



Esperanza

AUBERGE RESIDENCES

LOS CABOS, MEXICO

2 & 3 Bedroom Auberge Residences (AR) Ownership

The Auberge Residence Ownership Program brings together a small number of individuals who want to experience the lifestyle and own a real estate interest in the Villas located within the Auberge Resort at Esperanza. Below is a general outline of the AR Ownership Program.

- Owners purchase a 1/8th undivided interest in a condominium Villa. All owners sign a Master Use Agreement merging their Villas into the AR Membership Program.
- Each owner has the opportunity to book a minimum of four vacation weeks, which are called "Planned Vacation Weeks". Then, by utilizing two "Available Vacation Weeks" and "Short Notice Vacation Nights" owners can visit more often and without limit based on space availability.
- Owners are asked to initially select four Planned Vacation Weeks for the upcoming season, which starts on the first Sunday in October and extends to the first Sunday in October of the following year. Utilizing an equitable rotation system, the Club manager books the requests and owners receive confirmation of their Planned Vacation Weeks by mid June of each year.
- Once all of the Planned Weeks are confirmed with owners, the remaining weeks go back to the owners to choose two more weeks ("Space Available"). These fifth and sixth weeks are doled out by the same equitable rotation system as the Planned Weeks.
- Owners, their friends and family have full access to all the villas in their ownership of villas and may use any of the villas as often as they like, subject to the club's reservation system.
- In addition to all previously arranged vacations, an owner may book Short Notice stays of 1 to 7 days by contacting Esperanza anytime within 60 days of their desired arrival to check availability and book a Villa. Once one Short Notice reservation is used, an owner may book another. There is no limit to how often owners may visit Esperanza on short notice space availability. The owners' grown children and parents may enjoy the Short Notice stays unaccompanied by the owner.
- Owners have the ability to submit two of their weeks to the Auberge Resorts Rental Program. When their week is rented, the owner receives 60% of the net revenues.
- Owners of the Residences at Esperanza may exchange any or all of their reserved vacation weeks with owners of other properties in The Timbers Collection (www.timberscollection.com) as well as Esperanza owners may exchange with Auberge's Telluride, CO and more with their partnership with Elite Alliance. (www.elitealliance.com)

The non-profit Esperanza Homeowners Association covers all ongoing costs including taxes, utilities, maintenance, reserve fund, maid service, furniture, fixtures, appliances, fine linens, etc. Annual dues are \$16,313.00 This fee entitles owners to six weeks of full hotel service accommodations in a two bedroom villa. A three bedroom villa can be reserved for an additional \$250 + /week housekeeping surcharge. Short Notice stays are \$225 + /night for a 2-bedroom and \$275 + /night for a 3-bedroom.