

**SALE** 3 RENOVATED HISTORIC BOUTIQUE INNS (31 ROOMS) + COMMERCIAL PARKING LOT  
Portfolio Listing in St. Augustine, Florida



*Exclusive Hospitality Offering*

*St. Augustine, Florida*

**3 Boutique Inns**

31 Room Portfolio Listing

Fully Renovated and Turnkey

**CONFIDENTIAL HOSPITALITY PORTFOLIO OFFERING**

***Includes 3 Renovated Historic Inns totaling 31 rooms plus a Commercial Parking Lot***

**SALE PRICE            \$13,650,000**

**Rich O'Brien**  
(904) 814-2080  
rich.obrien@thepremierproperties.com



**COLDWELL BANKER  
COMMERCIAL  
PREMIER PROPERTIES**

# SALE

## 3 RENOVATED HISTORIC BOUTIQUE INNS (31 ROOMS) + COMMERCIAL PARKING LOT

Portfolio Listing in St. Augustine, Florida

**Confidential Hospitality Portfolio Offering | 8.0% CAP**

**3 Beautifully Renovated Historic Boutique Inns | 31 Rooms + Commercial Parking Lot**

**St. Augustine, Florida | Premier Tourist Destination**

Coldwell Banker Commercial is pleased to present an exclusive and confidential opportunity to acquire a portfolio of **three beautifully renovated historic boutique inns**, complemented by a **dedicated parking lot**, in the highly visited and sought-after **St. Augustine, Florida tourist area**.

These exceptional hospitality assets have been thoughtfully restored and upgraded, offering guests a distinctive blend of historic charm and modern comfort. Each inn features high-quality renovations, strong curb appeal, and a proven operating history, making this an ideal acquisition for hospitality investors, portfolio buyers, or owner-operators seeking stable income and long-term appreciation.

The portfolio can operate as a **true turnkey investment**, with an experienced **general manager and established on-site management staff already in place**. Day-to-day operations are handled entirely by the professional management team, allowing for **seamless continuity and immediate cash flow for an absentee owner**.

The portfolio delivers a **strong Net Operating Income** with an attractive **8.0% capitalization rate**, reflecting both the quality of real estate and the strength of the local tourism market. The properties benefit from consistent occupancy, favorable guest reviews, and ongoing demand driven by the area's year-round leisure, heritage, and destination travel.

Current management has been increasingly focused on expanding **event-driven revenue**, including weddings and private events, an area that presents opportunities for further revenue growth.

To maintain seller confidentiality, specific property details and the exact location will be provided **only to qualified, vetted buyers upon execution of a confidentiality agreement (NDA)**.

### Investment Highlights:

- Portfolio of **three renovated historic boutique inns (31 rooms)**
- **Dedicated commercial parking lot** included
- Located in the popular **St. Augustine, Florida tourist area**
- **Turnkey operation** with general manager and staff in place
- **Strong, stabilized NOI; 8.0% cap rate**
- Historic charm with modern upgrades
- Excellent guest appeal and repeat business
- Ideal for hospitality investors, portfolio buyers, or owner-operators
- Confidential offering — NDA required

For additional information and to receive the confidential offering memorandum, please contact:

**Rich O'Brien**, Hospitality Specialist

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Portfolio Listing St. Augustine, FL

## ST. JOHNS COUNTY

Economic Impact & Visitor Tracking Study  
January 2025 to December 2025



## KEY PERFORMANCE INDICATORS

CY 2025



2,791,200

**TOTAL VISITORS**



2,370,510

**ROOM NIGHTS<sup>1</sup>**



\$1,593,477,000

**DIRECT SPENDING**



\$2,001,797,910

**ECONOMIC IMPACT**



\$24,649,055

**TOURIST DEVELOPMENT TAX<sup>2</sup>**

## LODGING METRICS

CY 2025

Note: Airbnb (effective April 30, 2025) and Vrbo (effective May 30, 2025) have updated how rates are quoted through their platforms. The ADR now includes cleaning fees, platform service fees, and applicable discounts (e.g., weekly or monthly stay discounts). Therefore, the ADR of vacation rentals may appear inflated in YOY comparisons now that Key Data is capturing the inclusive price (excluding taxes) rather than the base accommodation rate.

### COMBINED



58.3%

Occupancy



\$187.14

Average Daily Rate



\$109.10

Revenue Per Available Room

### HOTELS<sup>1</sup>



63.2%

Occupancy



\$171.99

Average Daily Rate



\$108.76

Revenue Per Available Room

### VACATION RENTALS<sup>2</sup>



49.0%

Occupancy



\$214.44

Average Daily Rate



\$105.06

Revenue Per Available Room



ST. AUGUSTINE  
PONTE VEDRA  
FLORIDA'S HISTORIC COAST™

6

<sup>1</sup> Source: Smith Travel Research.  
<sup>2</sup> Source: Key Data.

**DS** downs & st. germain  
RESEARCH

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### RICH O'BRIEN

Sr. Sales Associate

[rich.obrien@thepremierproperties.com](mailto:rich.obrien@thepremierproperties.com)

Cell: (904) 814-2080

FL #SL609474

### PROFESSIONAL BACKGROUND

Rich, a seasoned professional in residential and commercial real estate, has been a St. Augustine Beach resident for over two decades, alongside his wife Lauren and their four puppies. His approach to real estate is built on strong communication, up-to-date information, and a no-pressure style, particularly favored by buyers. Rich's expertise extends to marketing properties for sale, where he leverages his marketing skills to promote listings through unique multi-media channels, maximizing exposure and results.

Rich's background is not just limited to real estate; he boasts extensive experience in hospitality, having owned hotels and bed & breakfasts with his wife. His civic engagement is noteworthy, with active involvement in city government since 2002, including roles in planning & zoning and a significant tenure on the City Commission from 2007-2020, serving as Mayor and Vice Mayor.

For top-notch, friendly, and knowledgeable service in Florida, Rich is the go-to person. He stands out as a top commercial agent for Coldwell Banker Commercial in Florida, earning accolades like the Chairman's Circle Award, Top Sales, Top Production, and Top Lister for 2024—a testament to his dedicated clientele.

Reach out to Rich at 904-814-2080 for exceptional real estate guidance.

### EDUCATION

B.S. in marketing from Ball State University, Muncie, Indiana.

Certified Hotel Administrator (CHA). Highest designation in Hotel Industry.

### MEMBERSHIPS

St. Johns County Board of Realtors  
St. Johns County Chamber of Commerce  
St. Johns County Visitors & Convention Bureau  
St. Johns Attractions Association  
St. Johns County Tourist Development Council  
St. Augustine Beach City Commission  
ICSC: International Council of Shopping Centers

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