

# Smoky Mountain Luxury Log Cabin Opportunity

Stated Income Financing + Positive Cash Flow +  
Walk-in Equity!!!

Largest Eco-Adventure *ZIP LINE Tour* in U.S. (ONSITE)

Invest in an *Income Generating,*  
*Wealth Building Real Log Cabin*



# **EXCLUSIVE LIMITED-TIME FINANCING**

*(only project in Eastern TN with this financing)*

- 90% LTV Investor Financing
- **Stated Income/Verified Assets**
- Construction to Permanent Loan – ONE TIME CLOSE
- No credit score requirements, looking for credit worthy borrowers
- **No mortgage insurance**
  - which allows borrowers to minimize their monthly mortgage payment to maximize their monthly cashflows
- **No pre-payment penalty**
- **Fannie Mae limit of 4 financed properties DOES NOT APPLY!!!**
- 3-Year Interest-Only Financing with ability to extend add'l 3 years
- **True Investor product** - borrowers can purchase more than 1 property
- Interest Reserve, No payments during Construction
- Closing Costs are financed in the loan amount

# 2966% ROI!!

Own Your Fully Furnished  
Luxury Log Cabin in the Smoky Mountains  
& Watch Your Wealth Grow.

Also, enjoy a yearly  
vacation in your own cabin!

5-Year ROI\*

Down Payment: \$43,500

Developer Leaseback: \$36,000 (paid at c/o)

Total Cash Outlay: \$7,500

Positive Cash Flow: \$33,000

Asset Appreciation: \$189,500 (based on 7.5%/year)

Total 5-Year Return: \$33,000 + \$189,500 = \$222,500

Cash-On-Cash = 2966%\*

*Figures based on 1 BR with Pool Model*



\*This ROI is based on a number of assumptions and is not a guaranteed result. The area's appreciation has been 10% to 15% annually for three straight years but there is no guarantee that it will continue at this rate for the next five years even though there is every indication that it will.

# 5-Year ROI

	1BR (1630 sqft.)	2BR (1821 sqft.)	1BR w/Pool (2256 sqft.)	3BR w/Theater (2722 sqft.)	4BR w/Theater (3073 sqft)
<b>Sales Price</b> <i>(including closing costs constr. interest)</i>	\$ 325,000	\$ 415,000	\$ 435,000	\$ 510,000	\$ 600,000
<b>Down Payment (10%)</b>	\$ 32,500	\$ 41,500	\$ 43,500	\$ 51,000	\$ 60,000
<b>Developer LeaseBack</b> <i>(paid at constr. Completion, approx 60 days)</i>	\$ 16,500	\$ 34,000	\$ 36,000	\$ 41,000	\$ 47,000
<b>Total Cash Outlay</b>	\$ 16,000	\$ 7,500	\$ 7,500	\$ 9,000	\$ 13,000
<b>5-Year Net Annual Income*</b>	\$ 38,153	\$ 25,000	\$ 33,000	\$ 28,000	\$ 30,000
<b>5-Year Appreciation**</b>	\$ 141,579	\$ 180,800	\$ 189,500	\$ 222,170	\$ 261,400
<b>5-Year ROI</b>	<b>1123%</b>	<b>2744%</b>	<b>2966%</b>	<b>2780%</b>	<b>2242%</b>

***\*Based on a 7.5% Interest rate.***

***\*\*Based of a projected 7.5% Annual  
Appreciation Rate.***

*The above sales prices are estimates and may vary. These ROI computations are based on a number of assumptions and are not a guaranteed result. The area's appreciation has been 10% to 15% annually for three straight years but there is no guarantee that it will continue at this rate for the next five years even though there is every indication that it will. Prices are subject to change and may vary per lot elevations.*

# INVESTOR OPPORTUNITY



- ❑ Instantaneous Equity
- ❑ Positive Cash Flow w/ Proven Occupancy & Revenue
- ❑ Projected ROI's over 2200%!!!
- ❑ Limited Supply of Resorts and Resort Cabins
  - ***“Save Our Mountains Act”***
- ❑ Anticipated 8%–10% Appreciation
- ❑ 13 Million Visitors Per Year Spending over \$652 Million
- ❑ Rumored that Disney has already secured a large tract of land in the Area
- ❑ #1 Wedding Destination in U.S. surpassing Las Vegas, NV
- ❑ Eastern, Tennessee's Newest Adventure WAHOO ZIP LINES Onsite!!!!

# INVESTOR INCENTIVES

- ❑ **Builder pays all Closing Costs**
- ❑ **No Interest Payments During Construction**
- ❑ **\$0 Carrying Costs During Construction**
- ❑ **First Year Guaranteed Leaseback**
- ❑ **Turn-Key Rent Ready Cabins Including:**
  - **Luxury Furnishings & Accessories including all house wares**
  - **Custom Art Deco Concrete & Stainless Steel Countertops**
  - **High-End Stainless Steel Appliances**
  - **Hardwood Floors Throughout, Berber Carpet in Bedrooms**
  - **Custom Stone Fireplaces**
  - **High-End Flat Screen LCD TV's & Electronics including wireless internet access**
  - **Steam Showers**
  - **Custom Indoor Pool per specific floor plans**
  - **Gas Grill**
  - **Deluxe 4-Person Hot Tub with Mountain Views**
  - **Billiards Slate Pool Table & Arcade Style Video Games**
  - **Custom Wood Rocking Chairs on Porches**



## Where is Pigeon Forge, TN ???



Gatlinburg, TN:	8 Miles
Knoxville, TN:	42 Miles
Greenville, SC:	138 Miles
Atlanta, GA:	196 Miles
Nashville, TN:	221 Miles
Louisville, KY:	286 Miles
Birmingham, AL:	297 Miles
Cincinnati, OH:	297 Miles
Indianapolis, IN:	400 Miles
Memphis, TN:	431 Miles
Richmond, VA:	435 Miles
Washington, DC:	488 Miles
Jacksonville, FL:	517 Miles
St Louis, MO:	525 Miles
Jackson, MS:	535 Miles
Chicago, IL:	582 Miles
Miami, FL:	862 Miles

*Within 1 Days Driving Distance to  
75% of the U.S. Population*

# Why Pigeon Forge/Gatlinburg?

- ❑ **A \$1.2 Billion Dollar Annual Tourism Industry**
- ❑ Over 13 Million Visitors per year, often returning 2-4 times per year
- ❑ Tourism is continuing to increase on an annual basis
- ❑ Home to some of most famous attractions in the country
- ❑ Area is still growing – over \$1 Billion Dollars in new development expected over the next 2 to 5 years
- ❑ Coined the “New Orlando”

# Area – “The New Orlando”

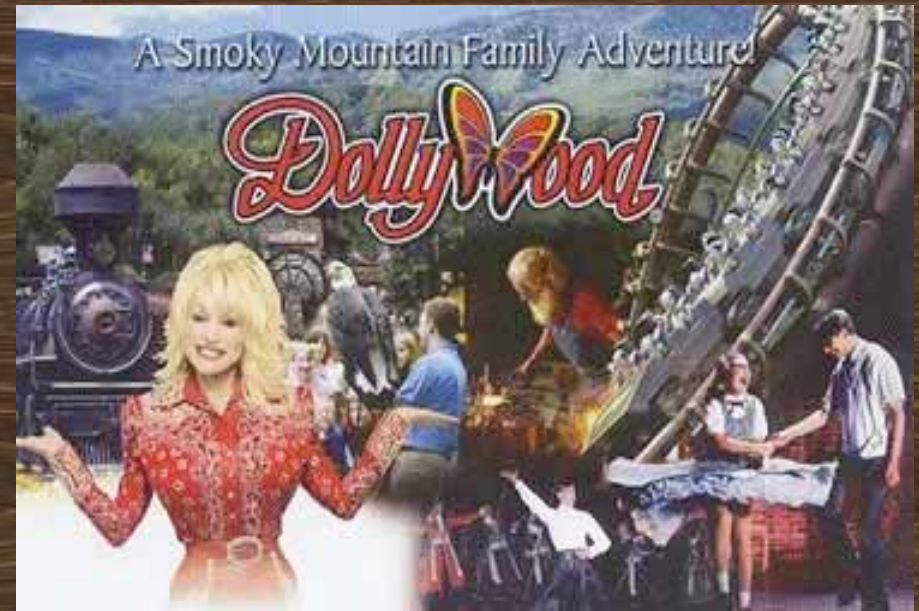
## Great Smoky Mountains National Park



- ❑ 10 Million Visitors Per Year, most visited national park in the country
- ❑ #1 Attraction in Tennessee
- ❑ Park is 520,976 Acres

# Area – “The New Orlando”

## Dollywood Family Adventure Park



- ❑ 2.4 Million Visitors Per Year
- ❑ #2 Attraction in Tennessee
- ❑ Mystery Mine Roller Coaster ranked the best new themed park attraction in 2007

# Area – “The New Orlando”

## Dollywood’s Splash Country Water Park



- ❑ Dollywood's Splash Country was named the "**Best New Water Park**" by the World Water Park Association during the park's inaugural season.
- ❑ Featuring more than 23 water adventure slides, thrill rides with daring drops, white water rafting ride, and two interactive children's playground areas.

# Area – “The New Orlando”

## Ripley’s Aquarium of the Smokies



- 2 Million Visitors Per Year
- Most Visited Aquarium in the U.S.
- Home to the World’s Largest Aquarium Tunnel



# Area – “The New Orlando”

## Downtown Gatlinburg & Pigeon Forge



- ❑ Over 1 Million Square Feet of Shopping
- ❑ The largest shopping district from Nashville to North Carolina, new upscale w/boutiques, anchor stores, specialty stores, restaurants & more

# Number of Attractions Up!

## ❑ Projects Under Development

- Dollywood Expansion
  - New \$5 million River Battle Water Adventure
- 90 Acre River Walk
- NASCAR Experience
  - ✓ *(all within 10 minutes of our Resort)*



## ❑ Planned Projects

- LPGA Course
- NASCAR Speedway
- Additional 1 Million SQFT of Outlet Space



## ❑ Potential Projects

- Disney
- Amtrak Hub



# Why Invest Now?

- ❑ Limited Supply & Growth
  - “Save the Mountains” Act
- ❑ Acreage Land Costs are skyrocketing
- ❑ Resort Cabin Prices have been increasing at 10% per year for the last 3 years
- ❑ ***Timing is Perfect!!!!***



# Tourism Statistics:

- ❑ Within 1 days driving distance to over 75% of the U.S. population
- ❑ 50% of visitors travel up to 500 miles
- ❑ 33% of visitors stay between 4 and 7 Nights
- ❑ The Average couple spends \$1,800 per trip
- ❑ The Average family returns 2 to 4 times per year
- ❑ \$1.2 Billion in Travel Expenditures in 2007.

# Where Do Visitors Stay?

❑ ZERO 5 Star Hotels, 2 Four Star Hotels

❑ **Cabins and Why?**

➤ Rustic, In the Park Feel

➤ More Room: A One Bedroom is 1600+ sq ft

➤ More Amenities: Kitchens, Game Rooms, Pool Tables, Hot Tubs, Pools, Conference Space, Wedding Chapels

➤ More Economical: A One Bedroom can sleep 4 to 6



# Why This Project?

- ❑ Location, Location, Location
  - 10 Minutes to Downtown Gatlinburg
  - 5 Minutes to Downtown Pigeon Forge
  - 5 Minutes to Dollywood
  - 10 Minutes to the National Park
- ❑ 60-Acre Property with Stunning Mountain Views
- ❑ Wahoo Zip Lines Eco-Adventure Park
  - *largest zip line adventure tour in the U.S. located onsite*
  - *Only resort in TN with this type of amenity*
- ❑ Resort Quality & Amenities
- ❑ No Visible Main Streets or Street Noise
- ❑ Eco-Friendly Resort





*Sunset at Resort*

# Pricing & Appraisals

- ❑ 1 Bedroom - 1,630, Average Sales Price \$325k, \$350k Appraisal
- ❑ 2 Bedroom - 1,821, Average Sales Price \$415k, \$436k Appraisal
- ❑ 1 Bedroom w/Pool - 2,256, Average Price \$434k, \$456k Appraisal
- ❑ 3 Bedroom w/Theater – 2,722, Average Price \$510k, \$535.5k Appraisal
- ❑ 4 Bedroom w/Theater – 3,073, Average Price \$600k, \$630k Appraisal

## ***Pricing includes:***

- Turn Key Rent Ready Cabin, Luxury Furniture & Accessories, Gas Grill, Hot Tub, Slate Pool Table, LCD TV's, Art Deco Concrete & Stainless Steel Countertops, Stainless Steel Appliances, Jacuzzi Tubs, High-End Electronics, Linens, and much more.....
- Soft Costs: Interest Allowance, Closing Cost Allowance, Builders Risk Insurance, First Year GUARANTEED LEASE BACK
- Setup to be a PASSIVE Investment

# 1 Bedroom



1630 Sq ft Under Air  
1 Bedroom  
2 Bath  
Sleeps 4  
Loft w/ Game Room  
Custom Stone Fireplaces

# 2 Bedroom



1821 Sq ft Under Air  
2 Bedrooms  
3 Baths  
Sleeps 6  
Game Room  
Custom Stone Fireplaces

# 1 Bedroom with Pool



2256 Sq ft Under Air  
1 Bedroom  
2 Bath  
Sleeps 4  
**Heated Indoor Pool**  
Loft w/ Game Room  
Custom Stone Fireplaces

# 3 Bedroom



2722 Sq ft Under Air  
3 Bedrooms  
4 Baths  
Sleeps 10  
Home Theater  
Wet Bar  
Game Room

# 4 Bedroom



3073 Sq ft Under Air  
4 Bedrooms  
5 Baths  
Sleeps 12  
Home Theater  
Wet Bar  
Game Room

# Available Lot Views



# Resort Amenities

*(unlike any other resort in the Smokies)*

## Developer Vision:

***“Bringing the Progressive Designs & Luxuries of Miami & Las Vegas to the Smoky Mountains”***

# Resort Amenities

*(unlike any other resort in the Smokies)*



- Largest Zip Line Eco-Adventure Tour in the United States located onsite
- 50 acres allocated for the zipline
- 2 hour guided Eco-Adventure tour
- 6 dual ziplines over 250 feet in the air traveling over 50 mph, 2 Swinging bridges
- Safe adventure for ages 8 to 80 including the only zip line in America with a braking system
- only resort in TN with zip line
- Zip Line office will be located onsite in an adjacent building to Resort Welcome Center
- Costs will be \$89 per adult, \$69 per child, industry averages min. prices start from \$125
- Incentives for Resort guests/Cabin Owners ride for free for their term of ownership
- Over 1.5 million tourists will be exposed to the Zipline by the end of May 2008

# Resort Amenities

*(unlike any other resort in the Smokies)*



➤ **Onsite Helipad offering Guided Scenic Helicopter tours of the Smokey Mountains**

- *only resort in Eastern, TN with a helipad*
- *scheduled to be complete in Fall 2008*

# Resort Amenities

*(unlike any other resort in the Smokies)*



*- scheduled to be  
complete in Fall 2008*



➤ 4,000 sq ft. Luxury Spa- *offering the best spa experience in the Smoky Mountains*

- services offered will include:

- single & couples massages
- soothing mineral pools
- hydrotherapy
- hot stone massage
- relaxing manicures & pedicures
- & much more.....

# Resort Amenities

*(unlike any other resort in the Smokies)*



- Onsite Welcome Center & Property Management Office
  - one of the only resorts with an onsite management company
  - resort guest are greeted and given a complete welcome package with local area information and discounted coupons

# Resort Amenities

*(unlike any other resort in the Smokies)*



*-scheduled to be 100%  
complete in Fall 2008*

- Custom designed Resort Style Sports Pool including:
  - Multi-featured water park area with waterfall and cave
  - 2 fully furnished Air Conditioned Miami Style Poolside Cabanas
  - Southern Cuisine Poolside Grill
  - Pool-Side Bar
  - Zero-Entry Kids Pool with water features
  - Oversized multi-person jacuzzi

# Resort Amenities

*(unlike any other resort in the Smokies)*

➤ **5000 sq ft. Community Convention Center** *(scheduled to be complete in Fall 2008)*

- perfect to host:
  - ✓ wedding parties
  - ✓ church retreats
  - ✓ corporate functions
  - ✓ and much more.....

➤ **Onsite Sports Complex** *(scheduled to be complete in Fall 2008)*

- soccer field
- softball field



➤ **Fitness Center** *(scheduled to be complete in Fall 2008)*

- located adjacent to Pool Area
- will contain high-end fitness equipment including:
  - ✓ treadmills
  - ✓ steppers
  - ✓ life Cycle equipment and much more.....



# Resort Amenities

*(unlike any other resort in the Smokies)*

- Onsite Wedding Gazebo with Mountain Views (in design phase)



- Gated Entrance with Water Feature
- Onsite Concierge
- Onsite Housekeeping

# Construction Management & Updates

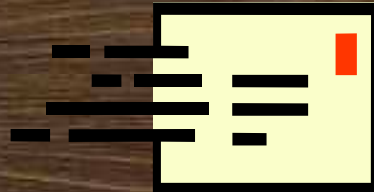
## Track 87 Stages of Completion

- ✓ Permitting
- ✓ Construction
- ✓ Closing
- ✓ Rental Program

## Job Site Photo's



## Weekly Email Updates



## Customer Web Portal





## RENTAL PROGRAM

- Resort Cabin Owner share is 60% of Gross Income
- Property Management share is 40% of Gross Income

Complete HASSLE FREE OWNERSHIP!!!!!!

# Cabin Management Company

- ❑ Dedicated Onsite Management
- ❑ Management Company Provides:
  - Advertising, Bookings, Distribution of Keys, Customer Billings
  - Maintaining Website
  - Supervision of Cleaning, Maintenance and General Inspections
  - Linens and towels and the laundry and cleaning service
  - Disposable items such as bath soap, dish soap, dishwasher detergent, paper towels, toilet paper, light bulbs and trash bags
  - Garbage Disposal & Pest Control
  - Cleaning and chemical maintenance of hot tubs
  - Coordinate Annual and Seasonal Maintenance
  - Monthly Statements and Payments
- ❑ 40% of Total Gross Income
- ❑ Most Resorts do NOT have onsite management

# Annual Cabin Expenses

## 1 Bedroom with Pool Example:

- ❑ HOA - \$816 per Year
  - includes Common Ground Liability Insurance & Upkeep of the Common Areas
- ❑ Utilities – \$3800 per Year
- ❑ Taxes - \$1400 per Year
- ❑ Insurance - \$1400 per Year
- ❑ **Total Cabin Expenses - \$7416**



# Year 1 & Years 2-5 Cash Flow\*

## Example - ( 1 Bedroom with Pool)

- **Target Gross Revenue Year 1** (at 82% Occupancy): **\$69,007.00**
- **Target Net Revenue Year 1 after 40 % Mngmnt Fees\*:** **\$41,404.00**
- **Target Annual Expenses:** **\$34,819.00**  
(HOA, Utilities, Taxes, Insurance, Maintenance, Mortgage)
- **Target Annual Cash Flow** **\$ 6,585.00**
- **First Year Guaranteed Lease Back** **\$36,000.00**
- **Year 1 Target Annual Cash Flow Incl. LB\*\* (@82% Occupancy):** **\$42,585.00**
- **Years 2 – 5 Annual Cash Flow\*\*\*** (at 82% Occupancy): **\$ 6,585.00**

## Calculations:

- *\*Net Revenue = Gross Revenue x's 60%*
- *\*\*\*Annual Cash Flow = Net Revenue – Annual Expenses*
- *\*\* Year 1 Target Annual Cash Flow = First Year Leaseback + Annual Cash Flow*
- *\*\*\*Years 2 – 5 Annual Cash Flow = Annual Cash Flow*

# Factors Mitigating Risk

- ❑ Instant Equity, Planned Price Increases
- ❑ Projected 8%-10% Annual Appreciation
- ❑ Entitlement & Infrastructure Complete
- ❑ First Year Guaranteed Lease Back
- ❑ Save the Mountains Act



Limited Allocations Available!!!!



*Breathtaking Views of the Smokies at the Resort*

Special Pre-Construction Buyer  
Incentives & Financing for Purchases



## **HOW DO I RESERVE A LUXURY LOG CABIN & TAKE ADVANTAGE OF THE SPECIAL INCENTIVES??**

- 1. Complete the Reservation Form**
- 2. Make out a \$5000 Reservation Deposit Check**
- 3. Contact the Preferred Lender to get pre-qualified**
- 4. Select Your Specially Priced Mountain Lot & Cabin with the Developer**
- 5. Developer will provide contract within 3-5 business days**
- 6. Prepare to be a proud owner of a Luxury Resort Cabin in the Smoky Mountains**



**To Purchase or For More Information:**

**CALL: Cozza Realty Group, Inc. Today!!!!**

**Office: 239.278.0028**

**Email: [info@thecozzateam.com](mailto:info@thecozzateam.com)**

**Gatlinburg/Pigeon Forge, TN "The NEW ORLANDO"**

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