

Example: Full Service Resale Valuation

From: Sandra Mock
Sent: Monday, October 04, 2010 11:58 AM
To: Joe Smith
Subject: Pueblo Bonito Resort Los Cabos - RedWeek.com Full Service Valuation

Dear Joe,

I have completed your market survey and found timeshares like yours listed for between \$3500 - \$9200+ with the predominant listing prices at or around the \$4500 mark, and selling in the range of \$3000 - \$4000 commonly, and recently. There are over 30 listings on the market just like yours right now. There are approximately 290 listing available at your resort today. If I were to price your timeshare to sell within the next 6 months I would price it at \$4500 and expect to sell at \$4000.

Some people are surprised (dismayed) at what their timeshare will bring on resale vs. what they paid and there are a few simple reason for the difference. It may be there is limited time left on your ownership for a buyer to assume, or the fact that there are MANY timeshares that are identical to yours for sale unlike a home or piece of real estate that is usually a one of a kind purchase, AND there are sellers that are willing to take less just to sell their timeshare right now.

The fact is, unfortunately, no one gets what they paid for their timeshare when they sell it unless they have had it for a long time and their resort is still in high demand on the resale market. There are SEVERAL upfront fee companies, requiring in excess of \$450 to list a timeshare, that will claim you can get more than what you paid, that they “just had a seller get \$40,000 for a timeshare just like yours last week!”; and many people believe them, but once the timeshare owners have paid the fee they never hear from that company again and their timeshare is never sold. Yes, the company will post the listing to a site somewhere on the internet, but if the site isn’t advertised, timeshares won’t get sold. Even if they DO advertise the site, NO ONE will buy at the steep prices that have been recommended to the seller to list for when same thing is posted on redweek.com for FAR less.

I am Sandra Mock with John L Scott Real Estate and you can list with the knowledge that I have sold over 2 million dollars worth of timeshares in the last three years and I know how to sell them in a timely manner. Other than the nominal fee of \$125 upfront that I use to advertise your listing, I only make money when your timeshare is sold and then take my commission from the closing. To list your timeshare with me please visit this page on my website:

http://www.timesharestaleco.com/new_seller/TWI_Redweekmain.asp

A page will open in your browser where you can print out a listing agreement, get instructions, and get started with your premium Redweek.com brokerage services brought to you by Sandra Mock, licensed Real Estate Specialist, to sell your timeshare. I have assisted thousands of people in selling their timeshares over the last 15 years and I am certain I can assist you with yours.

Please let me know if you have questions or concerns about your market valuation or when completing your listing agreement. You can reach me in office weekdays at 800-764-2486 from 10-5 PST.

Best regards,



Sandra Mock
Licensed Real Estate Specialist
Residential Certified Short Sale Negotiator
Member: [License Timeshare Resale Brokers Association](#)
Member: [National Association of Realtors](#)

John L Scott Real Estate

Residential listings are housed at: www.JohnLScott.com/saundramock

Timeshare listings are housed at: www.TimeshareResaleCo.com

MY Toll-free Phn: 800-764-2486

My Direct Line Phn: 206-818-1042

Fax: 206-878-1053

...and as always, I am NEVER too busy for your referrals!