

THE RESIDENCES AT THE CHATEAUX

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R E A L T O R I N F O R M A T I O N

## O V E R V I E W

### *Description*

The Residences at The Chateaux is an equity residence club<sup>SM</sup> adjacent to The Chateaux hotel in Silver Lake. Ownership in this enclave of prestigious residences is recognized through a one-sixth undivided, deeded interest in an elegantly furnished three-bedroom or four-bedroom residence, or a four-bedroom penthouse.

### *Owner Amenities & Services*

#### PRIVATE AMENITIES

- ~ Owner's lounge
- ~ Ski locker room
- ~ Fitness center
- ~ Steam room
- ~ Sauna
- ~ Business center
- ~ Teen room
- ~ Toddler care room
- ~ Heated parking garage

#### HOTEL PRIVILEGES

- ~ Heated outdoor swimming pool
- ~ Jetted spas
- ~ Marc Raymond *Tranquility* spa and salon
- ~ Bistro *Toujours*—award-winning restaurant
- ~ Club *Buvez!*—private social club
- ~ Stein Eriksen Sport—ski and mountain bike rentals
- ~ Assorted boutiques

#### CLUB SERVICES

- ~ Private shuttle service
- ~ Long-term clothing and sports equipment storage
- ~ Ski tuning
- ~ Valet parking
- ~ Pre-arrival grocery shopping service
- ~ Private staff
- ~ Concierge

DEVELOPMENT TEAM: Silver Lake Associates, L.L.C.

ARCHITECT: Elliott Mahoney Architecture, Park City, Utah

INTERIOR DESIGN: Vera Conner, *Simply Ambiance*, Deer Valley, Utah



## THE RESIDENCE CLUB CONCEPT

The Residences at The Chateaux is an ingenious way to own Deer Valley real estate. Residence club ownership relieves much of the financial burden and alleviates the hassles and maintenance of conventional ownership.

Club ownership is much like membership in an equity golf country club. However, our owners reserve luxurious residences and hassle-free vacations rather than tee times. Owners can vacation at The Residences anytime they wish, subject only to reservation policies.

In addition, ownership comes with The Chateaux's acclaimed service and amenities. The Residences' private staff is devoted to making every owner's vacation luxuriously hassle-free.



## OWNERSHIP & RESERVATIONS

Owners at The Residences at The Chateaux receive a one-sixth undivided, deeded interest in a residence and an interest in the common areas and facilities. This owners-only club comprises 19 residences.

The Residences at The Chateaux offers owners flexible and unlimited use of the club throughout the year, subject only to reservation policies.

### *Reserve Vacations In Three Ways:*

#### PLANNED VACATIONS

Every club year, owners may reserve up to 28 days of Planned Vacations (14 days in the winter and 14 days in the summer). Planned Vacations may be from one to seven days, and may be reserved for consecutive weeks.

#### SPACE AVAILABLE VACATIONS

Scheduled after Planned Vacations are confirmed, Space Available Vacations allow owners to make additional reservations during the season. There is no limit to the number of Space Available Vacations an owner may request in a year. After one Space Available Vacation is completed, owners may book another based on availability.

#### SHORT NOTICE VACATIONS

In addition to Planned and Space Available Vacations, owners may book a Short Notice Vacation within ten days of their arrival date, based on availability. There is no limit to the number of Short Notice Vacations owners may enjoy.

If, on the rare occasion that Planned Vacation requests exceed the club's availability, a Rotating Priority System<sup>®</sup> will determine which request has priority. The system treats each owner equitably by rotating the owner's priority number each club year.

## OWNER RESIDENCES

### *Designed By The Best*

Each residence has been designed to evoke the essence of an elegant French Chateau, updated with modern luxuries and personal touches to create the ideal Deer Valley vacation home. The spacious living areas are situated around expansive windows, allowing dramatic panoramic views of the surrounding slopes. The gourmet kitchens boast premium appliances, granite countertops, and multi-functional islands. Owners will enjoy jetted tubs in both master suites, flat-screen televisions and massive sandstone fireplaces in the living rooms, private decks and patios, and elegant furnishings and accessories throughout their residence.

The Residences at The Chateaux was designed by the Park City architectural firm of Elliott Mahoney, renowned as the creative force behind many high-end Deer Valley projects.

The Residences' interior design, created by Vera Conner, delivers the perfect complement to the stunning architecture.

#### RESIDENCE SPECIFICATIONS & AMENITIES

- ~ Nestled in upper Deer Valley's elite Silver Lake Village
- ~ Spacious three-bedroom and four-bedroom residences, and four-bedroom penthouses
- ~ Sizes range from 2,200 to 2,800 square feet
- ~ Fully and elegantly furnished
- ~ Dramatic mountain views
- ~ Fully equipped kitchens
- ~ Dual master bedroom suites
- ~ Fireplaces in living areas and master suites
- ~ Washers and dryers
- ~ Premium quality appliances, finishes and fixtures
- ~ Flat-screen televisions in living areas
- ~ Private decks and patios

#### PENTHOUSE AMENITIES

*In addition to the residence amenities, penthouse owners will enjoy:*

- ~ Hand-scraped maple flooring in kitchen and dining areas
- ~ Steam showers and heated tile floors in master bathrooms
- ~ Vaulted ceilings with architectural/sculptural timber accents
- ~ Trough sinks in finished wood block kitchen islands
- ~ Built-in wine coolers
- ~ Private elevator access to each penthouse



## OUR REALTOR PROGRAM

The Residences at The Chateaux encourages licensed real estate agents to take an active part in our program. Many of your clients will find The Residences to be the perfect solution to their Deer Valley home needs. This program is designed to reward your efforts for referring your clients to The Residences at The Chateaux.

### *Commission*

The Residences at The Chateaux will pay 3% of the sales price when a Utah-licensed broker or agent has registered a client who purchases at The Residences. The commission is paid upon closing.

### *Client Registration*

To register your clients, please complete an Agent Referral Registration form (provided by The Residences at The Chateaux sales office). The form may be faxed, mailed or delivered to The Residences' sales office. Once the form is received, we will reference our database to ensure the client has not already been registered to another agent or broker. Provided that the client is not already registered, you will be

registered to that client. Only one referral commission will be paid for each sale. In addition, the managing broker of each office will be required to complete a Cooperating Broker Agreement.

### *Client Management*

When you register your client, we will mail your client a marketing package for their review. Registered clients may be managed through you or we will follow-up with your client directly. You are welcome to as much or as little involvement as you choose.



### *Why The Residences at The Chateaux Will Attract Your Clients*

A renowned skier's sanctuary, Deer Valley has long been considered North America's most sophisticated ski resort. Capitalizing on its elite location, The Residences at The Chateaux:

#### *Provides A Higher Level Of Service And Amenities Than What Is Typically Available In Single-Family Home Ownership*

When talking with residence club owners, the most frequently mentioned advantages are the ease of use and on-site services and amenities. Distinguished travelers appreciate that time is valuable, and The Residences at The Chateaux makes their stays easier, more relaxing, and overall more enjoyable.

#### *Reduces The Hassles That Accompany Home Ownership*

Since most of our clients already own another home in a resort destination, they typically want to avoid the added responsibilities and expenses that another home would bring.

#### *Matches The Financial Investment Of A Home To The Actual Usage*

Many of our clients have limited time to spend in Deer Valley, typically less than two months a year. For their travel habits, the investment required for a year-round home is not an acceptable alternative. The club accommodates our owners' desired use through a fair and equitable reservation system that allows owners flexible use of their club when they want to be there.

### *Why Selling The Residences at The Chateaux Is Right For You*

#### OUR AGENTS

- ~ Sell only The Residences—nothing else
- ~ Are available to assist you and your clients in any way
- ~ Handle all aspects of the transaction including brochure distribution, site tours, closings, and all paperwork
- ~ Ask any new client "How did you hear about us?"  
If the client mentions a Realtor, we promptly register the client to that Realtor, whom we notify
- ~ Treat your clients with the utmost professional courtesy and respect

#### OUR CLIENTS

- ~ Can afford to purchase a high-end luxury Deer Valley home
- ~ Typically own one, two, or more vacation homes in other destinations
- ~ Are prior Deer Valley visitors, and frequent the area several times a year
- ~ Have previewed Deer Valley real estate, and have considered purchasing
- ~ Have not purchased in Deer Valley because they:
  - could not find a property that meets their needs
  - desire the higher level of service that a luxury hotel provides
  - do not visit enough to justify the purchase of a home
  - do not want the added responsibilities of home ownership

## Q U E S T I O N S   &   A N S W E R S

### *Are The Residences At The Chateaux A Typical Timeshare Development?*

No. The Residences is an equity residence club<sup>SM</sup> that operates much like an equity golf country club. However, our owners reserve luxurious residences rather than tee times. Unlike a typical timeshare where owners purchase a select week, The Residences offers owners a guaranteed minimum number of visits in combination with an unlimited number of additional uses. Owners are responsible for annual dues, but no additional lodging charges regardless of how often they stay.

### *How Much Does An Ownership Cost?*

Pricing increases with sales volume. Please check with a club agent for current prices.

### *What Is The Commission If I Refer A Client Who Purchases?*

3% of the sales price.

### *If I Refer A Client To The Residences At The Chateaux, Will My Client Relationship Be Protected?*

Yes. Our first two questions to a new client are: "How did you hear about us?" and "Are you working with a real estate professional in the area?" Also, The Residences at The Chateaux has established an agent referral program that is specifically designed to protect your client relationships. We encourage you to register your clients as soon as possible.

### *Will The Residences At The Chateaux Sales Team Show My Client Other General Real Estate?*

No. Our sales team shows only The Residences at The Chateaux. Any of your referrals having other real estate interests will be returned to you for follow-up.

### *How Will The Residences At The Chateaux Sales Team Treat My Client?*

Your referred client will be treated with the utmost professionalism and respect. During the sales process, you are welcome to spend as much or as little time with your client as desired. It does not impact your 3% referral commission. We understand that your clients are sophisticated and discriminating. There are no high-pressure sales presentations. We present our product like you present multimillion-dollar listings.

### *Why Should I Encourage A Financially Qualified Prospect To Purchase An Ownership At The Residences Rather Than Whole Ownership?*

If you have a client who is sincerely interested and qualified to purchase a Deer Valley home, by all means, make the sale. However, for every whole ownership buyer there are many potential residence club buyers who are not willing to make a major financial commitment in Deer Valley. For this buyer, equity residence clubs<sup>SM</sup> are rapidly becoming the real estate of choice.

Additionally, other luxury residence clubs have clearly proven that a significant percentage of club buyers later become whole ownership buyers. Obviously, you are the agent they will call when they're ready to invest. Also, if you have clients who are vacant landowners and haven't built yet, The Residences may be the perfect interim purchase while they plan their future construction. Conversely, you may have clients who are not using their Deer Valley home as much as they anticipated. Here's your opportunity to obtain their listing and sell them an interest in The Residences.

### *Can An Ownership In The Residences At The Chateaux Be Resold And, If So, By Whom?*

Yes. An ownership interest can be resold or transferred by the owner or sold by you as a licensed real estate agent, subject to the club's Governance Documents.

### *How Do I Get Started?*

Contact Sara Werbelow at 435-940-3100 or [swerbelow@chateauxresidences.com](mailto:swerbelow@chateauxresidences.com).