

CHARLES
HAWKINS CO.

623 & 629

West Iris Drive, Nashville, TN 37204

Incredible Opportunity in the Heart of Berry Hill

1-Acre Undeveloped Land + Turnkey
5-Unit Airbnb Complex

Exclusive Opportunity: Secure Income + Growth in Berry Hill.

Contact Us Today for Pricing, Pro Forma, Income Statements, and a Private Site Tour. Let's Unlock This Property's Potential for Your Portfolio.



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Show Up. Care. Deliver.

1-ACRE UNDEVELOPED LAND + 5-UNIT TURNKEY AIRBNB COMPLEX

623 & 629 W. Iris Drive, Berry Hill, Nashville

Incredible opportunity to acquire an acre of undeveloped land alongside a five-unit Airbnb complex built in 2019—offering immediate cash flow from proven short-term rentals and long-term development potential.

629 W. Iris: 5 Modern Airbnb Units Totaling ±13,462 SF – Cash-Flowing Asset in Nashville's Thriving Tourism Market.

623 W. Iris: ±1-Acre Undeveloped Lot – Prime for Multifamily, Mixed-Use, or Townhome Development.

Sale Price: Contact Brokers for Confidential Pricing and Financials.

Zoning: District 6 (Bransford District) in Berry Hill – Supports Up to 20 Units/Acre, 3 Stories (45' Max Height). View Approved Uses:
[https://www.berryhilltn.org/DocumentCenter/View/125/Poster?bidId=.](https://www.berryhilltn.org/DocumentCenter/View/125/Poster?bidId=)

Location Perks: Just ±4.1 Miles from Downtown Nashville; Seamless Access to I-440 and I-65; Steps from 100 Oaks, Wedgewood-Houston, Melrose, the Fairgrounds, and GEODIS Park.

Market Momentum: Berry Hill's median home sale price rose 4.33% year-over-year as of late 2025, reflecting steady demand in Nashville's balanced market. Forecasts project 2-4% annual appreciation in 2026, driven by job growth and in-migration. The area is transforming into a music and entertainment hub, anchored by the advancing Universal Music Group Production Campus (209,900 SF) nearby—featuring recording studios, the central U.S.'s first scoring stage, R&D facilities, education programs, retail, and a public park—enhancing synergies for creative industries.

Recent Upgrades - Ultimate Outdoor Oasis:

- New outdoor patio with a pool, featuring chaise lounges and umbrellas
 - Sauna
 - Full outdoor kitchen with 2 refrigerators and a black stone grill with outdoor seating arrangements
 - Outdoor fireplace
-

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BERRY HILL LOCATION ADVANTAGE

Berry Hill's competitive edge is not size—it's **location leverage**. By sitting just outside Nashville's core while remaining deeply connected to it, the city functions as a **high-value niche market** within one of the fastest-growing cities in the U.S.

Strategic Location Advantage

- Immediate Proximity to Downtown Nashville
- Located just south of downtown Nashville
- Minutes from the CBD, Music Row, Wedgewood-Houston & The Fairgrounds

Connectivity to Major Transportation Corridors

- Franklin Pike / 8th Avenue South
- Nolensville Pike
- Convenient access to interstates (I-65, I-440, I-24 via surrounding corridors)

Berry Hill's most distinctive economic feature is its dense concentration of music and creative businesses.

Future Universal-Anchored Production Campus – Mixed-Use Development

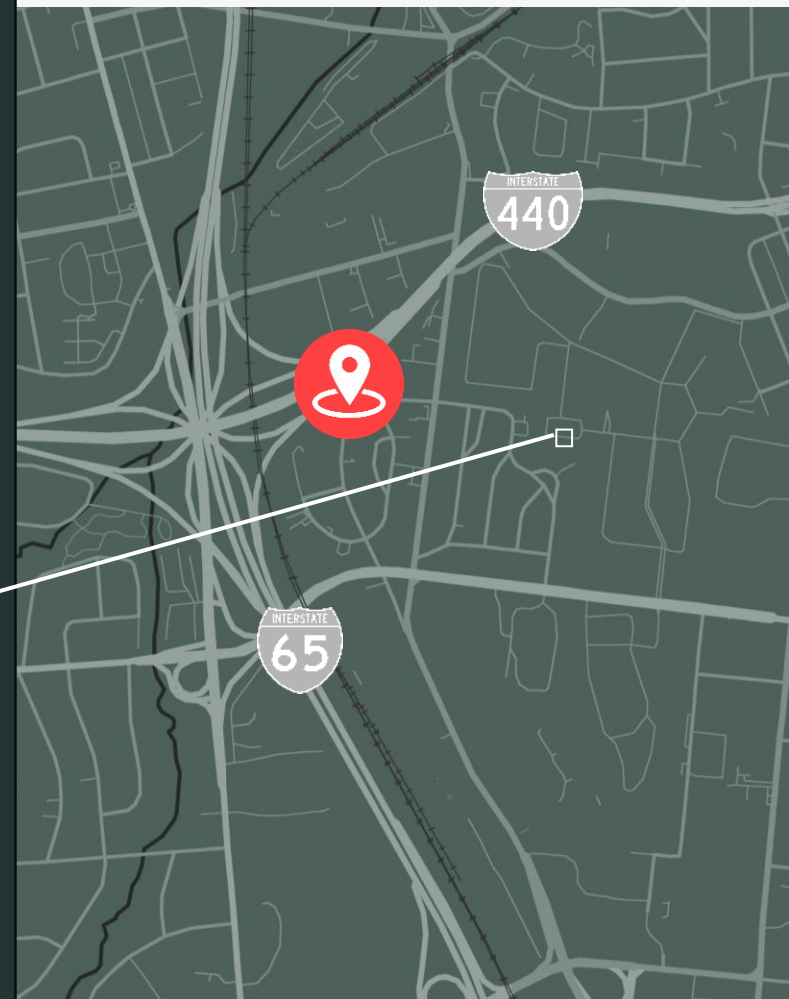


The planned \$250 million campus consists of 3 primary buildings centered around a vibrant public space which includes an improved public park with a new community building and an outdoor entertainment venue.

209,900 SF Campus | 23,700 SF Retail Space | 442 Parking Spaces

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“Central. Connected. Creative.”



Show Up. Care. Deliver.

629 W. IRIS DRIVE — 5-UNIT TURNKEY AIRBNB COMPLEX

The income is booked. The growth is scheduled.

Every figure below is actual host payout for Units 1–4 as reported by Nash Rentals, the largest short-term rental manager by revenue in Nashville, across Airbnb, VRBO, and direct channels. Unit 5 operates under separate management today and consolidates onto the complex’s platform in August 2026.

\$307,853

2026 REVENUE ON THE BOOKS
UNITS 1–4

±\$428,000

PROJECTED FULL-YEAR 2026
UNITS 1–4

±\$107,000

ANNUAL REVENUE PACE
PER UNIT

\$540,000

PROJECTED 5-UNIT INCOME
FULL-YEAR STABILIZED

THE INCOME STORY

Four of five units have **\$307,853 booked for 2026**. Management projects **\$120,000 more before year end**, the same late-year fill that came in last year. That puts Units 1–4 at **\$428,000, or \$107,000 per unit**.

The forward calendar understates the year. Short-term rental guests book close to their stay dates. March through July already holds **\$206,000** at nightly rates from **\$473 to \$664**. August through December shows \$65,500 today. The fill for those months has not started.

The new amenity deck earns premium rates across **six listing configurations**. The pool, sauna, full outdoor kitchen, and fireplace draw the group stays that fill several units at once.

A BUYER HAS TWO WAYS TO OWN THIS INCOME

A buyer can build this income or buy it. Building means land, three years, and zoning risk. Buying means **a 2019 building, Berry Hill entitlement, professional management, and a full calendar**. Unit 5 consolidates onto the complex’s management in August. Five units project to **\$540,000 a year**.

MONTHLY REVENUE — UNITS 1–4, 2026

MONTH	REVENUE	ANR	OCC.
Jan	\$15,533	\$382	30.8%
Feb	\$20,704	\$316	55.7%
Mar	\$34,418	\$478	57.4%
Apr	\$34,810	\$473	56.8%
May	\$42,729	\$556	65.3%
Jun	\$48,093	\$664	71.4%
Jul	\$46,021	\$519	68.9%
Aug	\$19,470	\$671	23.0%
Sep	\$28,994	\$854	20.3%
Oct	\$16,132	\$886	14.5%
Nov	—	—	0.0%
Dec	\$949	\$316	1.6%
ON THE BOOKS	\$307,853	\$540	+\$120K projected

LISTING STRUCTURE Iris 1 · Iris 2 · Iris 3 · Iris 4 (individual) + Iris 3/4 Combo & multi-unit group booking (joint) = 6 configurations · Unit 5 consolidates August 2026

OFFERS GUIDED AT

\$4,000,000

7.4%

CAP RATE ON STABILIZED
5-UNIT NOI OF ±\$295,000

\$297/SF

13,462 SF — BELOW
REPLACEMENT COST

7.4×

PROJECTED GROSS
REVENUE MULTIPLE

\$800K/Unit

2019 CONSTRUCTION
WITH INCOME IN PLACE

Please Note: \$4,000,000 pricing guidance applies to the 629 West Iris parcel only.

Income figures represent actual host payout for Units 1–4 as reported by third-party management (Nash Rentals) for the 2026 calendar year as of July 2026. Forward projections are estimates provided by property management based on prior-year booking patterns and are not guaranteed. Stabilized NOI reflects broker underwriting assumptions; detail available upon request. No warranty or representation, expressed or implied, is made as to the accuracy of the information contained herein, and same is submitted subject to errors, omissions, changes of price, withdrawals without notice, and to any specific conditions imposed by our principal.

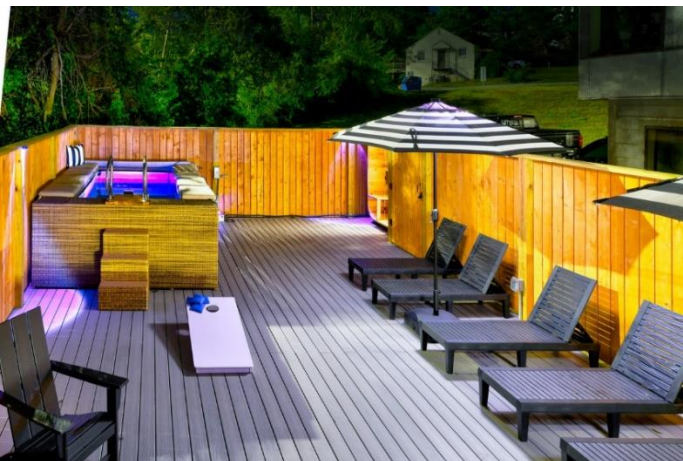
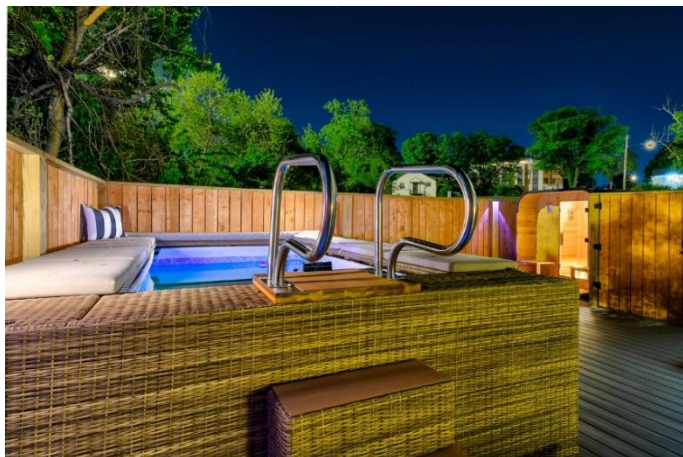
Exclusive
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OUTDOOR LUXURY

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PROPERTY PHOTOS

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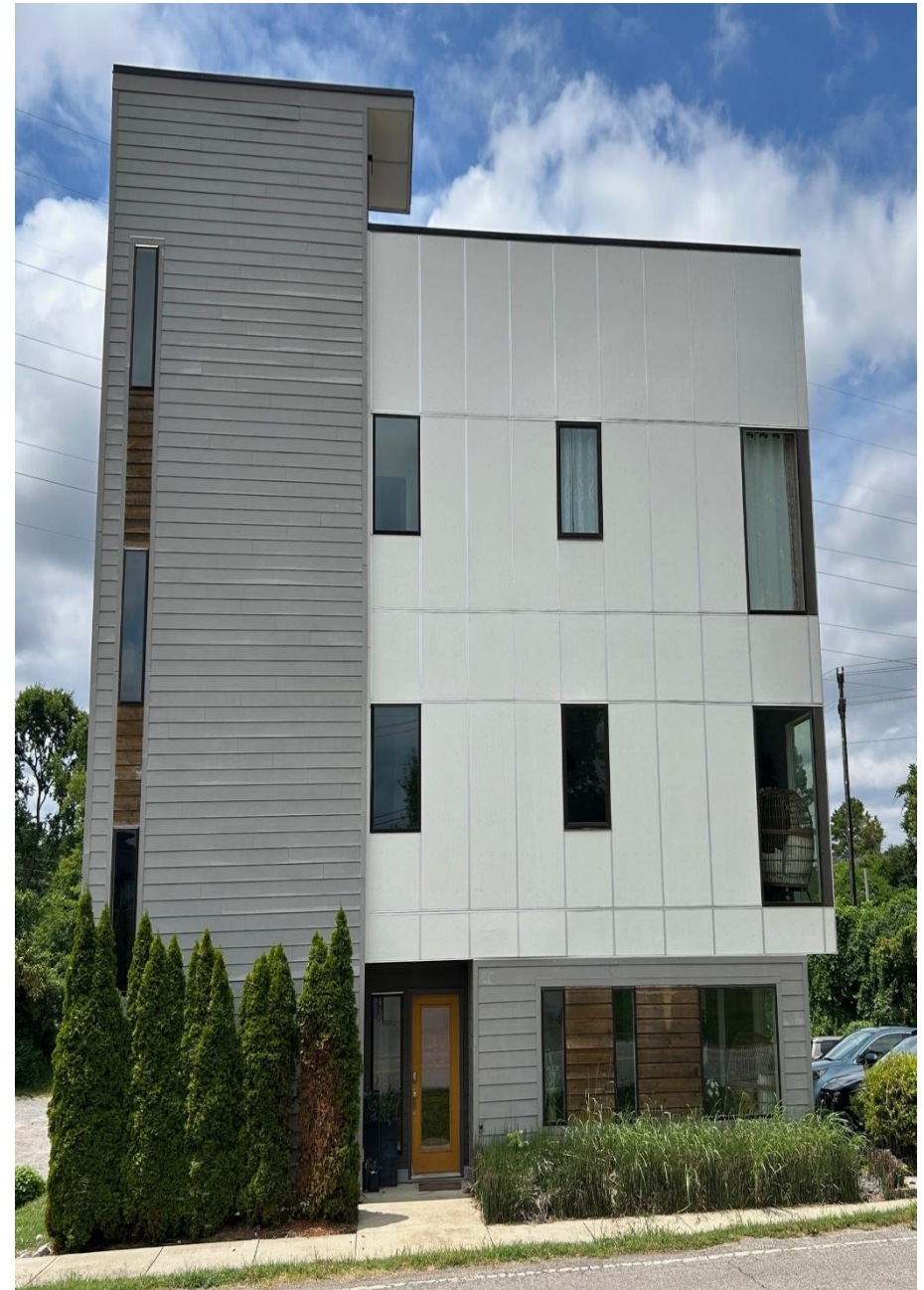


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PROPERTY SURVEY

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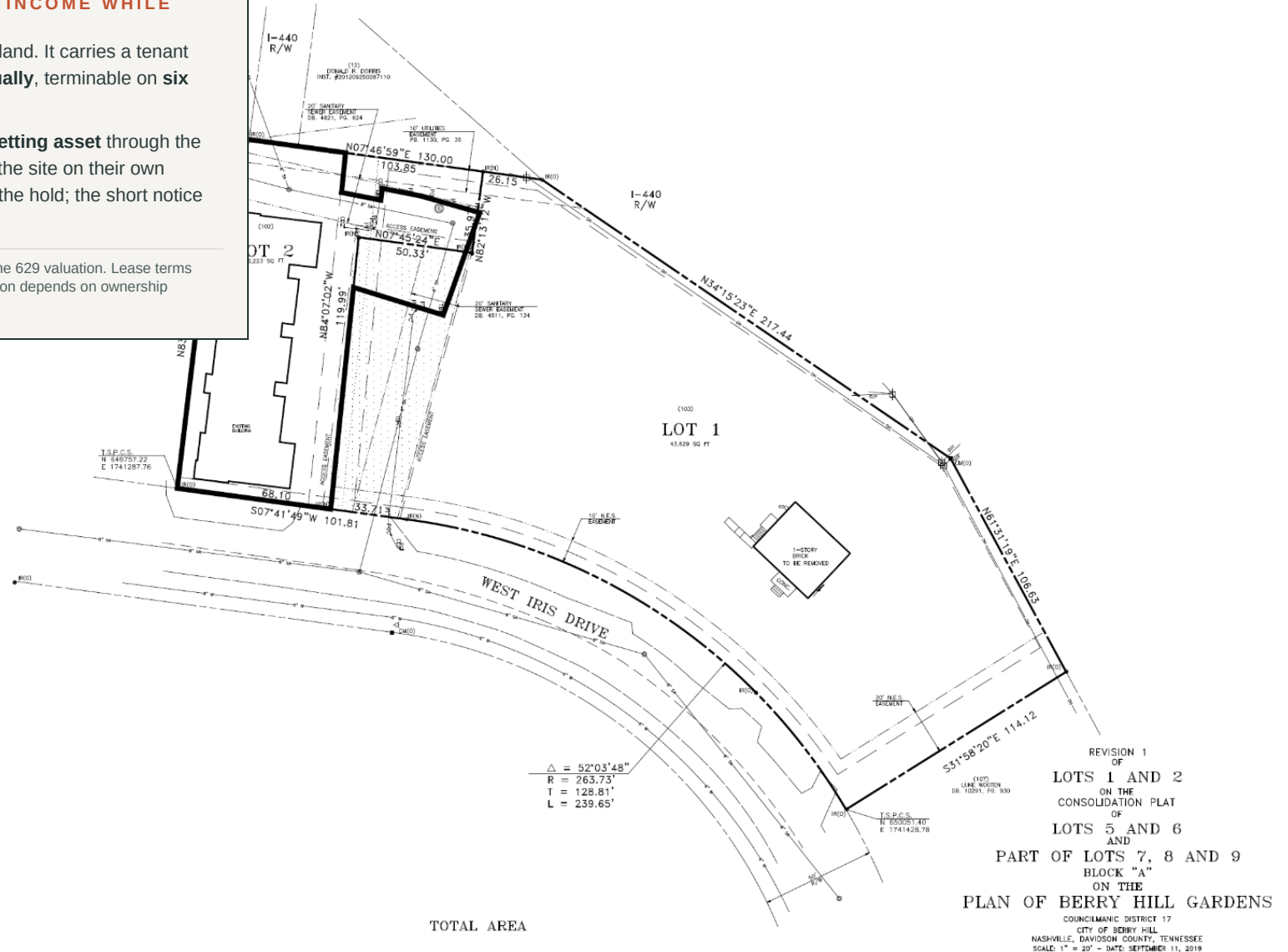
This combined offering spans ± 1.35 acres across two contiguous parcels in Berry Hill's vibrant core. The site boasts excellent visibility and access, ideal for value-add strategies.

623 W. IRIS — INTERIM INCOME WHILE YOU ENTITLE

The one-acre parcel is not idle land. It carries a tenant lease generating **\$51,600 annually**, terminable on **six months' notice**.

A developer holds a **carry-offsetting asset** through the entitlement period, then clears the site on their own timeline. The income cushions the hold; the short notice keeps the schedule free.

Interim lease income is separate from the 629 valuation. Lease terms subject to verification. Buyer's net position depends on ownership structure.



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MASSING STUDY

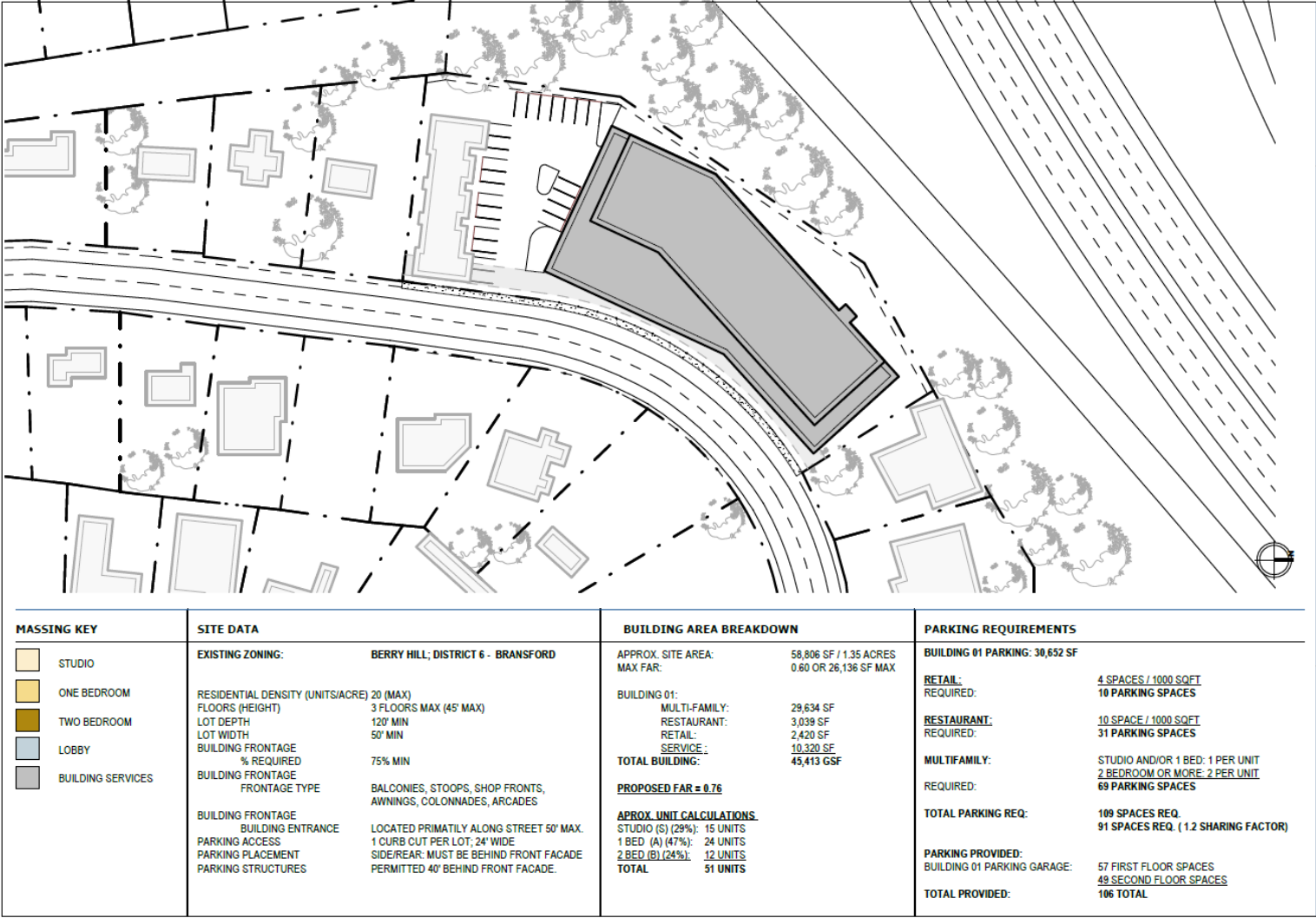
Massing Study by Paradym Studio Below are conceptual development scenarios for the one-acre site at 623 West Iris.

These have not been approved by the City of Berry Hill and are intended solely to illustrate potential opportunities. Contact us to customize for your vision.

Scenario Intro: Explore these massing options under District 6 zoning: Max FAR 0.60, 20 Units/Acre, 3 Floors (45' Max). Parking behind facade; frontage types include balconies, stoops, shop fronts, awnings, colonnades, or arcades.

Paradym.
STUDIO

Site plans do not account for topography, grading, or full engineering. Consult City of Berry Hill officials prior to development.



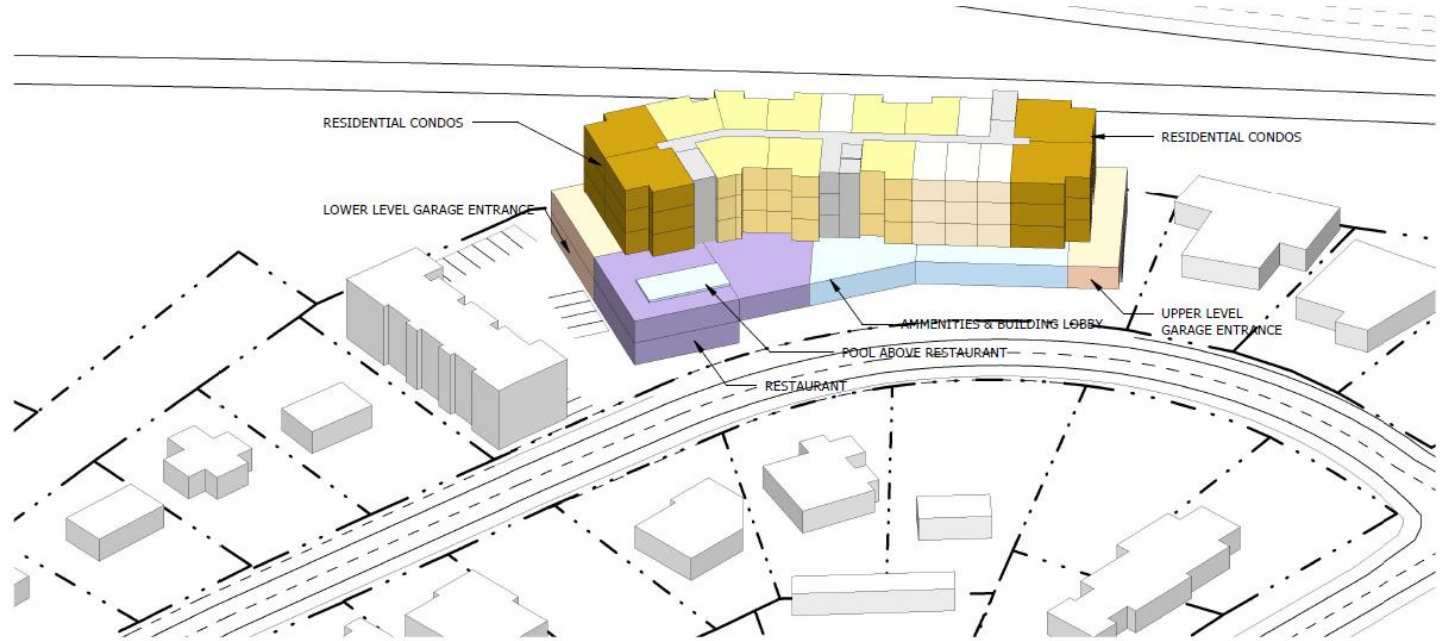
MASSING STUDY

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PLAN 1

Plan 1 & 2 Verbiage: Plan 1: Multifamily Mixed-Use

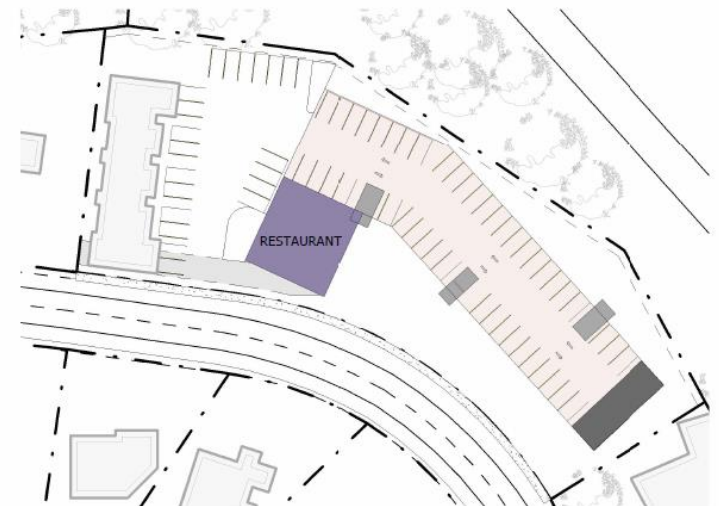
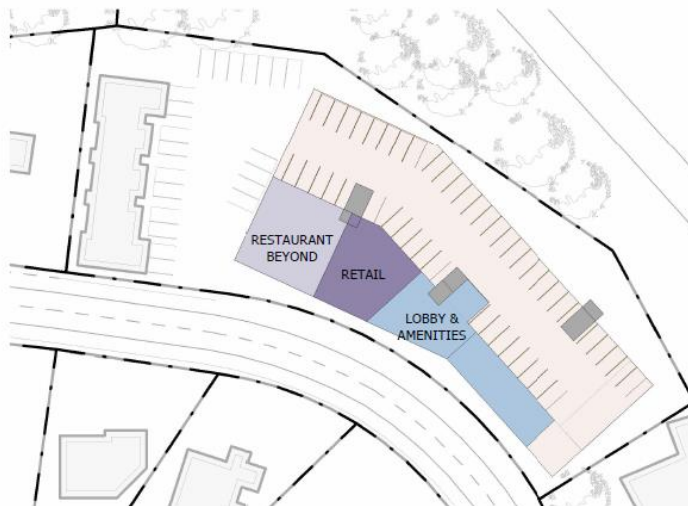
- Building: 45,413 GSF (Multifamily: 28,634 SF | Restaurant: 3,039 SF | Retail: 2,420 SF | Services: 19,320 SF)
- Units: 51 (15 Studios | 24 One-Bed | 12 Two-Bed)
- Parking: 106 Spaces Provided (Meets Requirements with 1.2 Sharing Factor)
- Proposed FAR: 0.75 – Ideal for urban infill with ground-floor activation.



PLAN 2

Plan 2: Retail-Focused with Amenities

- Compact layout emphasizing restaurant/retail frontage and lobby amenities.
- Flexible for hospitality tie-in with existing Airbnb.



Paradym. STUDIO

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MASSING STUDY

PLAN 3

Plan 3 & 4 Verbiage: Plan 3: Stacked Townhomes with Amenities

- 18 Units (3 Stories) Totaling 27,345 GSF
- Parking: 27 Spaces Provided
- Proposed FAR: 0.94 – Efficient design with pool/rooftop amenities for premium rentals.



PLAN 4

Plan 4: Row Townhomes

- Residential-focused with private entries.
- Low-density option for quick entitlements.
- Note (Small Font): Site plans do not account for topography, grading, or full engineering. Consult City of Berry Hill officials prior to development.



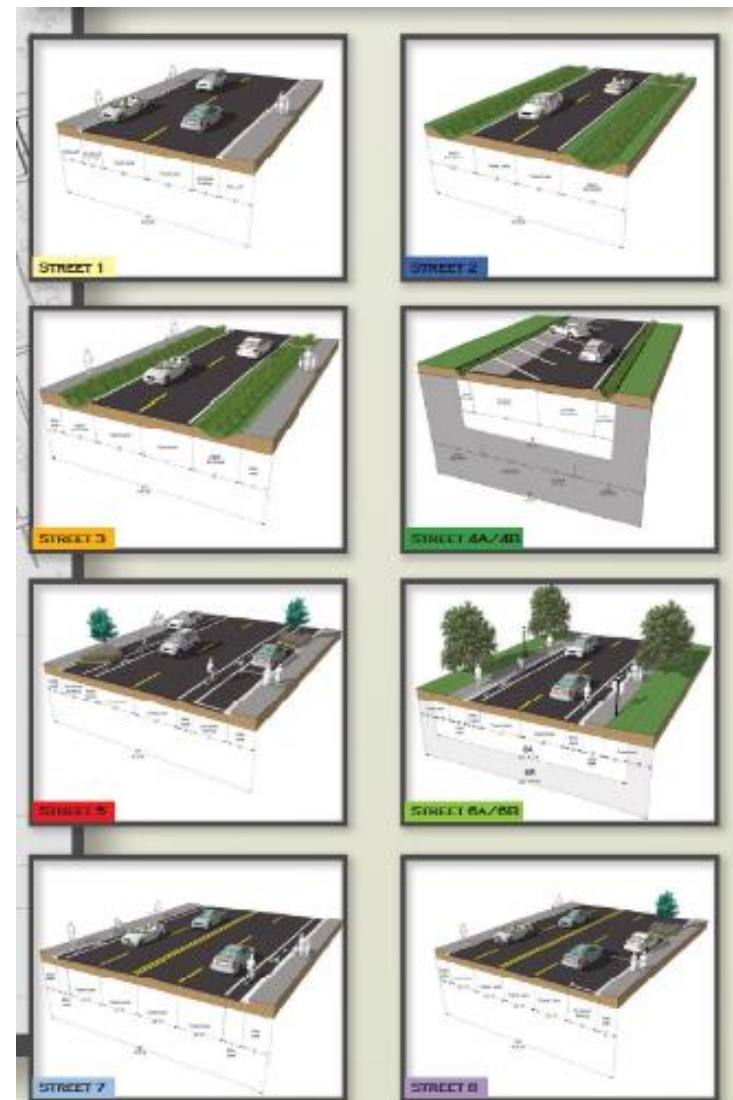
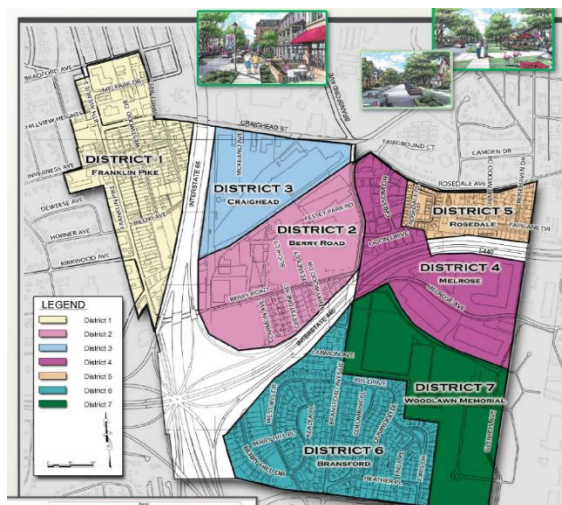
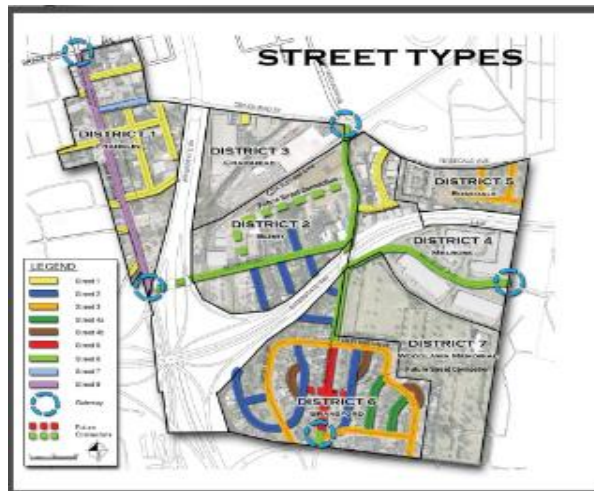
Paradym. STUDIO

Site plans do not account for topography, grading, or full engineering. Consult City of Berry Hill officials prior to development.

MASSING KEY	SITE DATA	BUILDING AREA BREAKDOWN	PARKING REQUIREMENTS
TOWNHOME EXISTING BUILDING	EXISTING ZONING: BERRY HILL: DISTRICT 4 - BRANDFORD RESIDENTIAL DENSITY (UNITS/ACRE): 20 (MAX) FLOORS (HEIGHT): 3 FLOORS MAX (45' MAX) LOT DEPTH: 120' MIN LOT WIDTH: 50' MIN BUILDING FRONTAGE: 75% MIN % REQUIRED FRONTAGE TYPE: BALCONIES, STOOPS, SHOP FRONTS, AWNINGS, COLONNADES, ARCADES BUILDING FRONTAGE TYPE: LOCATED PRIMARILY ALONG STREET 50' MAX BUILDING ENTRANCE: 1 CURB CUT PER LOT, 24' WIDE PARKING ACCESS: SIDE/REAR, MUST BE BEHIND FRONT FACADE PARKING PLACEMENT: PERMITTED 40' BEHIND FRONT FACADE PARKING STRUCTURES:	APPROX. SITE AREA: 43,620 SF / 1 ACRES MAX FAR: 0.90 OR 38,266 SF MAX PROPOSED FAR = 0.94 TOWNHOMES (3 STORIES): 18 UNITS = 27,345 GSF TOTAL: 27,345 GSF *SITE PLAN DOES NOT SHOW ANY TOPOGRAPHY, GRADING, OR OTHER CIVIL ELEMENTS. FINAL SITE PLAN TO BE COORDINATED WITH A LICENSED CIVIL ENGINEER. *THIS SITE PLAN HAS NOT BEEN REVIEWED BY THE CITY OF BERRY HILL PRIOR TO COMPLETING SITE PLAN DRAWINGS. ORIGINAL MAPS DEPARTMENT FILE # 180-0000000000000000	RESIDENTIAL: 1 SPOT PER BEDROOM UP TO 2 BEDS 5 SPOT PER BEDROOM THEREAFTER 4 BEDROOMS = 2 SPACES / UNIT REQUIRED: 9 UNITS X 3 SPACES = 27 PARKING SPACES PARKING PROVIDED: 27 SPACES TOTAL

Zoning Information Properties are located in District 6 of the Berry Hill Zoning Code. Verbiage: District 6 supports a mix of residential, retail, restaurant, and office uses—perfect for creative redevelopment. For full details, view the ordinance poster linked above. Berry Hill's zoning encourages walkable, mixed-use projects, aligning with Nashville's 3-5% projected multifamily rent growth in 2026.

Zoning Aspect	Details
Residential Density	20 Units/Acre Max
Height	3 Floors (45' Max)
Lot Depth/Width	120' Min Depth / 50' Min Width
Building Frontage	75% Min
Frontage Types	Balconies, Stoops, Shop Fronts, Awnings, Colonnades, Arcades
Building Entrance	Primarily Along Street (50' Max)
Parking Access	1 Curb Cut Per Lot (24' Wide)
Parking Placement	Behind Front Facade; Structures Permitted 40' Back



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PROPERTY AERIAL

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