

THE BILTMORE ESTATE

BILTMORE FOREST COUNTRY CLUB

DOWNTOWN ASHEVILLE  
18 MIN DRIVE

ASHEVILLE RACQUET  
CLUB SOUTH

NOVANT HEALTH ASHEVILLE  
MEDICAL CENTER

Publix

WHOLE  
FOODS  
MARKET

OVERLOOK RD

HENDERSONVILLE RD

SKYLAND PLAZA  
INGLES  
STARBUCKS  
MASSAGE ENVY  
PURE BARRE  
MOUNTAIN JUICERY  
DOMINO'S PIZZA  
VERIZON

LAKE JULIAN  
4 MIN DRIVE

# Asheville OVERLOOK

+/- 20.62 ACRE PRIME RESIDENTIAL OPPORTUNITY IN THE HEART OF THE ASHEVILLE MOUNTAINS





# Asheville OVERLOOK

## INVESTMENT SUMMARY

+/- 20.62 ACRE PRIME RESIDENTIAL OPPORTUNITY IN THE  
HEART OF THE ASHEVILLE MOUNTAINS

Jones Lang LaSalle, a North Carolina licensed real estate broker (“JLL”), has been retained as the exclusive sales representative for a prime residential development site located on Overlook Road in Asheville, NC. This exceptional property offers seamless integration into an established corridor with convenient access to numerous retail amenities including Publix and Whole Foods, as well as the Biltmore Estate and Asheville’s vibrant downtown. The site presents an ideal development opportunity in one of Asheville’s most desirable areas, providing a unique opportunity for developers to create a high-end residential project built to last for generations.

Strategically positioned in a highly sought-after residential neighborhood, the property serves as an ideal canvas for residential development. The site offers flexibility in housing development types, including duplex-style cottage homes or larger single-family estate lots, addressing the area’s strong demand for quality housing options with exceptional views. Currently zoned R-2 PUD, the property permits 40 lots, up to 80 units of residential development by-right, allowing future investors to expedite municipal approvals and accelerate development timelines.

Asheville’s natural beauty—featuring panoramic mountain views and lush landscapes—combined with its rich cultural offerings and renowned culinary scene, makes it an increasingly attractive destination for families, young professionals, and retirees alike.

**20.62**

TOTAL ACRES

**IN-PLACE**

ZONING & ENTITLEMENTS

**\$127,029**

AVG. HH INCOME (1 MI)

**APPROVED**

FOR 80 UNITS ON 40 LOTS

**3 MINUTES**

DRIVE TO PUBLIC  
& WHOLE FOODS

**18 MINUTES**

TO DOWNTOWN ASHEVILLE

### PROPERTY DETAILS

GOVERNING AUTHORITY	Buncombe County
ADDRESS	99 Overlook Road Asheville, NC 28803
NOTABLE FRONTAGE	Overlook Road: +/- 498 FT
BUNCOME COUNTY PIN	9645941985
ACERAGE	+/- 20.62
ZONING	R-2 PUD
PROPOSED DENSITY	Lots: 40   Units: 80
COUNTY OVERLAY	N/A
UTILITY ACCESS	Adjacent
PRICING	Unpriced
AVAILABILITY	Immediate



# THE OFFERING





# South Asheville

## A PREMIER RESIDENTIAL CORRIDOR

Asheville Overlook presents a compelling opportunity to develop high-quality residential product within Western North Carolina's most desirable submarket, offering exceptional connectivity to premier amenities. Future residents will enjoy unparalleled convenience with Publix and Whole Foods just 3-4 minutes away, while the vibrant mixed-use Biltmore Park development is accessible within 6 minutes and Lake Julian's recreational opportunities are directly to the south. Essential healthcare services at Mission Hospital can be reached in only 13 minutes, with the renowned cultural and dining experiences of Downtown Asheville just 18 minutes from home. Asheville Overlook is positioned to capitalize on the increasing demand for high-quality living that provides both mountain tranquility and urban accessibility in America's most coveted mountain destination.

### DRIVE TIME HIGHLIGHTS



**3-MIN**  
Publix



**3-MIN**  
Whole  
Foods



**6-MIN**  
Biltmore Park



**13-MIN**  
Mission  
Hospital



**18-MIN**  
Downtown  
Asheville

### DEMOGRAPHIC HIGHLIGHTS

**46.7**

MEDIAN AGE

**5.6%**

UNEMPLOYMENT RATE

**22.8%**

POPULATION GROWTH  
(2010-2025)

**83.6%**

HOUSEHOLD INCOME GROWTH  
(2010-2025)

### DEMOGRAPHICS

1-MILE

3-MILE

5-MILE

#### POPULATION

Estimated Population (2025)	8,364	33,372	65,109
Projected Population (2030)	8,448	34,159	66,932
Census Population (2010)	6,810	25,865	51,315
Growth (2010-2025)	22.8%	29.0%	26.9%

#### HOUSEHOLDS

Estimated Households (2025)	4,332	15,533	29,555
Projected Households (2030)	4,429	16,009	30,555
Census Households (2010)	3,420	11,558	22,168
Growth (2010-2025)	26.6%	34.4%	33.3%

#### AVERAGE HOUSEHOLD INCOME

Estimated Average Household Income (2025)	\$127,029	\$125,497	\$122,402
Projected Average Household Income (2030)	\$125,201	\$123,319	\$120,630
Census Average Household Income (2010)	\$69,203	\$72,764	\$66,249
Growth (2010-2025)	83.6%	72.5%	84.8%

#### POPULATION

Median Age	46.7	42.8	42.5
College Degree + (Bachelor Degree or Higher)	52.6%	50.8%	47.2%
Unemployment Rate	5.6%	5.4%	5.3%
White Collar Workers	59.4%	60.1%	62.1%



# LOCATIONAL OVERVIEW





# Nearby Amenities



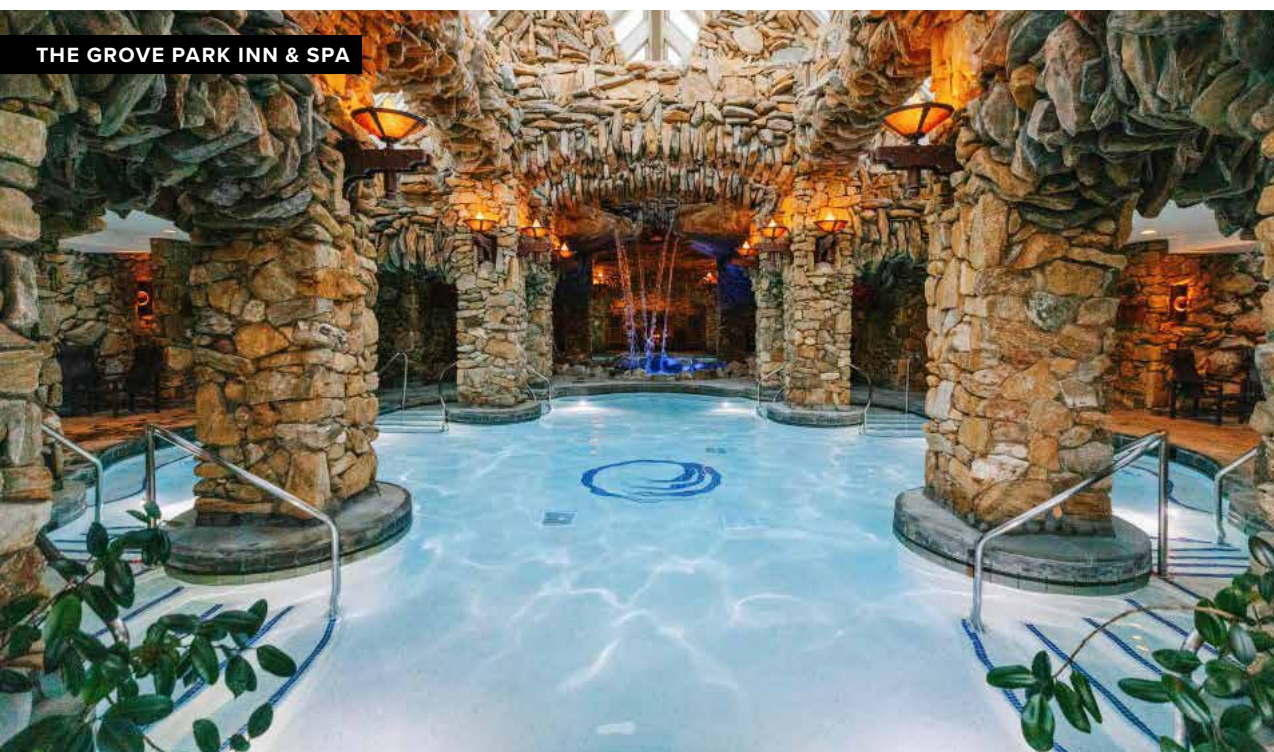




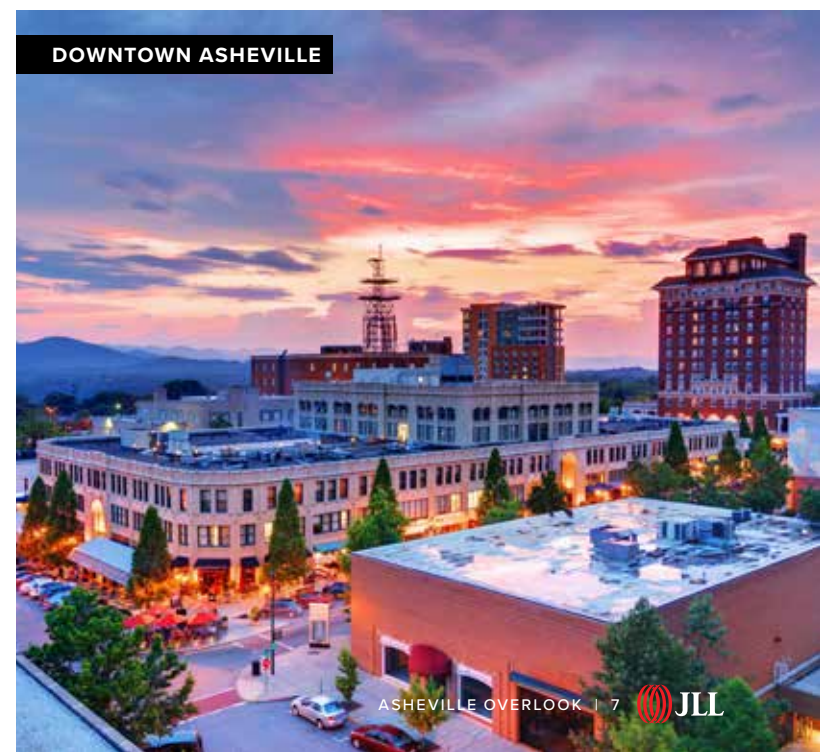
THE MONTFORD



BLUE RIDGE PARKWAY



THE GROVE PARK INN & SPA



DOWNTOWN ASHEVILLE



## SUMMARY OF ENTITLEMENTS

**ZONING:** The property was successfully rezoned by ownership to R-2 PUD to allow for residential development by right. Subdivision has been approved but not recorded.

**SITE PLAN:** The site has an approved site plan that currently permits the development of up to 40 residential lots with a maximum of 80 residential units.

**UTILITIES:** The proposed development has in-place water and sewer approvals per Buncombe County, and sewer capacity is not a concern in the submarket.

**EASEMENTS:** Within the property boundaries, there are two single-family homes that are not included in this offering. However, the necessary access easements have previously been negotiated to allow development to commence while maintaining habitation of those residences.

## SELECT AVAILABLE DUE DILIGENCE

- SURVEY

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- PHASE 1 ESA

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- WETLANDS ASSESSMENT

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- GEOTECHNICAL REPORT

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- RECORDED EASEMENTS

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- TRAFFIC IMPACT ANALYSIS

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- ZONING & CONDITIONAL SUBDIVISION APPROVAL

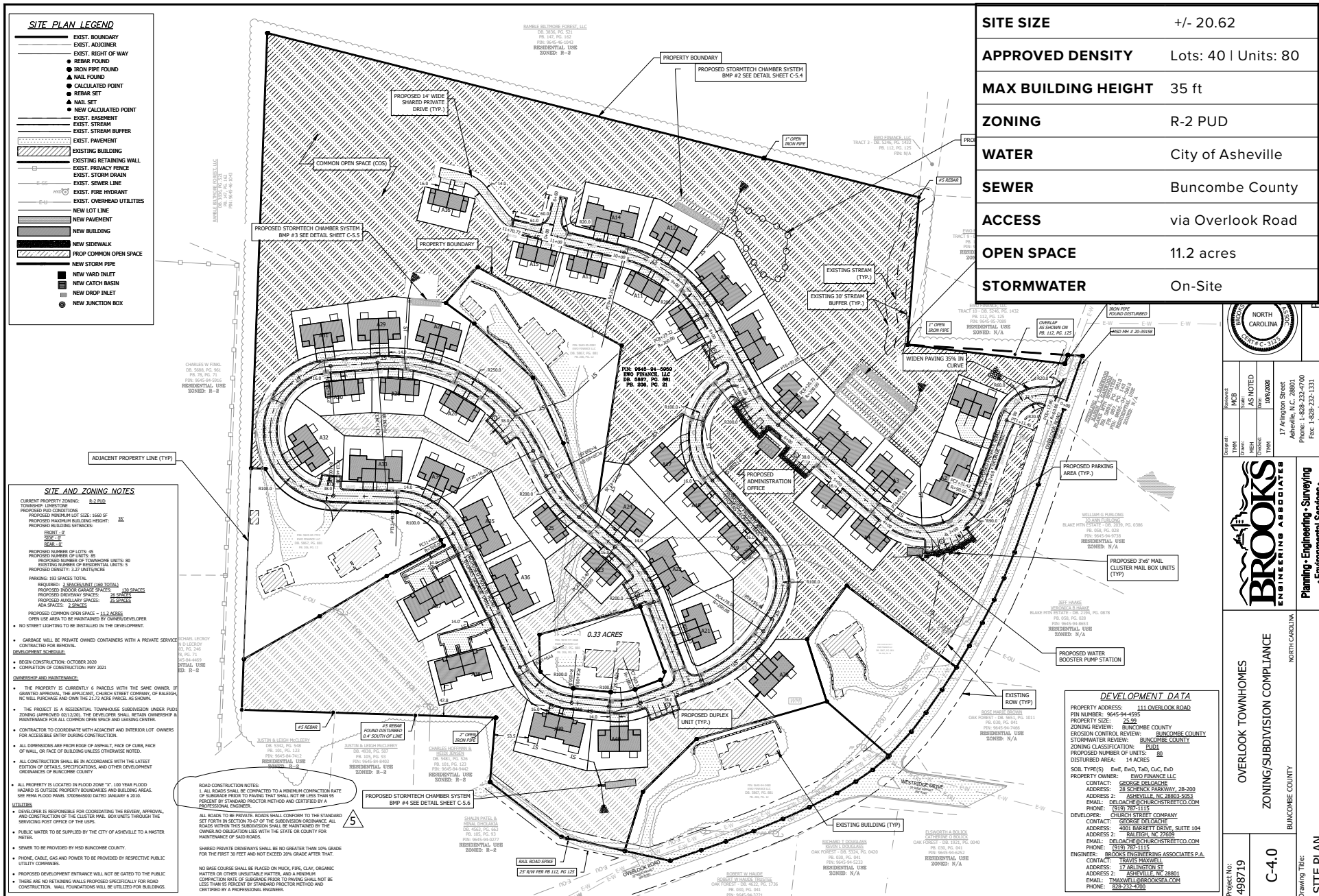
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- APPROVED SITE PLAN

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- STORMWATER & SEWER APPROVAL

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- CIVIL PRICING SET



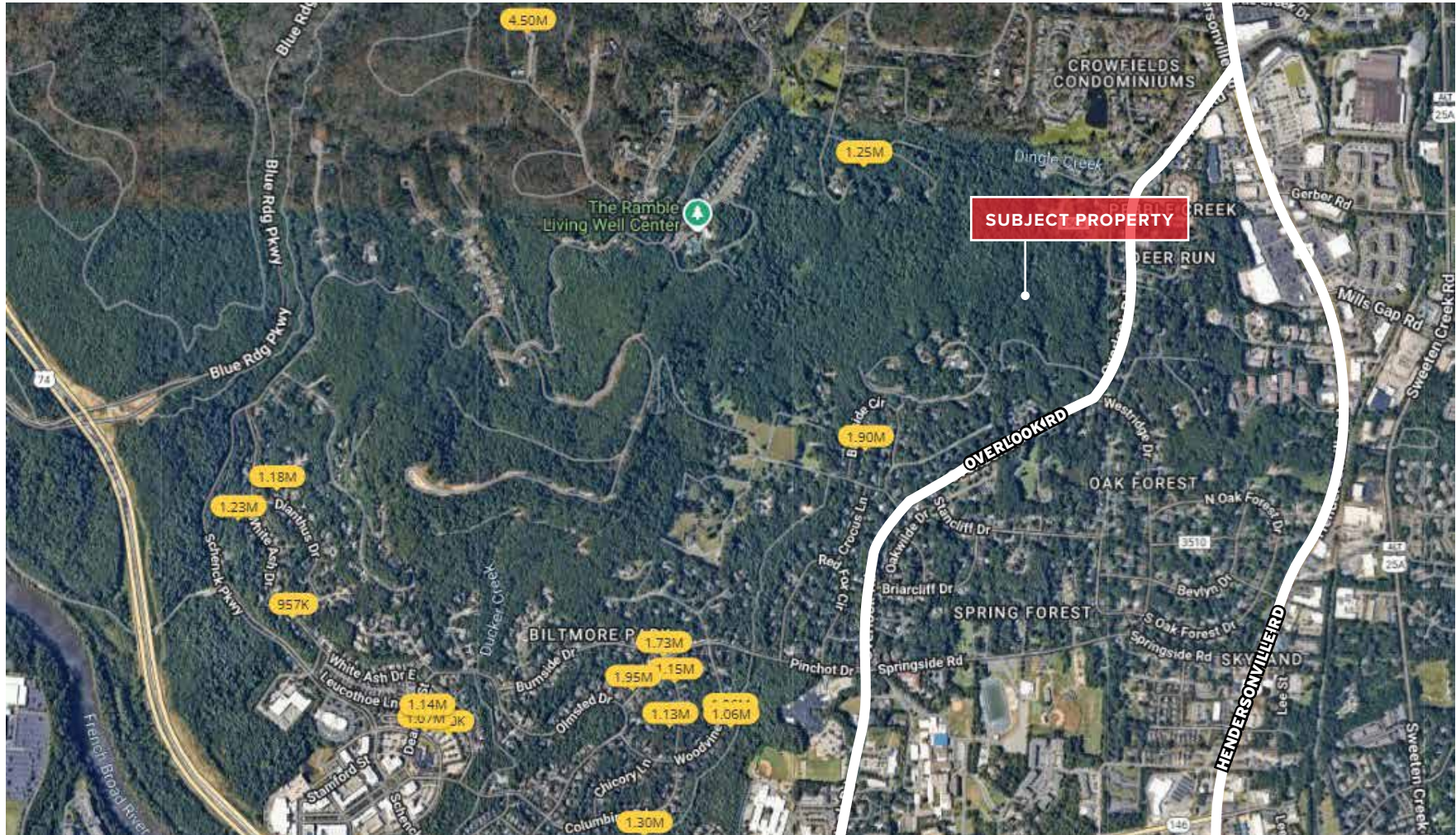
# ASHEVILLE OVERLOOK - APPROVED SITE PLAN





# SINGLE FAMILY SALES COMPARABLES SOUTH ASHEVILLE - LAST 6 MONTHS

The subject property is located in Asheville, NC's most sought-after and high-demand residential submarket. This prestigious corridor rarely sees single-family homes listed below \$900K, with the majority of listings north of Overlook Road exceeding seven figures.



## RECENT SINGLE FAMILY SALE COMPARABLES

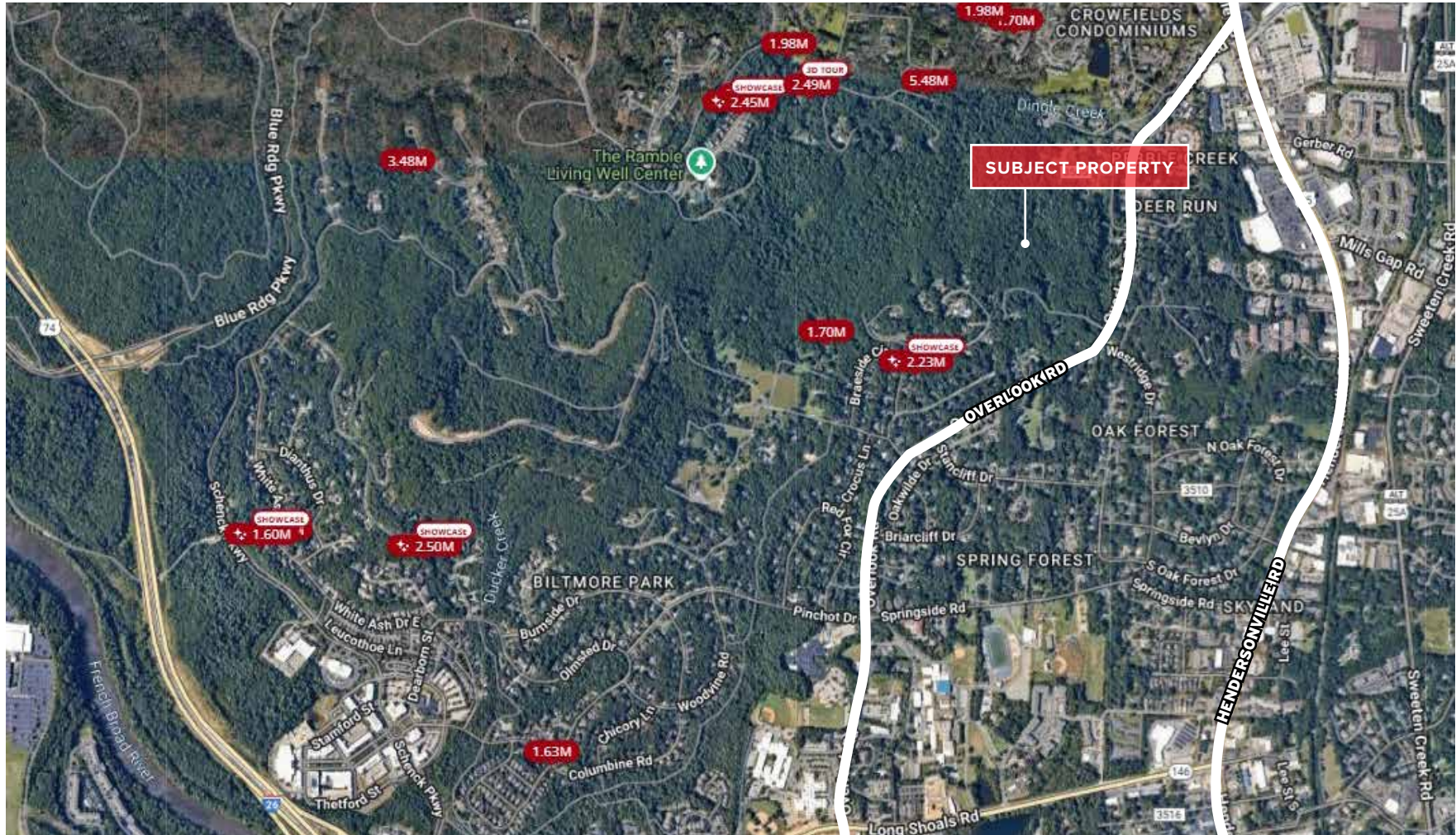
Address	Neighborhood	Sale Price	SF	Price/SF	Date Sold	Lot Size (Acres)	Bed/Bath
224 Fern Grove Court	The Ramble Biltmore Forest	\$4,500,000	6,107	\$737	Aug-25	1.63	4B/5BA
521 Pinchot Drive	Biltmore Park	\$1,950,000	5,491	\$355	Jun-25	0.56	5B/5BA
120 Braeside Circle	Biltmore Park	\$1,900,000	5,356	\$355	May-25	0.66	5B/5BA
43 Nethermead Drive	The Ramble Biltmore Forest	\$1,822,500	4,098	\$445	Jul-25	0.72	4B/4BA
1101 Burnside Drive	Biltmore Park	\$1,730,000	5,045	\$343	Jun-25	1.10	5B/5BA
<b>Averages</b>		<b>\$2,380,500</b>	<b>5,219</b>	<b>\$447</b>			

Source: Zillow (Sept 2025)



## CURRENT AND ACTIVE SINGLE FAMILY LISTINGS

South Asheville continues to see very limited supply of single family listings below seven figures in the immediate submarket surrounding subject property. This limited supply storyline helps support the thesis for development of differentiated product in this premier corridor.



### CURRENT AND ACTIVE SINGLE FAMILY LISTINGS

Address	Neighborhood	Asking Price	SF	Price/SF	Lot Size (Acres)	Days on Market	Bed/Bath
268 Holly Arbor Lane	The Ramble Biltmore Forest	\$5,475,000	7,279	\$752	4.02	93 days	8B/9BA
32 Brookline Drive	The Ramble Biltmore Forest	\$4,750,000	5,145	\$923	0.82	150 days	4B/5BA
320 Flowering Vine Court	The Ramble Biltmore Forest	\$3,480,000	4,882	\$713	0.84	48 days	4B/5BA
50 Brookline Drive	The Ramble Biltmore Forest	\$2,795,000	5,263	\$531	0.51	104 days	4B/5BA
457 Coopers Hawk Drive	Biltmore Park	\$2,500,000	6,658	\$375	1.27	143 days	6B/7BA
<b>Averages</b>		<b>\$3,800,000</b>	<b>5,845</b>	<b>\$659</b>			

Source: Zillow (Sept 2025)



# Tourism & Entertainment

Asheville, North Carolina has established itself as a premier Southeast destination, with tourism serving as a major economic driver generating billions in visitor spending annually. The city capitalizes on its position as the gateway to exceptional outdoor recreation, including access to the Blue Ridge Parkway, Appalachian Trail, and Pisgah National Forest with over 500 miles of hiking trails. Popular destinations like Mount Mitchell State Park, Chimney Rock State Park, and numerous waterfalls and scenic overlooks attract millions of outdoor enthusiasts year-round. The region's hiking opportunities range from casual day trips to challenging mountain adventures, making it a magnet for nature lovers and adventure seekers.

The crown jewel of Asheville's tourism industry is the Biltmore Estate, America's largest private home built by George Washington Vanderbilt II and completed in 1895. This 250-room mansion sits on an 8,000-acre estate featuring an award-winning winery, formal gardens designed by Frederick Law Olmsted, and historic village exhibitions, attracting over one million visitors annually. Combined with the area's natural attractions, the Biltmore helps support a robust hospitality infrastructure including luxury resorts, boutique hotels, vacation rentals, and camping facilities. This tourism ecosystem provides thousands of jobs across hotels, restaurants, attractions, and related services, while generating substantial tax revenue that supports local infrastructure and establishes Asheville as a year-round destination cornerstone of the regional economy.







**1.4M**

ANNUAL VISITORS

**1895**

YEAR BUILT

**8,000**

ACRES

**\$828 M**

ECONOMIC IMPACT  
(FY 2023)



## The Historic Biltmore Estate

Built by George Vanderbilt in the late 19th century, the Biltmore Estate in Asheville, North Carolina, is a 250-room French Renaissance mansion that remains America's largest private home. The estate features landscaped gardens, a working winery, and preserved forests. Today, it operates as a major tourist attraction, drawing over one million visitors annually and contributing over \$800 million to the local economy.





# Asheville, North Carolina

OPPORTUNITY, CULTURE AND ACCESSIBILITY IN THE BLUE RIDGE

Asheville, North Carolina has established itself as one of the Southeast’s most dynamic mid-sized cities, combining natural beauty with a thriving economy. With the Blue Ridge Mountains as its backdrop, Asheville attracts visitors, residents, and businesses alike through its unique blend of outdoor recreation, cultural richness, and growing innovation sectors. A progressive community ethos, established creative economy, and expanding healthcare and technology presence position Asheville as the premier mountain destination for both lifestyle quality and business development.

## QUALITY OF LIFE

A temperate four-season climate, access to 800,000+ acres of national forest, top-rated healthcare facilities including Mission Health (HCA Healthcare), and a reasonable cost of living compared to larger metropolitan areas make Asheville a magnet for young professionals, remote workers, and retirees seeking an elevated quality of life in a mountain setting.

## ECONOMIC DEVELOPMENT

The Asheville workforce features a well-educated population, with 46.8% of residents within 3 miles of downtown holding bachelor’s degrees or higher. UNC Asheville, Western Carolina University, and A-B Tech Community College provide specialized workforce training programs aligned with regional industry needs.

**13.4%**

ASHEVILLE, NC  
POPULATION GROWTH

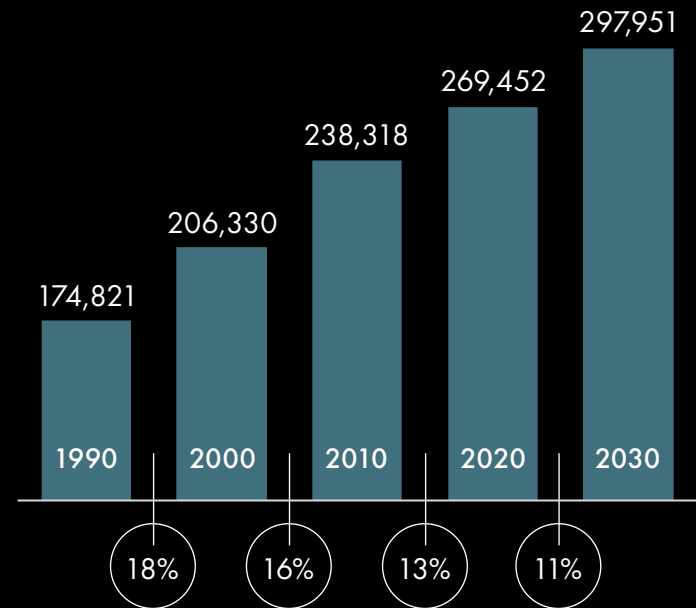
2010 - 2020 (CITY OF ASHEVILLE)





# Buncombe County Population Growth

Buncombe County has become a standout performer in North Carolina's growth story, ranking as the 16th fastest-growing county statewide between 2010-2020. More notably, it led growth among all counties outside the major metropolitan areas of Charlotte, Raleigh-Durham, and coastal regions - making it the top-performing inland, non-metro county.



BUNCOMBE COUNTY POPULATION GROWTH

SOURCE: BUNCOMBECOUNTY.GOV

**NO. 3**

ANNUAL V BEST TOWNS TO VISIT

(CNN TRAVEL - 2025)

**NO. 7**

BEST PLACES TO TRAVEL IN 2025

(BBC)

**NO. 7**

BEST BEER CITIES

(USA TODAY - 2025)

**NO. 9**

BEST CITIES IN THE US

(TRAVEL & LEISURE - 2025)



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