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Robb Report

Special Issue

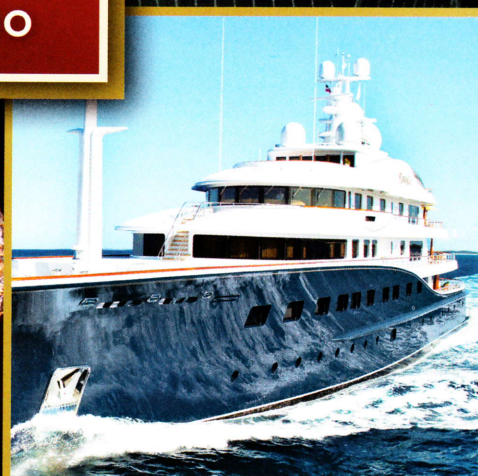
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23RD ANNUAL

BEST OF
THE
BEST

2011 LUXURY PORTFOLIO



JUNE 2011

Vacation Homes



MORE IN THE
BEST OF THE BEST APP

DESTINATION CLUB: *Exclusive Resorts*
PRIVATE RESIDENCE CLUB: *The Ritz-Carlton Destination Club*
PRIVATE RESORT COMMUNITY: *Yellowstone Club*
RESORT RESIDENCES: *Four Seasons Private Residences Seychelles*

DESTINATION CLUB *Exclusive Resorts*

THE LEADER in the destination club industry and a veteran of *Robb Report's* Best of the Best award, Exclusive Resorts achieved \$66 million in sales in 2010—a 50 percent increase over the previous year. The club, which was founded in 2002, boasts several other impressive figures: 3,300 members, 370 properties in 37 locations, \$812 million in real estate holdings, and satisfaction ratings exceeding 90 percent every year since its launch. Last year, it added 10 new residences at the Vdara Hotel & Spa in Las Vegas, and five at the slope-side One Steamboat Place in Steamboat Springs, Colo.

In addition to its portfolio of residences—which range from beach-front cottages at the Abaco Club in the Bahamas to restored farmhouses

in Tuscany—Exclusive Resorts offers guided travel experiences to far-flung locales through its Once in a Lifetime program. The club added six expeditions this year, including a sea voyage to the Galápagos Islands and a Mediterranean cruise.

Exclusive Resorts' standard membership plans range from 10 nights per year for a \$160,000 deposit and \$9,950 in annual dues, to 60 nights for \$500,000 plus \$59,700 in annual dues, and members are refunded 75 percent of their initial fees if they leave the club. The club's newest option, first made available in March, offers a nonrefundable membership with a lower up-front cost. Prices for the nonrefundable plans start at \$100,000 for 10 nights per year and top out at \$360,000 for 60 nights, plus annual dues. —NIKKI PRANGE

Exclusive Resorts, 866.863.2688,
www.exclusiveresorts.com

PRIVATE RESIDENCE CLUB *The Ritz-Carlton Destination Club*

THE LINE BETWEEN destination clubs and fractional-ownership programs has become increasingly blurred in recent years. The Ritz-Carlton Destination Club is a prime example, combining elements of both vacation-home concepts in two equity-based membership models.

Introduced in 2009, the Ritz-Carlton club's Portfolio Membership works much the same as Exclusive Resorts and other destination clubs, except that members acquire a deeded interest in a land trust. Pricing starts at \$100,000 plus dues for 5,000 annual points, which can be redeemed for nights at the 10 Ritz-Carlton residence clubs and 69 Ritz-Carlton hotels worldwide. Point-redemption values vary based on