



FOXRUN

PROPERTY OWNERS ASSOCIATION

RESORT NEWSLETTER

SUMMER 2011

A Word from Your President



Diane Scott

Dear Foxrun Owners,

Let me begin by thanking each of you for your confidence in re-electing me to serve another term on your Board.

This year, three Board positions were open, and filled by myself, incumbent Allison Martin and new-comer Gilbert Johnson who resides in Columbus, Ohio. While Gilbert is new to the board, he is a long time owner with six weeks here in the mountains and always attends the annual meeting. Congratulations Gilbert!

As you are aware, the past few years have been economically challenging, but your Board continues to face this challenge on your behalf. While keeping our maintenance fee increase to a minimum, your Board and VRI

Management Team, made a concerted effort to bring as many up-upgrades as possible to your units in 2010/2011 keeping health and safety as the main priority.

A special "thank you" to our Housekeeping and Maintenance Departments and VRI Management Team as the majority of this work was coordinated and handled in-house, greatly reducing the cost of using outside vendors.

Your Board, VRI Management and staff continues to work diligently to improve your resort and provide a safe and inviting vacation. Remember, the resort not only provides great golf and tennis, the lake, swimming pool, lazy river, miniature golf and spa add to the vacation experience.

It's always a great day if you are in Lake Lure. Have a safe fun summer.

Warmest Regards,

Diane Scott, President and the FoxRun Board

2011 ANNUAL MEETING UPDATE

Foxrun Properties held their 2011 Annual Meeting on Monday, May 2, 2011 at the Bald Mountain Country Club. Approximately 25 owners were in attendance. A Quorum was established and three officers were elected: Diane Scott (incumbent), Allison Martin (incumbent) and Gilbert Johnson (new member) were elected to three year terms to the Foxrun Property Owners Association Board of Directors.

REMINDER: If you are interested in running for the Foxrun Board of Directors, Applications are available January 2012 by calling (828) 625-0097 and due no later than March 1, 2012. All applications are submitted to the Nomination Committee for review and approval.

Foxrun Board of Directors



(Bottom L-R): Mike Harmer, Gilbert Johnson, Curt Holland, Diane Scott, Tim Southard.
(Top L-R): Becky Varn, Allison Martin



Gilbert Johnson

Meet the Newest Member to the Foxrun Board

Gilbert Johnson

Gilbert has been a loyal owner of 6 weeks in Foxrun for 28 years; he currently resides in Columbus, Ohio with his wife Betty. Gilbert retired from Education where he served as Teacher, Coach, Principal and Superintendent for many years.

We look forward to working with Gilbert on the Board and are excited about the history, knowledge and challenges he brings to the table.

Last Call...

Please send your recipes to: 180 Herman Wilson Road, Lake Lure, NC 28746
or email them to: fracomgm@aol.com.

Thank you to those owners that have already submitted your recipes for the "Association Recipe" book. For those owners yet to pencil down your cooking talents, please do so ASAP! Your Association would like to have this new recipe book printed before Christmas!

Foxrun Property Owners Association, Inc.

Treasurer's Report as of March 31, 2011

CASH BALANCES

Total operating fund cash balance as of 3/31/11 . . . 2,028,225.91
Reserve balance fund as of 3/31/11 1,577,462.86

Total Cash Balance as of 3/31/11 \$ 3,605,688.77

2010 CAPITAL EXPENDITURES

Buildings/Commons 5,144.37
Furnishings/Appliances/Interior 250,308.97
Paving/Retaining Walls 150,044.23
Roof Repairs/Replacement 26,760.75
Equipment/HVAC 61,393.75
Landscaping/Signage 37,844.70
Maintenance/Laundry/Office 5,455.11

TOTAL EXPENDITURES \$ 536,951.88

2011 PROPOSED CAPITAL EXPENDITURES

Furnishings/Appliances/Interior 450,000.00
Paving/Retaining Walls/Decks/Walks 428,533.00
Roof Repairs/Replacement 20,000.00
Building Commons/Exterior Maintenance 42,800.00
Equipment/HVAC 160,000.00
Landscaping/Signage 40,000.00
Maintenance/Laundry/Office 85,000.00

TOTAL EXPENDITURES \$ 1,226,333.00

Boat Slips

VRI is currently responsible for renting your Timeshare Boat Slips. If you would like to reserve a boat slip during your week of ownership, please contact our office at 828-625-0097; we have three (3) available through VRI Management.



Rentals

VRI has a very successful rental program at "The Mountains." You as an owner may use this program as an additional option to banking or traveling to your resort. If you are interested in utilizing our rental program, please call our office at 828-625-0097. This is a great opportunity to extend your stay or book additional vacations for your family and friends!

Average Maintenance Fees

There is limited public information regarding average maintenance fees. The American Resort Development Association provides data from 2008. According to ARDA "the timeshare industry reported an average annual maintenance fee of \$646 per interval in 2008, a 12.3% increase from 2007". If the increase of 12.3% continued, it would put the average maintenance fee for the year 2009 at \$726 and the average maintenance fee for the year 2010 at \$815. Based on these averages, the Foxrun maintenance fee for the 2011 year was equal to the 2008 averages.

The 2012 Annual Maintenance Fee will be set at the Budget Meeting to be held in the fall. While renovation and replacement projects lie ahead of the Board and Management the Board's goal for the meeting will be to keep fees as low as possible while maintaining the villas and continuing with the ongoing renovation/replacement plan.

A payment suggestion...

Are you struggling to pay those Maintenance Fees that seem to come due right after Christmas and right before Tax Season?? If so, let us make a suggestion...

If you begin in April paying \$50.00 per month and did so through November when your next Annual Maintenance Fee bill is mailed, you would have \$400.00 credit applied to your Maintenance Fee for the following year. Wouldn't it be nice to get that bill and only owe \$250.00 to \$300.00 instead of \$650.00 to \$700.00? You can increase your monthly payment or decrease it as you wish, this is not a set plan. This plan allows you the option of paying early as you have extra cash flow instead of being hit all at once for your Maintenance Fee bill. If you are interested, call the Resort Office (828-625-0097) and pay a small payment via credit card or mail a small payment to the Resort Office (180 Herman Wilson Road, Lake Lure, NC 28746) as your budget allows. If you take advantage of this idea, you may be pleasantly surprised when you receive your next Maintenance Fee billing.

Many owners have already begun taking advantage of this option.

ONGOING RENOVATION: *Before & After*



(Above: Before. Right: After)

Replaced 40 additional units with bedroom furniture, 35 remaining units to complete. All Master bedrooms now have flat screen televisions.

State of the Vacation Timeshare Industry

Industry Overview

There were 1,548 timeshare resorts in the United States in 2010, representing approximately 197,600 units for an average resort size of 128 units. Of these, 5% were studio units; 22% were one-bedrooms; 65% were two-bedrooms; and 8% were three bedrooms or more. There were 8.1 million intervals owned.

Industry Health

2010 sales volume totaled \$6.4 billion, increasing by 1.6% from 2009. There were about 329,200 timeshare intervals sold at an average price of \$19,300. The average cost for weekly intervals was \$14,744 and for points-equivalents it was \$19,921.

Metric	2010
Sales Volume	\$6.4 billion
Number of timeshare intervals sold	329,230
Sales price per interval	\$19,308
Points Equivalent	\$19,921
Weeks	\$14,744
Occupancy	78.5%
Average maintenance fee per interval	\$731

Industry Outlook

As noted, sales volume increased slightly in 2010. The compounded annual growth rates for sales price and maintenance fees from 2006 to 2010 were 1% and 7%, respectively. The average resort size has been relatively flat during this period; except for an increase in 2010 this is mainly attributable to changes in the respondent pool. Respondents expect little in the way of new construction. They anticipate building about 1,900 new units in 2011 and 1,500 in 2012 or beyond.



State of the Vacation Timeshare Industry: United States Study, 2010 Edition
ARDA International Foundation (AIF)

Ernst & Young conducted a survey of 1,548 recognized timeshare resorts to provide an overview of the state of the timeshare industry in the U.S.

ONGOING RENOVATION: *Before & After*



(Above: Before. Right: After)
All units now have new Dining Room furniture

General Manager's Report

- All units now have new Living Room furniture and Dining Room furniture
- All living rooms and master bedrooms now have flat screen TVs
- All guest bedrooms now have a TV and have been wired for an additional telephone
- 11 more kitchens renovated - 99 remaining
- 90 units have carpet replacement - 50 units remain
- 2 units have renovated guest bathrooms
- All units have interior paint with the exception of four
- All units now have new master bedroom chairs
- New mulch on entire property
- All walkways have been replaced or repaired
- 8 retaining walls completed this year
- 50% of all windows in the condos have been painted
- Majority of all decks, walkways and units have been pressure washed
- 3/4 of all decks and walkways have been stained or painted
- Lamps and artwork have been replaced in 75 units
- Additional kitchen amenities such as ice buckets, steamer baskets, metal fruit baskets, kitchen shears and numerous other items have been added
- 8 units have new king mattresses
- 33 units have new double mattresses

ONGOING RENOVATION: *Before & After*



(Above: Before. Right: After)
11 additional kitchens renovated - 99 remaining



(Left: Before. Below: After) New Living Room furniture and Dining Room furniture

Exchange Tips

www.ARDA.org

Timeshare exchange can be a wonderful way to leverage your timeshare ownership into vacations in locations other than yours.

Follow these tips for getting maximum enjoyment out of an exchange:

- Focus on the vacation experience as well as the destination when exchanging.
- Think “what” before “where.” With so many resorts in so many places and units and destinations not always available at all times, think about activities and experiences you would enjoy during your vacation.
- Allow vacation exchange representatives to assist you in finding the perfect destination.
- Advance planning pays off. Place your request as far as possible in advance of the dates you want to travel to maximize your chances of securing the vacation of your dreams.
- Be as flexible as possible when requesting travel dates and resort locations. Listing several options enhances your chance for a timely confirmation.
- Consider a trip in the off-season or visit a lesser known destination that offers a similar vacation experience.
- Remember that resorts may have more small units than large ones. If you are willing to accept a unit that accommodates the number of people traveling, regardless of the size of the unit you are relinquishing, you enhance your exchange opportunities.

Resale Tips

Do:

- Check with your resort developer (if they are still selling), resort management company or homeowner’s association to see if they either offer a resale program or are affiliated with a broker to handle resales. If so, ask for the statistics on past resales.
- Check with other owners at your resort. Those who own the weeks before or after you may wish to purchase more time.
- Check with local licensed real estate brokers who handle resales (check the real estate or classified section) if you have purchased in a resort area. If you find one, expect commissions to be in the 10 to 30 percent range. You may also find a broker in your hometown, but he or she may not be that familiar with timeshares.
- Run ads in the real estate or travel sections of newspapers in the resort area or your hometown.
- Research advertising costs in national publications that have an emphasis on travel and leisure. Online advertising rates may be more cost effective, but check and compare prices. Check at your library to see which have a classified section for travel/real estate opportunities.
- Understand the specific services of the resale company that you hire before signing a contract or paying a fee. For instance, if a resale company is only helping you advertise your timeshare, then their services typically will not include assisting you with writing a sales/rental contract, negotiating with a buyer/renter or assisting with the closing. However, the resale advertiser might have a licensed affiliate who can help you (probably for an additional charge).
- Notify both your resort and your exchange company in writing that you are selling your timeshare with full details about the new owner.

- Deal only with licensed real estate brokers if you are doing more than just advertising. When in doubt of a company's reputation, ask for references – and ask to speak with past sellers. And check out the status of the broker's real estate license at www.arello.com
- Understand that timeshare resellers holding real estate licenses are usually “full-service” companies. This means that they will not only help with advertising your timeshare but also assist buyers, help negotiate prices, write up contracts and assist with the closing. Some licensed companies may charge an up-front fee (if permitted by state law) or they may only—or also—charge a commission (10% to 30%) when a sale occurs, based on the price for the timeshare interest sold.

DON'T:

- Don't expect to receive the same amount that you originally paid for your timeshare. Many factors influence the resale price including season, location, unit size and age. In particular, if you have owned your timeshare interest for less than five years or if it is not in a well-known resort location, the resale price will reflect this. Remember, a timeshare should be considered a vacation-use product, rather than a traditional real estate investment, although it may include a small interest in real estate.
- Don't give up the right to use the timeshare accommodations for any purpose while you are selling your timeshare unless you have decided to rent your week/interval—for which you should receive the rental amount less any commissions.

Select a Resale Company

The following are the procedures that ARDA and its members suggest using when choosing a resale company:

- Be prepared by having all your paperwork in order before proceeding (see the resale checklist).
- Ask what methods the company will use to advertise and promote the property. How can you get regular information on the status of the property? Be sure you know exactly what services the company will perform before making any payments, signing a contract or giving any credit card information. Get a written contract with a full description of the services to be provided.
- If you receive an offer from a resale company by telephone, email or otherwise, resist any pressure to make an immediate decision. Ask the reseller to put details of the offer in writing and send the information through the mail or by email. Obtain a written contract before making any payments or providing your credit card information.
- Once you have received the contract, be sure you understand the terms and conditions, including:
 - any fees, commissions or other costs you must pay
 - whether you can still rent or sell the interest on your own
 - how long the contract will be in effect
 - exactly what services the company will provide
 - who is responsible for documenting and closing any sale
- Some resale companies charge up-front or advance fees for resale activities. The legality of these fees depends on your state law. Check your state law before paying any advance fees. You may wish to consult with a state government agency such as the Department of Real Estate, Real Estate Commission or the Bureau of Timesharing to determine the legality of such fees in your state. A list of such agencies is available at www.arello.com.
- Ask if the company holds a real estate brokers license in its home state. Check with the state real estate licensing agency or www.arello.com to verify the information.

- Understand that, despite what some salespeople may tell you, there are no guarantees that your vacation interest can be resold or rented at a particular price or within a certain period of time. Resale of property is not an overnight process. Do not expect immediate results, but don't hesitate to check on the progress your company is making on reselling or renting. If you have listed your timeshare with a resale advertiser (rather than a licensed broker or sales person), any buyer or renter inquiries will usually come directly to you.
- If you have a problem, report it to the proper agencies: The Better Business Bureau, state and local real estate commissions and consumer protection agencies, consumer reporters, and state attorneys general.
- Make sure you get a written contract and understand the terms of the contract before paying any money.
- Be aware that some resale companies require up-front fees which are not refundable. Some of these fees may legitimately be for advertising your timeshare—ranging from as little as \$25 to hundreds of dollars.
- Be wary of companies offering gimmicks, such as money-back guarantees, or threats or scare tactics in order to get money from you.
- Ask questions regarding the company's background, history of resale or rental success, and who at the company, if anyone, will handle the closing and at what cost.

Resale Checklist

Even though it's a vacation-use product, selling a timeshare usually involves the same steps involved in selling real estate, such as a house. Before selling your timeshare, make sure that you have your paperwork in order. The following checklist should help.

- the name, address, and phone number of the resort
- the deed, and the contract or membership agreement which clearly identifies the timeshare you own
- the financing agreement (if you are still paying for the property)—remember you'll have to pay this off before you can transfer your timeshare to a new owner
- any title insurance information
- any other information to identify clearly your particular interest or membership
- the exchange company affiliation
- the amount and due date of your maintenance fee, and whether it has been paid for the current year
- the amount of real estate taxes (if billed separately), the due date, and whether they have yet been paid for the current year
- the date your timeshare will next become available for use by a new owner or when a new owner can first make a reservation
- whether or not your timeshare is a fixed week and/or unit or requires an advance reservation (a floating or flex-time timeshare)
- gather copies of the documents governing the resort owner's association, if any, the resort's rules and regulations, reservation rules and any other information that would be helpful to a new owner, such as area attractions
- know whether or not your vacation interest is legally classified as real estate or personal property, as this will make a difference in how it is conveyed to a new owner

Who We Are

The American Resort Development Association (ARDA) is the Washington D.C.-based trade association representing the vacation ownership and resort development industries (timeshares). ARDA has almost 1,000 corporate members ranging from privately held firms to publicly traded corporations with extensive experience in shared ownership interests in leisure real estate. The membership also includes timeshare owner associations (HOAs), resort management companies, industry vendors, suppliers, and consultants; as well as owners through the ARDA Resort Owners Coalition (ARDA-ROC).



ARDA promotes the growth and development of the timeshare industry through a variety of capacities.

Advocacy: ARDA monitors regulatory issues that affect timeshare by engaging in lobbying efforts focused on the establishment of a legislative environment that enhances consumer confidence and protection.

Networking: ARDA offers industry professionals educational and networking opportunities each year through the ARDA Annual Convention and Exposition.

B2B Partnerships and Bridge-Building: ARDA pursues business and growth opportunities through alliances with organizations in related and complementary industries in the U.S. and overseas.

Outreach: ARDA keeps its members updated with the latest industry news.

Knowledge: ARDA shares market intelligence and keeps its members informed of industry trends and events through a variety of informational tools, including Developments Magazine, research, webinars, and www.arda.org.

Professional Development: The ARDA International Foundation (AIF) offers professional and educational development through publications covering the industry's ethical, legal, regulatory, and operational intricacies; study courses; and tests that assess industry knowledge.

ARDA – Resort Owners Coalition (ARDA-ROC)

The ARDA-Resort Owners' Coalition (ARDA-ROC) is the first line of defense against legislation that may negatively impact timeshare owners and their well-being. Through ARDA-ROC, owners can be part of an effective grassroots lobbying coalition of timeshare unit owners dedicated to preserving, protecting, and enhancing vacation ownership.



ARDA-ROC is comprised of one million-plus timeshare owners across the country who voluntarily contribute \$3-\$5 a year to advocate for local, state and federal policies that are beneficial to timeshare owners.

ARDA-ROC's resources ensure that a powerful advocacy arm exists and is equipped to fight the next legislative battle, not the last. Our owners understand the effectiveness of uniting collectively as one voice to support policies that ensure consumer protections are in place and that positive changes in our industry and for the members we represent are preserved.

Mission Statement: The ARDA Resort Owners' Coalition (ARDA-ROC) is a non-profit program sponsored by the American Resort Development Association, dedicated to preserving, protecting and enhancing vacation ownership. ARDA-ROC is an alliance of owners, developers and managers who are committed to advocating for local, state and federal policies that enable the vacation ownership industry to thrive.

2012 RCI WEEKS CALENDAR

Unit Week Number	2012 Friday to Friday	2012 Saturday to Saturday
1	Jan. 6 - Jan. 13	Jan. 7 - Jan. 14
2	Jan. 13 - Jan. 20	Jan. 14 - Jan. 21
3	Jan. 20 - Jan. 27	Jan. 21 - Jan. 28
4	Jan. 27 - Feb. 3	Jan. 28 - Feb. 4
5	Feb. 3 - Feb. 10	Feb. 4 - Feb. 11
6	Feb. 10 - Feb. 17	Feb. 11 - Feb. 18
7	Feb. 17 - Feb. 24	Feb. 18 - Feb. 25
8	Feb. 24 - Mar. 2	Feb. 25 - Mar. 3
9	Mar. 2 - Mar. 9	Mar. 3 - Mar. 10
10	Mar. 9 - Mar. 16	Mar. 10 - Mar. 17
11	Mar. 16 - Mar. 23	Mar. 17 - Mar. 24
12	Mar. 23 - Mar. 30	Mar. 24 - Mar. 31
13	Mar. 30 - Apr. 6	Mar. 31 - Apr. 7
14	Apr. 6 - Apr. 13	Apr. 7 - Apr. 14
15	Apr. 13 - Apr. 20	Apr. 14 - Apr. 21
16	Apr. 20 - Apr. 27	Apr. 21 - Apr. 28
17	Apr. 27 - May 4	Apr. 28 - May 5
18	May 4 - May 11	May 5 - May 12
19	May 11 - May 18	May 12 - May 19
20	May 18 - May 25	May 19 - May 26
21	May 25 - June 1	May 26 - June 2
22	June 1 - June 8	June 2 - June 9
23	June 8 - June 15	June 9 - June 16
24	June 15 - June 22	June 16 - June 23
25	June 22 - June 29	June 23 - June 30
26	June 29 - July 6	June 30 - July 7
27	July 6 - July 13	July 7 - July 14
28	July 13 - July 20	July 14 - July 21
29	July 20 - July 27	July 21 - July 28
30	July 27 - Aug. 3	July 28 - Aug. 4
31	Aug. 3 - Aug. 10	Aug. 4 - Aug. 11
32	Aug. 10 - Aug. 17	Aug. 11 - Aug. 18
33	Aug. 17 - Aug. 24	Aug. 18 - Aug. 25
34	Aug. 24 - Aug. 31	Aug. 25 - Sep. 1
35	Aug. 31 - Sep. 7	Sep. 1 - Sep. 8
36	Sep. 7 - Sep. 14	Sep. 8 - Sep. 15
37	Sep. 14 - Sep. 21	Sep. 15 - Sep. 22
38	Sep. 21 - Sep. 28	Sep. 22 - Sep. 29
39	Sep. 28 - Oct. 5	Sep. 29 - Oct. 6
40	Oct. 5 - Oct. 12	Oct. 6 - Oct. 13
41	Oct. 12 - Oct. 19	Oct. 13 - Oct. 20
42	Oct. 19 - Oct. 26	Oct. 20 - Oct. 27
43	Oct. 26 - Nov. 2	Oct. 27 - Nov. 3
44	Nov. 2 - Nov. 9	Nov. 3 - Nov. 10
45	Nov. 9 - Nov. 16	Nov. 10 - Nov. 17
46	Nov. 16 - Nov. 23	Nov. 17 - Nov. 24
47	Nov. 23 - Nov. 30	Nov. 24 - Dec. 1
48	Nov. 30 - Dec. 7	Dec. 1 - Dec. 8
49	Dec. 7 - Dec. 14	Dec. 8 - Dec. 15
50	Dec. 14 - Dec. 21	Dec. 15 - Dec. 22
51	Dec. 21 - Dec. 28	Dec. 22 - Dec. 29
52	Dec. 28 - Jan. 4	Dec. 29 - Jan. 5





BOARD OF DIRECTORS

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RESORT MAILING ADDRESS

180 Herman Wilson Road
Lake Lure, NC 28746

IMPORTANT TELEPHONE NUMBERS

Foxrun Resort

FOXRUN OFFICE (828) 625-0097
RESORT FAX (828) 625-0049
RESORT SECURITY (Rumbling Bald) (828) 694-3046

OFFICE HOURS

MONDAY-THURSDAY 8:00 a.m. – 6:00 p.m.
FRIDAY-SUNDAY 8:00 a.m. – 7:00 p.m.

EXCHANGE INFORMATION

VRI*ety (888) 203-1044
VRI*ety PLUS (866) 469-8222
RCI (RESORT CONDOMINIUMS) (800) 338-7777
II (INTERVAL INTERNATIONAL) (800) 843-8843

VACATION OWNER SERVICES

ASSESSMENT BILLING & COLLECTIONS (828) 625-0097
RENTALS (866) 469-8222 or (828) 625-0097
CENTRAL RESERVATIONS 1-866-469-8222

Foxrun Website www.foxrunatlakelure.com
VRI Website www.8664myvacation.com
Rumbling Bald Website www.rumblingbald.com

The Foxrun Property Owners Association Resort Newsletter publication is intended solely as a vehicle for the owners and Board of Directors. The purpose of this newsletter is to relate membership information, correspondence, stories, facts, and news deemed appropriate or relevant to the interest of the owners.

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