



# For Sale

14-Unit Airbnb Portfolio  
5 Townhomes, 7 Condos & 2 Penthouses

1300 Pennock Ave, Nashville, TN 37207



OFFERING MEMORANDUM



**AYCOCK**  
REALTY GROUP

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## Contacts

Cole Aycock  
(615) 642-1122  
[cole@aycockrealtygroup.com](mailto:cole@aycockrealtygroup.com)

Coleman Aycock  
(615) 405-1127  
[coleman@aycockrealtygroup.com](mailto:coleman@aycockrealtygroup.com)



# Executive Summary

This property at 1300 Pennock Ave offers a rare opportunity to acquire a fully furnished, turn-key 14-unit short-term rental portfolio operating as a cohesive, high-performing Airbnb asset in Nashville. The property sleeps up to 133 people and features a mix of 5 townhomes, 7 condominiums, and 2 penthouses, designed to accommodate a wide range of guests, including families, corporate groups, and event-driven stays. Each unit is professionally designed, fully outfitted, and guest-ready, enabling immediate operational continuity.

With all units located on a single property, ownership benefits from operational scale, streamlined housekeeping, unified branding, and simplified maintenance—advantages rarely found in scattered-site short-term rental portfolios. Located just one mile from Nissan Stadium and minutes from downtown Nashville, the property offers convenient access to key demand drivers while providing a resort-style guest experience.

Amenities include a pickleball court, swim spa, two jacuzzis, outdoor fitness area, firepit lounge, and select rooftop spaces with skyline views. Several units also feature game rooms, and concierge services enhance the overall guest experience.

The property's layout supports both individual bookings and group use, making it ideal for corporate retreats, bachelorette parties, family gatherings, and extended stays. This flexibility drives strong calendar density and diversified booking flow, supporting a resilient income profile.

Nashville's strong tourism fundamentals further support the investment, with 16.8 million visitors in 2023. Proximity to major attractions such as Shelby Park, The Gulch, Bicentennial Capitol Mall State Park, Ryman Auditorium, Country Music Hall of Fame and Museum, Broadway, and East Nashville enhances ongoing demand. This central location, combined with the property's group-friendly configuration and upscale amenities, positions it to capture both leisure and travel demand.



# Property Overview

**Address** 1300 Pennock Ave, Nashville, TN 37207

**Units** 5 Townhomes, 7 Condos & 2 Penthouses

**Parking** On and offsite parking

**Year Built** 2025

**Sleep Count** 133

**Amenities** Wi-Fi, Swim Spa, Jacuzzi, Pickleball Court, Outdoor Workout Station, Marriott Approved Vacation Rentals

# Unit Mix



T1

3BR Townhome / Sleeps 10



T2

3BR Townhome / Sleeps 10 / Rooftop



T3

4BR Townhome / Sleeps 14 / Rooftop



T4

4BR Townhome / Sleeps 14 / Rooftop

# Unit Mix

T5



3BR Townhouse / Sleeps 10 / Rooftop

6



1BR Condo / Sleeps 6

7



1BR Condo / Sleeps 4

101



1BR Condo / Sleeps 6

# Unit Mix



102

2BR Condo / Sleeps 8



201

3BR Condo / Sleeps 10 / Large Balcony



202

1BR Condo / Sleeps 6



203

2BR Condo / Sleeps 9

# Unit Mix

301



4BR Penthouse / Sleeps 14 / Rooftop

302



3BR Penthouse / Sleeps 12 / Rooftop



Minutes to  
Downtown



Sleeps  
133 Guests

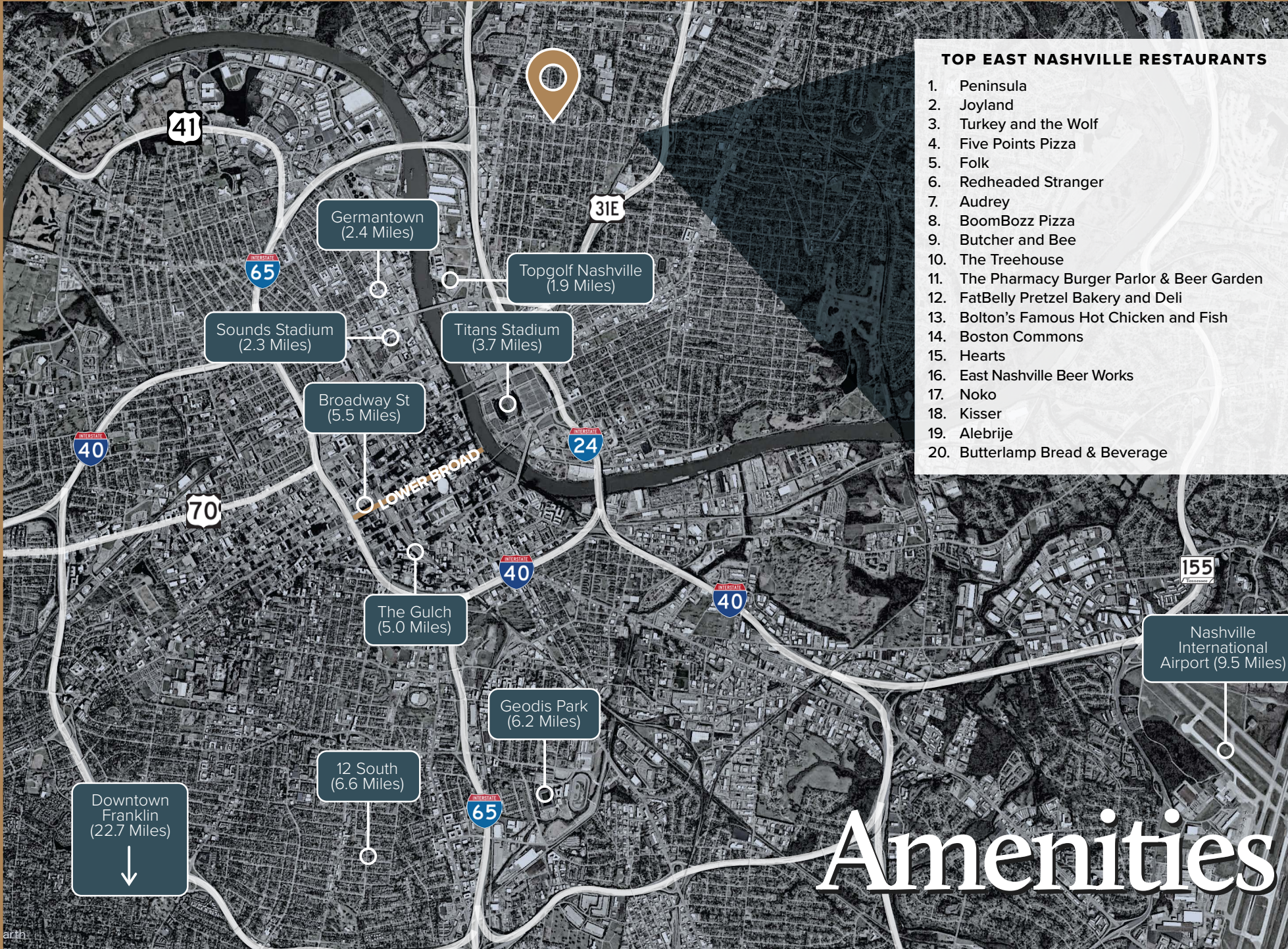


14  
Units



Amenity-Rich  
Environment

The property's thoughtfully designed unit mix — **comprised of 5 Townhomes, 7 Condo's & 2 Penthouses** — offers a versatile lodging experience that appeals to a broad spectrum of guests. Collectively **accommodating up to 133 guests**, the portfolio is well-positioned to capture both large group bookings and smaller, high-frequency stays. The larger townhome layouts are particularly well-suited for high-demand group segments such as bachelor and bachelorette parties, as well as girls' and guys' getaways, while the condo units provide efficient, high-demand accommodations for smaller parties and shorter visits. This balanced configuration **maximizes occupancy potential, supports dynamic pricing strategies, and enhances booking flexibility, ultimately driving consistent performance** across varying stay types and seasonal demand patterns.



**TOP EAST NASHVILLE RESTAURANTS**

1. Peninsula
2. Joyland
3. Turkey and the Wolf
4. Five Points Pizza
5. Folk
6. Redheaded Stranger
7. Audrey
8. BoomBozz Pizza
9. Butcher and Bee
10. The Treehouse
11. The Pharmacy Burger Parlor & Beer Garden
12. FatBelly Pretzel Bakery and Deli
13. Bolton's Famous Hot Chicken and Fish
14. Boston Commons
15. Hearts
16. East Nashville Beer Works
17. Noko
18. Kissar
19. Alebrije
20. Butterlamp Bread & Beverage

Amenities

# About Nashville, TN

Nashville remains one of the nation's most dynamic and fast-growing metropolitan areas, driven by a strong tourism engine, steady population growth, and a diverse economy supported by healthcare, music, technology, and higher education. An estimated 17.3 to 17.5 million visitors traveled to the city in 2025, setting a new record and reinforcing Nashville's broad appeal to both leisure and business travelers. This sustained influx fuels the city's robust short-term rental market, with year-round demand boosted by major events such as CMA Fest, professional sports, and large-scale concerts. As "Music City," Nashville continues to attract domestic and international visitors through its expanding culinary scene, vibrant entertainment districts, and deep cultural offerings.

**Located within the popular East Nashville submarket, this property benefits from its position in one of the city's most in-demand residential and investment corridors.** East Nashville is known for its arts-driven culture, walkability, and strong community identity, attracting young professionals, creatives, and families seeking a blend of historic charm and modern amenities. Median home values in nearby neighborhoods have shown sustained appreciation—for example, East Nashville home prices rose to \$580,000 by September 2025, up 1.8% year over year, while the Pennock neighborhood itself posted a robust median home price of \$759,950 with strong year-over-year gains and tight inventory, signaling continued desirability and long-term stability for investors in this micro-market.

Event-driven travel continues to elevate peak-season performance, with periods such as spring, early summer, and fall consistently pushing occupancy well above standard averages. While regulatory oversight has increased in recent years, Nashville remains a high-performing STR market with resilient demand, a diverse guest base, and strong revenue potential for well-located, professionally managed multi-unit properties—positioning 1300 Pennock Ave as a strategically situated and competitively advantaged 14-unit Airbnb asset.





# Financials



## PRICE: \$13,950,000

	Year 1		Year 2		Year 3		Year 4	
<b>Revenue</b>	<b>\$1,831,208.97</b>		<b>\$1,886,145.24</b>		<b>\$2,074,759.77</b>		<b>\$2,116,254.96</b>	
<b>Operating Expenses</b>								
Landscaping	\$2,750.00		\$2,750.00		\$2,750.00		\$2,750.00	
Pest	\$2,700.00		\$2,700.00		\$2,700.00		\$2,700.00	
Trash	\$1,600.00		\$1,600.00		\$1,600.00		\$1,600.00	
Phones & Internet	\$15,000.00		\$15,000.00		\$15,000.00		\$15,000.00	
Utilities	\$36,624.18	2%	\$37,722.90	2%	\$41,495.20	2%	\$42,325.10	2%
Cleaning/Supplies	\$54,936.27	3%	\$56,584.36	3%	\$62,242.79	3%	\$63,487.65	3%
Software	\$18,000.00		\$18,000.00		\$18,000.00		\$18,000.00	
Marketing	18,312.09	1%	\$18,861.45	1%	\$20,747.60	1%	\$21,162.55	1%
Management Fee/ Marketing	\$91,560.45	5%	\$94,307.26	5%	\$103,737.99	5%	\$105,812.75	5%
3rd Party Fee	\$274,681.35	15%	\$282,921.79	15%	\$311,213.96	15%	\$317,438.24	15%
Insurance	\$36,624.18	2%	\$37,722.90	2%	\$41,495.20	2%	\$42,325.10	2%
Property Taxes	\$38,000.00		\$38,000.00		\$38,000.00		\$38,000.00	
Repairs & Maintenance	\$9,156.04	1%	\$9,430.73	1%	\$10,373.80	1%	\$10,581.27	1%
<b>Total Operating Expenses</b>	<b>\$599,944.56</b>		<b>\$615,601.39</b>		<b>\$669,356.53</b>		<b>\$681,182.66</b>	
		CAP Rate		CAP Rate		CAP Rate		CAP Rate
<b>NOI</b>	<b>\$1,231,264.41</b>	9%	<b>\$1,270,543.85</b>	9%	<b>\$1,405,403.23</b>	10%	<b>\$1,435,072.30</b>	10%

# Comparables

## 1-BED

	Property	Revenue	ADR	Occupancy	Bathrooms	Accommodates	Days Available
2	Carter #404 by AvantStay	\$72,200	\$295.87	73%	1	4	333
3	Pink Bach Retreat	\$71,900	\$243.61	82%	1	6	361
4	Music City Flat	\$71,300	\$227.07	90%	1	3	349
6	Private Heated Pool in East Nashville	\$65,700	\$214.55	87%	1	2	352
7	Rooftop Terrace Chic Suite	\$65,100	\$247.66	76%	1.5	2	347



## 2-BED

	Property	Revenue	ADR	Occupancy	Bathrooms	Accommodates	Days Available
1	Fatherland Cottage	\$130,100	\$399.17	94%	2	6	347
2	Union St Lofts & Salon	\$129,400	\$616.19	58%	2	8	360
3	Downtown Nashville Riverfront Condo	\$115,400	\$373.55	90%	2	6	345
4	River View Walk to Downtown Rooftop Patio	\$111,000	\$447.73	72%	2	8	345
5	DWTN Nashville on the RIVER	\$102,200	\$408.81	69%	2	6	360
6	On the River	\$93,400	\$416.79	62%	2	8	364



# Comparables

## 3 - BED

	Property	Revenue	ADR	Occupancy	Bathrooms	Accommodates	Days Available
1	Skyline Stunner	\$157,500	\$562.44	82%	3.5	10	341
2	Pool & Hot Tub Oasis	\$151,600	\$670.90	68%	3.5	10	330
3	Nashville Paradise	\$148,200	\$523.63	80%	3.5	10	352
4	Swanky Lux Home	\$144,300	\$707.25	57%	2.5	10	357
5	Penthouse on River	\$142,300	\$543.32	81%	2.5	10	322
6	Huge Lux Home	\$136,300	\$580.13	65%	4	10	363



## 4 - BED

	Property	Revenue	ADR	Occupancy	Bathrooms	Accommodates	Days Available
1	Private Hot Tub	\$267,400	\$993.96	75%	4	12	361
3	Luxe-Walk	\$224,300	\$950.53	66%	4	12	360
5	Urban Farmhouse	\$207,300	\$842.49	72%	3.5	12	343
6	Ultimate Luxe	\$201,700	\$644.49	87%	4	12	361
7	Napoleon	\$180,600	\$649.62	77%	4	12	360





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