



OFFERING MEMORANDUM

THE GLASS HOUSE CAFÉ

CAFÉ · BOUTIQUE — GATLINBURG, TN

716 PARKWAY

LISTED BY

LOGAN SMITH

SMITTY@MGRISE.COM

423-351-9162

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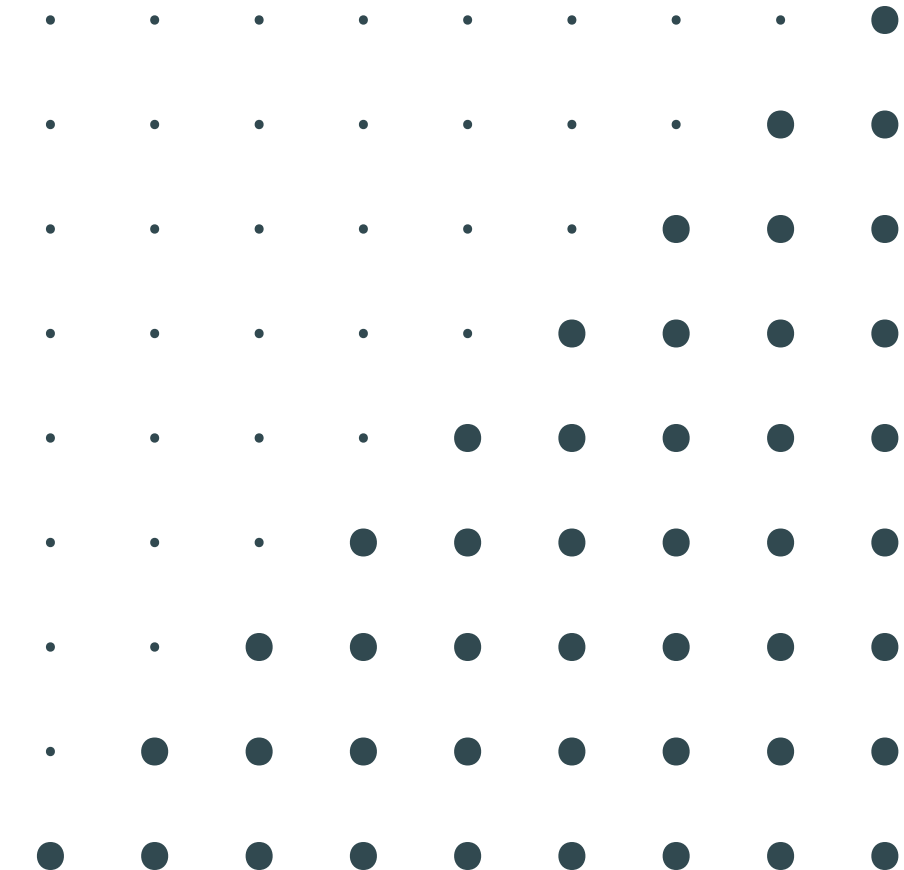
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SECTION I

PROPERTY INFORMATION



OFFERING SUMMARY

| | |
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| MIN CONTIGUOUS SQFT: | ~1,750 |
| BUSINESS TYPE: | Specialty Café + Boutique |
| SPACE SUBTYPE: | Retail / Café |
| USABLE SQFT: | ~1,750 |
| ZONING: | C-2 / Commercial |
| ANCHOR: | Reagan Terrace Mall |
| MAX CONTIGUOUS SQFT: | ~1,750 |
| SALE TYPE: | Business & Assets |
| LEASE TYPE: | Modified Gross (CAM included) |
| LISTING PRICE: | \$358,030 |



PROPERTY HIGHLIGHTS

- ▶ **TWO REVENUE STREAMS:** ESTABLISHED SPECIALTY CAFÉ (ESPRESSO, BOBA, ITALIAN ICE) PLUS A CHILDREN'S BOUTIQUE WITH STRONG RETAIL MARGINS.
- ▶ **PRIME LOCATION:** HIGH-VISIBILITY ALL-GLASS ENCLOSURE ON THE GATLINBURG PARKWAY — THE MOST PHOTOGRAPHED SPACE IN REAGAN TERRACE MALL.
- ▶ **TURNKEY OPERATION:** FULLY EQUIPPED WITH \$30,000+ IN PREMIUM EQUIPMENT (SIMONELLI ESPRESSO MACHINE, POS, HVAC). \$15,000 INVENTORY INCLUDED.
- ▶ **STRONG FINANCIALS:** ~\$249K VERIFIED GROSS REVENUE (11-MONTH, MAY 2025-MARCH 2026), \$123,733 VERIFIED SDE, 2.89X LISTING MULTIPLE - RARE PROFITABILITY FOR A FIRST-YEAR OPERATION.
- ▶ **GROWTH UPSIDE:** DOWNSTAIRS WALK-UP WINDOW (MOBILE LICENSE) ENABLES ITALIAN ICE WALK-UP SALES — EXPANDABLE TO EVENING HOURS.
- ▶ **LOW OVERHEAD:** OWNER-OPERATED WITH NO EMPLOYEES, UTILITIES INCLUDED IN CAM, ONLY \$65/MO INTERNET + \$615/YR INSURANCE.

THIS IS A RARE OPPORTUNITY TO ACQUIRE A HIGH-MARGIN, HIGHLY RATED BUSINESS WITH DIVERSIFIED INCOME STREAMS, STRONG RETURNS, AND A PRIME LOCATION AT THE GATEWAY TO THE GREAT SMOKY MOUNTAINS NATIONAL PARK.

PROPERTY DESCRIPTION

FOR SALE — TURNKEY CAFÉ & BOUTIQUE



DELIVERING \$123,733 IN VERIFIED SELLER'S DISCRETIONARY EARNINGS (11-MONTH, MAY 2025-MARCH 2026) AND BACKED BY A GROWING ONLINE FOLLOWING, THIS DUAL-CONCEPT BUSINESS IS A PROVEN PERFORMER IN ONE OF EAST TENNESSEE'S MOST VISITED CORRIDORS.

THE GLASS HOUSE CAFÉ AND BOUTIQUE OPERATE SIDE-BY-SIDE IN THE SAME UNIT, CREATING A DESTINATION WHERE TOURISTS GEAR UP FOR SMOKY MOUNTAIN ADVENTURES WITH SPECIALTY ESPRESSO AND BOBA DRINKS, WHILE FAMILIES BROWSE CHILDREN'S CLOTHING AND GIFTS IN A SIGNATURE ALL-GLASS STOREFRONT.

SALE INCLUDES ALL EQUIPMENT (\$30,580 VALUE), INVENTORY (\$15,000), SOCIAL MEDIA ACCOUNTS, AND THE LEASEHOLD INTEREST. TURN-KEY AND OPERATIONAL FROM DAY ONE.

KEY LOCATION ADVANTAGES:

- ALL-GLASS ENCLOSURE ON THE GATLINBURG PARKWAY — THE MOST PHOTOGRAPHED SPACE IN REAGAN TERRACE MALL
- 14M+ ANNUAL VISITORS TO THE GATLINBURG AREA DRIVE CONSISTENT FOOT TRAFFIC YEAR-ROUND
- REAGAN TERRACE MALL ANCHOR TENANTS AND WALKABLE PARKWAY ACCESS
- SEPARATE MOBILE-UNIT LICENSE FOR DOWNSTAIRS SERVICE WINDOW — USED FOR ITALIAN ICE WALK-UP SALES

OPERATIONAL STRENGTHS:

- OWNER-OPERATED WITH NO EMPLOYEES — MASSIVE LABOR COST SAVINGS FOR HANDS-ON BUYER
- MARCH 2026 HIT \$33,855 GROSS REVENUE — STRONGEST MONTH ON RECORD, PROVING SCALABILITY
- RENT-TO-REVENUE RATIO (~19% BASE RENT) — MANAGEABLE OVERHEAD IN A PRIME TOURIST CORRIDOR
- SQUARE POS SYSTEM PROVIDES CLEAN, VERIFIABLE 12-MONTH SALES HISTORY
- UTILITIES INCLUDED IN CAM; ONLY \$65/MO INTERNET + \$615/YR INSURANCE REMAIN

THIS IS A RARE OPPORTUNITY TO ACQUIRE A HIGH-MARGIN, HIGHLY RATED BUSINESS WITH DIVERSIFIED INCOME STREAMS, STRONG RETURNS, AND A PRIME LOCATION AT THE GATEWAY TO THE GREAT SMOKY MOUNTAINS NATIONAL PARK.

FINANCIAL OVERVIEW



AN NDA IS REQUIRED TO RECEIVE THE FINANCIALS FOR THIS TRANSACTION.
PLEASE REACH OUT TO THE AGENT TO RECEIVE THE FINANCIAL REPORT.

NET INCOME & FINANCING

NET OPERATING INCOME

ANNUAL DEBT SERVICE

CAP RATE

DSCR

EQUITY INVESTED

CASH-ON-CASH RETURN

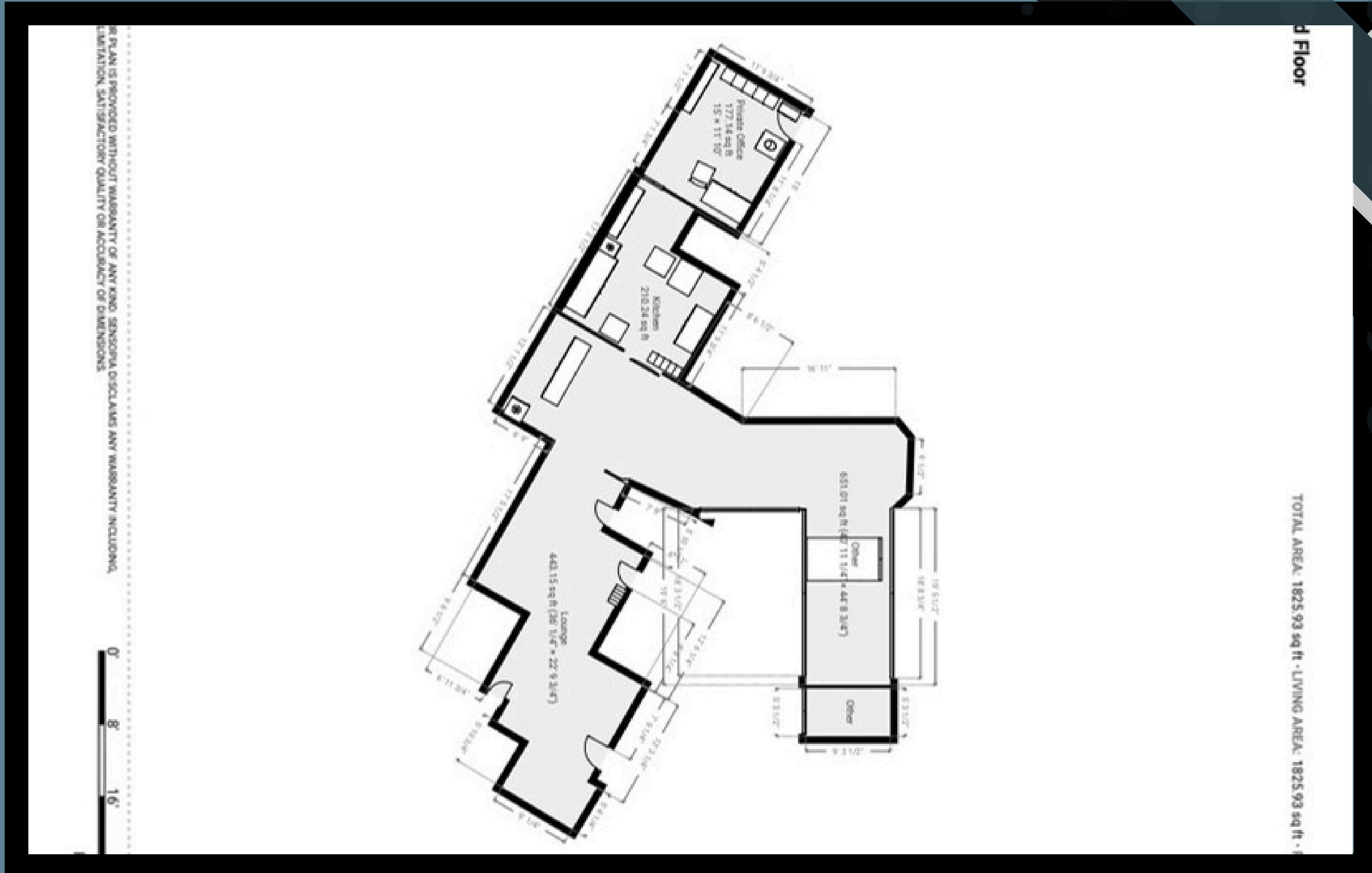
EXTERIOR PHOTOS



INTERIOR PHOTOS



FLOOR PLANS





SECTION 2

LOCATION
INFORMATION



REGIONAL MAP



RETAILER MAP



SEVIER COUNTY LOCAL ECONOMY

SEVIER COUNTY: A THRIVING HUB OF TOURISM, GROWTH, AND OPPORTUNITY

SEVIER COUNTY CONTINUES TO STAND AS ONE OF EAST TENNESSEE'S MOST VIBRANT ECONOMIC ENGINES, POWERED BY THE TRI-CITY SYNERGY OF GATLINBURG, PIGEON FORGE, AND SEVIERVILLE. ANCHORED BY ITS PROXIMITY TO THE GREAT SMOKY MOUNTAINS NATIONAL PARK—THE MOST VISITED NATIONAL PARK IN THE UNITED STATES WITH OVER 12 MILLION ANNUAL VISITORS—THE REGION OFFERS A DIVERSE BLEND OF NATURAL BEAUTY, ENTERTAINMENT, AND COMMERCIAL VITALITY.

GATLINBURG DELIVERS A WALKABLE MOUNTAIN-TOWN CHARM, RICH WITH BOUTIQUE RETAIL, DINING, AND SCENIC ATTRACTIONS. PIGEON FORGE IS HOME TO DOLLYWOOD, OUTLET SHOPPING, AND FAMILY-FRIENDLY ENTERTAINMENT, WHILE SEVIERVILLE BLENDS TOURISM WITH A GROWING BASE OF RETAIL, HOSPITALITY, AND LIGHT MANUFACTURING. THIS ROBUST TOURISM FOUNDATION FUELS A WIDE SPECTRUM OF BUSINESSES—FROM HOTELS AND RESTAURANTS TO SERVICE PROVIDERS AND EXPERIENTIAL VENUES—DRIVING EMPLOYMENT, TAX REVENUE, AND LONG-TERM ECONOMIC SUSTAINABILITY.

MAJOR DEVELOPMENTS FUELING REGIONAL GROWTH

SEVIER COUNTY IS UNDERGOING A WAVE OF TRANSFORMATIVE DEVELOPMENT PROJECTS THAT ARE RESHAPING ITS ECONOMIC LANDSCAPE:

- GATEWAY TO ADVENTURE AT EXIT 407 - A 200-ACRE ENTERTAINMENT AND RESORT DISTRICT FEATURING RETAIL, DINING, AND HOSPITALITY, ANCHORED BY THE NATION'S SECOND-LARGEST BUC-EE'S, WHICH DREW OVER 9 MILLION VISITORS LAST YEAR.
- CRAYOLA EXPERIENCE & NERF ACTION-XPERIENCE — TWO MAJOR ATTRACTIONS THAT OPENED IN 2024, TOTALING OVER 55,000 SF OF INTERACTIVE ENTERTAINMENT SPACE AND DRAWING FAMILIES YEAR-ROUND.
- THE DOLLY PARTON EXPERIENCE — AN IMMERSIVE MUSEUM AT DOLLYWOOD THAT OPENED IN SPRING 2024 AND CONTINUES TO DRAW VISITORS TO THE PARK.
- 270-ACRE SPORTS COMPLEX - UNDERWAY IN SEVIERVILLE, THIS MULTI-PHASE DEVELOPMENT WILL INCLUDE BASEBALL FIELDS, MULTI-PURPOSE VENUES, AND INDOOR FACILITIES, EXPECTED TO BECOME A REGIONAL MAGNET FOR TOURNAMENTS AND EVENTS.
- THE WAYBACK BOUTIQUE HOTEL & PALOMA RESTAURANT — A PALM SPRINGS-INSPIRED HOSPITALITY CONCEPT THAT OPENED IN 2023 AND CONTINUES TO DRAW DINERS AND OVERNIGHT GUESTS TO DOWNTOWN SEVIERVILLE.
- MULTI-FAMILY & MIXED-USE PROJECTS - OVER A DOZEN COMMERCIAL AND RESIDENTIAL DEVELOPMENTS ARE IN PROGRESS, INCLUDING CAMPGROUNDS, VACATION RENTALS, AND MODERN CABIN COMMUNITIES, REFLECTING THE AREA'S EVOLVING LIFESTYLE APPEAL.

POPULATION & WORKFORCE EXPANSION

AS TOURISM CONTINUES TO SURGE, SEVIER COUNTY HAS SEEN STEADY POPULATION AND EMPLOYMENT GROWTH. THE DEMAND FOR SKILLED LABOR IN HOSPITALITY, RETAIL, CONSTRUCTION, AND HEALTHCARE HAS ATTRACTED NEW RESIDENTS SEEKING BOTH OPPORTUNITY AND QUALITY OF LIFE. THIS INFUX SUPPORTS LOCAL BUSINESSES AND BOOSTS CONSUMER SPENDING, REINFORCING THE REGION'S ECONOMIC RESILIENCE.

TO MEET RISING DEMAND, THE COUNTY IS INVESTING HEAVILY IN INFRASTRUCTURE, HOUSING, AND PUBLIC SERVICES, INCLUDING ZONING INNOVATIONS LIKE THE RESIDENTIAL INFRASTRUCTURE DEVELOPMENT ACT (RIDA), WHICH ALLOWS NEW DEVELOPMENTS TO SELF-FUND PUBLIC IMPROVEMENTS THROUGH INCREMENTAL TAX REVENUE





EMPLOYMENT & ECONOMY

SEVIER COUNTY MAJOR EMPLOYERS:

| | |
|------------------------------|-------|
| DOLLYWOOD: | 4,500 |
| SEVIER COUNTY SCHOOLS: | 3,000 |
| TANGER OUTLET MALL: | 2,500 |
| CHARLES BLALOCK & SONS, INC: | 840 |
| WILDERNESS IN THE SMOKIES: | 718 |
| SEVIER COUNTY GOVERNMENT: | 650 |

ETEDA.ORG

SEVIER COUNTY'S WORKFORCE IS DEEPLY ROOTED IN ITS THRIVING TOURISM ECONOMY, WITH THOUSANDS OF JOBS TIED TO HOSPITALITY, ENTERTAINMENT, AND RETAIL. MAJOR EMPLOYERS SUCH AS DOLLYWOOD (4,500+ EMPLOYEES), WILDERNESS AT THE SMOKIES, DIAMOND RESORTS, AND ANAKEESTA DRIVE SEASONAL HIRING SURGES, SUPPORTING ROLES FROM HOTEL STAFF AND RESTAURANT TEAMS TO PERFORMERS, RETAIL ASSOCIATES, AND GUEST SERVICES PROFESSIONALS. THE COUNTY'S PEAK TOURISM SEASONS—SPRING, SUMMER, AND FALL—CREATE DYNAMIC EMPLOYMENT CYCLES, WITH LOCAL BUSINESSES RAMPING UP STAFFING TO MEET VISITOR DEMAND.

RETAIL GIANTS LIKE TANGER OUTLETS, BASS PRO SHOPS, AND CITIZENS NATIONAL BANK ALSO CONTRIBUTE TO YEAR-ROUND EMPLOYMENT, WHILE FOOD SERVICE BRANDS SUCH AS CRACKER BARREL, APPLEBEE'S, SUBWAY, AND DUNKIN' DONUTS MAINTAIN STEADY STAFFING ACROSS MULTIPLE LOCATIONS IN GATLINBURG, PIGEON FORGE, AND SEVIERVILLE.

BEYOND TOURISM, SEVIER COUNTY IS EXPERIENCING NOTABLE EXPANSION IN HEALTHCARE, EDUCATION, MANUFACTURING, AND CONSTRUCTION. INSTITUTIONS LIKE SEVIER COUNTY SCHOOLS (3,000+ EMPLOYEES), COVENANT HEALTH, AND DOMINION SENIOR LIVING ANCHOR THE HEALTHCARE AND EDUCATION SECTORS, WHILE FIRMS SUCH AS CHARLES BLALOCK & SONS, CITADEL CONSTRUCTION, AND DIVERSIFIED ENCLOSURES & SCREEN LEAD THE CHARGE IN INFRASTRUCTURE AND DEVELOPMENT PROJECTS. THIS DIVERSIFICATION IS CREATING A MORE RESILIENT AND OPPORTUNITY-RICH LABOR MARKET. FROM BROOKDALE SEVIERVILLE IN SENIOR CARE TO DOLLYWOOD'S NEW IMMERSIVE ATTRACTIONS, AND FROM AVANTSTAY'S VACATION RENTAL OPERATIONS TO ETHRA'S WORKFORCE DEVELOPMENT PROGRAMS, SEVIER COUNTY OFFERS A WIDE SPECTRUM OF CAREER PATHS FOR BOTH SEASONAL WORKERS AND LONG-TERM RESIDENTS.

AS THE COUNTY CONTINUES TO EXPAND, THE DEMAND FOR SKILLED LABOR AND HOUSING CONTINUES RISING

NEW SPORTS COMPLEX DEVELOPMENT

THE EXPANSIVE 270-ACRE DEVELOPMENT ADJACENT TO SMOKY MOUNTAIN KNIFE WORKS IN SEVIERVILLE IS POISED TO BECOME ONE OF EAST TENNESSEE'S PREMIER FAMILY DESTINATIONS. PHASE ONE WILL ACTIVATE THE FIRST 80 ACRES, TRANSFORMING THE SITE INTO A STATE-OF-THE-ART SPORTS COMPLEX FEATURING EIGHT BASEBALL DIAMONDS, SIX MULTI-PURPOSE FIELDS, CONCESSION HUBS, AND RETAIL STOREFRONTS DESIGNED TO SERVE BOTH ATHLETES AND VISITORS. FUTURE PHASES WILL INTRODUCE A CUTTING-EDGE INDOOR SPORTS FACILITY, ALONG WITH HOSPITALITY VENUES, ENTERTAINMENT ATTRACTIONS, AND ADDITIONAL RETAIL OFFERINGS—CREATING A VIBRANT, MULTI-USE ENVIRONMENT THAT CATERS TO LOCALS, TOURISTS, AND TOURNAMENT TRAFFIC ALIKE.



THE 407 GATEWAY TO ADVENTURE

The Gateway to Adventure project at Exit 407 in Sevier County is rapidly emerging as one of the Southeast's most ambitious resort-centric developments. Spanning 200 acres, this master-planned destination is designed to anchor and amplify the region's retail, dining, and entertainment ecosystem. Strategically positioned at the gateway to the Smokies, the site already boasts the nation's second-largest Buc-ee's, which drew over 9.3 million visitors last year—solidifying its role as a high-traffic magnet for both tourists and locals. Developers envision a dynamic mix of resorts, themed attractions, experiential retail, and culinary destinations, all crafted to complement the surrounding tourism corridor. The project is expected to generate up to 5,000 new jobs, with plans to offer competitive compensation packages, on-site employee housing, and other workforce support initiatives to attract and retain top talent. As part of Sevier County's broader economic expansion, Gateway to Adventure is positioned to become a cornerstone of regional growth, tourism innovation, and long-term community impact.



GREAT SMOKY MOUNTAIN NATIONAL PARK

NESTLED BETWEEN TENNESSEE AND NORTH CAROLINA, THE GREAT SMOKY MOUNTAINS NATIONAL PARK ISN'T JUST THE MOST VISITED NATIONAL PARK IN AMERICA—IT'S A LIVING, BREATHING MASTERPIECE. WITH OVER 12 MILLION ANNUAL VISITORS, THIS 522,000-ACRE SANCTUARY OFFERS A RARE BLEND OF UNTAMED WILDERNESS, APPALACHIAN HERITAGE, AND JAW-DROPPING SCENIC BEAUTY. FROM THE MOMENT YOU ENTER, YOU'RE SURROUNDED BY MIST-DRAPE PEAKS, WILDFLOWER-COVERED TRAILS, AND THE QUIET HUM OF ANCIENT FORESTS. WITH 800+ MILES OF HIKING PATHS, INCLUDING STRETCHES OF THE LEGENDARY APPALACHIAN TRAIL, AND ICONIC DRIVES LIKE NEWFOUND GAP ROAD AND CADES COVE, EVERY TURN REVEALS A NEW STORY—WHETHER IT'S A BLACK BEAR CROSSING YOUR PATH OR A HISTORIC CABIN TUCKED INTO THE HILLS.

THE PARK IS HOME TO OVER 19,000 DOCUMENTED SPECIES, AND SCIENTISTS BELIEVE TENS OF THOUSANDS MORE REMAIN UNDISCOVERED. IT'S A BIODIVERSITY HOTSPOT, A PHOTOGRAPHER'S DREAM, AND A HAVEN FOR ADVENTURERS, CAMPERS, ANGLERS, AND HORSEBACK RIDERS ALIKE. AND THANKS TO VISIONARY CONSERVATION EFFORTS, IT REMAINS FREE TO ENTER, PRESERVING ITS LEGACY FOR GENERATIONS TO COME.

WHETHER YOU'RE CHASING FALL FOLIAGE, SPRING BLOOMS, OR SNOW-DUSTED SERENITY, THE SMOKIES OFFER A FOUR-SEASON ESCAPE THAT'S AS SOULFUL AS IT IS SPECTACULAR. IT'S NOT JUST A DESTINATION—IT'S A FEELING.

SPANNING 522,419 ACRES ACROSS TENNESSEE AND NORTH CAROLINA, THE GREAT SMOKY MOUNTAINS NATIONAL PARK IS THE MOST VISITED NATIONAL PARK IN THE U.S., WELCOMING OVER 12 MILLION VISITORS ANNUALLY. FREE TO ENTER AND STEEPED IN NATURAL AND CULTURAL HERITAGE, IT OFFERS UNMATCHED ACCESS TO OUTDOOR ADVENTURE, BIODIVERSITY, AND HISTORIC CHARM.

KEY HIGHLIGHTS:

- **HIKING PARADISE:** OVER 850 MILES OF TRAILS, INCLUDING 70+ MILES OF THE APPALACHIAN TRAIL, RANGING FROM EASY WALKS TO BACKCOUNTRY TREKS.
- **HISTORIC PRESERVATION:** FEATURES 90+ RESTORED STRUCTURES—CABINS, BARNs, CHURCHES—OFFERING A GLIMPSE INTO EARLY APPALACHIAN LIFE.
- **SCENIC DRIVES:** ICONIC ROUTES LIKE NEWFOUND GAP ROAD AND CADES COVE LOOP DELIVER PANORAMIC VIEWS, WILDLIFE SIGHTINGS, AND PHOTO-WORTHY LANDSCAPES.
- **FOUR-SEASON APPEAL:** SPRING WILDFLOWERS, LUSH SUMMER FORESTS, FIERY FALL FOLIAGE, AND SNOW-DUSTED WINTER PEAKS MAKE IT A YEAR-ROUND DRAW.



SECTION 3

ABOUT LOGAN



MEET THE AGENT

LOGAN SMITH IS A DEDICATED REAL ESTATE PROFESSIONAL SPECIALIZING IN MULTIFAMILY, RETAIL & COMMERCIAL LEASING ACROSS EAST TENNESSEE. WITH A DEEP UNDERSTANDING OF THE LOCAL MARKET AND A STRONG TRACK RECORD OF SUCCESS, LOGAN IS PASSIONATE ABOUT HELPING CLIENTS ACHIEVE THEIR REAL ESTATE AND INVESTMENT GOALS. KNOWN FOR HIS INTEGRITY, MARKET INSIGHT, AND RELENTLESS COMMITMENT TO CLIENT SATISFACTION, HE TAKES PRIDE IN BEING A STEADFAST ADVOCATE FOR THOSE HE REPRESENTS. WHETHER YOU'RE EXPANDING YOUR PORTFOLIO OR TAKING THE FIRST STEP INTO COMMERCIAL REAL ESTATE, LOGAN BRINGS CLARITY, CONFIDENCE, AND STRATEGIC EXPERTISE TO EVERY TRANSACTION.

HE IS A REPRESENTATIVE OF YOUR BEST INTERESTS.



LOGAN SMITH

REPRESENTING AGENT OF THIS PROPERTY

SMITTY@MGRISE.COM

423-251-9162



PRESENTED BY
LOGAN SMITH
SMITTY@MGRISE.COM
423-251-9162