



# LUXURY LIFESTYLE SOLUTIONS

The financial world is changing rapidly. Even the most affluent families are reviewing ways in which they invest in their recreational lifestyles. Historically, people of means have purchased and maintained luxury resort properties that they only have time to enjoy a small fraction of the time. National statistics indicate that resort homes are used, on average, 10-15% of the time... leaving them unoccupied for well over 300 days a year.

Wayne Wilkins, Working Editor

**T**he substantial costs of owning these resort properties (capital costs, carrying costs, taxes, maintenance, services, etc) have been considered insignificant when viewed in light of years of rapidly escalating property values. In other words “who cares how much a property costs to own if it increases more in value each year than it costs to own?” It is an argument that is hard to dispute. Well those days are over... at least for now. Upwardly spiraling property values, even in the most sought-after resort areas, has ceased. Over the past 15 years, aggressive buying has driven prices for premium lifestyle properties higher and higher... but times are changing. General consensus is that we are now in for a sustained correction period of stagnant and even decreasing prices in many areas. The true cost of our lifestyle choices will now become much more apparent. This does not mean the good times are over... only that intelligent, cost-effective solutions are needed. Obviously, the tremendous luxury lifestyle offered in our premium resort areas will always be in high demand by those with the means to afford it. This global reality check, however, provides an opportunity to review our lifestyle needs, the actual cost/benefits and to consider some fresh thinking and new ownership options... like “Exclusive Co-Ownership” through Ownermatch International. Ownermatch International facilitates smart, well-structured co-ownerships of luxury resort properties. The formula is simple and practical... two well-matched co-owners... half the cost...

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half the use of the property... both with 100% of the luxury lifestyle and more than enough time available to enjoy it... and both with the expectation of “good old-fashioned” long-term real estate appreciation. “Exclusive Co-Ownership” is a perfect solution for our times... all the privileges of private (sole) ownership at half the cost. It is an intelligent option for both current owners faced with high, ongoing ownership costs and substantial debt exposure and for new buyers looking for smart ways to invest in their lifestyles while the real estate market is offering tremendous value. It has always been smart to have a

partner (co-owner) in a resort home to offset costs but now, more than ever, it is becoming essential to consider alternatives to sole ownership. Ownermatch makes it possible to invest in the wonderful lifestyles we desire for our families in a more affordable, economically responsible way. The key to success is being able to match participants according to strict criteria that determine both the perfect properties and the perfect co-ownership “fit”. All aspects of the program are handled professionally... from confidential profiling of potential

participants to the legal agreements that protect each party’s interests... and a comprehensive management strategy that ensures cost-effective, hassle-free enjoyment of the property. Ownermatch International “Exclusive Co-ownership” services are now available in several major resort areas including Whistler and Fernie, British Columbia; Banff/Canmore, Alberta; Scottsdale, Arizona; Palm Springs, California; Maui, Hawaii and Cabo San Lucas, Mexico.

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