

Timeshare Companies Explore New Markets, Add Partners

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INTERNATIONAL REPORT—What’s new in vacation ownership? A couple of timeshare companies have targeted new locales, while others have signed agreements with new—and returning—partners.

Hilton Grand Vacations Will Open its First Timeshare Resort in Japan

Hilton Grand Vacations (HGV) has purchased real estate from Hilton, including existing buildings and land for development within the Hilton Odawara Resort & Spa, located in the Kanagawa Prefecture, Japan. The purchase marks Hilton Grand Vacations’ second announced project in Japan and will be the first resort to open in the country. Adding to the existing properties, HGV plans to create timeshare units with ocean views on the purchased land.

Hilton Odawara Resort & Spa is located 30 minutes by bullet train from Tokyo. Hilton will continue to own the hotel and resort amenities as well as manage the property, which is close to attractions such as the Fuji Hakone Izu National Park and Odawara Castle. Guests will have access to the many recreational facilities and resort amenities of Hilton Odawara Resort & Spa.

“With the Japanese government’s aim to welcome 40 million tourists by 2020, we see great continuing potential in providing more offerings to an ever-expanding and diverse group of travelers,” says Tim Soper, VP of operations for Japan, Korea and Micronesia with Hilton.

“Part of how we will do so is to offer our guests the best of both worlds by working with key tourism players, including Hilton Grand Vacations.”

Japanese design firm Hashimoto Yukio Design Studio has been appointed as designer for the project.

Interval International Signs Long-Term Agreement With D’Monaco Private Residence Club

Interval International has affiliated with D’Monaco Private Residence Club, located near Branson, MO. The Mediterranean-style, gated property overlooks Table Rock Lake, one of the area’s leading attractions.

“As a new entrant to the timeshare business, I am thrilled to be working with such an established industry partner,” said Tim Freund, owner of D’Monaco Private Residence Club. “Interval’s guidance and expertise will be instrumental as we grow this development.”

Ranging from 1,900 to 3,700 sq. ft., two- and three-bedroom accommodations offer a fully equipped kitchen, washer and dryer, flat-screen televisions in the living room and bedrooms, and a private veranda overlooking the lake. Resort amenities include a boat dock, beach area, outdoor pool, concierge service, and Harley’s Restaurant with a swim-up Tiki bar. Plans to expand the development include a new flagship resort hotel that will complement the club with numerous amenities, including more dining options, three pools, and a day spa that will also be available to members.

Welk Resorts Returns to RCI Global Exchange Network

The Welk Resorts’ Platinum Program has joined RCI’s vacation exchange network. Through a new affiliation agreement, RCI will provide technology solutions and vacation exchange services to owners of Welk Resorts Platinum Points. In addition to the three existing RCI affiliated properties, Welk is adding five new affiliated properties and currently developing two additional properties that it plans to add upon competition. The new affiliated Welk properties will expand the travel options for RCI’s 3.8 million subscribing members.

The five properties from Welk Resorts that join the RCI exchange network include Sirena del Mar by Welk Resorts in the Cabo San Lucas area in Mexico; Welk Resorts San Diego in Escondido, CA; Northstar Lodge in the area of Lake Tahoe, CA; One Village Place by Welk Resorts in Truckee, CA; and The Lodges at Timber Ridge in Branson, MO.

Marriott Vacation Club is Now Open on the Island of Bali

Marriott’s Bali Nusa Dua Gardens—Marriott Vacation Club’s all-new vacation ownership escape—is now open on the island of Bali. The tropical retreat is the company’s first resort in Indonesia.

Marriott's Bali Nusa Dua Gardens features spacious one-bedroom, two-bedroom and studio guestrooms, each with kitchenettes, their design inspired by the locale. The resort shares access to the amenities and activities at the adjacent Courtyard by Marriott Bali Nusa Dua resort, including on-site dining, fitness center, luxury spa and Kids' Club, as well as access to a private beach club at Nusa Dua Beach. Close to the new resort are numerous cultural attractions, boutique shops and F&B offerings.

[D'Monaco Private Residence Club](#) [Hilton Grand Vacations](#) [Interval International](#) [Marriott Vacation Club](#) [RCI timeshare](#) [Welk Resorts](#)