FAQs

REAL ESTATE OPPORTUNITIES

What types of real estate opportunities are available?

Since acquiring the original Main House property in 1976, the Beall Family (or entities they control) have slowly created private home sites at Blackberry Farm. Most home sites now have homes built upon them; yet private resale home sites become available from time to time. Homes occasionally also become available. Aside from the private properties, the resort’s 4200 contiguous acres are otherwise in permanent conservation or dedicated resort use.

What are the various components of the Blackberry Community?

The “Blackberry Community” refers to Blackberry Farm resort (public), and 67 private properties in 5 neighborhoods: Original Homes at Blackberry (10 lots/homes), Blair Branch homes (8 lots/homes), Singing Brook homes (16 lots/homes), Blackberry Mountain Houses (16 lots/homes) and Blackberry Farmside (17 private lots/homes).

Is there a timeline required to start building on home sites?

No. Private Owners may initiate the building process at their discretion upon obtaining the required, standard ARC approvals.

Can I rent my property?

In most cases, no. Only a few private properties are candidates to participate in the resort rental program based upon immediate proximity to amenities.

Will the mountain and meadow views be protected in the future?

Yes. The owners of Blackberry Farm have been acquiring land surrounding Blackberry Farm for 40 years, with extensive use of conservation easements to protect in perpetuity the views from the resort and homes within the Blackberry community.
Are more private neighborhoods planned at Blackberry Farm?

All remaining land “inside the white fences” of the main resort is either planned for resort use or in permanent conservation easement. The owners of Blackberry Farm also control tracts totaling approximately ~6,275 acres in Blount County that are not contiguous to the central resort. Future plans for this property may include a private ownership and/or resort component; however, most of these lands have already been preserved in permanent conservation to protect the views from Blackberry Farm.

What is the property’s history before the Beall family?
The ancient hillsides of the Blackberry Farm property have seen the footprints of Spanish explorers, Native Americans, family farmers and distinguished guests for centuries. Its rich history blends tales of local Webb, Amerine and Jarvis families, and the infamous Hawkins Line which divided the Cherokee Nation and the early United States and passes through the lower portion of the property.

FINANCIAL
What are the fees and costs of ownership, and what do they cover?
Private Owners in Blackberry Farmside will pay two types of dues/fees in 2016:

1. Owners Association Fees
   a. Fees vary based upon the neighborhood but are generally $2500-$3000 annually. Covers maintenance of entry landscape and roads, insurance and property tax on the common elements, legal and accounting fees, certain community utilities and a replacement reserve.

2. Blackberry Farm Club Membership Costs
   a. Initiation fee
      i. Required with property purchase

   b. Annual dues
      i. $11,500 per year
      ii. Provide access to all amenities at Blackberry Farm resort and all benefits and privileges of membership (detailed further below)

What are the approximate closing costs?
Closing costs vary based upon the property purchase price. Costs include transfer taxes (0.37% of purchase price), title insurance premiums, closing attorney’s fees and the one-time Owners Association Capitalization Fee ($1,000). In addition, such items as club dues and property taxes will be prorated based upon the date of closing. These estimated closing costs do not include any costs associated with using borrowed money to finance the acquisition, and those costs could vary depending upon the fees charged by the lender and by the amount of monies borrowed.

What are the property taxes?
In 2016 Blount County real property tax was assessed at 0.525% of the property value as per the Blount County property assessor’s appraisal. Blount County typically reassesses property every five years, upon resale, or after home completion.

LEGAL
What is the legal form of ownership of the real estate?
Since 2010 all neighborhoods at Blackberry Farm have been set up in a condominium format of ownership. The primary reasons for the condominium format are twofold. First, it enables a more sensitive approach to land disturbance and intimate road lanes in keeping with the subtle character of Blackberry Farm. Blount County subdivision code would have required more grading and tree removal to accommodate wider roads.
Second, subdivisions require access from a public road. Blackberry wishes to keep Joe Pye Lane a private road.

In this format, Private Owners own the “air rights” above the home site and exclusive use of designated grounds surrounding their home, as well as the home itself. Each home site is a unit in the condominium. Each unit/home site is deeded property, and is financeable like other real property.

The roads and other small areas of the condominium land such as the entrance are “common elements” that will initially be maintained by Blackberry Farm for the Owners Association. Association control is be turned over to Private Owners via an elected Board of Directors after the Period of Declarant Control ends.

**AMENITIES**

**To what services and amenities will Private Owners have access?**

Private Owners will be able to enjoy, as part of their Blackberry Farm Club membership, all of the amenities at Blackberry Farm, including dining, the Well House spa, private fishing, horseback riding, guided or solo hikes, sporting clays and more. In addition, Private Owners will enjoy a dedicated concierge, who can provision their homes and coordinate dining and activities for Private Owners and their guests. Separately from the club membership, Private Owners’ homes can be fully managed by Blackberry Farm, which will provide housekeeping and property maintenance services. In addition, Private Owners can lease a golf cart once their home is completed. The cart will be serviced by Blackberry Farm.

**Will Private Owners enjoy special benefits at Blackberry Farm?**

Yes, as members of the Blackberry Farm Club, Private Owners are afforded special owner-only benefits, including:

**Special Guest Room Rates** – For guests and family who stay at Blackberry Farm, Owners receive a “Private Owners Rate” of 10-20% off standard rates depending upon the season.

**Discounted Rates & Priority Access** – A 20% discount applies to services such as the Spa, wellness center and outdoor activities. The Club Concierge will be available to schedule in advance all activities so that Private Owners are given preferential access to the Farm’s many amenities.

**Special Event Access** – Preferential access also extends to special weekend events at Blackberry Farm, which are often sold out far in advance. Places may be set aside for Private Owners, with advance notice and special rates. Private Owners can always join special events at the last minute assuming availability.

**Concierge Service** – A concierge service helps guide owners on how to enjoy the benefits and special privileges available to Private Owners. The concierge service can also coordinate pre-arrival home preparations, activities, dining before and visits.

**Home Provisioning** – In advance of returning home to the Farm, Owners can have their homes and kitchens stocked by our staff via a shopping list they provide.

**Stocked Kitchens From the Farm** – Owners can also have their kitchens stocked with Blackberry Farm charcuterie, dairy products and other provisions from the Farm. Private Owners can even enjoy fresh produce from the garden, which will be maintained and harvested for the community of Owners by the Blackberry team.

**Private Owner Garden** – Grown by Blackberry’s master gardeners to your specifications (with full or partial Owner participation if desired), including full access to our rare varieties of heirloom fruit and vegetable seeds. Plan visits around harvest times for your garden, or have the harvest shipped to you elsewhere.

**Decorating for the Holidays** – Hosting friends and family at the Farm is designed to be effortless. Homes can be decorated by the Blackberry team.
for the holidays, and chefs from Blackberry’s kitchens can be booked to prepare dinners and give cooking instruction in Owners’ home kitchens.

Blackberry Care – The Blackberry team caters to Owners’ special interests: Private Owners who have horses and dogs, for example, can have them cared for by the Blackberry team, and hunters’ guns may be stored and cared for. Blackberry’s sommeliers will help Owners build their wine collections, which can be enjoyed either at home or over dinner in The Barn.

Annual Owners’ Event – An annual Owners’ Event on property, with exclusive vintners, chefs, musicians or cultural authorities with incredible food, wine and fellowship, is planned.

Owners’ Reserve – ‘Reserve’ products such as the first fruits of Blackberry’s own farm product efforts and Reserve jams, honey and cheeses produced in exclusively small batches, will be available to Private Owners upon advance order.

Dining Concierge Services – Access doesn’t stop with Blackberry Farm. When away from home, the concierge service can recommend restaurants and wineries among Blackberry Farm’s far-reaching relationships with chefs, restaurateurs and vintners at many of the world’s finest restaurants, inns and wineries.

BLACKBERRY FARM CLUB

What is the Blackberry Farm Club?
The club is a non-equity club formed by Blackberry Farm, LLC to allow members who own property within the Blackberry community access to all Blackberry Farm amenities. All Private Owners are required to be club members.

What facilities does the club offer?
All facilities available to resort guests are also available to club members, including facilities for dining, spa services, horseback riding, fly fishing, hiking, sporting clays, gardens, cooking and wine schools, Camp Blackberry for children, babysitting services, swimming, tennis, biking – within numerous improved structures and thousands of acres of preserved land.

Who owns the club facilities?
The club facilities are owned and operated by Blackberry Farm LLC, which owns the hotel and various affiliated companies.

Will my family members be welcomed in the club?
Yes, use of Blackberry Farm and the club by members’ families is encouraged per the terms of the Club Membership plan. Upon joining, members provide a list of family members whom they desire to be allowed to use Blackberry Farm facilities via their club account.

Will there be any restrictions on access to amenities for children?
Children are welcome to participate in most activities, subject to safety requirements. Children all ages may dine in The Dogwood dining room for all meals. Children ages 12 and up may dine in The Barn dining room any time of the year. Alternate dining arrangements may be made for children through the Club Concierge if desired.

What special programs are planned for children of residents?
During the summer months and on major holidays, Blackberry Farm offers Camp Blackberry for children ages 4-10 with structured activities and meals for the children. Older children may participate in Blackberry Farm’s family adventure series program, which offers a range of outdoor adventure activities, crafts, culinary and farm-related programs. These activities are custom-built for each family’s interests and are available year round.

Can my guests use resort amenities when I am not in residence?
After a Private Owner’s home is completed, family members and Sponsored Guests staying overnight with the Private Owner will be allowed to access the
facilities at Blackberry Farm while the Private Owner is in residence. In addition, each Private Owner will be allowed 14 additional days per year to allow Sponsored Guests to use the Blackberry Farm facilities when they are not in residence. Beyond those 14 days, a Private Owner may be charged a daily membership fee of $500 if their guests wish to access Blackberry Farm amenities.

Are there any other types of membership available in the club?

Yes. The Legacy Membership program enables a Private Owner’s adult children (ages 23 to 35) the same access and privileges as regular club members even when the parents are not in residence by paying 50% of annual dues.

What happens to the initiation fee upon resale of my home?

Upon resale of property, a membership in the Blackberry Farm Club must be reissued to the new owner (unless the new owner is already a member). Upon receipt of a new initiation fee from a new owner, Blackberry Farm, LLC will return 80% of the original initiation fee to the original owner.

Who is eligible to apply for membership in the club?

Membership in the Blackberry Farm Club is by invitation to all existing and future owners of property within the Blackberry community, subject to acceptance by the Membership Committee. Memberships are not available for non-property owners.

Can members be assessed to cover any operating deficits or capital improvements? How will they be assessed?

Club members are responsible for annual dues only. Annual dues will be reviewed yearly to ensure the dues cover the cost of concierge, owner and owners’ guest services and select amenities, and may be increased by Blackberry Farm, LLC as necessary. Members will not be assessed additional annual fees relating to the club, except for dining and activity fees.

How will the club keep Private Owners informed?

Blackberry Farm, LLC will contact club members regularly via email, website and printed updates to ensure they are fully apprised of events and developments at Blackberry Farm.

CONSTRUCTION

What is the recommended process to build?

Because our private owners hail from many states we have assembled an experienced, proven Design Build Team to make it easy to build from afar. Our Design Build Team consists of Hickory Construction and Johnson & Galyon (builders), Blackberry Farm Design (interior design) and one of the 3 Architects that have performed projects at Blackberry Farm to date. The Design Build Team is responsible for most homes that have been built at Blackberry since 2009. BDC will help future owners determine the best way to proceed (utilizing The Design Build Team if desired) based upon factors such as timing, budget and individual Private Owners’ needs and preferences.

Do I have to use the Design Build Team?

No. Owners may utilize their own builder and architect subject to BDC approval. Owners do not need BDC approval to utilize their own interior designer.

How long does it take to build a home?

BDC-designed homes have been constructed and fully furnished in as little as 9 months after ground breaking. Custom designs and larger homes will take longer, typically 12 months.

What does it cost to build a home?

Cost to build is historically $350-$500 per gross square foot including hardscape and landscaping, but not including furnishings or architect fee (typically 12%). Interior design and furnishing budgets can be tailored to each owners needs using Blackberry Farm Design, or owners may utilize an external interior designer if preferred.
Are there already BDC-endorsed conceptual home plans?

Yes, and Owners have the ability to customize our conceptual plans in several ways, such as adding a basement (site permitting), wine cellar, substituting a closet for a powder room.

Can I build any home plan I choose on any lot?

Each home must be designed in a manner most suited to the topography of the home site, and with respect to other owners in the neighborhood. Certain plans may work better for specific lots. BDC can advise prospective owners on such home planning matters with the assistance of the Design Build Team (or your selected vendors) if desired.

Who has final authority over what a Private Owner can build?

All home design and building process approval rests with the Architectural Review Committee ("ARC") of BDC, which consists of Kreis Beall, Tyler Congleton, Chuck Alexander, Matt Smith, Matt Wilcoxen, Michelle Berryman, an ARC Administrator, and their consultants. The ARC utilizes the systematic review and approval process outlined in the Design Guidelines that are provided as an Exhibit in our Purchase Agreements. The Design Guidelines are similar to those at many other high-end resort communities. Decisions are made based upon what is in the best interests of the owners, the neighborhood and the Blackberry Farm community.

Can I design my own home?

Yes. All home designs, including custom homes, must conform to the BDC Design Guidelines and be approved by the Architectural Review Committee.

Who leads Blackberry Farm Design and what is their experience?

Blackberry Farm Design is led by Kreis Beall, co-Founder of Blackberry Farm resort. Kreis' staff of 5 designers is responsible for Blackberry's famous high country style that is prevalent throughout the property today, including most private homes at Blackberry Farm. Nevertheless, Private Owners may select their own interior designer if preferred.

Will the homes be constructed according to environmentally sensitive (green) standards?

BDC is committed to green building practices that minimize water and energy consumption, reduce operating costs to homeowners and utilize indigenous materials and plantings. As examples, maximum efficiency heating, ventilation and air conditioning systems may be installed, low flow plumbing fixtures and tankless water heaters may be utilized, and within each of the homes the attic and crawl spaces may be encapsulated. These and other energy-saving steps will substantially reduce both energy consumption and monthly operating costs to homeowners.

On the exteriors of the homes, native Tennessee stone and indigenous plants may be used to ensure harmonious integration of the homes into the setting. Soaker irrigation systems (sourced from an on-site well) and rain sensors can be incorporated into the landscaping to reduce water consumption.

Can I alter my home after I purchase?

Yes, however, all changes affecting the exterior of the homes will require prior approval by the Architectural Review Committee.

Are there any restrictions that could affect my ability to sell my home in the future?

The only restriction on your ability to resell your home site or home in the future is that Blackberry Farm LLC, or its assigns will have a right of first refusal to acquire your home site or home at your asking price.
Blackberry Farm has been in operation since 1976 under the guidance and 100% governing control of the Beall family. Over time, the Bealls have invited several friends to join them in owning minority, non-controlling financial interests in the resort.

**What is the difference between Blackberry Farm and Blackberry Development Company?**

Blackberry Farm refers to the existing resort, which is owned by Blackberry Farm LLC. Blackberry Development Company (“BDC”) is a separate Tennessee corporation which has developed private neighborhoods at the resort. Blackberry Farm LLC also owns and operates the Blackberry Farm Club, the private club which operates many of the activities at Blackberry Farm, and in which membership is required for all Private Owners.

**Who is serving as Broker on the sale of the properties?**

Blackberry Farm Real Estate, LLC (“BFRE”) is the TN licensed brokerage firm representing owners in the sale of the properties. BFRE’s office is located on-site at Blackberry Farm in Suite 101 of Chestnut Cottage. Tyler Congleton is Principal Broker of BFRE.

**PERSONAL LIFESTYLE**

**What modes of transportation are available to and from Knoxville Airport?**

The Club concierge can arrange transportation via private car or taxi from the Knoxville airport (TYS) and adjacent private terminal operated by TAC Air. A fee will apply for this transportation. The airport is 20 minutes from Blackberry Farm.

**What type of medical care is available nearby?**

Blount County’s full-service hospital, Blount Memorial, is only a 15-minute drive from Blackberry Farm and the University of Tennessee Medical Center is a 40-minute drive.

**Are there grocery stores and markets nearby?**

Maryville offers major grocery stores as well as The Market, which is a quaint locally owned market with local produce and fresh meats and seafood. In addition, the Blackberry Farm Club Concierge can arrange for a home’s kitchen fully to be fully stocked upon request.

**What regional activities are easily accessible from Blackberry Farm?**

East Tennessee provides some of the most inspiring outdoor adventures in America. With the Great Smoky Mountains National Park as Blackberry Farm’s contiguous neighbor, Private Owners can experience mountain stream fly-fishing, hiking, biking, picnicking, wildlife watching, kayaking and rock climbing. Seven lakes in the area bring abundant boating and other recreational opportunities.

During the summer, the Parkway Drive-In Theater on Highway 321, one of the last remaining drive-in theaters in America, shows feature films on Friday and Saturday. Bluegrass music is featured in nearby Townsend on select weekends.

Knoxville is a 35-40 minute drive, and home to The University of Tennessee with its legendary college sports environment, historic Tennessee Theatre which draws top-tier performers on a regular basis, an opera, a symphony and a wide variety of shopping (two super regional malls), dining and entertainment for those in need of a “town fix”.

**What level of security is in place for the homes?**

Gated access to Blackberry Farm-side will be controlled a code and speaker box. Blackberry Farm’s night auditors regularly patrol the grounds after hours. Fire and theft alarms may be installed in each home with 24-hour monitoring. The costs associated with this protection will be paid by the Private Owner. Director of Security Jon Shipley is available to answer more specific security questions.

**Does the property have back up power?**

Private Owners will have the option of installing backup power for their home.
**PROPERTY MANAGEMENT AND RENTAL**

**Who will manage my home?**

Private Owners will have the option of managing their home, or the home may be fully managed by Blackberry Farm. Property Management Agreements are customized to each owner’s needs, and typically run $12,000-$20,000 per year. A typical agreement specifying services and charges is available for review.

**What is included in the property management services?**

Property management services can include weekly and monthly housecleaning, including laundering of linen, light bulb replacement, preventive maintenance on HVAC and refrigeration equipment, filters, pest control, chimney inspection and cleaning, wood supply, window and gutter cleaning, garbage removal, carpet/drapery cleaning, pre-visit inspection and home provisioning services.

**Is daily housekeeping service available to Private Owners?**

Yes, daily housekeeping services are available, and charged at a daily rate.

**Is Silver Tray service available to Private Owners?**

Yes, Silver Tray service (in-home dining) is available to the private homes. Private chef Services are also available.

**PURCHASE PROCEDURE**

**What is the process for acquiring property?**

Those interested in Private Ownership are invited to make us aware of their specific type of property interest and provide contact information so we may add them to our notification list.

**How negotiable are list prices?**

BFRE encourages owners reselling property to adopt a fixed, non-negotiable list price. We believe that because property at Blackberry Farm is so scarce and unique, price negotiation would only add an unnecessary source of stress for all involved. We fully recognize that this practice is unique, like many aspects of ownership at Blackberry Farm.

**Can I use my own real estate broker, agent or advisor?**

A buyer may retain their own real estate broker, agent or advisor; however, a separate buyer-side agreement solely between the buyer and that party would be required to determine compensation for any services provided. BFRE does not offer co-brokerage, fee splitting or similar compensation to third party brokers, agents or advisors on the sale of BFRE-listed properties.

**Who will hold my funds in escrow?**

The deposit will be held in escrow by Long, Ragsdale & Waters, P.C., the law firm that will handle closings, to ensure a timely closing process.

**When I decide to purchase, do I need to be personally present to close on the purchase?**

A mail closing is possible in most cases; however, the purchaser may certainly use the closing as a wonderful excuse to visit Blackberry Farm.

**Is there a preferred lender?**

Owners may utilize an existing banking relationship if desired. However, our preferred lender is Pinnacle Bank, a regional lender with a long track record of successful closings at Blackberry Farm and satisfied clients who are current private owners. Those interested in financing terms are invited to contact:

David R. Dooley  
Senior Vice President  
Pinnacle Bank  
1111 N Northshore Drive  
Suite South-800  
Knoxville, TN. 37919  
Office 865-766-3042  
Mobile 865-318-9644  
Email david.dooley@PNFP.com
LEGAL NOTICE

The above list of frequently asked questions and answers relates to the current facts, circumstances and agreements for property at Blackberry Farm, but the answers are subject to change in the discretion of Blackberry Development Company and/or Blackberry Farm, LLC. Accordingly, a prospective Private Owner should review the purchase agreement including all exhibits, and all other documents referenced above and otherwise pertaining to the ownership of a home site or home and membership in Blackberry Farm Club. Any inconsistency between the terms of these frequently asked questions and answers and such legal documents shall be resolved in favor of the terms and provisions of the legal documents.

Each prospective Private Owner should consult his or her advisors, including attorneys, with respect to the legal consequences of all legal documents that he or she is asked to sign in advance of signing any legal documents. The procedures described herein are subject to change based on applicable laws, including applicable laws of the state where a prospective buyer lives.

This material is not intended to be an offering in any jurisdiction. This is neither an offer to sell, nor a solicitation of an offer to purchase. No governmental agency has judged the merits or value, if any, of the property described. Development plans, Blackberry Farm Club policies, property pricing and terms of sale are subject to change without notice.

Sales are managed by Blackberry Farm Real Estate, LLC, Tyler Congleton, Principal Broker (865-273-8592).