50-amp RV hookup, detached garage, wood-burning fireplace

Outdoor Living

Two covered decks, one uncovered lounging deck, 6-person hot tub, covered front porch with fire pit

Property Features List - 127 & 119 Deer Hill Lane

Property Overview

- Open Use Zoning
- Total of 8.05 Acres across two parcels (PIN #9723985679 & #9723986730)
- Year-round west-facing mountain views and stunning sunsets from the main home
- Seasonal mountain views (winter/spring) throughout much of the property
- Wide, non-steep driveway for easy access with ample parking and room for future additions
- Countryside setting just minutes to downtown Weaverville and approximately 15 minutes to Asheville
- Privacy and convenience
- Multiple storage sheds, including one with washer/dryer hookups for future guest laundry facilities
- Mini-farm setup with animal enclosures, goat house, and chicken houses
- Affordable cleaner already in place if desired
- Commercial well and multiple septic systems in place

Income-Producing Rental Units

- Three 1 Bed / 1 Bath Amish-built cabins (approximately 450 sq ft each)
- One 1 Bed / 1 Bath tiny home (approximately 240 sq ft)
- All rental units include hot tubs
- All furnishings included
- Seasonal mountain views and sunsets (winter/spring)

Main Home Features

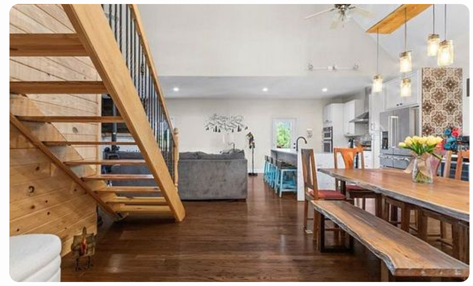
- Year-round mountain views and spectacular sunsets
- All furnishings included
- Open floor plan with vaulted ceilings
- One half bath + Dedicated laundry room
- Three bedrooms, each with ensuite bathroom
- Chef's kitchen featuring quartz countertops, farmhouse sink, dual ovens, KitchenAid appliances, oversized island, and coffee station
- Bonus loft area for additional sleeping space or game room
- Two Decks and Infrared sauna
- Covered front porch with fire pit, seating area, and 6-person hot tub
- EV charger and 50-amp RV hookup

Future Expansion & Income Potential

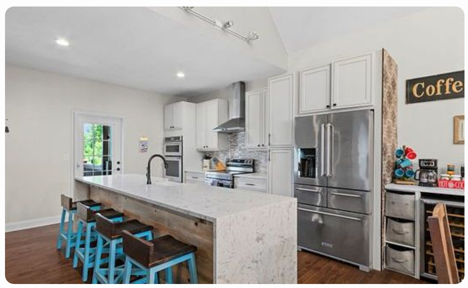
- Potential for 3 additional rental sites
- Plans available for either two 2-bedroom units or one 4-bedroom home
- Newly installed 4-bedroom septic system
- Additional potential building sites throughout the property
- Opportunity to increase income by listing on platforms such as Booking.com and VRBO (currently Airbnb only)
- Add two queen beds to the loft to increase main home sleeping capacity from 8 to 12 guests
- Pet-friendly rentals could provide additional income opportunities
- Space available for future amenities such as a swimming pool, pickleball court, barrel sauna, fitness gym, and more

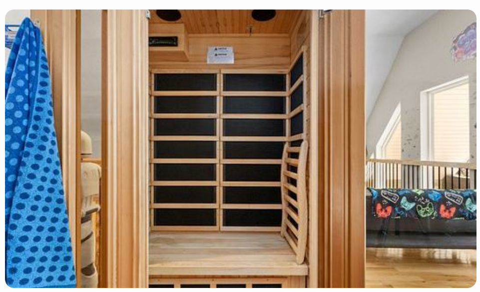
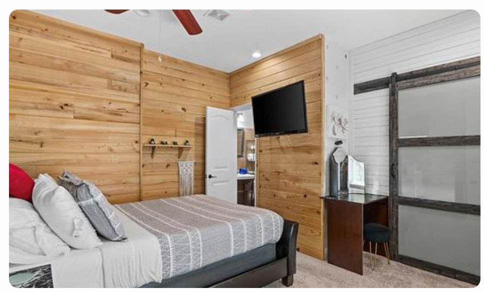
Main House - Photos

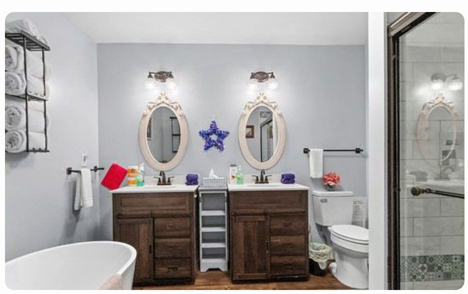












THE CABIN PORTFOLIO

3 Cabins + 1 Tiny Home - Active STR Units

Located on the same 6.06-acre parcel at 119-123 Deer Hill Lane, three Amish-built log cabins and a seller-built tiny home operate as active short-term rentals. All units convey fully furnished and turn-key ready.

Cabins 119, 121 & 123

Three 1-BR/1-BA log cabins, ~448 sq ft each with loft. Canyon Brown/Cedar stain, metal roof, full kitchen, private hot tub, and secluded back porch.

Baby Bear Tiny Home

Seller/contractor-built on-site. 238 sq ft, 1 BR/1 BA with kitchen and living area. Active STR listing with consistent bookings year-round.

All Units Include

Hot tubs, full furnishings, mini-splits, metal roofs, designated parking, and all FF&E. Work/utility vehicles also convey at no extra cost.









DEVELOPMENT OPPORTUNITY

Expansion-Ready Infrastructure

This portfolio is a **development-ready platform** with approved sites and installed infrastructure for significant expansion.

Water Retention System

Surveyed parcel with water retention infrastructure already installed.

4-BR Rated Septic

New septic tank rated for 4 bedrooms - supports two 2-BR cabins or a single 4-BR home.

3 Units Site-Approved

Site approved for 3 additional rental units. Seller may build a 6th unit prior to closing.

Agricultural Amenities

Goat house, chicken coop, and well house add unique guest experience value.

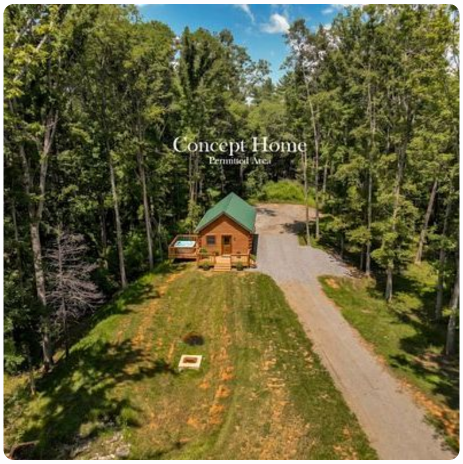
Bonus .5-Acre Buildable Lot

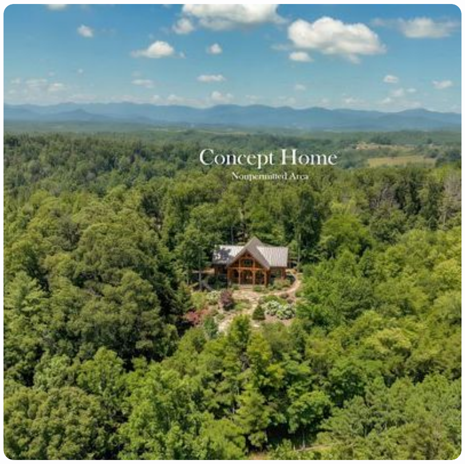
Half-acre parcel between the circular driveway - potential for additional home or cabins with engineering and septic.

2-Car Garage & Storage Shed

Metal 2-car garage and wooden storage shed included - storage and covered parking.

Each additional cabin unit could generate **$25,000-$40,000+** in annual gross rents.





📋 Historical (2021-2025)

4 Units

3 Cabins + Tiny Home

Main house not in rental pool

$140K+ Avg Revenue

4-Unit Portfolio

Peak year: $176K gross

🚀 Today (2026 Forward)

5 Units Active

All Units Now Renting

Main house added to rental pool in 2026

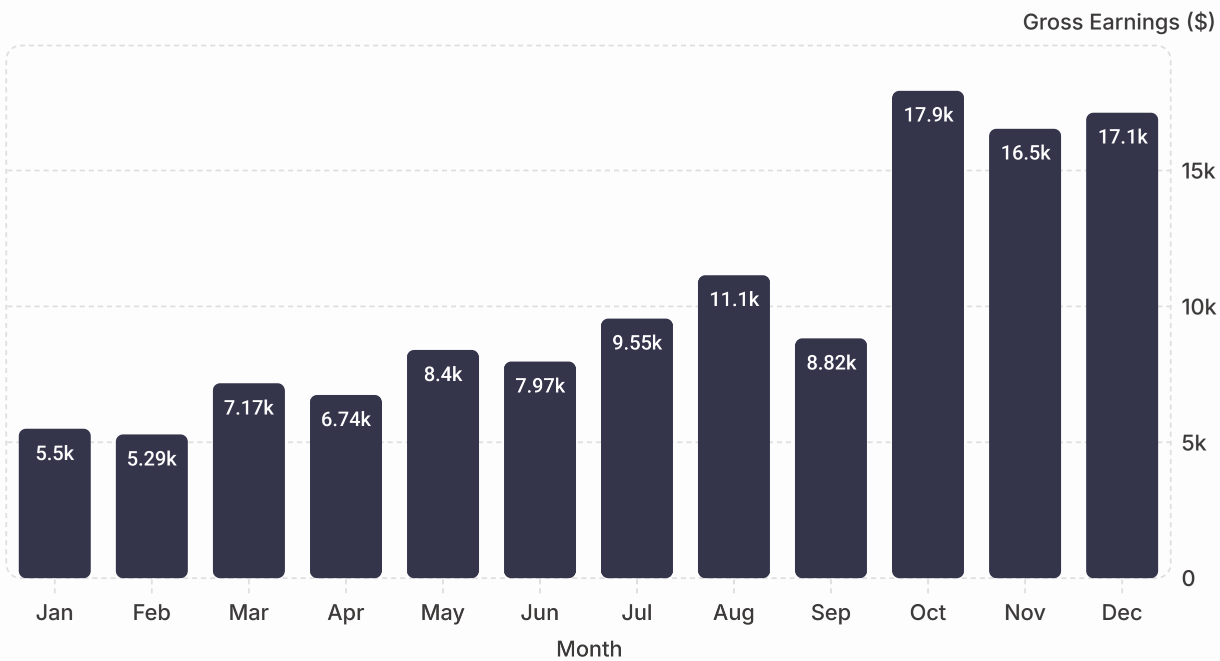
$236K+ Proj. Revenue

5-Unit Portfolio

6.8% Cap Rate | ~23.5% IRR

Airbnb Performance: 2025 Annual

The portfolio generated **$122,183** in gross Airbnb earnings across **758 nights booked** in 2025 - from only 4 units (cabins and tiny home).



$122K

2025 Airbnb Revenue

4 Units Only

$236K+

2026 Proj. Revenue

5 Units - Full Year Run Rate

758

Nights Booked

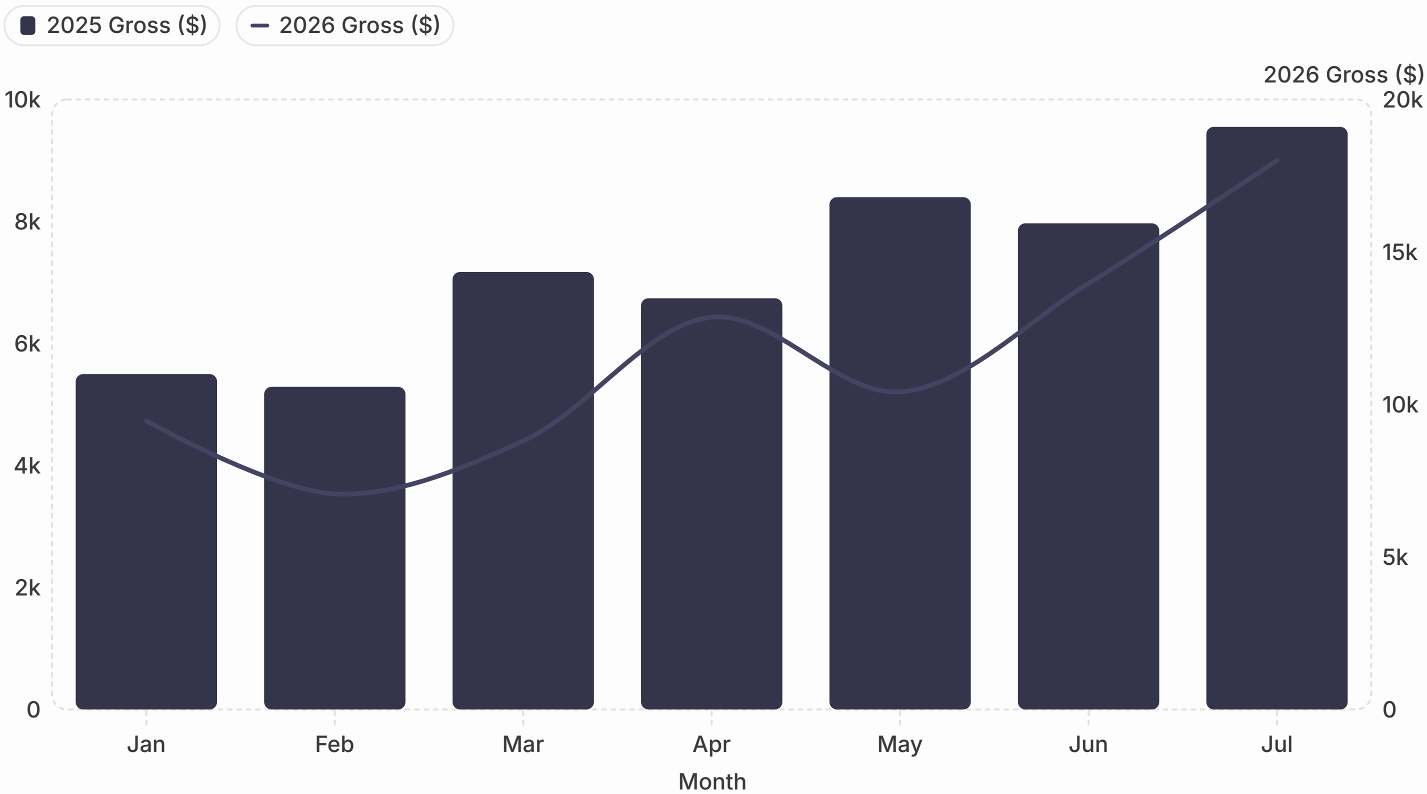
2025 - 4 Units Only

Note: All 2025 figures reflect 4 units only - cabins and tiny home. The main house was not in the rental pool until 2026.

2026 MOMENTUM

2026 YTD - Tracking Significantly Ahead of 2025

Jan-May 2026 generated $40,722 in verified Airbnb payouts - compared to $33,098 for the same period in 2025. That is a 23% year-over-year increase in the first five months. June and July are tracking even stronger, with June at $13,971 and July already at **$20,088.26** with the month not yet complete. **Total 2026 bookings stand at $109,683 as of July 22nd.**



Month-over-month Airbnb payouts (after platform fees): 2025 vs. 2026. Jan-May 2026 verified from Airbnb screenshots. June and July 2026 are partial/pending final confirmation. July 2026 reflects bookings as of July 22nd.

April YoY

$10,878 vs $6,539 / +66%

May YoY

$8,799 vs $8,146 / +8%

June YoY

$13,971 vs $7,731 / +81%

July YoY (Partial)

$20,088 vs $9,264 / +117% / as of July 22nd

2026 YTD Total: $109,683 as of July 22nd — across all active units, including the main house now in the rental pool.

FINANCIAL PROJECTIONS

2026 Pro-Forma: Hybrid Model & Cap Rate Analysis

This pro-forma projection for 2026 leverages a hybrid approach, combining strong year-to-date actuals with historical performance and the added revenue potential of the main house. We then calculate the projected capitalization rate, offering a clear valuation metric for this income-producing asset.

Revenue Component	Amount
Jan–July 2026 Actual Performance (YTD through July 22nd, 4 units)	$109,683
Aug–Dec 2025 Actual Performance (H2 2025 - 4 units)	$71,564
Hybrid 2026 Base Revenue (4 units)	**$181,247**
Incremental Main House Income (H2 2026 Estimate, 5th unit)	$27,500
Total 2026 Pro-Forma Gross Revenue	**$208,747**

Capitalization Rate Analysis

Using a conservative estimate for Net Operating Income (NOI) at 70% of gross revenue, we can determine the projected capitalization rate, a key indicator of investment return.

1. Projected Gross Revenue

$208,747

2. Net Operating Income (NOI)

($208,747 x 70% = **$146,123**)

3. Purchase Price

$2,150,000

Projected Cap Rate: 6.80%

This pro-forma analysis is an estimate based on current performance trends and assumptions. Actual results may vary.

INVESTMENT RETURNS

Projected 5-Year IRR: ~23.5% (with only 5 units)

(Add a 6th unit prior to closing and dramitically increase revenues)

5-year hold modeled with 75% LTV at 7% interest, 20-year amortization, balloon at Year 5. All 5 units fully operational from Day 1; revenue grows at ~8% annually with 30% operating expenses.

Year	Gross Revenue	NOI (70%)	Debt Service	Cash Flow
Year 1	$236,247	$165,373	$150,132	$15,241
Year 2	$255,147	$178,603	$150,132	$28,471
Year 3	$275,558	$192,891	$150,132	$42,759
Year 4	$297,603	$208,322	$150,132	$58,190
Year 5	$321,411	$224,988	$150,132	$74,856

Loan, Exit & IRR Summary

Down Payment (25%)

$537,500

Loan (75% @ 7%)

$1,612,500 | $12,511/mo

Balloon at Year 5

~$1,422,600

Year 5 Exit Value

$3,308,647

Net Sale Proceeds

$1,886,047

Cumulative Cash Flow

$219,517

Assumes full 5-unit operation, 8% revenue growth, 30% expenses, 6.8% exit cap rate. Actual results may vary.

Your Next Steps

Schedule a Private Showing

By appointment only. No drive-bys. No for-sale signage on property. All showings must be arranged in advance.

Sign CA & Review Financials

Complete IRS-filed returns, Airbnb earnings screenshots, and expense schedules available to qualified buyers upon request.

Explore Expansion

Discuss the option to build 6th rental unit prior to closing to maximize income from day one of ownership.

Proudly presented by Jake Mossman | Keller Williams Commercial

Jake Mossman brings 20 years of full-time estate expertise to every transaction. As a proud member of KW Commercial and the CCIM Institute, he specializes in investment properties, commercial sales and leasing, and luxury residential throughout Western North Carolina and Southern New Mexico. Known for his high-touch, client-first approach, Jake treats every client like family - guiding them through the purchasing process with care, transparency, and a relentless focus on their needs. He takes pride in ensuring clients make well-informed decisions, advocating for them every step of the way to secure the best possible outcomes. Jake holds himself to the highest standards of integrity, always placing ethics at the front of his thought process. Whether you are buying your first home, searching for an investment property, or relocating, he takes his role as trusted advisor seriously - ensuring you feel supported and empowered throughout the process.