

Lost Valley Lake Resort - Owner Resale Information

2234 Hwy ZZ Owensville, Missouri 65066

1-800-489-2100 ext. 2258

www.lostvalleylake.com



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Quick Review of Resale Process

- ✓ Advertise & find a buyer for your ownership.
- ✓ Contact the Transfer/Resale Office at 1-800-489-2100 ext. 2258 to Obtain and research your Deed status (if your ownership is paid in full).
- ✓ You are responsible for providing a copy of your transferred, recorded Deed to the Transfer/Resale Office prior to your resale appointment being scheduled. This allows our department the opportunity to ensure the deed is correct. If the Deed is not correct, the Transfer/Resale Office will contact you.
- ✓ **SCHEDULE YOUR APPOINTMENT** with the Transfer/Resale Office to complete the transfer of ownership. Your appointment will be scheduled after the Deed has been verified for correctness.

Finding a Prospective Buyer

The most effective way to market your ownership remains **word of mouth** and **internet advertising**. Mention your Lost Valley Lake Resort ownership at family gatherings & social functions, as well as to co-workers. Post your ownership for sale on social networking sites or on websites. If anyone is interested, they will ask questions. **Do not stop using your Resort** because you want to sell. You must use the resort to effectively market and sell your ownership. You may even find a buyer for your ownership at the resort! **Stay Positive!!!** Remember the reasons you purchased, the feelings you had, and the enjoyment your children or grandchildren experienced. Discuss the areas of enjoyment you have experienced at Lost Valley and do not become discouraged!

** **REMINDER** ** Potential buyer *cannot* have toured through our sales department within the last **24 months**, if so they are ineligible to purchase a resale from an already existing owner.

Experience from many owners, over the past 25 years, who have successfully sold their ownerships, tells us “expensive advertising” is the least effective. The cost prohibits consistency in advertising and creates discouragement. The most effective way to sell remains using the Resort while you own and bring those friends or family that enjoy the same things you do.

- ✓ Effective advertising and display of this asset, like all assets, will require a consistent effort.
- ✓ One advertisement may not produce results, but consistency will lead to a sale.
- ✓ Always note the inquiring parties name & phone number. This will give you additional prospects in case you find a buyer and this buyer changes his mind.

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Suggested Ways to Advertise

- ✓ Internet, On-Line Resources, Social Networking Sites (i.e. Twitter, Facebook, Facebook Marketplace)
- ✓ 3" x 5" Index Cards or tear-off advertisements, at all local bulletin boards such as grocery stores, laundries, churches, work, and especially local RV dealers.
- ✓ RV magazines, travel club magazines, and publications that cater to camping and travel interest (i.e. Good Sam and other publications).
- ✓ Use your local publications, such as Shoppers Guide, Nickel Ads, etc., for inexpensive, consistent, and full coverage.
- ✓ Make your own computer-generated flyer advertising.
- ✓ Talk to your friends, family, neighbors, co-workers, etc about LVL

Sample Advertisements:

Deeded Ownership in Missouri's finest Private Resort, Lost Valley Lake Resort. Located within 90 minutes of St. Louis. Assumable financing available. Tennis, Indoor/Outdoor swimming and more. Call _____.

Must Sell -- Moving out of area -- Take advantage of our misfortune? Deeded ownership in Lost Valley Lake Resort. 365 days a year of FUN. For more information, call _____.

Beautiful Resort located 1 hour from Jefferson City. A complete world of enjoyment. No mowing grass or other maintenance. Includes Health Club, Horseback Riding, rights to National Travel Club and MUCH MORE!! Inquire by calling _____.

MOVING out of area, TAKE ADVANTAGE of our misfortune. MUST SELL!! Deeded ownership in Lost Valley Lake Resort offers you: Tennis, Indoor/Outdoor swimming and much more, 365 days a year. For Details call _____

MUST SEE TO APPRECIATE. Deeded ownership in Missouri's #1 Resort; Lost Valley Lake Resort. From Condos to Camping. Offers travel benefits in Camp Coast to Coast and Coast-to-Coast Resorts. For more information, call _____

Own your own recreational property and never mow grass or be a slave to maintenance. MINIMUM DOWN PAYMENT REQUIRED, with assumable financing available. Lost Valley Lake Resort. Call for details.

USE YOUR LOCAL PUBLICATIONS, SUCH AS SHOPPERS GUIDE ETC, FOR INEXPENSIVE, CONSISTENT AND FULL COVERAGE.

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NEWSPAPER ADVERTISING:

- | | | |
|-------------------------------|--|--------------|
| • Ad Tracker | P.O. BOX 37, Crocker, MO 65452 | 573.736.2226 |
| • Washington Missourian | P.O. Box 336, Washington, MO 63090 | 636.239.7701 |
| • Gasconade County Republican | P.O. Box 546, Owensville, MO 65066 | 573.437.2323 |
| • St Louis Post Dispatch | 900 N. Tucker Blvd, St Louis, MO 63101 | 800.365.0820 |

INTERNET ADVERTISING:

- Rv-online.com
- Craigslist.org
- Rollanet.org
- Facebook.com (Facebook Marketplace) Missouri Marketplace Buy, Sell & Trade group (has 34000 members)
- Varagesale.com

COST OF TRANSFER AND RESALE; you must contact the Resort to determine the specific cost for transferring your ownership. **At minimum, there is a \$25.00 Transfer Fee, \$35.00 Deed search, and \$1500.00 Administrative Fee due on each ownership transfer (subject to change without notice).** *Please Note:* Other fees which may be applicable depend on each ownership circumstance consist of; recording fees, amended deed/title preparation fees, mailing fees, contract re-write fee, and/or any other fees associated with the transfer. As of April 1st, 2009, Annual dues for the current year must be paid in full on or before the transfer will take place. If you have past due Maintenance Fees, **they must be paid in full before an appointment will be set.** You will need to contact the Transfer/Resale Office at 1-800-489-2100 ext. 2258 to pay past due Maintenance fees. No exceptions to this rule.

COMPLETING THE SALE:

❖ **RESALES ARE BY APPOINTMENT ONLY and MAY BE SCHEDULED AS MUCH AS FOUR TO SIX WEEKS FROM THE TIME THE BUYER VERIFICATION IS COMPLETE. YOU MUST PROVIDE A COPY OF YOUR TRANSFERRED AND RECORDED DEED TO THE TRANSFER/RESALE OFFICE PRIOR TO SCHEDULING YOUR APPOINTMENT. ALL REQUIRED STEPS MUST BE OBSERVED AND PROCESSED THROUGH LOST VALLEY FOR THE RESALE TO BE VALID** ❖

- **BUYER VERIFICATION:** No Resale appointment can be set until the owner/buyer provides information to our office for the buyer verification. (i.e. buyer name(s), social security #'s, birth dates, address, phone #'s, county of residence). Information obtained at this time is used to prepare transfer documents. Potential buyer *cannot* have toured through our sales department with in the last **24 months**, if so they ineligible to purchase a resale from an already existing owner.

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- **FINANCING**; if your Retail Installment Contract is not paid in full Lost Valley Lake Resort will allow your note to be assumed for the balance due at the time of resale. Regardless if your loan is paid in full or not ALL MONTHLY PAYMENTS and MAINTENANCE FEES must be current and up-to-date to transfer and resell any ownership. Lost Valley Lake Resort reserves the right to refuse credit on all assumable financing. All other arrangements must be handled between the seller and buyer. Your prospective buyer will be required to make a 10% down payment of the unpaid principle balance.
- **DEED STATUS**; you must provide your transferred and recorded Deed in your buyer's name to the Transfer/Resale Office prior to scheduling your appointment.

HELPFUL TIPS

- Your buyer can upgrade the Ownership they are purchasing for an additional cost. Inquire with resort staff about cost and/or financing options available to your buyer.
- Coast to Coast Resort (resort reciprocal use program) is available for your prospective buyer to join if they want by paying the current annual fee. Inquire with resort staff about the current yearly fee.
- Lost Valley Lake Resort has received Woodall's prestigious Diamond "W" Award and Five Star Rating for our facilities and activities as one of the top resorts in the Camp Coast to Coast system. **Be Proud when you speak of your Resort!!**
- Refer your prospective buyers to check out the public portion of the website. www.lostvalleylake.com

THINGS TO REMEMBER

- Effective advertising does not necessarily have to be expensive.
- **STAY POSITIVE** and do not get discouraged. Not everyone knows the value of your asset.
- **Stay consistent. Persistence pays off.** It is best to advertise in months where people are interested in outdoor activity (spring, summer and early fall have been most effective months to sell). One or two ads may not be enough to sell your ownership.
- Retain names and phone numbers of prospective buyers, re-contact them if their offer is unacceptable, and encourage them to come with you on a visit to the Resort.

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- Be flexible and ready to show a prospective buyer the Resort. (THE VALUE IS IN SEEING AND BELIEVING WHAT YOU ARE ABOUT TO PURCHASE). The Transfer/Resale Office is available to help answer questions about your benefits.
- Visit the Resort regularly and bring a friend (you may find a buyer by taking the time to enjoy yourself).
- If your reason for selling is financial in nature, take the time to contact the Transfer/Resale Office at 1-800-489-2100 ext. 2258. You may be surprised that you may not have to sell your asset to overcome a change in circumstances.
- **Following the procedures outlined in “Completing the Sale” is very important.** This will allow our office to better serve you.

The Resort Staff remains committed to helping our owners in any manner possible...

Please call 1-800-489-2100 ext. 2258

Email: jswanson@lostvalleylake.com

Or

Stop by our Office if you have further questions, we are in the Sales Office.

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Resort Ownership Levels & Benefits

➤ **Executive Ownership**

- Able to rent Condo, Villas, RV, Tent, or TeePee with advance reservations.
- Able to camp on all sites (water, electric, & sewer) with advance reservations.
- One Free Week (7 Consecutive Days) In any Rental Accommodation for lifetime of Deed (per year)
 - Condominium and RV week can be split between a 3 night and 4-night stay or a 2 night and 5-night stay. On your first stay if you choose to split the week you will be charged \$50 cleaning fee for the condominium, a \$65.00 cleaning fee for the Villa and a \$30 cleaning fee for the RV. On your second split, session in either a Condo or RV there is not an additional charge.
- One unit (1) Free Storage for Lifetime of Deed
- Able to make reservations up to one year in advance
- Right to use all amenities
- Assessed Annual Maintenance Fee

➤ **Charter Ownership**

- Able to Rent RV, Tent, or TeePee with advance reservations
- Able to camp on all sites (water, electric & sewer) with advance reservations
- Able to make reservations up to one year in advance
- Right to use all amenities
- Assessed Annual Maintenance Fee

➤ **General Ownership** *(no longer offered by Developer as New Sale)*

- Able to Rent RV, Tent, or TeePee with advance reservations
- Able to camp on all sites (water and electric only) with advance reservations
- Able to make reservations up to one year in advance
- Right to use all amenities
- Assessed Annual Maintenance Fee

➤ **Wilderness Ownership**

- Able to Rent Tent or TeePee with advance reservations
- Able to camp on tent sites only
- Able to make reservations up to one year in advance
- Right to use all amenities
- Assessed Annual Maintenance Fee

***If you have the Advantage Travel Program or the Elite Program, contact your LVL Representative. Your options with these programs extend after owning at Lost Valley Lake if you choose to keep these programs.