



## FOR IMMEDIATE RELEASE

**Las Vegas, NV, April 8th, 2014** – At the request of ARDA State Government Affairs, Peter Grant, President and Richard Wolf, Vice President of Grant Wolf, Inc., and the creators of the Timeshare Transfer Registry (TTR), presented a summary of current trends regarding Timeshare Transfer and Unburdening Company activities to the ARDA State Legislative Committee. Below is a summary of those trends.

- **Sound Transfer Practices yields consistently positive results.** Resorts that adopt and implement a reasonable transfer policy (that previously had none or applied their Transfer Policy infrequently) consistently see a lessening in their Unburdening activity. This is especially the case with Unburdening models that contact the resorts directly requesting estoppels (we can provide numerous examples of this).
- **Current trends are evident.** There is a clear trend towards Unburdeners recruiting/utilizing more asset-less individuals and creating fewer asset-less LLCs (this is concerning as we imagine it will be more challenging to eventually compel individuals to return inventory than to compel those that control/manage LLCs holding hundreds of intervals).
- **Transfer companies are making changes.** We have heard of a number of larger, established Transfer operators stating that they “have gotten out of the business”, are “getting out of the business,” or are “changing their business models”.
- **Constant changes in business models.** Many Transfer companies continue to rapidly morph their business activities, their business models and their geographic areas of focus making it difficult for resorts to keep up with them.
- **Erratic transfer activity due to billing cycles.** Transfer activity tends to spike and then subside and then spike again. A key spike time is in the first quarter of the year when Unburdeners assume most maintenance fee billings are occurring.
- **Increase in “Deed-Around” activity.** Unburdeners are bypassing resort Estoppel requests altogether and proceeding directly to the County Recorders offices with only a Power of Attorney and a Deed and successfully recording new deeds. The resorts only hear about this when the escrow company might send them a copy of the new deed, the now “former” owner calls to object to the maintenance fee bill they received or the assessor calls looking for their tax dollars. Successful “Deed-Around” activity is very concerning.
- **Powerful sales tools remain available.** “Trade-In” activity continues to be a significant contributing factor with eventual Unburdening activity. The opportunity to Trade-in a current timeshare ownership as part of the purchase of a new timeshare ownership remains a very powerful tool on the sales tables.
- **Changing tactics in Unburdeners business model.** We see an increase in direct communications between Unburdeners and Resorts attempting to return/retrieve inventory. This could at least be a partial solution.

- **The Attorney General is aware!** There is an increased awareness by State Enforcement agencies of the larger class of consumers that are being damaged by this activity, which is the remaining dues paying owners left to subsidize defaulted, Unburdened intervals. This is a good thing.
- **Unburdening is still an enticing offer for owners.** The demand from existing timeshare owners to exit their timeshare (due to aging out or other reasons,) does not appear to be diminishing at this time. The landscape and the players in it may change but, Unburdening activities, both legitimate and otherwise, are likely to continue for the foreseeable future.

Timeshare Transfer Registry® was developed for the Shared Ownership Industry to provide Associations a one-stop resource for their research and investigative needs. TTR's unique Knowledge Base produces research never before attainable. As a collaborative effort between Associations, TTR provides BEST ESTOPPEL PROCEDURES AND PRACTICES to verify potential transferees. We are working continually to fuse more and more data and enhance our Knowledge Base's capabilities. New features, capabilities, data and functionality are being added regularly. [www.ttregistry.com](http://www.ttregistry.com)

For over 30 years, Grant Wolf Incorporated has established valuable strategic alliances with Timeshare Management Companies and Resort Associations by providing unique, cost effective solutions to common operational challenges. With a focus on Communications, the protection of Resort Inventory and the Recovery of Defaulted or Lost Inventory, Grant Wolf's services help to streamline operations, reduce costs and provide measurable results. Grant Wolf and its principals are the recipients of numerous awards, including Gold ARDY's in the fields of Renovation, Communications, Sales and Marketing.

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