

FREQUENTLY ASKED QUESTIONS

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 components of the Blackberry Farm Community?

The "Blackberry Farm 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).

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?

There are no current plans to expand private ownership at the Farm. All remaining land "inside the white fences" of the main resort is either planned for resort use or in permanent conservation easement.

What is Blackberry Mountain?

Blackberry Mountain is a separate 5,275-acre resort owned by Blackberry Farm, LLC located 15 minutes away. Blackberry Mountain owners have limited shared use rights with the Farm, such as access to offsite amenities (e.g. Equestrian and Shooting) and limited access to the dining facilities and Bramble Hall events subject to availability and advanced reservation. Like the Farm, Blackberry Mountain consists of resort guest accommodations and private residences.

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 will pay two types of dues/fees:

1. Owners Association Fees
 - a. Fees vary based upon the neighborhood but are typically \$2,500-\$2,900 annually. 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. Blackberry Farm Club Membership Costs (2025)
 - a. Initiation fee
 - i. Required with property purchase
 - ii. \$150,000 one-time fee
 - iii. 80% refundable (\$120,000) upon reissuance
 - b. Annual dues

- i. \$13,500 / year (\$12,500 dues, \$1,000 grounds fee)
- 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 and closing attorney's fees. 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 2024, Blount County real property tax is assessed at 0.3975% 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.

LEGAL

What is the legal form of ownership of the real estate?

Before 2010, a handful of private lots were created in small subdivisions subject to a master deed with a declaration of typical covenants and restrictions.

Since 2010, all neighborhoods at Blackberry Farm have been set up in a condominium format of ownership, which many know as a "horizontal property regime". 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 private roads where possible.

In this condominium 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 are maintained by Blackberry Farm for the Owners Association.

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, access to all the amenities at Blackberry Farm, including dining, the Wellhouse spa, private fishing, horseback riding, guided or solo hikes, sporting clays and more, at preferred pricing in most cases. In addition, Private Owners have a dedicated concierge team to assist with coordinating their stay. 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 purchase a golf cart once their home is completed. Golf carts are also available for purchase and can be managed by the Blackberry Farm team. More details are available in the Club Membership Plan.

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:

Concierge Service – The Private Owner Concierge team guides owners on how to enjoy the benefits and special privileges available to Private Owners. They coordinate pre-arrival home preparations, activity scheduling and dining reservations prior to your arrival.

Special Guest Room Rates – For guests and family who stay at Blackberry Farm, Owners receive a “Private Owners Rate” of 10-15% off standard rates depending upon the season.

Discounted Activities – Private Owners are encouraged to enjoy all the Farm has to offer. A discount ranging from 10-20% can apply to property activities that vary by season. The Concierge team can schedule activities for Private Owners in advance and advise of current pricing and available discounts.

Special Event Access – Preferential access also extends to special events at Blackberry Farm, which are often sold out far in advance. The Concierge team can make event reservations for Owners in advance. Last minute planning is subject to availability due to the sold-out nature of an event.

Amenities from the Farm – Owners can also have their kitchens stocked with Blackberry Farm charcuterie, dairy products and other provisions from the Farm.

Home Provisioning – Private Owners can have their homes and kitchens stocked by our team with advanced notice. We have partnered with the local Kroger and use “ClickList” to manage all orders. Owners can also have their kitchens stocked with Blackberry Farm sheep’s milk cheese, items from our Larder and other provisions from the Farm and retail stores.

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. A variety of options are available

Blackberry Care – The Blackberry team caters to Owners’ special interests: Private Owners who have 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 or Dogwood.

Annual Owners’ Event – An annual Owners’ Event on property, with varied offerings including receptions, concerts, and parties.

In-Home Dining Services – From our In Room Dining Menu designed for a la carte orders, to holiday family menus, to custom catering deliveries, Chef Sarah Steffan and her team are excited to bring Blackberry cuisine into the comfort of your home.

Dedicated dining space – From intimate dinners in the Keep, to meals in the Cumberland Dining Room, to meetings and parties in the Event Space, Bramble Hall has many varied options for groups of families, friends, and larger events.

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 classes, 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 while they are in residence.

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 Main House for breakfast and lunch and in the Dogwood during specific hours. Children ages 10 and up may dine in The Barn dining room any time of the year. Alternate dining arrangements may be made for children through the Owner Concierge if desired. All dining venues are booked based on availability.

What special programs are planned for children of residents?

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 is 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 (at Club discretion) 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, with no initiation fee.

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 assist in building from afar. Our Design Build Team consists of builders and 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 2010. Our real estate team can help future owners understand the process of building at Blackberry (utilizing The Design Build Team if desired) and provide general recommendations 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 approval to utilize their own interior designer.

How long does it take to build a home?

Historically 16-24 months, although larger homes or atypical sites or sitework may extend that time frame.

What does it cost to build a home?

Typical building costs have recently been \$650-\$900+ 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.

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 and be approved in advance as described below.

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"), which consists of Kreis Beall (retired Co-Founder of Blackberry Farm), Tyler Congleton (Managing Partner - Blackberry Development Company / BFRE LLC), Christine Carney (Director of Blackberry Design), Matt Wilcoxon (Blackberry Farm General Manager), Brad LaFoy (Blackberry Land Manager), Tina Reed (ARC Administrator), and their consultants. The ARC utilizes the systematic review and approval process outlined in the Design Guidelines provided as an Exhibit in 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 Design Guidelines and be approved by the Architectural Review Committee. The Design Guidelines are detailed and are available for review upon request.

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.

SPONSORSHIP

Who owns Blackberry Farm?

Blackberry Farm has been operated since 1976 under the guidance and 100% governing control of the Beall family (pronounced "Bell"). Over time, the

Beall family have invited several friends to join them in owning minority, non-governing equity interests in the resort. Mary Celeste Beall serves as Proprietor of Blackberry Farm. Matt Alexander serves as its President.

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 Managing Broker of BFRE. Other licensed brokers on staff are also available to show property.

PERSONAL LIFESTYLE

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

The concierge can arrange transportation via private car from the Knoxville commercial airport (TYS) and adjacent private terminal operated by Signature. 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 including Kroger Marketplace and Publix. In addition, the Private Owner 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 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.

Townsend is a 15-minute drive and offers a variety of dining locations, such as Peaceful Side Social and Company Distilling

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 (including one 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 Farmside is 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. The Security Manager 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. Comprehensive home management plans typically run \$15,000-\$35,000+ per year depending upon home size and desired services. The average comprehensive home management plan is \$25,000 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 with advanced notice.

PURCHASE PROCEDURE

What is the process for acquiring property?

Those interested are invited to make us aware of their type of property interest so we may add them to our notification list. Standardized purchase contract documents and procedures are used in all Blackberry property transactions to simplify the process for efficiency and to remove unnecessary negotiation.

Who will hold my funds in escrow?

Contract deposits will be held in escrow by Appalachian Title Company, an affiliate of 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. *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 property at your asking or contracted price.

Is there a preferred lender?

Those interested in financing terms are invited to contact:

Michael Kohl
Pinnacle Bank
1111 N Northshore Drive,
Suite South-800,
Knoxville, TN. 37919
Office 865-602-5275
Mobile 865-805-7584
Email michael.kohl@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 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 or purchase 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) tyler@blackberryfarm.com