



Questions & Answers

WHO IS THE DEVELOPER?

The lead developer is Armistead Arnold Pollard Real Estate Services, a partnership between Steve Armistead and Shannon Pollard. Other members of the development team are Land Innovations, DA|AD Group, Civil Site Design Group and Clean Earth Collections.

A licensed broker since 1993, **Steve Armistead** is a graduate of the University of Alabama (School of Business Administration) and has 25 years of commercial real estate brokerage/development experience in the Nashville area market. A co-founder of Armistead Barkley, Inc. (developers of the BMG/Sony building, The Gulch, 1101 McGavock Street facility, and the Bohan Building), Steve was most recently Senior Vice President of Crosland Tennessee. An active member of the Nashville community, he has served on the boards of multiple non-profit organizations and is an active member of the Nashville YMCA and West End United Methodist Church.

R. Shannon Pollard is a native Nashvillian and a graduate of Franklin Road Academy and Belmont University, where he received both a Bachelor of Science and Master of Arts degree. His most recent experience was with CB Richard Ellis as a member of the Investment Properties group as well as the Industrial Properties team. A long-time supporter of Nashville's music community, Shannon recently was an instructor in the music business department at Belmont University. Additionally, he serves as the President of Plowboy Records, LLC, a entity created to manage Eddy Arnold's music legacy among other projects as well as President of Arnold Realty, LLC, a real estate investment firm created by the late Eddy Arnold in 1955.

HOW WOULD YOU DESCRIBE THE LOOK AND FEEL OF VOCÊ?

Você is incomparable and distinctive. From the building materials utilized, to the innovative and elemental designs, to the ideally situated-and-preserved pastoral setting, Você is inspired by nature to foster creativity, sustainability and a shared sense of community. It is for people looking for a distinct sense of community and connection to the natural environment around them.

IS VOCÊ A SUSTAINABLE COMMUNITY?

Você incorporates practical, sustainable solutions throughout the community. From the outset, the community planning process has been driven by a mandate from Eddy Arnold to protect the trees and land. Light impact development practices have promoted an environmentally sensitive development approach that saved mature trees, employed dark sky lighting, protected natural drainage systems and minimized soil excavation.

With its pedestrian orientation and focus on environmental sensitivity, Você provides a setting that promotes sustainable lifestyles by its residents.



WHAT AMENITIES ARE OFFERED IN VOCÊ?

Você residents will enjoy:

- A sustainably oriented community located only 15 minutes from downtown Nashville.
- A comprehensive network of paved and natural pedestrian trails.
- Creative and fresh architecture that supports and encourages a relationship with the natural setting.
- A natural setting with large mature trees.
- A neighborhood commons space with a children's play area, event lawns, outdoor terraces, and a small community garden. The commons provide an outdoor venue for special events, reunions, meetings, music and creative pursuits.
- Proximity to Richland Country Club and Radnor Lake

HOW MANY HOMES WILL BE IN VOCÊ ONCE COMPLETED?

There will be 52 home sites within the 61-acre development. The 52 home sites are divided into five different home series. Each series has its own unique character and natural surroundings, allowing homeowners to select, design and tailor their home to their personal style and interests.

IS VOCÊ A GATED COMMUNITY?

No. Você is designed to be a neighborhood part of the greater Nashville region and an example of sustainably oriented living and environmentally sensitive design. Gates would have the negative effect of isolating Você from the surrounding community.

WHO ARE THE APPROVED BUILDERS FOR VOCÊ AND HOW WERE THEY CHOSEN?

The members of the Você Builders Guild were selected because of their craftsmanship, exacting standards, attention to detail, extraordinary designs, and willingness to embrace the environmentally sensitive development approach. The current members of the Builders Guild are:

WHAT ARE THE VOCÊ HOMEOWNERS ASSOCIATION ("VHOA") FEES AND WHAT DO THESE FEES COVER?

The VHOA monthly fees, which will be billed quarterly, vary depending upon the house and home site type. The monthly assessments are subject to annual review and/or revision as outlined in the Bylaws. At the home site closing, there will a working capital fee assessed. Please contact the Você sales team for current homeowner fees.

The VHOA fees will cover the following:

- Landscape maintenance and seasonal planting within common areas throughout the community.
- Maintenance of existing trees in common areas
- Trails and sidewalks outside of the street ROW that are not maintained by Metro Nashville.

VHOA-sponsored social events.

- Holiday decorations and displays.



- Maintenance for each owner/residence within the Park Series, covering the mowing and landscape as described in the Design Standards (supplemental fee assessed)
- Maintenance of certain shared drives and private drives as designated.

VHOA fees also cover:

- Insurance reasonably necessary to protect VHOA from liability.
- Water used to irrigate the entrances, open spaces, and common areas.
- Electricity and maintenance for entry lighting, streetlights, and other landscape lighting in common spaces.
- Support to the management responsible for maintaining Você on a day-to-day basis.
- There are additional items not listed above that the VHOA fees cover.

All VHOA meetings are open to members, and they have an opportunity to participate in leadership positions, helping to ensure Você remains one of Nashville's best communities. The management company will prepare annual budgets for distribution to all VHOA members to reflect the estimated cost to support the community for the upcoming year.

WHAT IS THE VOCÊ DESIGN REVIEW COMMITTEE (“DRC”)?

The Você DRC is a board of design and building professionals established by the developer to review all homes to be constructed in Você to ensure that Você design standards and its covenants and restrictions are met. This review is based on architectural style, materials and colors, exterior detailing, and site and landscape criteria. The DRC was established to protect the integrity of the community streetscape and overall theme of Você while allowing individual owners creative freedom while designing their home

WHO ARE THE MEMBERS OF THE VOCÊ DRC?

Mr. Rob Pease

Mr. Pease will manage the design and construction of Você. Mr. Pease who has over 25 years experience in land planning, landscape architectural design and project management, is passionate about ensuring Você's position as one of Nashville's most desirable and environmentally sensitive communities.

Mr. Dudley Smith

Mr. Smith is co-founder of CPS Land, LLC and the founding partner of Land Innovations, LLC. Mr. Smith has a civil engineering degree and more than 30 years experience in land planning and project management. During his career, Mr. Smith has overseen the development of more than 7,500 home sites. He will assist in the design, marketing and oversight of the development.

Mr. Andrew Ethridge

Mr. Ethridge will assist in the project management, design and construction of Você. Mr. Ethridge has over 10 years experience in the construction and landscape industry and was part of an MTSU team that won two national titles competing in the NAHB's Residential Construction Management Competition.



Mr. John Abernathy

Mr. Abernathy is an architect and founding partner with the Nashville design firm, DAAD Architecture, a leader in innovative, progressive design. Projects under John’s leadership have won multiple awards, including the Lauderdale Residence, Germantown Court and an installation at the Cheekwood Botanical Garden in Nashville, Tennessee which earned the AIA Tennessee’s highest honor.

WHAT IS THE PROCESS FOR HOME PLAN APPROVAL?

Each home site buyer will work with a member of the Você Designers Guild, a Guild Builder and the Você Sales Team to develop a concept plan for their proposed home. The designers and Sales Team can help guide buyers in this process. A general sketch of the proposed floor plan and house elevation will need to be submitted to the DRC for preliminary review. Upon preliminary approval, the buyer’s Architect and Builder will submit a formal application to the DRC for review and approval. Exterior colors and materials, and a landscape plan, site plan, and irrigation plan will also need to be submitted for approval. Please see the Você Design Standards for additional information.

IS THERE A SPECIFIC ARCHITECTURAL DESIGN THAT HOMES IN VOCÊ MUST FOLLOW?

Você does not have specific architectural styles that are required or permitted. The architectural vision is to create homes that: a) relate to the natural setting, b) have strong indoor/outdoor relationships, c) are designed to work with the existing terrain, d) express creativity, e) relate to one another as part of the greater Você community, f) emphasize clean lines, excellent proportions, natural materials and quality over quantity, h) use sustainable materials and construction techniques, and g) have a high energy efficiency level.

Please see the Você Design Standards for additional information.

HOW ARE THE VOCÊ DESIGN STANDARDS ENFORCED?

Prior to construction, the selected Builder will deposit with the Developer \$15,000.00, to be placed in an escrow account as an architectural compliance and damage security deposit.

The Design Standards will be enforced by the DRC who will regularly visit Você and review the homes under construction. Homes that are not built according to the plans as approved by the DRC will be in violation of the Design Standards (a “Design Infraction”) and a notification will be sent to the Builder or buyer. If the Design Infraction is not corrected in a reasonable time, the DRC may have the corrections completed by a contractor using the architectural compliance and security deposit.

WHAT ARE THE HOMESITE SIZES?

Home site sizes vary from 1/8 of an acre to over 2 acres. It should be noted that lot size and configuration were determined by identifying the best sites for the placement of a home. The lot size is not necessarily related to the quality of the home site. Most of the home sites have common open space to the front or rear.



HOW DO I KNOW IF MY HOME WILL FIT ON MY HOME SITE?

A 'Home Site Profile' will be provided for each home site in Você. The Home Site Profile will show and describe the various site related elements present on each home site that may affect the construction of your home. The elements included on the Home Site Profile are existing slopes and trees, the location for a garage, building envelope size, required architectural features, porch locations, above-ground utilities, tree protection fencing locations, foundation type required, and any other special features. This profile will function as a guide for selecting a specific site and/or determining whether your house plans are suited for a particular site. Additional help can be sought from the Você Builders Guild. This process results in an optimum placement of homes on the lots. The Home Site Profile is only available for home sites in current phases.

ARE THERE HOME PLANS PRE-APPROVED FOR VOCÊ?

No. All home plans will be designed to best fit each the unique characteristics and attributes of each site and should be tailored to a buyer's personal style and lifestyle.

CAN I IMMEDIATELY BEGIN CONSTRUCTION ONCE I CLOSE ON MY HOME SITE?

Home construction can begin once the DRC has issued an approval letter and the plans have been signed and stamped. Once the Architectural Plan and Site Plan are approved, no changes may be made without seeking re-approval (additional fees may apply). Construction may begin, subject to all fee and escrow funds paid.

HOW MANY SQUARE FEET WILL THE HOMES BE IN VOCÊ?

The average home size in Você will vary depending upon the location. Generally, there will be a wide range of sizes to fit the needs of different buyers and their lifestyles. Any home built in Você, regardless of the home's size, must meet very high design standards. There may be size limitations levied on certain strategic lots due to tree locations and topography.

CAN I BUILD MY OWN HOME OR BRING MY OWN BUILDER?

No. Any home built in Você must be built by a Builders Guild member. However, The Você Builders Guild members may change from time-to-time and additional builders may be added in the future.

WHAT EXTERIOR MATERIALS ARE ACCEPTABLE ON HOMES IN VOCÊ?

Exterior materials should blend with or complement the natural setting with emphasis on the use of natural materials. Man-made stone veneers are not permitted (pre-cast concrete or pre-cast stone is permitted with DRC approval).

Walls shall be finished in wood clapboard, board and batten, cedar shingles, fiber-cement siding, fieldstone, brick, stucco, glass, textured concrete block, metal panel, or other material approved by the DRC. Materials that are unacceptable include vinyl siding, exterior finish insulation systems, high luster metal panels, mirrored/reflective glass, aluminum siding, and non-textured concrete block.



Foundation walls and piers, if exposed, should be smooth-finished poured concrete, fieldstone, textured concrete block, or brick.

Roofs shall be clad in wood shingles, galvanized steel (corrugated, 5 V crimp or standing seam), pre-finished aluminum, galvalume, copper, or slate. Dimensional asphalt or fiberglass shingles shall be architectural grade.

Gutters and downspouts shall be made of galvanized steel, copper (not copper-coated), anodized or aluminum. Metal rain chains may be used in lieu of downspouts.

ARE PRIVATE SWIMMING POOLS ALLOWED?

Pools are permitted on certain lots and noted on each Lot Profile. Home buyers interested in constructing a pool must include it on the Architectural Plan, Site Plan, and the Landscaping Plans that are submitted to the DRC. Limitations in pool size might be applied to certain home series.

IS PLAY EQUIPMENT ALLOWED?

Yes. The type, structure, and design of any semi-permanent or permanent play equipment must be submitted to the DRC for approval before installation. Play equipment should be designed to blend with the natural surroundings using primarily natural materials and colors. Play equipment should not be located in high visibility areas as viewed from the streets and adjacent neighbors. Landscape screening may be required.

WHAT IS THE REQUIREMENT ON FENCES IN VOCÊ?

Fence location and style is per the Design Standards and DRC approval. Front yard fences, entry gates/walls, and privacy fences will all require DRC approval and must be submitted as part of an overall landscape design. Special attention will be given to the fence designs required adjacent to all open spaces and visible from the street.

WHAT IS THE REQUIREMENT FOR DRIVEWAYS IN VOCÊ?

A Paving Plan for Você has been prepared to show requirements for driveways. In general, all drives within the Park Series homes shall be constructed of permeable pavers selected by the DRC.

WHAT TYPE MAILBOX IS PERMITTED

A standard mailbox design has been created to maintain a consistent and uncluttered look along the main streets. Any home accessed by a shared driveway will have a shared or “gang” mailbox located directly off of the main street. For homes that do not share a driveway, an individual mailbox will be used. All mailbox designs will be specified in the Design Standards and ordered for installation by your builder upon completion of your home.

WHAT ARE THE LANDSCAPING CRITERIA IN VOCÊ?

To ensure the proper relationship to streets, service lanes, and adjacent homes, a site grading plan will be provided by the developer to your builder.



All homes in Você are expected to include a high level of quality, native landscaping and hardscapes. Hardscape refers to items such as walks, drives, and patios, while landscape refers to new plantings and existing natural foliage on the home site.

Builders and buyers will be required to use one of the pre-approved landscape architects on the Você Design Guild.

Lawn areas and high-water-use landscaping should be minimized. At least 75% of the plant material should be native to Tennessee. Irrigation is required to be a high efficiency system.

WILL THERE BE STREETLIGHTS IN VOCÊ?

There will be some streetlights in specific areas. Você was designed to take part in the Dark Sky Initiative set forth by the Dyer Observatory in efforts to reduce excessive light pollution. Therefore street lighting will be used sparingly and all street lights will be designed and installed to focus light intensity downward by means of a shroud or similar apparatus.

WILL THERE BE SIDEWALKS?

Yes, there will be sidewalks throughout the community that will connect to the neighborhood commons and natural walking trails. Você is a pedestrian-friendly neighborhood that was designed for people enjoying their community and nature.

WHICH SCHOOLS IS VOCÊ ZONED FOR?

Elementary:

- Percy Priest Elementary
- Sylvan Park Elementary

Middle:

- John Trotwood Moore Middle

High:

- Hillsboro High

WHICH PRIVATE SCHOOLS ARE NEARBY?

- | | | |
|--------------------------------------|-------------------------------|--------------------|
| • Ensworth School (grades 9-12) | • Brentwood Academy (5-12) | • Lipscomb Academy |
| • Currey Ingram Academy (K-12) | • St. Mathews Catholic School | • Father Ryan |
| • Christ Presbyterian Academy (K-12) | • Franklin Road Academy | |



WHAT UTILITY COMPANIES SERVE VOCÊ?

- **Nashville Electric Company**

1214 Church Street
Nashville TN, 37203
615-736-6900

- **Piedmont Natural Gas**

83 Century Blvd
Nashville, TN 37214
1-800-752-7504

- **Metro Water Services**

1700 3rd Ave N
Nashville, TN 37208
615-862-4600

- **AT&T**

402 Franklin Rd
Brentwood TN, 37027
(615) 309-6115

- **Comcast**

500 Wilson Pike Cir #122
Brentwood, TN 37027
615-244-5900

HOW IS TRASH COLLECTION DONE? IS RECYCLING SERVICE OFFERED?

Trash collection and curbside recycling will be done so by private companies. The preferred service provider is Clean Earth Collections (615.400.0081), however a buyer may choose their own trash collection provider. Trash collection service is required to be "Back Door" meaning that pickup is done near the garage of each home. This allows homeowners to leave their trashcans and/or recycling bins at the side or rear of the main residential structure on trash collection day and keeps the streets from becoming cluttered. In order to restrict the number of trucks in the community, trash pickup will be regulated to (1) time per week on a day designated by the HOA.

WHO SHOULD I CONTACT ABOUT PURCHASING A HOME OR HOME SITE IN VOCÊ?

Você has established a Central Sales program to enhance the overall sales experience in the community. We believe Central Sales achieves that goal by having a knowledgeable and dedicated onsite sales team that is customer service oriented. Central Sales will represent home sites that the developer owns as well as homes and home sites owned by the members of the Você Builder's Guild.

For information about a home or home site, please contact Brianna Morant at 615.484.9994.

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