Dear Cove owner,

Thank you for contacting us about the possible listing and sale of your week. Please understand that this is a fledgling program, the first of its kind for The Cove, and developed out of interest by owners to safely market their Cove ownership. This past summer exceeded all sales expectations and the demand is high for your listing. The group behind this endeavor has a combined 100 years of experience in ownership resale, so we hope it meets your needs. Here are some frequently asked questions and answers:

Who is behind this and how do I know it is safe, legal and reliable?

The principle owners of this new company have extensive experience in the industry and are very familiar with The Cove. They saw a need and created this program expressly for that need. There are too many scams out there and we are here with honest advice.

How do I know what my week is worth?

We don't know, but the market will. Fixed week sales at The Cove stopped many years ago, so the market is uncertain, but recent resale trends show sales prices between $5000 - $15,000. Together we will figure that out by advertising your week/unit and getting offers. Ultimately YOU decide what it sells for based on the offers, just like your house.

How does it work?

First, we send you a listing agreement to sign, just like your house, so we may market the unit. We will walk you through that. Then we bring you all offers. You decide the final price. We secure the escrow from the buyer, collect signatures from all parties, transfer and record the deed, and update the resort records. Then after closing we send you the proceeds minus commissions, again just like your house.

What does it cost to list?

Our most popular program has no cost to list. We work on commission only. We only get paid when you do.

Do I have to sell it?

No, we bring all the offers, but you are under no obligation to sell ultimately. If you are not interested in selling, please do not list.

What is the commission?

Because of the high overhead of advertising, and the relatively low prices of timeshare, the commission is 50% of the sales price that you decide on. So if it sells for $8000, you net $4000. The buyer typically pays all closing costs.

Sounds good so far, what next?

Reply to this email with a good way to contact you and one of the agents from The Cove will answer any questions you have and send a listing agreement to get you started.

Sales@coveatyarmouth.com