

How to Sell a Timeshare



The Definitive Guide

by
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The Timeshare Expert

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My name is Jeff Pierce and I wrote How to Sell a Timeshare - The Definitive Guide. I sold timeshare for a living for nearly 30 years before I retired. I've published more than 100 articles and written 2 eBooks on timeshare and I'm known as "The Timeshare Expert."

How to Sell a Timeshare - The Definitive Guide, will give you all of the tools you need to successfully sell your timeshare on the secondary market. Whether you are going to sell it yourself or use a resale company, you'll find the process more complicated than you thought.

In this guide you will find the 11 most common mistakes made when selling a timeshare, along with their solutions, links to helpful resources cited, recommendations of what to do before you place your timeshare on the market, a list of questions to ask resale companies before you list and what to do if you are unsuccessful.

I've attempted to be as thorough as possible in writing this article in order to give you all of the information in one location. I believe that in explaining the "**why**" behind the how things function, and not just stopping at the recommendation, will better equip the reader to understand how to sell a timeshare and their ownership in general.

Therefore, this article is quite lengthy. If you don't have time to read it in its entirety now, you can download it here: [How to Sell a Timeshare: The Definitive Guide](#).



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I'm confident that by following the recommendations outlined in this guide, you'll be more than equipped to navigate the venturous waters of selling your timeshare.

How to Sell a Timeshare: The God Awful Truth



Not all timeshare are marketable. If you own an off-season week in a studio unit at **Biker Bob and Spike's Budget Timeshare** in Des Moines, Iowa, you're out of luck. Although my sample timeshare is extreme, the fact is, many timeshares are not salable.



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Now for the Bad News

Unless you bought your timeshare as a resale, rather directly from the developer, you will most likely sell it for a fraction of your original purchase price.

Many timeshare purchasers are incorrectly led to believe by the salesperson that buying a timeshare is a real estate investment and will increase in value over time. This claim is especially true when a deed is attached to the timeshare purchase but is patently false. Belief in this fallacy has made timeshare owners easy prey for unscrupulous resale companies.

The easiest way to sell your timeshare is to list it with a resale company. The problem is that the number of dishonest timeshare resale companies far outnumber the ethical ones.

The unethical resale companies use the fact that you're expecting to break even or make a profit on the sale to take advantage of you. It is not uncommon for a timeshare owner to lose thousands of dollars with these companies and never have their timeshare sold.

To see just how sneaky, and to what lengths, fraudulent timeshare resale are taking it, read my article [Timeshare Fraud](#).

When you do find a reputable one it is worth the commission charge for them to handle the transaction for you. Be prepared, however, that it may take many months for your timeshare to sell.



Now for the Good News

According to the [2015 report](#) by the Arda International Foundation (AIF), 2014 marked the 5th straight year of increases of sales volume. In addition, the average price of a timeshare in 1974 was just under \$5,000. As of 2014, it was \$20, 020. ¹

According to Consumer Reports in a February 2016 article,

[Consumer Reports](#)

..."though the median age of timeshare owners is 51, the concept resonates loudly with younger people. Among owners who have bought in recent years, the median age is 39. And half of them have children younger than 18 living at home. The article goes on to say,

"New owners are younger, more affluent, more diverse, and better educated," says Howard Nusbaum, president and chief executive officer of the [American Resort Development Association](#) (ARDA), an industry trade group. "These are people looking for a way to enhance their family vacations—space for everyone to truly unwind—and lots of amenities and experiences for everyone."²

The fact that the industry is still growing and more and younger people are purchasing timeshare coupled with increasing prices, mean a better timeshare resale market. While the secondary market for timeshares is getting better, it is far from robust.



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What Makes Selling a Timeshare so Challenging

Supply and Demand

The supply of timeshare on the resale market far surpasses the demand of people looking to buy one. The reason is two-fold: first, it seems that people don't know there is a secondary market for timeshares. This is most likely due to how timeshares are marketed.

In nearly 30 years of selling timeshare, I rarely spoke with anyone that came to the presentation with the intent of buying. Prospects came for the premiums and discounts offered, and were convinced promptly, that owning a timeshare would be of a great benefit to them and their family.

Even in today's instant information age, I had very few customers look on their mobile device to try and find a better deal than I was offering at the presentation. It just didn't occur to them.

Second, since the timeshare owner has been led to believe that their week would appreciate over time, by both the salesperson AND the listing agent, their overpriced timeshare languishes on the market being ignored like a single tree in a forest. The accumulative result over the last 25 to 30 years is a flood of timeshare resales of Noachian proportions offsetting demand and driving prices down.



Top 11 Mistakes Made by Timeshare Owners When Selling Their Timeshare

1. Selling out of Desperation - The Cold Call



Unethical timeshare resale companies know that there are a lot of desperate people wanting to unload their timeshare and they are very aggressive about contacting them.

If you have a deed to your timeshare, then it's public knowledge and on record at the county courthouse. Scammers access the courthouse records and compile lists of timeshare owners and sell them to the resale companies.

If you've owned your timeshare for any length of time you've probably already received an unsolicited letter or a cold call from a timeshare resale



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company. This is usually the sure sign that someone's out to scam you out of a listing fee.

The phone solicitors can be particularly persuasive in convincing you that they will sell your timeshare quickly and for a tidy profit. Never go for the quick sale no matter how persuasive the agent is. If it sounds too good to be true, it is.

If you're experiencing a money crunch, selling your timeshare should not be the first option you consider because, even if you do have a saleable one, it will likely take many months to sell unless you price it at a rock bottom level.

They'll then suggest you list it over the phone and pay the listing fee so they can call the prospect with the good news.

The rest of the story goes like this; You never hear back from the agent nor can you reach him at the office. You've left many messages for him but he won't return your calls. If you complain to someone they may tell you he no longer works there but not to worry because your timeshare is listed and will continue to be listed until sold.

2. Never Pay Upfront Fees

In case a resale company asks you to pay any kind of fee upfront to market your timeshare, don't walk, but run away. This is the sure sign of a rip-off. The agent may quote a fee of anywhere from \$200-\$2,000 depending on how desperate and vulnerable you are.

They'll tell you the cash is needed for an email list, appraisal or advertising fee or any creative reason they can come up with. Some really disreputable timeshare resale companies will explain the need of the fee because they



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just so happen to have a hot buyer for your timeshare and need the money to open escrow.

No matter what story you are given as to why you will need to pay any money more than \$100 upfront, it's most likely a scam. The only thing these companies do is to list your timeshare on their website along with hundreds more. There, your overpriced timeshare will sit only to be ignored. And your phone calls usually will not be returned.

Totally ignore statements of how they advertise in the New York Times or USA Today. If they are asking for money ahead of time it's a scam. A great number of them will tell you that the week you bought for \$15,000 will probably sell for \$35,000 simply to get a listing fee from you.

An authentic sign associated with a reputable timeshare resale company is that, in addition to a nominal fee of \$50-100, they only take their commission at close of escrow just as any other real estate transaction.



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3. Getting Greedy: Do Your Research



The majority of timeshares purchased from the developer timeshares are sold for **0% to 15%** of the original price. The two reasons for this are the sheer enormity of resale weeks on the market and the fact that nearly 50% of the of the price you paid consisted of marketing costs.

Simply put, if you paid \$15,000 for a timeshare, \$7,500 of the purchase price was for marketing. Because the market is flooded with resales, you'd be lucky to get \$2,000 on the secondary market. After commissions and closing costs, \$1,000 or less is a more realistic number.

The hapless timeshare owner, not knowing these facts, and wanting a return on his investment, is encouraged by the listing agent to price it high so that agent can make his listing commission. Unethical resale companies



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make their money on the listing fees, not the sale. They have no advertising costs because their "advertising" consists of a website and nothing else.

Imagine, if you first called a reputable resale company and were told your \$15,000 timeshare would net you about \$2,000, and the next company you called told you to expect it to sell for \$30,000. Which would you list with? Don't let greed blind you to reality.

Gather Your Data

Before speaking with any resale agent on the phone about selling your timeshare, you **MUST** do your research. Obviously, this is much easier today than in the past because of the internet. Here's a list of steps:

1. Google "sell my timeshare" to bring up pages of timeshare resale companies.
2. Click on "Timeshare for Sale" tab.
3. Enter the name of your resort.
4. Look for an EXACT match to the timeshare you own. If you have a 2 bedroom fixed week, ignore the listings for a 2 bedroom floating week. If your season is Red, ignore the 2 bedroom White season listing. Accuracy is essential here.
5. Take note of how many listing are identical to yours, and the prices from low to high.
6. Rinse and repeat using several other different companies.

You'll be able to gather all of the information you need to sell your timeshare in less than an hour.



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Time to Put on your Critical Thinking Cap

It's time for you to analyze the data. It's not hard and just takes some common sense. For example, let's say you find that your timeshare is listed 100 times amongst 3 different resale companies, and priced between \$5000 on the low end and \$30,000 on the high end. If you were the consumer, which one would you buy?

Greed and wishful thinking may cause you to want to price your timeshare at \$14,000, but it won't sell. While your timeshare will not sell for \$30,000, don't automatically assume you should list it for \$5,000. To get your most realistic price range, you will need to check the listings over a period of time.

To do this, you need only bookmark the 3 different listing pages so you can quickly check what is and isn't selling. If the \$5,000 listings are gobbled up and gone, you may want to list yours for \$7-\$8,000. It takes some work and patience to get yours priced to sell. Forget about the \$30,000 listing.

This kind of pricing disparity is not unusual. Unethical timeshare resale companies will tell a potential customer anything to get your listing fee, thereby explaining the \$30,000 listing. But how come the \$5,000 listing for the same exact thing?

There are 2 common reasons for this: First, is the fed up timeshare owner that just can't make it work for him. His timeshare is paid in full, but he is still paying \$500-\$1,000 per year and not using it. He bought it to exchange to different places in the world but has never taken the time to research the best way to do that. So, he ends up losing his week every year. He just wants out.



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Second, the timeshare was initially listed at a much higher price, only to be reduced as time passed and it didn't sell.

While you are waiting for your timeshare to sell, don't lose your week and maintenance fees by not exchanging it. Watch the video below and apply the secrets I've learned and you'll get a great exchange. I guarantee it. Plus, you'll have 2 years to use it. If your timeshare does sell quickly you can throw in that exchange week to sweeten the deal.

Case Study: Villas on the Greens Resort

I searched the 800-pound gorilla of resale sites, [Sell My Timeshare Now](#), for Lawrence Welk's Villas on the Greens timeshare resort in Escondido, California.

*Author's Note: This is not a recommendation to either use or not use Sell My Timeshare Now as a resale company. While they are by far the largest and have recommendations from industry professionals, you will want to use everything learned in this article to vet them.

This is a very nice resort I worked at some years ago that has a good reputation in the timeshare industry. The resort is enormous so I expected to find quite a few resales. I filtered the search for an annual 1 bedroom, Red season. Here's a description of the resort listing.



Lawrence Welk's Villas on the Greens is a year-round destination featuring deluxe one- and two-bedroom villas. Guests will relish the on-site amenities including two spectacular golf courses, tennis courts, specialty retail shops, fine restaurants, and an award-winning, Broadway-inspired, live theater. Boulder Springs, the resort's state-of-the-art recreation center, boasts two swimming pools, children's splash pad, a 140-foot waterslide, and a clubhouse with a plasma television and video games. World-famous attractions such as the San Diego Zoo can be found in close proximity, along with beaches and wineries. To discover more, visit www.welkresorts.com.

What I Found Both Pleased and Surprised Me

There were only 16 listings for a 1 bedroom annual and ranged from \$6,000 to \$23,000. I found no other exact listings on either of the other two resale sites, [Red Week](#) and the Timeshare Users Group, known as [TUG](#). Both are very good resources for the timeshare owner.

This information tells me there is a decent demand for this timeshare. If it were my timeshare, I would monitor the listings for a while before putting it on the market. Over the next 6 months to a year, I wouldn't be surprised if I could get \$8,000-\$9,000 for it. In the meantime, I would either use it at the resort or exchange it one last time since I would have already paid the maintenance fees.



4. Trying to Sell While Still Owing Money



Your timeshare loan is most likely non-transferable. The bank, or whoever holds the note to your loan, can't collateralize timeshares like traditional real estate, so that means you must be paid in full before you can transfer title.

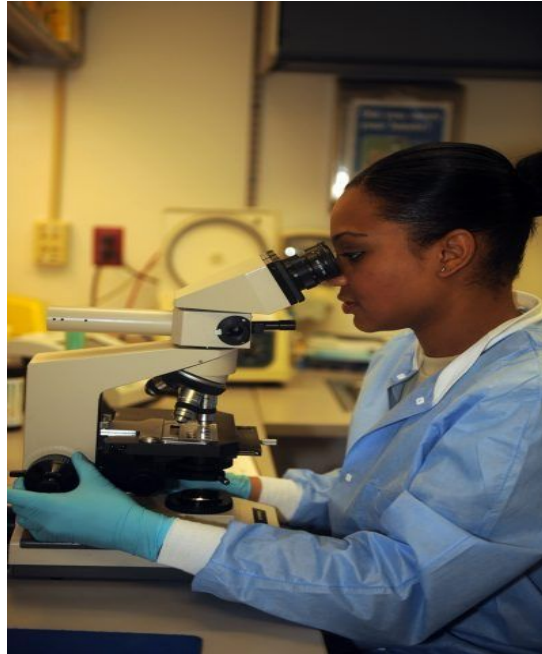
If you only owe a small amount you may want to consider this. But if you still owe a substantial amount, you may not be able to sell it for what you have left owing. That would result in throwing good money after bad.

This scenario is what the unethical resale companies thrive on. You still owe \$10,000 on your \$18,000 timeshare and want out. They will tell you they can sell it for more than you owe just to get the listing fee. Don't fall for



this. If it sounds too good to be true, it is, especially in the timeshare resale world.

5. Failing to Research the Timeshare Resale Company



Finding a dependable and ethical timeshare resale company takes some research. You need only do an Internet search to find a list of resale companies.

Next, if the company is located in the United States, check to see if it is listed with the local [Better Business Bureau](#). The BBB helps people find and recommend businesses, brands, and charities they can trust. If they are not listed or have an unsatisfactory rating you should avoid them.

To research a company with the BBB, go to its [main page](#) and enter the city and state the company to get to the local chapter.



Once there you need only enter either the company's name, address, zip code, telephone number or email address to see if there have been any complaints, how they were resolved and what rating BBB gives them.

Another resource to research timeshare resale companies located in the United States is to check with that state's Department of Real Estate. There you can find out if it has a Broker's license and if the company has had any reprimands. You should never do business with a company is not licensed at all.

Another great source of information concerning anything to do with timeshare is [ARDA](#), the industry's trade association. ARDA is committed to the protection of timeshare consumers. Its website contains great information on buying, selling and exchanging timeshares as well as fraud alerts.

It is located in Washington D.C. and sets the ethical guidelines of the selling of timeshares. While they do not have any regulatory powers, they actively lobby at the state and federal level to protect the timeshare consumer. They have helped to pass laws regarding timeshare scams and have been very successful in greatly reducing the amount of timeshare fraud committed by resale companies.

Your maintenance fee usually comes with a box to check if you want to donate \$5 or more. While we all gripe about paying maintenance fees I recommend you always donate to [ARDA](#) as they are continually working for you.

Now, if you have a complaint you have 3 very powerful organizations to report to. And if you are unsatisfied with your timeshare resale company you should be very vocal about letting them know that you know who to report them to.



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6. Signing an Exclusive Listing Agreement



Never sign an **exclusive** listing agreement with a resale company. An exclusive listing means the company will be paid their commission, no matter who sells it. Even if you were to sell it to your neighbor or co-worker, you would still owe the resale company their commission. And it effectively prevents you from listing it with multiple resale companies since they wouldn't get paid if they did sell it.

Always sign an "open listing" giving you, or anyone else, the right to sell your timeshare. This means you will only pay the listing company a commission if **they** sell it. If you can find more than one reputable resale company then sign an open listing with all of them.

Discuss with the listing agent how much time will be needed to sell your timeshare and have your listing expire at that time. If priced right, your agent will work a little harder for you to get it sold before the expiration



date. Hint: You might consider offering a bonus it can be sold within 30 days.

7. Not Checking with Your Home Resort: 4 Reasons Why You Should

There are 4 reasons for you to call your home resort with help selling your timeshare.

First, to check and see if the developer will buy it back. If you have a hot commodity there may be a possibility of this. It's rare but worth a shot.

Second, to see if there is an onsite resale office. While this isn't normally an option if your resort is still actively selling, it will be your best market. Selling to an existing owner that is happy and wants more is much easier than a non-owner seeing it on a computer screen.

Third, if the first 2 suggestions aren't available to you, see if there is an onsite bulletin board where you can hang a flyer.

Finally, depending on how desperate you are, and while not the best option, see if the developer will just take back your week.



8. Not Knowing What You Own: Time to Sharpen Up Your Sales Skills



Whether you're selling your timeshare through a timeshare resale company or on your own, you need to be clear in your mind exactly what it is that you own.

For the nearly 30 years I sold timeshare, I always kept up good communication with my owners through phone and email. Many times, I'd get an email from an owner with a question that I couldn't answer without more information. The number of owners that couldn't answer my basic questions far outnumbered the ones that could.

Your 2 best sources of information are your original documents and your Owner Services Department.

Dig out your documents and go over them meticulously. You're going to need to furnish them to the buyer or resale company anyway. Make sure



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you get clarification on from your Owner Services Department regarding anything you don't understand.

What You Need to Know Before Selling Your Timeshare

- Do you own a studio, 1, 2 or 3 bedroom?
- Is it a lock-off?
- Is your resort affiliated with RCI or Interval International
- If you exchange it with RCI, how many points do you get?
- Do you have a deed or is it a right to use?
- Do you have points or is it a fixed or floating week?
- If it floats can you reserve it for any one of the 52 weeks in the year or are certain dates like Christmas, New Years, Easter and Fourth of July blacked out?
- What is the EXACT amount of the maintenance fees?
- What is the maximum/private sleeping capacity?
- Do you pay property tax? If so, is it included in the maintenance fees?
- Can you use it every year or every other year? This is referred to as annual or biennial use.
- What amenities does the resort offer? Be specific. How many pools on-site? Is there a clubhouse? Is there transportation to local attractions? How are the sunsets? Is there a kid's club? Is there a grocery store or market on-site? The point here is that you need to sell how great a resort you have when you list it. Remember back to what attracted you to purchase in the first place.

You wouldn't want to find an interested buyer and find out that your floating Red week is only good in the summer. Or, that the home owners association fee is \$751 rather than \$610. That will kill a sale faster than anything.



Developer ROFR

ROFR is Right of First Refusal. If this is in your contract this simply means that you need to give the Developer the first opportunity of buying your timeshare at your asking price. If the developer refuses, you're now free to offer it to anyone at that price or higher. Always make sure to offer it to the Developer first if this clause is in your contract.

When you sell your timeshare, the Developer is notified so the change of title can proceed. If you haven't given the Developer his FOFR, the sales process will be interrupted until he decides on whether he will exercise his right. During this time, your buyer may cool off or find a better deal.

The thing that hurts you the most about not knowing what you own, comes when you're using a timeshare resale company. The lazy seller lets the listing agent fill in the blanks on the listing form with little input. I've seen the exact same timeshare listed on a site quoted with different maintenance fees, square footage, sleeping capacity season and more.

The operative word when it comes to selling your timeshare is "selling". Your listing needs to stand out so you need to sharpen your sales skills.

I've seen many a timeshare resale company with multiple listings for the same resort, use the exact same verbiage to describe the resort in each and every listing. Think up some selling points on your own. You want your listing to stand out from all of the other ones.

You can start by changing the description. Explain why you love the resort and how many great memories you and your family made while on vacation. If your unit is fixed is it a corner or upstairs one with great views, extra patio space or parking right in front of the unit?



Here is a great resource to help you sell your timeshare:

Resellers Checklist:

[http://www.ardaroc.org/uploadedFiles/ARDA-ROC/Consumer_Resources/TRIC/Seller%20Checklist\(1\).pdf](http://www.ardaroc.org/uploadedFiles/ARDA-ROC/Consumer_Resources/TRIC/Seller%20Checklist(1).pdf)

9. Buying into the Company's Guarantee: Critical Hearing



Many timeshare resale companies guarantee that your timeshare will be listed for as long as it takes to sell for "no additional charge." Sounds pretty good, doesn't it. Especially, the "no additional charge" part. Many people jump to the conclusion that they are guaranteeing your timeshare will be sold.

When you read, rather than hear this, the difference is obvious.



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This is one of the ploys unethical timeshare resale companies use to get you to list with them. Since they're paying very little, **if any**, fees for advertising YOUR timeshare, it's easy to guarantee the listing will never expire. You're likely to hear this from timeshare resale companies that are more interested in collecting upfront fees than actually selling your timeshare.

10. Misinterpreting the Company's Website or Claims



See if you can find what is wrong with this statement by an actual resale company:

*ÄLMNHja Yg\ UFYFYgUY7 ca dUbmVca ``]g`h Ya cghUWj Ycb`]bY`
fYgY`Yf`cZHja Yg\ UFYg]b`h Yk cf`X`K]h `a cfYh Ub` `6=@@CB]b`
hja Yg\ UFYgUYg`UbX`fYbHJ`cZYfg`gYbhlc`ck bYfg`i gh`] Ynci žk Y`
XY]j Yf`fYU`fYgi `hg`lc `Yd`nci `fYbhcf`gY`nci f`hja Yg\ UFY`*



Many online resale companies quote the amount of resale and rental offers they have on their books, instead of the amount of actually sold, to get you to list your timeshare for sale.

If you come across this, you need to read between the lines. The key word here is "offers". Replace "offers" with "listings" to get to the true meaning. When I list my timeshare with this company for \$40,000, I'm "offering" it to the public for that amount. Regardless if my timeshare ever sells or not, the company adds this number to their volume.

This is common practice today and very deceptive. What you want to know is how much of that \$3 billion has been sold? Prying that information out of the timeshare resale company is difficult and you should fact check what you're quoted.

Write it down and call back the next day and see if the quote is similar before listing your timeshare. If the actual amount sold is only a small portion of the total look elsewhere. Whatever you're told, ask for it in writing or email. Their willingness or unwillingness to do that speaks volumes about their credibility.

11. Not Knowing Your Closing Costs and Transfer Fees

In most timeshare resales, the seller is expected to pay for the closing costs and transfer fees. Not knowing these fees can kill your deal quickly. If you're using a resale company, they will be able to give you the quote. If you are selling it yourself and using an escrow company you will need to contact them for that information.

According to [Sharket](#), a timeshare market research company,



"The major title companies are charging anywhere from \$350 to \$550 to hold escrow and prepare the deed (more if you live in a state where an attorney is required to record the deed). This fee can be even higher for non-deeded properties. Recording fees may be additional as well as the estoppel fee to verify the ownership, which can be another \$45 on average.

Once the deed is recorded it is sent, along with any other required documents, to the timeshare resort with a check to pay the resort transfer fee. This is a fee paid to the resort to update their records to reflect the new owner. While not all resorts charge a resort transfer fee, the average fee paid to the timeshare resort to process a transfer is over \$276.

If applicable, exchange companies can charge a fee that typically exceeds \$100, and many timeshare resorts have also begun to charge a 'club initiation fee' or 'education fee', which can be hundreds of dollars of additional expense.

As you can see, the cost to transfer ownership can easily be \$500 to \$1,000. If you only sold your timeshare for \$1,000 you understand why it is important to know these costs ahead of time."

It's especially important to understand that the resort transfer fee, stated as \$276 was the average. Unfortunately, some resorts, especially in Mexico, are charging much more than that. There are a growing number of resorts



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that are now charging 5 to 10 times the maintenance fees for a simple transfer.

Tips on Selling Your Timeshare Yourself

Some owners sell their timeshares to friends, family or on the open market. If you do choose to go this route, the extra expense and amount of work you will have to do will depend on whether your timeshare is deeded or not. Suffice it to say, it's much more simple with no deed attached.

Make Sure You Have a Contract

Whether you sell your timeshare to a friend or family member, make sure you draw up a contract. You may want to hire a contract attorney, depending on the cost, or you can use a timeshare contract template. Timesharing Today has a Resale Document Kit, which you can purchase for about \$30.

[Click to Get Document Kit](#)

Consider Using an Escrow Company

You may want to use an escrow company to close the transaction. Many people are confused about what escrow companies actually do and why you need them. According to Investopedia:

"The escrow company acts as a neutral [third party](#) to collect the required funds and documents involved in the closing process, from the initial earnest money deposit to the loan documents to the signed [deed](#). In some areas, attorneys may handle this process instead of an escrow company and it may be called "settlement" rather than "escrow".



Read more: [Understanding The Escrow Process](#)

You Will Have to Become a Salesperson: Get Over It

You are going to have to market your timeshare yourself. YOU have to find the buyer. That means becoming a salesperson. The good news is, you already are!

Nobody gets through life without wanting to get their way. Whether it's getting your kids to clean up their room or doing their homework, calling in sick to work when you are really not or talking your way out of a moving violation, YOU ARE SELLING! So, apply the skills you already have to sell your timeshare.

By far, the easiest way to do this is to post a note on the bulletin board at your resort if it has one. Some well-managed resorts publish a monthly newsletter with timeshares for sale. If neither of those options is available, put on your selling cap and network around the pool and public areas of the resort. This is by far the best way to sell your timeshare!

I've found that advertising on Ebay or Craig's List is only for the desperate timeshare owner that just wants to give away their ownership. The people who frequent these sites are true bargain hunters.

Make Sure to Use What You Have

Make sure you use, roll over, bank or exchange your timeshare while in the process of selling it. Even a hot property will take a few months to sell and close and most likely much longer. You don't want to lose your week for the year while waiting, especially since you will have paid the maintenance fees. If you happen to have a quick sale you can always give that week to the new owner even if it is already banked with RCI or Interval International.



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Conclusion

Whichever path you take to sell your timeshare, using a resale company or doing it yourself, you will most likely find the process more difficult than you thought. Make sure to do your research and pay attention to the detail. I'm confident the suggestions in this article will help you with this enormously.

If you choose to use a resale company, I've listed *"H Y% 'Acgh-a dcfHbhi Ei Yghjcbg'lc '5g_ 'UHja Yg\ UYFYgUY'7ca dUbm"* for your convenience.

Pay attention to how they answer and their willingness to answer your questions. Legitimate companies have nothing to hide while timeshare resale companies just after listing fees will dance around many of these questions. If you have doubts find another company and always remember, never, never pay a timeshare resale company money upfront.

"The 15 Most Important Questions to Ask a Timeshare Resale Company"

1. How many sales a week does your company do?
2. How are you going to market my resort? Will you send me that in writing?
3. Have you ever re-sold my timeshare resort before?
4. Are you registered with the BBB and ARDA?
5. Are you a licensed real estate broker?
6. What do you think my timeshare is worth? Why?
7. How long will it take to sell if I price it competitively?
8. Are there any upfront fees? Why?
9. Do you advertise or just rely on the people finding it on the Internet?
10. Where do you advertise and how much a week do you spend?



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11. What is your commission? Is it negotiable?
12. Will your commission be handled in escrow?
13. Who handles the closing?
14. What will I net after all is said and done?
15. Can I list with you and several other agencies?

The BEST Alternative to Selling Your Timeshare

If you have made it this far in this article, you are to be commended. I'm fairly certain this article isn't going to make anyone's Top 10 list of things to read over the weekend. The subject matter is pretty dry but I stand behind the content. I toyed with naming this article "How to Sell a Timeshare: Crime and Punishment" but didn't want anyone to think I was trying to compare my writing skills and article to Dostoyevsky. (Fat chance)

What you should have gleaned by now is that selling your timeshare for anything but a **major loss** is a given. And before you lose literally thousands of dollars and years off of your life due to frustration, you owe it to yourself to consider learning to use it properly...something the vast majority of timeshare owners have never done.

While the timeshare resale market is far from robust, the timeshare exchange market is just the opposite. With nearly 20 million timeshare owners, thousands of resorts spread over 100+ countries and nearly 80% of timeshare owners exchanging every year, it has never been better. Add in the advances in computing power and even the owner of an average timeshare has more opportunities than ever for getting a great exchange.



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The problem is, and always has been, the lack of good information on the subject, and a precise "How To" guide, to help the timeshare owner master the arcane art of timeshare exchange.

Not any longer. I have written 2 books exclusively on this subject that have already sold thousands of copies worldwide. They are called: ***H Y Hja Yg\ UfY9I W Ub[Y6 JV Yg***"There is one for RCI and one for Interval International. Not only are they guaranteed to work, but come with a 100% **money back guarantee.**



Before you travel down the rabbit hole of selling your timeshare, you owe it to yourself to give the books a try. You have nothing to lose and everything to gain. And all for about the price of lunch.

You've already spent ten of thousands of dollars buying your timeshare and thousands more on fees.

One of the top 3 reasons timeshare owners gave as a reason for their purchase was to exchange it to other locations. And, one of the top 3



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reasons timeshare owners gave for wanting to sell their timeshare was the difficulty of getting a good exchange.

Odds are, even if you do sell your timeshare, you will have one more week to use. Don't lose that week in addition to thousands of dollars. Get it banked with RCI or Interval International to give you, or the new owner, up to 2 more years to use it.

In addition, having a great exchange already booked will help you to sell your timeshare, and you're going to need all the help you can get. If a prospective purchaser was looking at 2 identical listings, and your's included a week already booked on the beach in Hawaii, which one is he more likely to choose?

You can expect to find the same quality of content in this article to be found in **HA YHJa Ygl UFY9I W Ub[Y6 JV Yg**"And more. I've uncovered secrets and strategies of exchanging timeshares that very few people know, and I've revealed them all to help you become a master at it.

Don't wait, get The Timeshare Exchange Bible today. [Click Here](#) to see a video of them.



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Jeff Pierce - The Timeshare Expert

References:

- 1, "State of the Vacation Timeshare Industry" 2015 report by the Arda International Foundation (AIF)
- 2, "Timeshare Comes of Age" for Consumer Reports. February 23, 2016 Author Todd Marks



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