

Resale Tips

If you are planning on selling your timeshare it is important to have the answers ready that a potential buyer may ask you. Here are some suggestions to get you started:

- Have as much information as possible on your timeshare, and know what type it is. I.e. Is your timeshare deeded, a point system, or right-to-use?
- Is your timeshare 'floating' use (i.e., use any week within a particular season or time frame), or 'fixed' use (i.e., use for a specific fixed week?) If so, what is the particular time frame or specific week the timeshare can be used?
- What exchange company is your resort affiliated with (i.e., Interval International, RCI, Dial an Exchange, or other)?
- Is your timeshare Every Year Use, Even Years Use, or Odd Years Use?
- How much are your maintenance fees? Are property taxes included in your maintenance fee, or are they billed separately? When are your maintenance fees due each year?
- Is this year's week available for buyer's use?
- Contact a timeshare escrow company and find out what the cost will be to handle your escrow.
- Contact your resort's owner services department and find out the following:
 - Does your resort charge a membership transfer fee, or any other fee, at the time of sale?
 - Are there incentives, bonuses, or rewards programs which were made available to you at the time you purchased, which are not transferable to someone who buys your timeshare?
 - Are there blackout dates in which the timeshare cannot be used?
- Consider the method that you want to use to sell. I.e. A Resale Company, www.royaletimeshare.com Web Site www.timeshares.com.au, E-Bay or similar

- After a Buyer for your timeshare has been located, and Buyer & Seller have come to terms, the next step is to seek legal advice for the transfer of documentation.

This information is provided for your use as a guideline only, and does not constitute legal advice.