

**AUCTION FAQ'S  
(FREQUENTLY ASKED QUESTIONS)**

**1. What lots are available and how big are they?**

The lots available and their sizes are below:

| Plot | Type           | Size (sq. mt) | Size (Acre) |
|------|----------------|---------------|-------------|
| 20   | Woodland       | 6217          | 1.54        |
| 23   | Woodland       | 6224          | 1.54        |
| 49   | Mountain Views | 5934          | 1.47        |
| 55   | Mountain Views | 11892         | 2.94        |
| 56   | Mountain Views | 5214          | 1.29        |
| 58   | Mountain Views | 6029          | 1.49        |
| 60   | Mountain Views | 6085          | 1.50        |
|      |                |               |             |

**2. Do I have to build and, if so, do I have to build within a certain timeframe?**

There is no necessity to build at any time – all we ask is that the noisiest construction (blasting for the foundations and house erection) are done during off peak times so as not to disturb any of the other guests or owners at Blueberry Lake.

**3. What is the zoning on the land?**

Each of the lots are zoned for single family residences. There is no restriction on short term rentals like there is in Mont Tremblant and some surrounding areas.

**4. Do I have to build a log home?**

While log homes are beautiful, we understand that they are not to everyone's taste. It is important to maintain the integrity and appeal of Blueberry Lake so we have a set of building guidelines that we require all new owners to adhere to, but we are confident that you will not find these overly onerous. In fact, once you have built, we believe that you will find that they give you comfort that Blueberry Lake will retain its character and charm.

**5. Can you build for me?**

We have a number of designs with agreed fixed pricing ranging from traditional log homes to more contemporary, energy efficient models. Log homes similar to those already at Blueberry Lake start at \$325,000 for a 4-5 bedroom, 3 bath (Matawin) and \$425,000 for a 5-6 bedroom, 4.5 bath model (Riviere-Rouge).

## **6. Are there any taxes payable on the land or the house?**

GST and QST are due at a combined rate of 14.975% however if the house is placed in the rental pool and made available for rent for at least 90% of the year, the house is deemed to be commercial and the taxes are deferred for as long as the house remains a commercial property. If you choose to use the house purely for personal use either now or in the future then the taxes will become due. We would recommend that you take professional tax advice before proceeding with your purchase.

## **7. If I rent my home, how much rental can I expect to achieve?**

Obviously this depends on what type of house you choose to build, but our 4 bedroom units generate approximately \$50,000 per annum and our 5 bedrooms approximately \$60,000 although bear in mind that is gross revenue and you will have costs, including our management fee should you choose to rent with us.

## **8. Is there a monthly maintenance fee?**

For a fully built house, there is a monthly maintenance fee of \$500 per month. For as long as you just own the land, that fee is reduced to \$50 per month. This covers access to all of the facilities on the site – tennis courts, swimming pool, hiking trails and the lake in summer; skating, cross country skiing and snow shoeing in the winter and access to the clubhouse, indoor pool, sauna, steam and gym year round – as well as general site maintenance such as roads, snow clearing and night time security.

## **9. Do I have to rent my home?**

No, you are free to choose whether to use our company to rent your house, use another company, rent it yourself or just keep it all for yourself.

## **10. Does ownership entitle me to use any other Delma Resorts projects?**

Yes. Delma Resorts currently owns or manages three projects in North America with another coming in May 2016. They are:

- Blueberry Lake, Mont Tremblant Region, Quebec (2 hours from Montreal)
- 42 Degrees North, Ellicottville, New York (2.5 hours from Toronto)
- Les Condos du Lac Taureau, Lac Taureau, Quebec (2 hours from Montreal)
- Les Condos du Lac Archambault (1.5 hours from Montreal. Coming May 2016)

In order to participate, you will need to be a home owner in one of our projects. You can then swap nights in your house for nights in any of our other resorts using a formula based on average nightly rate and occupancy. If you are a landowner, you will not be eligible for night swaps, but you will be instantly awarded top tier status in the Delma Loyalty program which gives you discounts of up to 60% as well as numerous other benefits.

11. Below is a map showing the location of our projects:

