

# 7 FACTS TO KNOW WHEN SELLING YOUR TIMESHARE

ADVICE FOR CONSUMERS WHO WANT TO  
**GIVE BACK** TIMESHARE

There are many reasons you may no longer want to own your timeshare and whatever your reason is, you don't have to explain it or justify it to anyone. You are ready to get out of timeshare you no longer use or need in your life. Simple enough!

... *Or maybe not.*

You may be hesitating to take the next step because you've heard and read confusing information about how to get rid of timeshare. You need trustworthy, reliable facts.

To make the decision that is best for you and your family, you need information you can truly count on. The good news is, there *are* dependable resources you can turn to for help.



**This report will arm you with 7 facts every savvy consumer needs to know in order to identify who to trust for reliable timeshare services.**

*Go to the next page to learn more.*

**GIVE BACK**   
**TIMESHARE.com**

# TIMESHARE FACTS YOU SHOULD KNOW

*Who is looking out for your interests?*

## BE A KNOWLEDGABLE CONSUMER

According to the 2012 **STATE of the VACATION TIMESHARE INDUSTRY: United States Study**, prepared by Ernst & Young, the weighted average timeshare maintenance fee charged per interval rose 8 percent in 2011 to nearly \$800. Under any circumstances 8 percent is a big jump, but in a tight economy, with millions of Americans without jobs, 8 percent is especially significant.

With thousands of owners looking to sell their timeshare because of job loss, age, divorce, illness, relocation, or those ever-increasing annual fees, you want to equip yourself with the facts and make your decisions as an educated consumer.

**Learn the real truths.** Here are 7 facts about timeshares that will help you be a savvy consumer:

### TIMESHARE TIP 1:

Be on guard when any timeshare reseller approaches you promising that he or she has a “buyer waiting to buy your timeshare.” Some companies use this as a ploy to convince timeshare owners to enter into a supposed sales agreement, in which the owner pays money to initiate a timeshare sale that never materializes. This tactic has been so problematic that on July 1, 2012, the State of Florida implemented a law making it illegal for telemarketers to try to entrap sellers with promises of hypothetical timeshare buyers. But that law doesn’t apply in every state, nor do disreputable companies necessarily heed the law where it does apply.

### TIMESHARE TIP 2:

Look for a timeshare company that has been in business for at least five years or more, which helps demonstrate a track record of successfully delivering satisfaction and service to its clients. A high visibility website (one that is easy to find online when you search the internet by popular timeshare brand names or timeshare vacation destinations) indicates that the company is well positioned to offer timeshare solutions. In timeshare resales, a strong website means the company attracts targeted consumers who are looking to buy timeshare on the secondary market. Reputable companies often publish their online traffic statistics as tracked by an independent third party, such as those monitored by [www.extremetracking.com](http://www.extremetracking.com)

## OTHER HELPFUL RESOURCES:



- **SellMyTimeshare NOW.com**  
[www.sellmytimesharenow.com](http://www.sellmytimesharenow.com)
- **Timeshare Hot Deal**  
[www.timesharehotdeal.com](http://www.timesharehotdeal.com)
- **Roberts Law Group, PA, timeshare real estate attorneys**  
[www.robertslawgroup.com](http://www.robertslawgroup.com)

### **TIMESHARE TIP 3:**

When you work with a timeshare company, ask for a written copy of all information given to you and a copy of all documents related to your timeshare sale or transaction. Reputable timeshare companies will be happy to provide you copies of this information. If the timeshare representative with whom you are dealing fails to supply you with this information upon request, be very careful about continuing in any timeshare transactions with this company. You should not make decisions regarding your timeshare without taking time to carefully read and review all relevant documents.

### **TIMESHARE TIP 4:**

Paying to advertise your by-owner timeshare resale online can be a good choice if the company you select has a website that is easily found by those who are searching to buy a timeshare. You can assess a website's visibility by simply doing some online searching for yourself. In Google or your favorite search provider, try typing terms buyers might use if they were searching for a timeshare website. Use phrases such as "timeshare resales," "timeshare sales," "Florida timeshare," "timeshare deals," or other words prospective buyers might be using to find vacation ownership resales. If a website appears at or near the top of your searches for most of the terms you use, then you have confirmed that the company offers a high visibility website and is positioned to attract buyers. Recognize the difference between an "up front fee" and a rightful requirement from a timeshare resale advertising company for you to pay for online advertising and marketing at the time your timeshare ad becomes visible to potential buyers.

### **TIMESHARE TIP 5:**

Only work with a timeshare company that offers a refund policy and makes the terms of the refund available to you. If you are working with a Florida based timeshare sales company and are attempting to advertise your timeshare for sale by owner, you must also be presented with information regarding your right of rescission. Right of rescission information from Florida for-sale-by-owner advertising companies is a state law that reputable timeshare companies will honor. But you should also be aware that a fraudulent company, regardless of whether it presents you with its guidelines for refund or the right of rescission information, will not likely honor either.

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# AVOIDING TIMESHARE SALES SCAMS

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## TIMESHARE TIP 6:

When you work with a company to sell your timeshare, choose one that offers both by-owner timeshare sales and licensed timeshare brokerage, providing you choices to find the option that work best for you. Select a company that offers brokers who specialize in timeshare. Because timeshare laws and contracts are different from other types of real estate law, only a broker who specializes in timeshare will understand the many unique issues of vacation ownership and the timeshare resale market. Ask for the license number of a real estate broker with whom you are working and then check with the state real estate regulatory agency to determine if the broker's license number is current and valid.

## TIMESHARE TIP 7:

Always ask questions, even if the answers seem obvious. Be on the lookout for promises that seem too good to be true. No one can guarantee you that he or she can sell your timeshare, nor can anyone accurately predict precisely when you will receive an acceptable offer to buy. Anyone who tells you they can do this is not trustworthy. But you can (and should) ask how long various steps of the sales process typically take; this is information that should be provided to you so you will know what to realistically expect.

**Above all, follow your instinct.** When something about your timeshare transaction doesn't seem right or the person with whom you are dealing makes you uncomfortable, *listen to your inner voice.*

 If you would like to know more about options that may be available to you as a timeshare owner, please contact:  
Give Back Timeshare.

[\(855\) 860-8109](tel:(855)860-8109)

[www.givebacktimeshare.com](http://www.givebacktimeshare.com)