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COSTA RICA

THE SMARTER WAY TO OWN
YOUR SLICE OF PARADISE



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The Smarter Way to Own Your Slice of Costa Rica

Private Residence Clubs may just be the smartest and easiest way to own a second home in Costa Rica.

Costa Rica's perfect weather, lush tropical forests, cool mountains, pristine waterfalls, world-class fishing, stunning surf, sandy beaches and simple tranquility are beckoning you. You can almost hear it in the crashing of the waves, even thousands of miles away.

Costa Rica, "the happiest place in the world," offers more temptations than most Latin American countries in terms of quality and cost of living. After all, it has clean water, very little crime, good roads, political stability, American standards of healthcare and a great educational system all wrapped up with the tidy bow of a peaceful democracy. Oh, and did we mention the long stretches of deserted beach and unspoiled rainforests?

It makes you want to give your notice and start packing tomorrow. After all, today's real estate market makes even this stretch of paradise a pretty good deal. Wouldn't you hate to miss out on the chance of a lifetime?

But let's face it. The reality of jobs and family make it unlikely that most of us will actually move to Costa Rica and buy a vacation home in paradise. For long weekends and well deserved vacations, however, it's a tropical Utopia to be enjoyed year-round, if you are so lucky.

Introducing... the smarter way to buy a vacation home: shared ownership via a private residence club.

THE NEW GENERATION OF SECOND AND VACATION HOMES

Consider this. Why would you buy a \$500,000 to million-dollar home and spend only 4 to 6 weeks a year using it—the average time most people use their vacation home — when you can enjoy the same property and location for only \$100K, or less, by splitting the purchase with a few other like-minded owners?

Make sense? Called fractional ownership, or



in this case known as Private Residence Clubs, this flourishing model of second and vacation home ownership is putting dreams like “living the Costa Rican life” in the reach of a growing number of people. This proven type of property ownership lets you have it all at a fraction of the cost...and with none of the headaches.

“It’s a logical, flexible and very convenient way for families to own a vacation home,” says Steve Dering, founding partner of DCP International, who launched the world’s first private residence club at renowned Deer Valley Resort in Park City, Utah.

In 1991, discovering that most Deer Valley real estate owners only used their homes four to six weeks per year, Dering came up with the idea to make the ownership price and annual expenses proportionate to actual use. He then perfected a simple and equitable reservation system to coordinate each owner’s time at the Deer Valley Club. More than 20 years, many residence clubs, and thousands of highly satisfied owners later, private residence clubs are here to stay.

Take private fractional jets too, such as Warren Buffet’s big stake in NetJets a very popular and successful fractional jet company. Considered the ultimate luxury, private jet travel was a rare thrill few could afford, but then back in the 90’s, someone got the idea of taking a \$20M jet and fractionalizing it for better economical sense-- for both companies (large and small) and affluent travelers who could share in the gigantic acquisition costs and maintenance expenses. It’s such a smart business model that even Buffet buys into sharing the cost of luxury items.

Well, apply that logic to the second-home market and it becomes clear why the sales of private residence clubs have been gaining the upper hand in winning over vacation home buyers for some time. Shared ownership of luxury “wants” just makes more sense in today’s financial climate.

THE CHANGING MARKET

“We are looking at a complete redesign of modern life.... Fractional ownership, where products are





“For 20 years our company has been creating residence clubs for those who love a particular destination, visit numerous times each year, want the benefits of luxury home ownership, and desire personalized services.”



pooled and shared, will explode,” writes John Grant, author of *The Green Marketing Manifesto*.

Dr. Richard Ragatz of Ragatz Associates, the leading Fractional and Second Home marketing-consulting company, echoes the sentiment.

“The fundamentals of the vacation home market have changed. The days of buying a \$3 million house ... with the expectation of 20% annual appreciation are gone for the foreseeable future, maybe forever. Recent events will enhance the attractiveness of the high-end fractional products as compared to whole ownership,” explains Dr. Ragatz.

Luxury Living International magazine has also written about the recent “spike in people’s appetite for private residence clubs due to the model’s diminished financial risk for buyers and the more ‘bang for the buck’ as it allows buyers to buy more home in a prime destination with fractional ownership”

NOT YOUR DADDY'S TIMESHARE

If you’re thinking, “timeshare?”... please don’t.

Private residence clubs offer deeded luxury real estate with high-end furnishings, greater flexibility and far greater amenities than what traditional timeshares offer and, in most cases, beyond what whole ownership can offer-- from concierges to housekeeping and even grocery-shopping services. You’re also buying actual property and not just “time,” as with timeshares, where you’re usually locked into the same week at the same location, year after year.

A great example of the private residence club model in Costa Rica is the new Del Pacifico Club on the central Pacific Coast of Costa Rica. Located near the eco-friendly and quaint seaside towns of Quepos and Manuel Antonio, the spectacular Del Pacifico Club residences offer all the luxury of a tropical vacation home for a fraction of the price and none of the headaches.

With large, tropically furnished Villas and Condos, and the services of the highly acclaimed beachfront Alma del Pacifico Hotel, Owners in the Del Pacifico Club have full access to the

hotels cascading pools, popular spa and ocean-front restaurant, it's no wonder Club Owners are calling it a "seventh heaven."

This four-year old second home community situated only 90-minutes (on a brand-new toll road) from Costa Rica's capital and international airport in San Jose, Del Pacifico and the Del Pacifico Club are in the center of Costa Rica's finest outdoor recreation and adventure. It's considered a world-class surfing destination; a short 30-min drive to the awe-inspiring Manuel Antonio National Park and its pristine beaches. Del Pacifico is also a short drive to Los Suenos one of the largest marinas and sport fishing charter centers on the entire Pacific Coast.

Residence Clubs like The Del Pacifico Club also come minus the legal headaches of acquiring real estate in a foreign country and the worries of managing your vacation home via long-distance. No need to think about cleaning, airing out rooms, paying utilities, tending to constant home upkeep,

insurance and theft protection or renting out between visits. All the maintenance is done before you arrive. And when you head home, leave the dishes in the sink and beds unmade; the club staff does that, too.

You can also use your Costa Rican getaway as often as you want if it's available. With the services of the boutique beachfront hotel, the club staff oversees the arrangements, managing the Owners use of the Residence Club homes. As with any other deeded real estate purchase, the real estate and the rights can be sold, passed on or placed in a trust like any other real estate.

Whether in Costa Rica, Bermuda, Aspen or North Carolina, Private Residence Clubs are quickly becoming the smarter way to own and enjoy a carefree vacation home, so you can actually enjoy your vacation in paradise. ☀

To learn more about the smarter way to own a vacation home in Costa Rica, visit www.delpacificoclub.com or www.bestresidenceclubs.com.

