

DENVER LIFE

MARCH/APRIL 2009

CULTURE | ADVENTURE | STYLE

*Lap of
Luxury*

Discover the Lives
of Pampered Pets

VACATION
OWNERSHIP
Your Home
Away from
Home

IN BLOOM
Spring's Hottest
Fashions & Accessories

COLORADO
BEER FESTS
See What's
Brewing Around
the State



EXPLORE CRESTED BUTTE
Pure Adventure & Striking Beauty

UNLIMITED DESTINATIONS

Colorado has played a large role in the creation of the residence club model. From its timeshare roots to its luxury homeownership perks and enviable private club membership incarnation of today, fractional ownership opportunities continue to be developed here.

The same holds true for the newest form of vacation ownership, the destination club. With a couple of the biggest names in the destination club industry based along the Front Range, Colorado is at the forefront of offering potential vacationers a chance to see the world from their own doorstep. It just so happens that by buying into a destination club, those doorsteps can be in Hawaii, Switzerland, Cabo and New Zealand—with, of course, a few Rocky Mountain locations thrown in as well.

However, while it's still in its infancy, the destination club market has undergone a slew of recent changes. The unfortunate timing of an economic recession and the short history of a number of clubs has led to more than a couple of closings. In order to find out which clubs are still on strong foundations *Denver Life* spoke with Fort Collins-based The Veras Group, an independent destination-club consulting firm that helps potential members evaluate all of the different clubs on the market. The Veras Group then provided their recommendations on the top destination clubs with at least one location in Colorado—because although you might want to spend a week in Kauai one winter, that doesn't mean you plan on missing out on any bluebird days on the slopes.

EXCLUSIVE RESORTS

COLORADO LOCATIONS: Four (Snowmass, Steamboat Springs, Telluride and Vail/Beaver Creek; plus company headquarters are in Denver).

TOTAL LOCATIONS: More than 35.

MEMBERS: More than 3,500.

PRICE: \$160,000 to \$485,000.

THE VERAS GROUP QUICK REVIEW: The largest destination club in the industry, run by seasoned executives and majority owned by Steve Case, founder of AOL. Hard to go wrong with more than 30 homes in Los Cabos, Mexico either.

CONTACT: 866.863.2688

exclusiveresorts.com

ABERCROMBIE & KENT RESIDENCE CLUB

COLORADO LOCATIONS: One (Snowmass).

TOTAL LOCATIONS: More than 100 (including villas and tour operations)

MEMBERS: More than 150.

PRICE: \$225,000 to \$495,000.

THE VERAS GROUP QUICK REVIEW: A newer firm to the residence club industry, but with a strong hospitality brand. The business model includes the opportunity for potential upside, as well as a variety of different travel options (homes, villas, tours and more).

CONTACT: 866.342.8367

akresidenceclub.com

EQUITY ESTATES

COLORADO LOCATIONS: One (Telluride).

TOTAL LOCATIONS: Seven.

MEMBERS: More than 60.

PRICE: \$350,000.

THE VERAS GROUP QUICK REVIEW: Nothing says financial stability like member-owned real estate, operating income that covers

operating expenses and a free-market style membership resale option. This two-year-old firm puts stability first without sacrificing the travel experience.

CONTACT: 800.413.3340

equityestatesfund.com

DISTINCTIVE HOLIDAY HOMES

COLORADO LOCATIONS: One (Beaver Creek).

TOTAL LOCATIONS: 12.

MEMBERS: More than 100.

PRICE: \$49,000-\$449,000.

THE VERAS GROUP QUICK REVIEW: The distinctive international destination club, with a strong asset base, smart management and a portfolio of homes in the common (Hawaii) and not so common (Queenstown & Auckland, New Zealand) destinations.

CONTACT: 800.607.7344

distinctiveholidayhomes.com

QUINTESS

COLORADO LOCATIONS: Four (Aspen, Steamboat Springs, Telluride and Vail; plus, company headquarters are in Broomfield).

TOTAL LOCATIONS: More than 40.

MEMBERS: More than 400.

PRICE: Customizable.

THE VERAS GROUP QUICK REVIEW: One of the leading luxury level clubs, with strong destination diversity and a new partnership with the Oyster Circle, a European destination club provides great worldwide access to membership.

CONTACT: 800.550.0324; quintess.com



Quintess, Aspen