



Riverview Resort

ON PARKERS RIVER

37 Neptune Lane • P.O. Box 399
S. Yarmouth, MA 02664

riverviewresort1@verizon.net

Ph: (508) 394-9801
Fx: (508) 394-6012

Dear Riverview Interval Owner:

Thank you for contacting us concerning your interest in selling your Riverview interval.

Regardless of your current situation, management wishes to assist as much as we can. However, please know that your Board of Trustees is not in the business of resales and cannot either buy your interval back from you or sell it for you due to legal and regulatory issues as well as the potential risk of burdening your fellow owners with all the associated costs. Also, the timeshare resale market requires specialized expertise to track both the buying and selling market conditions in a sustainable fashion. We have found only a limited number of companies are able to operate effectively in this market.

Notwithstanding our own inability to buy or sell your interval, we do wish to supply you with as much information as possible to assist you through this process, which is the very purpose of this letter.

Please know that the following information is offered by Riverview Resort to assist you with this process and does not guarantee the outcome of any transaction that may or may not be a result of providing said information.

First, we offer you a sincere warning: **Never pay an up-front fee in an effort to sell your timeshare interval.** Whether the fee is called an appraisal fee, a market analysis fee, a marketing fee, an advertising fee, a title search fee or some other type of fee, the result, historically, has been disappointing for everyone who has succumbed to this tactic. However, it may be that paying for an ad, such as a classified ad, may be the best money you spend in selling your interval. There is more information on this process below.

If you want to know what your interval is worth, you should try to find out what other sellers are receiving. Consider joining Timeshare Users Group (TUG) www.timeshareusersgroup.com and check the sales database there; you'll have the ability to look at current and completed eBay auctions; or you may choose to speak with reputable brokers who deal in the Cape Cod timeshare market regularly. Don't simply rely just on what others are asking for as a guide if you really want to sell. Many sellers set their asking price too high and receive little or no response, except from companies looking for the up-front fees we've warned you about.

If you want to sell on your own, where should you advertise?

You may choose to advertise on an Internet bulletin board service such as TUG or Timesharing Today or on more commercial timeshare related Internet sites where you can advertise for a nominal cost. Following is a list of such websites:

www.redweek.com
www.sellmytimesharenow.com
www.myresortnetwork.com
www.bidshares.com
www.timesharegateway.com
www.timesharetoday.com
www.timesharestogo.com
www.webuytimeshare.com

You may also consider selling your interval on eBay. To get started, we suggest reviewing some current eBay listings for this area to decide how to list yours for auction. eBay's [Timeshare Seller's Guide](#) will give you additional information on this process.

Of course, you may also wish to advertise in the newspaper. Consider placing a classified ad in the Sunday "Real Estate – Timeshares" section of major newspapers such as the Cape Cod Times, Boston Globe or Hartford Courant or other locations where prospective buyers may be located.

Now that you have a buyer, what's the next step?

Once you have a buyer, we highly recommend that you utilize an attorney familiar with timeshare deed transactions. It is customarily the seller's responsibility to prepare a deed and pay the recording and transfer fees associated with this process. Whether you or the buyer pays these fees is a matter of negotiation between you and the buyer. Keep in mind that **you** are responsible for annual assessments until the transfer is completed in our records. **Also remember: all outstanding maintenance fees and loan balances, if you have a mortgage, must be paid in full** before title can be legally conveyed to the new owner.

In conclusion, selling your Riverview interval may take some diligence and patience, but the effort, if you are realistic in your expectations, will pay off.

Sincerely,

Riverview Resort Board of Trustees

