

Max Occupancy Scenarios	Nightly Military/ Government Rate	Monthly Discounted Rate	Annual	Nightly Standard Rate	Monthly Standard Rate	Annual	Nightly Long Term Rate	Monthly Long Term Rate	Annual
RM 1	\$ 98.00	\$ 2,940.00		\$ 129.00	\$ 3,870.00		\$ 75.00	\$ 2,250.00	
RM 2	\$ 98.00	\$ 2,940.00		\$ 139.00	\$ 4,170.00		\$ 85.00	\$ 2,550.00	
RM 3	\$ 98.00	\$ 2,940.00		\$ 169.00	\$ 5,070.00		\$ 95.00	\$ 2,850.00	
RM 4	\$ 98.00	\$ 2,940.00		\$ 139.00	\$ 4,170.00		\$ 85.00	\$ 2,550.00	
RM 5	\$ 98.00	\$ 2,940.00		\$ 129.00	\$ 3,870.00		\$ 75.00	\$ 2,250.00	
RM 6	\$ 98.00	\$ 2,940.00		\$ 169.00	\$ 5,070.00		\$ 95.00	\$ 2,850.00	
<b>Max Occupancy</b>	<b>\$ 588.00</b>	<b>\$ 17,640.00</b>	<b>\$ 211,680.00</b>	<b>\$ 874.00</b>	<b>\$ 26,220.00</b>	<b>\$ 314,640.00</b>		<b>\$ 15,300.00</b>	<b>\$ 183,600.00</b>
<b>Property Mgt</b>	15.00%	\$ 2,646.00			\$ 3,933.00			\$ 2,295.00	
<b>Propane</b>		\$250.00			\$250.00			\$250.00	
<b>Electric</b>		\$ 340.00			\$ 340.00			\$ 340.00	
<b>Internet/TV</b>		\$ 246.00			\$ 246.00			\$ 246.00	
<b>Housekeeping</b>		\$ 2,700.00			\$ 2,700.00			\$ 720.00	
		<b>\$ 6,182.00</b>			<b>\$ 7,469.00</b>			<b>\$ 3,851.00</b>	
<b>Profit</b>		<b>\$ 11,458.00</b>	<b>\$ 137,496.00</b>		<b>\$ 18,751.00</b>	<b>\$ 225,012.00</b>		<b>\$ 11,449.00</b>	<b>\$ 137,388.00</b>

**Notes:**

Scenarios above illustrate a Projection of Maximum Occupancy of 6 rooms. Adjustments need to be made if:

- Buyer intends to occupy Innkeepers' quarters and resume offering breakfast and serving alcoholic beverages to guests.

Housekeeping for scenarios 1&2 includes a 15% Property Management Fee & cleaning 6 rooms a day x 1hr each x 15/hr x 30 days

Housekeeping for scenario 3 (long term rental) includes a 15% Property Management Fee & cleaning 6 rooms once a week x 2 hr each x \$15/hr 4 times/month

Grey Swan Inn Actual Income	Avg Monthly	Occupancy %
2022	\$82,832.68	\$ 6,902.72 34
2021	\$77,019.38	\$ 6,418.28 37
2020	\$46,000.00	\$ 3,833.33 21
2019	\$63,000.00	\$ 5,250.00 30
2018	\$ 67,130.00	\$ 5,594.17 35
2017	\$71,449.00	\$ 5,954.08 36
2016	\$54,343.00	\$ 4,528.58 29
2015	\$66,129.00	\$ 5,510.75 34
2014	\$62,796.00	\$ 5,233.00 34
2013	\$67,721.00	\$ 5,643.42 38
2012	\$37,505.00	\$ 3,125.42 21