

FREQUENTLY ASKED QUESTIONS



RESORT & AMENITIES

DOES BLACKBERRY MOUNTAIN HAVE A LUXURY RESORT GUEST COMPONENT LIKE BLACKBERRY FARM?

Yes. 23 luxury one-bedroom Stone Cottages adjacent the Lodge, 6 mountaintop Watchman Cabins for overnight rental currently exist. In 2021, the resort added 14 additional one-bedroom Treehouses adjacent the Lodge for a total of 43 guest rooms. In addition, up to 17 homes will also be available for guest rental, with 10 rental homes already available. Resort lodging may also expand in the future on designated/reserved areas of the property.

WHAT AMENITIES AT BLACKBERRY MOUNTAIN CAN CLUB MEMBERS ACCESS?

All resort amenities are available for Club Members access, and include:

- The Firetower – A “hike-in” restaurant built around an historic fire tower at the peak of the mountain, with dining and cocktails and unrivaled 360 degree views. In the evening, The Firetower offers an upscale three-course dining experience. The Library adjacent to the Firetower is a common area to enjoy beverages and books next to the fire.
- The Lodge - A ~21,525 sq. ft. facility located at Mid-Mountain home to:
 - Three Sisters, our Blackberry signature fine dining restaurant
 - The Sycamore, an optional space for Private Dining of groups up to 40 people (please confirm #)
 - The Whippoorwill, a separate bar with seating area
 - Large wine and spirit tasting cellar with private tasting rooms
 - Private dining room with seating up to 14
 - Nest, a full service spa and wellness center on the lower level
 - Outdoor spaces including infinity pool with patio terrace and soaking spa.
- The Hub - A 14,892 sq. ft. facility with fitness facilities & yoga studio, Camp Blackberry kids headquarters, outdoor experience shop, crafts center, art studio, indoor basketball court & climbing wall at Mid-Mountain.
- The Valley – Amenitized 2-acre pond with beach, boardwalk, slides, a separate family swimming pool, tennis & pickleball courts. The Valley Outpost was recently completed and is the starting point for mountain biking and off property canoeing, kayaking and paddle boarding.
- Resort Guest Rooms - 23 Stone Cottages, 6 Watchman Cabins, 14 Tree Houses
- Homes on Resort Rental Program – 10 private homes with full access to amenities, same as any resort guest room.
- Goat Hill - Scenic Overlook for picnics, small events, and star gazing.
- 20+ miles of improved hiking trails with destination points, picnic tables and scenic viewpoints.
- 3,273 acres of permanently preserved wilderness.
- Mountain biking on both gravel roads and single-track trails.
- Private fishing, canoeing, kayaking and tubing access to Little River.
- Nature based art installations located throughout the property, including on trails and “hidden” locations to be discovered
- Access to the following Blackberry Farm facilities and programs (by advanced reservation and subject to availability): The Barn Restaurant for dinner, The Dogwood Restaurant for dinner, and The Main House for lunch, equestrian facility, designated section of Hesse Creek for fishing.
- Designated adventure and activities programming by Blackberry Farm resort (except The Wellhouse Spa), by advanced reservation and subject to availability, including: Guided shooting, watersports on Mastercraft ski boat, road cycling, , canoeing/kayaking/paddleboarding, and paintball
- Home, landscape, grounds, housekeeping, laundry and pool-management contract services.
- Children sitting services.

REAL ESTATE OPPORTUNITIES

HOW MANY HOMES WILL THERE BE AT BLACKBERRY MOUNTAIN?

95 lots have been created at Blackberry Mountain, and there are no current plans to add more. For sake of comparison, 78 total lots exist at Blackberry Farm.

WILL THE VIEWS BE PROTECTED IN THE FUTURE?

The owners of Blackberry Mountain have been acquiring land surrounding Blackberry Farm and Blackberry Mountain for 40+ years, with extensive use of conservation easements to protect views in perpetuity. In fact, Blackberry Mountain was originally acquired to protect the view from Blackberry Farm. Although we don't control a// lands in the vast panoramic viewshed of Blackberry Mountain, the owners have a long history of acquiring lands that may provide a threat to the resort community viewshed.

WHAT TYPES OF REAL ESTATE OPPORTUNITIES ARE AVAILABLE?

Several neighborhoods exist at Blackberry Mountain. The neighborhoods include:

AZALEA GAP – 23 higher density lots (~0.25-0.8 acres) walking distance to the Lodge and Hub amenities, where owners can build one of our floor plans or a custom home of up to 3,500 gross SF (maximum under roof sf, including porches). Lots C1-C9 are eligible for rental program, others are not.

MID-MOUNTAIN – 28 mid-sized, medium density lots (~1.0 - 3.5 acres) located in the vicinity of The Lodge and Hub facilities. The first two rows of lots above the Lodge (Lots 4-11 only) are eligible for 3-5 bedroom homes on the rental program. The remaining lots may contain up to 5-bedroom homes based upon the individual lot characteristics.

LAVERACK RIDGE – 13 mid-sized, medium density lots (~1.0 - 3.5 acres) located uphill of The Lodge and Hub facilities with enhanced privacy and nice views. Not eligible for rental program.

MOUNTAIN HOMESTEADS – 31 low-density lots, sized ~4 to 40 acres each, located in higher elevations. Opportunity for a guest house. Larger lot sizes with more privacy typically enables more view clearing and more flexible architectural guidelines, from traditional mountain to contemporary architecture, subject to ARC approval. Not eligible for rental program.

CAN I RENT MY PROPERTY?

Only Lots C1-C9 in Azalea Gap and 4-11 in the Mid-Mountain homes are candidates to participate in the resort rental program. Rental option must be verified prior to purchase and should never be assumed.

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 ARC approvals.

IF I'M CONSIDERING BOTH BLACKBERRY FARM AND BLACKBERRY MOUNTAIN, ARE MORE PRIVATE NEIGHBORHOODS PLANNED AT BLACKBERRY FARM?

No. All remaining land "inside the white fences" at Blackberry Farm that is not privately owned is either dedicated to resort use or placed in permanent conservation easement. Since all original lots have been sold at both the Farm and the Mountain, any future opportunities at either property would be resales by existing private owners through the Blackberry Farm Real Estate brokerage. Owners are not legally required to resell via our brokerage, but to date all have chosen to do so.

FINANCIAL

WHAT ARE THE FEES AND COSTS OF OWNERSHIP, AND WHAT DO THEY COVER?

Private Owners in Blackberry Mountain will pay two types of dues/fees:

1. **OWNERS ASSOCIATION FEES**
COA fees in 2023 range from \$1,682 to \$3,549. COA fees cover 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. **CLUB MEMBERSHIP COSTS**
 - a. **Initiation fee**
 - i. Required with property purchase
 - ii. \$100,000 one-time fee
 - iii. 100% refundable less a \$20,000 administration fee
 - b. **Club Dues**
 - i. \$12,500 per year in 2023
 - ii. Provides access to all amenities at Blackberry Mountain resort and all benefits and privileges of membership (detailed further below)

WHAT ARE THE APPROXIMATE CLOSING COSTS?

Closing costs of approximately \$5,500-\$25,000 are typical depending upon property price (there is a wide range in pricing). These costs includes Blount County transfer taxes (0.37% of purchase historically), 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 financing costs.

WHAT ARE THE PROPERTY TAXES?

In 2023 Blount County real property tax is assessed at 0.6175% of the property value as per the Blount County property assessor's appraisal. Blount County typically reassesses property every four years (next reassessment will be in 2027), upon resale, or after home completion/renovation.

COMMUNITY STRUCTURE & GOVERNANCE

WHAT IS THE LEGAL FORM OF OWNERSHIP OF THE REAL ESTATE?

Like most neighborhoods at Blackberry Farm, Blackberry Mountain property will be owned in condominium format. 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 the property's vision. Blount County subdivision road regulations would have required more grading and tree removal to accommodate wider roads. Second, subdivisions require access from a public road. The owners prefer private road access.

In this format, Private Owners own the "air rights" above the home site and exclusive use of grounds within their lot, as well the home itself. Each home site (lot) is a unit in the condominium. Each unit/home site is deeded property, and is financeable like other real property. Each unit will have surveyed corner markings so owners know exactly where their property begins/ends.

WHO OWNS, CONTROLS AND MAINTAINS THE ROADS AND INFRASTRUCTURE?

Main access roads and other central areas of the community such as entrances, Three Sisters Road, community well sites and the resort buildings are deeded in a commercial condominium controlled by Blackberry Mountain Club, LLC (an entity owned by Blackberry Farm, LLC). Private owners have deeded access to such main roads and infrastructure to access and service their unit by permanent easement. The community infrastructure has been completed, and all unit owners (including resort operator) will share in the cost of maintenance of main roads and infrastructure.

Separately, the residential condominium (“Blackberry Mountain Residential Condominium Owners Association, Inc.”) owns/controls all residential streets and infrastructure as Common Elements of the condominium. Each street is a separate Limited Common Element of the Association, pays for the costs of maintaining roads and infrastructure on that street, and has a separate replacement reserve account. Association control has been turned over to Private Owners via an elected Board of Directors.

BLACKBERRY FARM RESORT CROSS ACCESS

TO WHICH BLACKBERRY FARM RESORT FACILITIES WILL BLACKBERRY MOUNTAIN OWNERS NOT HAVE FULL ACCESS PRIVILEGES?

Blackberry Mountain owners will not have access to the grounds or facilities at Blackberry Farm resort except by reservation for a guided activity, special event, concert or meal at The Barn, Dogwood, Main House or Bramble Hall only based upon availability. Blackberry Mountain owners will not have access at Blackberry Farm’s Wellhouse Spa or Camp Blackberry facilities located at Blackberry Farm, because such facilities exist on site at Blackberry Mountain.

TO WHICH BLACKBERRY MOUNTAIN FACILITIES WILL BLACKBERRY FARM CLUB OWNERS NOT HAVE FULL ACCESS PRIVILEGES?

Blackberry Farm owners will not have access to the grounds or facilities at Blackberry Mountain except by reservation for a guided activity, special event, or meal (by reservation and subject to availability).

WILL PRIVATE OWNERS ENJOY SPECIAL BENEFITS AT BLACKBERRY MOUNTAIN?

Yes, Blackberry Mountain Club members (owners) are afforded special member-only benefits. Club pricing applies to the club of which you are a member. These benefits on Blackberry Mountain include:

SPECIAL GUEST ROOM RATES – Owners will receive a discount up to 10% -20% on room rates. If Owners are traveling with guests and assuming charges, the discounted rate can be applied to their guests’ accommodations.

DISCOUNTED RATES & PRIORITY ACCESS – A 20% discount applies to all dining at Blackberry Mountain (not including alcohol or transportation), Club services such as the spa, and all on/off-site guided activities. The Club Concierge can schedule activities in advance so that Private Owners are given preferential access to amenities.

SPECIAL EVENT ACCESS – Access also extends to special events at Blackberry Farm, which are often sold out far in advance. Places may be set aside for Private Owners, with advance notice. Private Owners can join special events at the last-minute if availability exists (depending upon the nature of the event).

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 and dining prior to visits.

HOME PROVISIONING – In advance of returning home to the Mountain, Owners can have their homes and kitchens stocked by our staff via Kroger Clicklist with advanced notice.

STOCKED KITCHENS FROM THE FARM – Owners can also have their kitchens stocked with Blackberry Farm charcuterie, dairy products and other provisions from the Farm, based upon availability.

DECORATING FOR THE HOLIDAYS – Hosting friends and family is designed to be effortless. Homes can be decorated by the Blackberry team for the holidays, and chefs from Blackberry’s kitchens can curate specially crafted family style menus to be delivered for holiday meals.

BLACKBERRY CARE – The Blackberry team caters to Owners’ special interests. Private Owners bicycles may be serviced by our Blackberry Cycling 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 Three Sisters or the Firetower.

ANNUAL OWNERS’ EVENT – An annual Owners’ Event on property, with varied offerings.

THE BLACKBERRY MOUNTAIN CLUB

WHAT IS THE BLACKBERRY MOUNTAIN CLUB?

The club is a non-equity club formed and operated by Blackberry Farm, LLC to allow members who own property within the Blackberry Mountain community access to all on-site Blackberry Mountain amenities described above. All Private Owners are required to be club members.

WHO OWNS THE CLUB FACILITIES?

The club facilities are owned and operated by Blackberry Mountain Club, LLC, which is a subsidiary of Blackberry Farm, LLC.

ARE MY FAMILY MEMBERS WELCOMED IN THE CLUB?

Yes, Blackberry Mountain membership is “fully vertical” meaning all children, grandchildren, parents and grandparents of members have full Club privileges and access the same as a member (if desired/designated by the member). Use of Blackberry Mountain 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 Mountain amenities via their club account.

ARE THERE ANY RESTRICTIONS ON ACCESS TO AMENITIES FOR CHILDREN?

Children are welcome to participate in most activities, subject to safety requirements. Children of all ages may dine in any Blackberry Mountain restaurant for all meals with a special dinner hour of 5:30-6:30pm for young children dining. 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, Camp Blackberry Mountain offers structured activities and meals for the children of all ages. Family Adventure activities can be custom-built for each family’s interests, and are available year round as well.

CAN MY GUESTS USE RESORT AMENITIES WHEN I AM NOT IN RESIDENCE?

Vertical family members have the same access to amenities as the member. Otherwise, Accompanied Guests staying overnight with the Private Owner will be allowed to access the facilities at Blackberry Mountain 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 amenities (at regular non-discounted pricing where applicable) when they are not in residence. Beyond those 14 days, Sponsored Guests staying in a Private Owner home may be charged a daily membership fee of \$500 if their guests wish to access the amenities.

ARE THERE ANY OTHER TYPES OF MEMBERSHIP AVAILABLE IN THE CLUB?

The Club may (or may not) choose to extend Honorary Memberships on a very limited basis in its discretion.

WHAT HAPPENS TO THE INITIATION FEE UPON RESALE OF MY HOME?

Upon resale of property, 100% of the original initiation fee is returned to the original owner less a \$20,000 administration fee.

WHO IS ELIGIBLE TO APPLY FOR MEMBERSHIP IN THE CLUB?

Membership in the Blackberry Mountain Club is by invitation to all owners of property within the Blackberry Mountain community, subject to acceptance by the Membership Committee. Memberships are only available for property owners.

WHAT IS THE MEMBERSHIP APPLICATION PROCESS?

The Club membership application must be completed and submitted with real estate purchase contracts. Such contracts are all contingent upon approval of the Club membership application. The application will include information on the prospective members including family names and ages, occupation, references and a list of current and former social club memberships. The applicant and spouse will have an interview with one or more designees of the membership committee (typically member(s) of the Beall family).

IS MEMBERSHIP APPROVAL AUTOMATIC, I.E. A “FORMALITY”?

As is typical for private clubs, membership acceptance is discretionary, and approval cannot be assumed as automatic. Approval is at the sole discretion of the membership committee. The committee aims to ensure those buying property would be great neighbors in the community.

CAN CLUB MEMBERS BE ASSESSED TO COVER ANY OPERATING DEFICITS OR CAPITAL IMPROVEMENTS?

No, 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, community grounds maintenance and select amenities, and may be increased as necessary. Members will not be assessed additional annual fees relating to the Club, except for dining and activity fees.

HOW DOES THE CLUB KEEP PRIVATE OWNERS INFORMED?

The Club will contact Club members primarily via email and website updates to ensure they are fully apprised of events and developments at Blackberry Mountain.

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 multiple excellent builders and architects, and Blackberry Farm Design (interior design). Our Design Build Team is responsible for the majority of homes at Blackberry Farm and Mountain since 2009. Blackberry Development Company can help future owners determine the best way to proceed (utilizing our 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 Architectural Review Committee (ARC) approval. Owners do not need ARC approval to utilize their own interior designer. For homes in locations that qualify for the rental program, owners wishing to be on the rental program must utilize Blackberry Farm Design.

HOW LONG DOES IT TAKE TO BUILD A HOME?

Blackberry Development Company-designed home plans have been constructed and fully furnished in as little as 11-12 months after ground breaking. Custom designs and larger homes will take longer, typically 15-24 months depending upon the size and details.

WHAT DOES IT COST TO BUILD A HOME?

Typical building costs have recently been \$650-\$850 per gross square foot including hardscape and landscaping, but not including furnishings or architect fee (typically 6%-12%). Site features such as steeper slope or longer /steeper driveways, as well as owners' selections on materials and finish levels, and additions such as pools or elaborate hardscape will result in higher building costs. We recommend owners connect with our development team for the latest insights on building in advance of selecting an architect or builder. Interior design and furnishing budgets can be tailored to each owner's needs using Blackberry Farm Design, or owners may utilize an external interior designer if preferred.

ARE THERE ALREADY BLACKBERRY-ENDORSED CONCEPTUAL HOME PLANS?

Yes. Owners have the ability to customize our conceptual plans in several ways, such as adding a wine cellar, substituting a closet for a powder room, etc.

CAN I BUILD ANY HOME PLAN I CHOOSE ON ANY LOT?

No. 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. Blackberry Development Company 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 Blackberry Development Company, which consists of Kreis Beall (Blackberry Farm), Chuck Alexander (Retired co-founder of Hickory Construction), Tyler Congleton (Blackberry Development Company/ Blackberry Farm Real Estate), Matt

Wilcoxon (Blackberry Farm), Brad Lafoy (Blackberry Mountain), Jason Bell (Blackberry Design) and their consultants. The ARC utilizes the systematic review and approval process outlined in the Design Guidelines that are provided as an Exhibit to Purchase Agreements. The Design Guidelines are available for review, and are similar to those at other high-end resort communities. Decisions are made based upon what is in the best interests of the owners, the neighborhood and the Blackberry Mountain community.

CAN I DESIGN MY OWN HOME?

Yes, utilizing a licensed architect approved by the ARC. All home designs, including custom homes, must conform to the Design Guidelines and be approved by the Architectural Review Committee.

WILL THE HOMES BE CONSTRUCTED ACCORDING TO ENVIRONMENTALLY SENSITIVE (GREEN) STANDARDS?

Blackberry Development Company 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.

IF I PURCHASE AN EXISTING HOME, CAN I ALTER OR RENOVATE IT?

Yes, however, any 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 RESELL MY PROPERTY IN THE FUTURE?

Blackberry Mountain Club, LLC, or its assigns will have a right of first refusal to acquire your home site or home at your then market contract price (Blackberry entities do not set or dictate market pricing). The first right of refusal does not apply to interfamily transfers. The acquirer must also be approved for Club membership.

PROPERTY MANAGEMENT

WHO WILL MANAGE MY HOME?

Private Owners will have the option of managing their home, or the home may be partially or fully managed by Blackberry Mountain. Property Management Agreements are customized to home size and owner needs and typically run \$ 6,000-\$25,000 per year. A typical agreement specifying services and charges is available for review.

WHAT IS TYPICALLY INCLUDED IN 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, landscaping upkeep 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 IN-HOME DELIVERY FROM BLACKBERRY MOUNTAIN’S RESTAURANT MENUS AVAILABLE TO PRIVATE OWNERS?

Yes, in-home delivery of meals from restaurant menus is available to the private homes. Additionally, To-Go meals may be requested for pick up from The Lodge kitchen with advance notice.

SPONSORSHIP

WHY DID BLACKBERRY FARM CREATE BLACKBERRY MOUNTAIN?

The owners purchased the Blackberry Mountain property with the same mindset as their original purchase of Blackberry Farm in 1976, which is deeply rooted in a love of the highest quality hospitality and land stewardship. The Blackberry Mountain property lies central in the horizon of Blackberry Farm's famous viewshed. Most of the visible side of the Blackberry Mountain property is among 2,500 acres already placed in conservation to help protect Blackberry Farm's iconic Main House view forever.

Just as they did at Blackberry Farm, in creating Blackberry Mountain the Beall family responded to years of requests from guests and private owners for more ways to enjoy the Blackberry lifestyle. With future expansion of the Blackberry Farm resort limited by design, Blackberry Mountain is the natural nearby place for guests and owners to enjoy the Blackberry State of Mind in an unrivaled mountaintop setting.

WHO OWNS BLACKBERRY FARM AND BLACKBERRY MOUNTAIN?

Blackberry Farm has been in operation since 1976 under the guidance of the Beall family. Over time, the Beall's have invited a few friends to join them in owning minority, non-governing partnership interests.

WHO IS ACTUALLY LEADING/FUNDING THE BLACKBERRY MOUNTAIN EFFORTS, AND WHO WILL BE THE MAIN FINANCIAL BENEFICIARY?

The Beall family and senior management of Blackberry Farm and Blackberry Development Company have been carefully planning Blackberry Mountain since the property was purchased in 2007. All Blackberry Mountain related entities are funded/owned/controlled by Blackberry Farm, LLC. Blackberry Farm, LLC will be the primary beneficiary with significant resort operations on site at Blackberry Mountain, plus residual funds from real estate sales. As such, ownership has committed substantial brand, financial and corporate resources to ensure Blackberry Mountain is highly successful.

IS THE PARENT COMPANY BLACKBERRY FARM, LLC FINANCIALLY HEALTHY?

Yes, Blackberry Farm, LLC and has enjoyed healthy profitability in every year since 2010, has a very healthy balance sheet and substantial cash reserves.

WHAT IS BLACKBERRY DEVELOPMENT COMPANY?

Blackberry Development Company ("BDC") is a separate Tennessee corporation which has developed private neighborhoods at Blackberry Farm and Blackberry Mountain since 2010. BDC is managed by Tyler Congleton and controlled by the Beall family.

WHO IS SERVING AS BROKER ON THE SALE OF THE PROPERTIES?

Blackberry Farm Real Estate, LLC ("BFRE") is the TN licensed brokerage firm overseeing sales of property. Tyler Congleton is Principal Broker of BFRE. BFRE is a subsidiary of Blackberry Farm, LLC. Tyler can be reached at 865-300-1347 (cell).

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 Signature. A fee will apply for this transportation. Rental cars are also available. The airport is ~25 minutes from the Lodge at Blackberry Mountain.

WHAT CITIES HAVE DIRECT COMMERCIAL FLIGHTS FROM KNOXVILLE AIRPORT (AS OF JANUARY 2020)?

Atlanta | Delta
Charlotte | American
Chicago - O'Hare | American, United
Dallas - Fort Worth | American
Denver | Frontier, United, Allegiant
Destin/ Ft. Walton Beach | Allegiant
Detroit | Delta
Fort Lauderdale | Allegiant
Houston | United
Las Vegas | Allegiant
Miami International | American
Minneapolis - St. Paul | Delta
Myrtle Beach | Allegiant
Newark | Allegiant | United
New York - LaGuardia | American | Delta
Orlando International | Frontier
Orlando - Sanford | Allegiant
Philadelphia | American
Punta Gorda | Allegiant
Sarasota | Allegiant
St. Petersburg Tampa Bay | Allegiant
Washington D.C. - Dulles | United
Washington D.C. - National | American
West Palm Beach | Allegiant

WHAT TYPE OF MEDICAL CARE IS AVAILABLE NEARBY?

Blount County's full-service hospital, Blount Memorial, is approximately 15-20 minute drive from Blackberry Mountain, and University of Tennessee Medical Center and Parkwest Regional Hospital are both approximately 40-minute drive.

ARE THERE GROCERY STORES AND MARKETS NEARBY?

Maryville offers major grocery chain stores 15-20 minutes away. In addition, the Club Concierge can arrange for a home's kitchen to be fully stocked upon request via Kroger ClickList.

WHAT REGIONAL ACTIVITIES ARE EASILY ACCESSIBLE FROM BLACKBERRY MOUNTAIN?

East Tennessee provides some of the most inspiring outdoor adventures in America. With the Great Smoky Mountains National Park as Blackberry Mountain's 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.

Knoxville is a 35-40 minute drive, and home to The University of Tennessee with its legendary college sports environment, a thriving historic downtown area including Market Square and the historic Tennessee Theatre which draws national top-tier performers, an opera, a symphony and a wide variety of shopping (a super regional mall), 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 Mountain will be controlled with code and speaker box. Security and night auditors regularly patrol the grounds. Fire and theft alarms may be installed in each home with 24-hour monitoring.

DOES THE PROPERTY HAVE BACK UP POWER?

Private Owners will have the option of installing backup power for their home. Resort facilities at the Lodge and Firetower have backup power via generator.

PURCHASE PROCEDURE

HOW DO I GET STARTED ON EVALUATING AVAILABLE PROPERTIES?

Those interested should schedule a site tour by contacting our in-house brokerage, Blackberry Farm Real Estate, LLC via email at tyler@blackberrymountain.com or phone (865-300-1347).

WHAT ARE THE TYPICAL CONTRACT REQUIREMENTS AND CONTINGENCIES?

Home sites may be reserved by executing a purchase agreement (contract) and submitting a 10% earnest money deposit to be held in escrow pending satisfaction of the contract contingencies.

WHAT ARE THE STANDARD CONTRACT CONTINGENCIES?

As a condition of closing, the contract will require the Seller to provide evidence of marketable title via a title insurance policy commitment from a reputable title company. Prospective purchasers must also apply via the Club Membership Application & Profile and be approved in writing for membership in the Blackberry Mountain Club in advance of closing. As is typical for private clubs, membership acceptance is discretionary per the club membership plan, and approval cannot be assumed as automatic. A 10% earnest money deposit is usually required for resale contracts at Blackberry. Contracts are not usually contingent upon financing, although a buyer is welcome to use bank/mortgage financing to acquire a property.

HOW LONG AFTER CONTRACT EXECUTION IS CLOSING?

Closing is typically 30 days after the execution of a purchase contract, subject to any time requirements by a purchaser's lender if applicable.

DO I HAVE TO BE PRESENT FOR CLOSING OR CAN I CLOSE BY FEDEX?

A remote closing by FedExing closing documents is typically feasible regardless of state of residency.

CAN I PURCHASE A FINISHED HOME?

Finished homes become available from time to time. Those interested in a finished home only as opposed to a home site should make their preference known so they can be made aware when such opportunities arise.

HOW NEGOTIABLE ARE LIST PRICES?

Blackberry Farm Real Estate, LLC (both on behalf of Blackberry Development Company and private owners reselling property) has always recommended a fixed, non-negotiable list price. To date all transactions have occurred at the list price. We believe price negotiation would only add an unnecessary source of stress to the purchase process. We fully recognize that this non-negotiation listing process is unique, like many aspects of Blackberry property ownership.

CAN I USE MY OWN REAL ESTATE BROKER, AGENT OR ADVISOR?

Yes, however, a separate buyer-representation agreement between the buyer and that party would be required to determine compensation for any services provided. Blackberry Farm Real Estate, LLC does not participate in the MLS, and does not offer (and has never offered) fee splitting to third party brokers, agents or advisors.

DO I HAVE TO USE YOUR BROKERAGE UPON RESALE (BLACKBERRY FARM REAL ESTATE, LLC)?

There is no requirement to use our brokerage to resell a property. That said, no private owner has elected to use another brokerage. BFRE has direct/immediate access on-site to resort guests (a constant wellspring of new real estate prospects), Blackberry's large guest database, and over 10 years of experience overseeing all of the unique aspects of Blackberry properties and the ownership program.

WHO WILL HOLD MY EARNEST MONEY FUNDS IN ESCROW?

Long, Ragsdale & Waters, P.C., the Knoxville-based closing attorney firm via its affiliated title agency Appalachian Title Company holds deposits to ensure an efficient closing process.

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. Those interested in financing terms are invited to contact:

Michael Kohl, Pinnacle Bank
1111 N Northshore Drive, Suite S-800, Knoxville, TN 37919
(O) 865-766-3030 Email: Michael.Kohl@PNFP.COM

LEGAL NOTICES

The above list of frequently asked questions and answers relates to the current facts, circumstances and agreements for property at Blackberry Mountain, but the information is subject to change without notice in the sole 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 Mountain 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 Mountain Club policies, property and club membership pricing and terms of sale, building costs, timelines and conditions are subject to change without notice. It is disclosed that Tyler Congleton, Principal Broker, is an officer of and has a financial interest in the Blackberry Mountain Club, LLC.

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