



April 22, 2025

Ms. Kelly White
The Real Estate Firm

RE: INCOME PROJECTIONS FOR 12 Bedroom Wildbriar Cabins

Mr. White,

We are providing Rental projections for two 12-bedroom cabins inside of the Wildbriar Resort in Sevierville, TN. "A View for All Seasons" and "Grand View Lodge" have been part of our company since their inception in 2012.

Major factors that allow us to reach this projection are the following:

1. Custom-built 12 bedroom cabins that sleep up to 56 people per house with very nice Smoky Mountain Views.
2. Amenities that are very popular with our renters such as Theater Room, multi-video games, open floor plans with large gathering areas.
3. Our visitors love mountain views. These properties have some of the finest you will find in Sevier County.
4. Granite counter tops, stainless appliances, custom bathrooms, custom beds.
5. We have several years of history built up on each of the three properties.
6. Hearthside Cabins has a group sales team that no other company in our area has. These are sales people with years and years of knowledge and experience in group sales. 4 sales people in that office will produce over 10 MILLION dollars in gross rental dollars this year.

Based on our history with these cabins and others in the Wildbriar Resort, I can provide these numbers. The record year for each of these cabins was 2022 when they both produced \$295,000 in gross rental dollars. In today's market each of these cabins should produce \$220,00 - \$245,000 in a full year with no interruptions.

Sincerely,

Jim Whaley
General Manager
865-429-0955