

Nashville STR Value-Add Underwriting Checklist

Use this before buying, refreshing, or repositioning a short-term rental property in Nashville.

Want the full underwriting for 1145 & 1147 Harmony Way? Reach out to Pete & Dave with The Grow Team.

1. Confirm the STR Path Before You Fall in Love With the Numbers

- Verify the current zoning and whether the property is eligible for a not-owner-occupied STR permit.
- Confirm whether the opportunity is based on commercial zoning, an LLC/entity transfer, or another strategy.
- Ask whether the current operating status, permits, taxes, and online listings are in good standing.
- Review HOA, condo, HPR, deed restrictions, and insurance requirements before underwriting income.
- Confirm renewal requirements, responsible-party rules, and permit display requirements for all listings.

2. Value-Add Refresh Scope

- Identify quick cosmetic wins: paint, lighting, linens, art, staging, photography, and outdoor areas.
- Price out the full refresh before submitting an offer, including labor, design, supplies, and downtime.
- Compare the current guest experience to top-performing units in the same development or submarket.
- Document what can be improved without major permitting, construction, or long vacancy periods.
- Plan the refresh around peak Nashville travel demand to minimize missed revenue.

3. Revenue & Expense Inputs to Request

Income	Trailing 12-month gross revenue, ADR, occupancy, seasonality, cleaning fees, platform fees, direct-booking history.
Expenses	Mortgage, HOA, taxes, insurance, utilities, cleaning, management, maintenance, supplies, software, licensing, reserves.
Operations	Guest reviews, response time, refund history, damage claims, vendor list, turnover process, smart locks, noise monitoring.
Upside	Design refresh, better pricing, better photos, direct-booking funnel, amenities, improved listing copy, midweek/event pricing.

4. Simple Offer-Ready Questions

- What gross revenue is the asset producing now, and what is a realistic post-refresh target?
- How much capital is needed to make the property competitive with the top units nearby?
- What does the downside case look like at lower occupancy or lower ADR?
- Is the buyer comfortable treating the property like a business, not just a passive rental?
- Who will handle permit review, legal review, financing, management, design, and tax planning?

5. Decision Framework

Green light: clear STR path, strong location, provable upside, manageable refresh budget, clean operating history, and a team that understands Nashville STR rules.

Yellow light: income looks promising, but the permit path, HOA rules, transfer structure, insurance, or renovation budget needs deeper review.

Red light: the projected revenue only works if you ignore permitting, undercount expenses, or assume best-case occupancy year-round.

This checklist is for educational purposes only and is not legal, tax, lending, or investment advice. Always verify current rules with Metro Codes and your professional team before buying or operating a short-term rental.