



Five Keys to Safely Navigate the Timeshare Resale Market



Has it been a few years since you've used your timeshare? Do you have a hard time exchanging or reserving the week you want? Are you watching your annual fees continually increase?

We know what you're going through, and we can help. Our guaranteed program has helped thousands of owners just like you permanently end their timeshare obligations.

But we also know there are some of you out there committed to selling yourself. So we'll share some of the keys to our success. In the next few pages you'll find some tips to help you navigate the timeshare resale market on your own.



Perform a titles search and obtain an Estoppel from the resort.

Unfortunately, there's very little trust on the timeshare resale market, which means perspective buyers will want proof that your timeshare bills are paid in full and the description of the property matches your ads.

First, contact the resort and get an official description of your property including the number of beds and baths, the view, the week, and usage frequency (this document is often called an Estoppel) then hire a closing company to perform a title search for you. You may have to pay a small fee to the resort or a title company for these reports.



Beware of Scams. Once you've listed your timeshare, beware because many of the people that contact you will be conmen looking to make a quick buck.

We know it's hard to hear but most owners can't even give away their timeshare. So, beware of anyone offering you thousands of dollars in exchange for a "deposit" or "tax payment". If there is a significant amount of money changing hands insist on using a licensed escrow company to protect your money.

If you encounter suspicious activity report it to the **Timeshare Specialists Scam Hotline** at 1.888.758.1908



Use sales incentives. We can't emphasize this enough, most owners aren't going to sell their timeshare in the traditional sense. The goal here is to end your ownership before the next maintenance fee bill comes due and you should expect to take a loss.

Given the massive supply of timeshares on the resale market you're going to need to set yourself apart. Do that by offering free usage for a year, cover all closing costs which can range from \$400 to \$700, or even offer a gift card towards show tickets or a meal on the buyers first vacation.



Hire a Closing Company. If you do find a new owner, hire a closing company to handle the transfer. Transfer rules vary by resort and county, so hire a professional to make sure it gets done right the first time. That will put a stop to those pesky maintenance fee bills once and for all.

(This seems like a great place to plug our sister company Resort Closings, Inc., if the advice in this guide helps you out, do us a favor give them a call, they'll take good care of you.)



Know when to say when. The reality is getting rid of a timeshare is tough. We talk to thousands of unhappy owners every year, most go on their way with the advice in this book and try to navigate the resale market on their own. Many come back months or years later and after spending thousands of dollars on listing fees, scams, and more maintenance fees.

So, (here comes the shameless self-promotion) if you want to skip all hassles of selling yourself and guarantee this is the last year you pay maintenance fees, use our Guaranteed Transfer Program, it takes the guess work and risk out of navigating the timeshare resale market.

Whichever path you choose it's a good idea to follow us on Facebook ([click here](#)) for alerts when new scams appear and other helpful timeshare information.