



OCEANA

RESIDENCE CLUB

LOS CABOS

RONIVAL™  
REAL ESTATE



## YOUR SLICE OF PARADISE IN LOS CABOS

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Discover a revolutionary approach to luxury coastal living with the Oceana Residence Club. Situated in a prime location in Cabo San Lucas, this is more than a vacation home; it's a deeded share in paradise, offering a lifestyle steeped in well-being, exclusivity, and effortless ownership. Imagine owning a piece of Los Cabos'

breathtaking beauty, with panoramic views of the iconic Arch and the Sea of Cortez, complete with world-class amenities and personalized services, all designed around a central concept of "wellness living" and without the traditional burdens of second home upkeep.

# WHAT IS OCEANA RESIDENCE CLUB?

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Oceana Residence Club introduces a unique co-ownership model, making it the premier wellbeing real estate opportunity in Los Cabos. As a Club Owner, you acquire a tangible, 1/8th deeded real estate interest in a luxurious private residence, held securely within a Fideicomiso. This is not a timeshare; it's genuine property ownership with the potential for appreciation, combined with the effortless enjoyment of a five-star resort.

Club Owners enjoy abundant and flexible access to their stunning residences throughout the year, coupled with full privileges to all Oceana amenities and services. It's a harmonious blend of prime real estate advantages, resort-style indulgence, and a focus on health-inducing vacations, sustainability, and the intelligent sharing economy. Oceana Wellness Residences are built to satisfy eight essential points of true wellness, ensuring every day is a harmonious blend of comfort, luxury, and well-being.



## EMBRACE WELLNESS LIVING IN A PRIME CABO SAN LUCAS LOCATION

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- **Coveted Location:** Oceana Residences boasts a prime location in Cabo San Lucas, specifically along the Cabo corridor, just 5 minutes from the vibrant heart of central Cabo San Lucas. The development features five magnificent towers, each facing the sea and framing the iconic Arch of Cabo San Lucas, offering breathtaking ocean, city, and Arch views.
- **A Sanctuary of Wellness:** Oceana is where luxury seamlessly blends with eco-conscious living and a profound focus on well-being. Every detail is designed to encapsulate the height of wellness living. It's more than a home; it's your sanctuary, where curated health features and architectural excellence redefine luxury living. The vision is an extraordinary way of life where sustainability and well-being merge for generations to enjoy.



# YOUR EXCLUSIVE OCEANA RESIDENCE: TWO DISTINCT OPPORTUNITIES

Choose the luxury that perfectly suits your lifestyle:

- **Club Grand:** Experience expansive comfort in a 3-bedroom, 2,300 sq. ft. (219.25 m<sup>2</sup>) residence, complete with a spacious patio. Introductory pricing begins at \$159,000 USD. With only four such residences fractionalized, this category offers an intimate community of just 32 owners.
- **Club Penthouse:** Indulge in ultimate sophistication with a significantly larger 3-bedroom penthouse, spanning an impressive 4,842 sq. ft. (449.82 m<sup>2</sup>). Introductory pricing is \$269,000 USD. This exclusive offering is limited to a single penthouse, ensuring a privileged circle of only 8 owners.

Each residence comes exquisitely fully furnished and professionally accessorized with high-quality appliances, ensuring a turnkey luxury experience from the moment you arrive.



# UNPARALLELED FLEXIBILITY & ABUNDANT USAGE: YOUR TIME, YOUR WAY

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Oceana Residence Club is designed to mirror how you truly want to vacation. Owners are entitled to:

- **Three (3) Planned Weeks:** Book these weeks well in advance, use them consecutively, spread them throughout the Club Year (October 1st - September 30th), or even reserve multiple residences simultaneously if hosting a larger group (subject to availability within their ownership category).
- **Unlimited Space-Available Usage:** Beyond your planned weeks, enjoy unlimited stays based on availability. These can be booked one at a time and are renewable upon check-in, allowing for spontaneous getaways.
- **Unlimited Short-Notice Usage:** For those spur-of-the-moment escapes, book stays within 30 days of arrival, also on a one-reservation-at-a-time, renewable basis.

The only variable cost associated with your stays is a standard housekeeping fee. Otherwise, enjoy your home as often as you like. If all owners use the Club equally, each could enjoy approximately 6 weeks annually, but if some use it less, others can enjoy it more.

# HASSLE-FREE, LUXURY LIVING & WORLD-CLASS AMENITIES

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Embrace a lifestyle free from the worries of traditional property ownership. Your comprehensive annual ownership fees (anticipated to be approximately \$10,000 USD, billed quarterly, subject to final confirmation and unit type variance) cover:

- Professional property management and dedicated Club staff.
- All maintenance, utilities (water, electricity, gas, internet), and insurance.
- Funds for future replacements of furnishings and appliances.
- Property taxes and master association fees.

As a Club Owner, you and your guests have full access to Oceana's exceptional amenities, designed to enhance your well-being and enjoyment:

- **Spa & Wellness:** A private spa and wellness center, including the Manoma Spa & Wellness, offering rejuvenating treatments.
- **Fitness:** A state-of-the-art Moduvated fitness center (gym).
- **Pools:** Multiple pools, including a second swimming pool and spa area under construction.
- **Recreation:** Tennis court and Kids Room.
- **Dining & Social:** On-site restaurant and a Clubhouse.
- **Convenience:** Co-working space, car wash, and pre-arrival grocery shopping service.
- **Security & Grandeur:** 24/7 controlled access with a completed security booth, and a grand lobby entrance featuring marble wall installations and a water mirror feature.
- Concierge & Bell Services.
- Daily Housekeeping Service (available).



## BEYOND OCEANA: YOUR GATEWAY TO THE WORLD WITH ELITE ALLIANCE

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Ownership at Oceana Residence Club includes a prestigious membership in the **Elite Alliance exchange program**, opening doors to over 130 luxury vacation properties in coveted destinations worldwide. Deposit your Oceana weeks to receive travel credits (valid for two years) and explore new horizons.

**Immediate Travel Benefit for Early Buyers:** Invest in Oceana Residence Club now, while it's under construction (expected delivery towards the end of this year - Oct/Nov/Dec), and receive an incredible **two-year premium membership in Elite Alliance**. This allows you to book "Elite Escapes" – vacations available within 60 days of arrival at other stunning properties – without needing to deposit an Oceana week. Start enjoying global travel benefits immediately!



# WHY OCEANA RESIDENCE CLUB? THE SMART & BEAUTIFUL WAY TO OWN IN LOS CABOS

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## Compared to Whole Ownership:

- **Lower Initial Investment:** Acquire luxury at a fraction of the cost.
- **Expenses Match Use:** Pay only for your share, not year-round upkeep of an empty home.
- **No Maintenance Worries:** Our dedicated staff handles all property maintenance and housekeeping.
- **Flexibility:** Exchange options mean you're not tied to one destination.

## Distinguished from Timeshare:

- **Deeded Real Estate Ownership:** You own a real, appreciating asset.

- **Unlimited, Flexible Usage:** Not restricted to specific weeks or points.
- **Exclusivity & Quality:** High-end residences, amenities, and services with only 8 owners per residence.
- **Resale Potential:** Resales are facilitated via a dedicated sales team.

**The Oceana Advantage is Clear:** Enjoy all the benefits of luxury vacation home ownership, the pride, the comfort, the memories, with none of the typical headaches. It's an investment in your lifestyle, offering unparalleled ease, enjoyment, and value.



## INVESTMENT DETAILS & OWNERSHIP STRUCTURE

- **Club Grand (3-Bedroom, 2,300 sq. ft.):** Introductory Pricing \$159,000 USD

- **Club Penthouse (3-Bedroom, 4,842 sq. ft.):** Introductory Pricing \$269,000 USD

- **Annual Ownership Fees:** Anticipated to be approximately \$10,000 USD (billed quarterly, subject to final confirmation and unit type). These fees cover comprehensive management, operation, and reserves.

- **Ownership Structure:** Ownership is evidenced by a beneficial interest in a "fideicomiso" (a Mexican bank trust), recorded and guaranteed by a title insurance policy. This is a common and secure method for non-Mexicans to own coastal property.

# THE OCEANA VISION: HEALTH, SUSTAINABILITY, SHARED LUXURY

Oceana Residence Club is where health-inducing vacations, a commitment to sustainability through modern sustainable design, and the intelligent sharing economy converge. It's an environmentally friendly real estate concept where one residence satisfies the vacation needs of eight households, promoting efficient use of resources without compromising on luxury or experience.





## HEAR WHAT OWNERS OF SIMILAR RESIDENCE CLUBS SAY:

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"The ease of ownership and service is outstanding. Staff bends over backwards to make your day better." (Reefs Club, Bermuda Owner)

"It's everything we thought it was going to be. I think it's an excellent investment." (The Phillips Club, Manhattan Owner)

"Purchasing was the best decision we've ever made. We couldn't be happier with our decision." (The Lodges at Calistoga Ranch, CA Owner)

"This is the only thing we've ever bought and never had buyer's remorse." (Christie Club, Steamboat Springs Owner)

# YOUR INVITATION TO LUXURY AWAITS

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## **IT'S A BEAUTIFUL WAY TO LIVE AND A SMART WAY TO OWN.**

Discover the unparalleled lifestyle and intelligent ownership offered by Oceana Residence Club. Contact your Ronival Real Estate sales agent today for more information, to answer your questions, or to schedule a personalized presentation. Your Los Cabos dream is closer than you think.

# FREQUENTLY ASKED QUESTIONS

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## What is Oceana Residence Club?

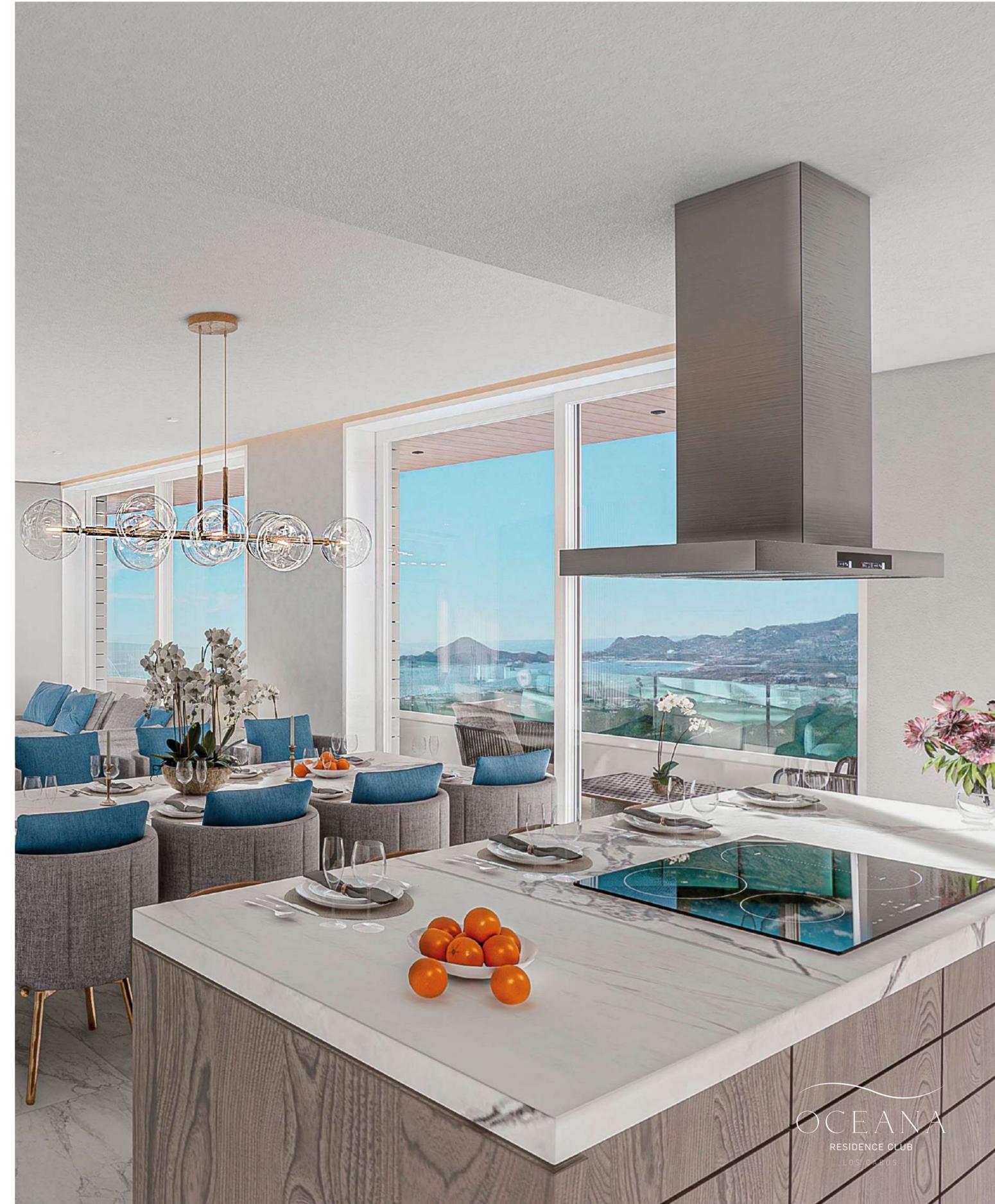
Oceana Residence Club is an equity residence club providing fractional ownership in your choice of two Club residence options – Grand or Penthouse. Located within the dramatic Oceana community, each home boasts elegant design, high-quality appliances selected with wellness and sustainability in mind, and is fully furnished and accessorized. There are only eight owners per residence, and each enjoys frequent and flexible enjoyment of their elegant homes throughout the year. Your Residence Club staff ensures worry-free ownership and hassle-free vacations.

## Do Residence Club at Oceana buyers own real estate?

Yes. Residence Club ownership is evidenced by a beneficial interest in a “fideicomiso” which is recorded and guaranteed by a title insurance policy. A fideicomiso, or bank trust, is defined for real estate purposes as a transaction between a Mexican bank and an individual or firm, with the bank serving as trustee or legal owner of the property, and the investor serving as the legal beneficiary who retains the exclusive right to use and control the property. Many of Mexico's most expensive vacation homes have been owned by Americans and Canadians in this manner for decades.

## Can more than one family or individual share a single Club ownership?

Yes. Individuals can form legal entities to control an ownership. It will be up to the joint owners to allocate lodging for that ownership in compliance with the Club's reservations policies.





## FREQUENTLY ASKED QUESTIONS

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[Have residence clubs been developed in other prestigious destinations?](#)

Yes. This ownership concept was introduced 35 years ago and has been enthusiastically embraced by affluent buyers at premier resorts such as: Aspen, Vail, Telluride, and Steamboat Springs, Colorado; Deer Valley, Utah; Palm Springs, Napa Valley and Lake Tahoe, California; Hawaii; Tucker's Town and Southampton, Bermuda; Queenstown, New Zealand; Los Cabos, Punta Mita, San Miguel de Allende, and Huatulco, Mexico. There are also residence clubs in Manhattan and Florence, Italy. Each of these residence clubs is owned and operated much like Oceana Residence Club. The creators of the residence club concept are part of the Oceana Residence Club team.

[What are the advantages of residence club ownership?](#)

Residence clubs combine the benefits of vacation home ownership with resort services. Oceana Residence Club provides owners with generous and flexible vacation use, allows them to explore a multitude of other exotic destinations, removes the worries and responsibilities typically associated with absentee ownership, and dramatically reduces the financial burden.

# FREQUENTLY ASKED QUESTIONS

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## Is the Club a timeshare development?

No. Timeshare is typically the right to use only a specific week or a certain number of points. Although appropriate for a segment of the market, timeshare is essentially the pre-purchase of vacations with little or no residential value. Residence Club at Oceana owners receive real estate ownership and have access to all club residences within their ownership category (Grand or Penthouse), with the right to use anytime, subject to the reservation policies.

## What if the number of owners wishing to stay at Oceana Residence Club exceeds the number of residences available?

The Club is designed to equitably allocate vacations when demand for lodging may exceed supply. A rotating priority system ensures all owners will have equal access to high-demand dates over the years. This system has proved fair and equitable for more than three decades.

## Will Club owners always stay in the same residence?

No. To provide the greatest flexibility and availability, owners have equal access to all club residences within their Ownership Category (Grand or Penthouse). Requests for specific residences will be granted when possible.

## Can owners reserve more than one residence during the same time period?

Yes. This is a unique and highly prized feature of residence club ownership. Because Oceana Residence Club owners are not restricted to a particular residence, they can reserve more than one residence within their ownership category at any given time if sufficient residences are available. This is an ownership benefit allows club owners to host family reunions, large gatherings of friends, or corporate retreats





# FREQUENTLY ASKED QUESTIONS

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### Do owners have guest privileges?

Yes. Owners may invite guests to stay with them during their Club vacations and they also may invite unaccompanied guests to use any of their confirmed Club vacations without a guest fee.

### Can owners rent a portion of their vacation time?

Yes. Owners will be able to rent confirmed Planned Vacations and Space Available Vacations through the Club's management company.

### Do owners have access to the amenities and common facilities available at Oceana?

Yes. Club owners can enjoy Oceana's Spa & Wellness Center, dramatic outdoor pools, Kids Room, gym and tennis court.

### As an owner of Oceana Residence Club, can I exchange lodging privileges with other residence club owners?

Yes. Oceana Residence Club has been selected to participate in the prestigious Elite Alliance exchange program [www.elitealliance.com/exchange](http://www.elitealliance.com/exchange). Your complimentary Elite Alliance membership provides exchange privileges with owners at a remarkable collection of residence clubs and luxury vacation homes in more than 120+ coveted destinations worldwide.

# FREQUENTLY ASKED QUESTIONS

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**Do owners pay any charges when they stay at their Club?**

Yes. A housekeeping fee is charged to keep your residence clean and welcoming during each day of your vacation and to prepare it for the next arriving owner.

**Do owners pay annual fees?**

Yes. The annual fees pay for the professional management and operation of all Club residences. Included in these annual fees are funds for staff salaries, supplies, maintenance, trash removal, legal/accounting, utilities, management fee, property taxes, master association fees, and reserves for scheduled maintenance and replacement of residential furnishings and appliances. Each owner's annual fees are a fraction of the all-in annual costs associated with sole ownership of a luxury vacation home.

**Who establishes the fees and controls the affairs of the Club?**

A member-elected Board of Directors establishes budgets and fees on an annual basis.

**Can a Club ownership be resold?**

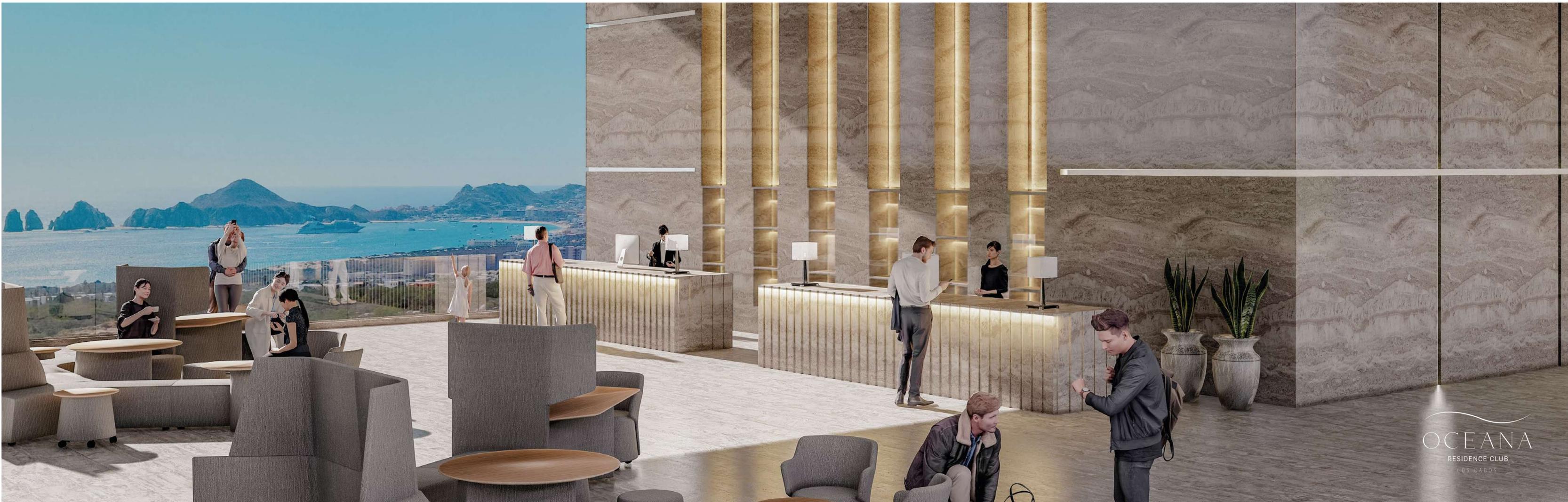
Yes. Like any other form of real estate, the owner's beneficial interest can be sold or transferred by the owner, or sold by a licensed real estate agent, subject to the club documents.



# CLUB LODGING PRIVILEGES

Lodging Privileges for Oceana Residence Club have been designed to ensure that all Owners have equal access to all Club Residences within their Ownership Category. Owners can enjoy the Club Residences, services, and amenities during “Planned Vacations,” “Space Available Vacations” and “Short Notice Vacations.” There is no limit on the total number of Club vacations an Owner may reserve, subject to the Club Reservation Procedures. Options for the use of Club Residences are described below.

The Club Lodging Privileges have been carefully formulated in an attempt to be fair and equitable to all Club Owners. The Board of Directors for The Residences at Oceana reserves, as permitted in the Club Bylaws, the right to alter the lodging reservations policies and procedures from time to time as conditions warrant. In the event there is a conflict between the Club Bylaws and the Lodging Privileges, the Bylaws will control.



# DEFINITIONS

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Certain terms and phrases have been defined below to clarify their intended meaning and usage. Throughout the following policies and procedures, these terms and phrases can be identified because they begin with capital letters.

**“Accompanied Guest”** — Any guest who lodges with an Owner in the Owner’s reserved Club Residence. The total number of persons lodged in a Residence cannot exceed the Sleeping Capacity of that Club Residence. No lodging fees are charged for Accompanied Guests.

**“Club”** — Oceana Residence Club, a collection of fractionally owned residences within the Oceana real estate development in Los Cabos, Mexico.

**“Club Management”** - The professional company selected by the Board of Directors to supervise the day-to-day operations of Oceana Residence Club.

**“Club Residence”** — A residential unit that is

part of Oceana Residence Club and is owned by the Owners.

**“Club Year”** – The Club Year runs from October 1st through September 30th.

**“Failed Reservation”** - A confirmed reservation for which the Club Owner fails to check in on the reserved date without notice to Club Management at least ten (10) days prior to the scheduled check-in date for Space Available Vacations, and not less than twenty-four (24) hours prior to the scheduled check in date for Short Notice Vacations.

**“Owner”** — The owner of an Ownership or the person designated in writing by the Owner (“the Designated Owner”) to have Ownership privileges.

# DEFINITIONS

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**“Ownership”** — An Ownership provides Ownership privileges at Oceana Residence Club. Each Ownership must identify one Owner whose responsibility it is to submit one Planned Vacation reservation request form that represents the Planned Vacation requests for that Ownership. Owner and Ownership may be used interchangeably in this document.

**“Ownership Category”** – Either Grand or Penthouse. Owners may reside only in residences included in their Ownership Category.

**“Planned Vacations”** — Those days that can be reserved in a Club Residence within the Owner’s Ownership Category well in advance of the beginning of the Club Year. Ownerships are given the opportunity to reserve three, seven-day Planned Vacations. Owners may reserve Space Available and Short Notice Vacations after Planned Vacations have been confirmed, as described in these Club Lodging Privileges.

**“Reservation Priority Number”** — The Reservation Priority Number is assigned to each Ownership prior to the beginning of each Club Year. This number is used by Club Management to allocate Planned Vacation periods when demand exceeds lodging supply. This Reservation Priority number changes each year, based on the original Ownership number (assigned at closing) to equitably allocate Planned Vacation periods during peak periods over the years.

**“Rotating Priority System®”** — A Rotating Priority System® has been established to ensure that use of the Club Residences by Owners is equitable. The Rotating Priority System® is used to determine reservation confirmations when the number of reservation requests for a certain time period exceeds the number of Club Residences within available during that time period.

# DEFINITIONS

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**“Sleeping Capacity”** — The maximum number of persons permitted to lodge in a Club Residence. The Sleeping Capacity of a Club Residence is the number of bedrooms multiplied by two plus the number of sleeper sofas times two.

**“Short Notice Vacations”** — In addition to Planned Vacations and Space Available Vacations (described below), each Owner can reserve Short Notice Vacations anytime within 15 days of the scheduled arrival date. Owners can occupy a Club Residence during confirmed Short Notice Vacations for periods up to seven days per reservation. In addition to confirmed Planned Vacations and a Space Available Vacation, each Owner may have one Short Notice Vacation reservation on the books at a time. If an Owner fails to check-in at the Club on the reserved date without notice to Club Management at least 24 hours prior to the scheduled check-in, the Owner will be prohibited from making another Short Notice or Space Available reservation for a period of 30 days from the scheduled check-out date of the Failed Reservation.

**“Space Available Vacations”** — Each Owner has unlimited access to usage of the Club Residences within his or her Ownership Category on a space available basis. Owners can occupy a Club Residence during Space Available Vacations for periods up to seven days per reservation. In addition to confirmed Planned Vacations and a Short Notice Vacation, each Ownership may have one Space Available Vacation reservation on the books at a time. Space available reservations may be requested on or after September 1st for the coming Club Year that begins October 1st. Space Available Vacation reservation requests will be processed by Club Management on a first-come, first-served basis. If an Owner fails to check-in at the Club on the reserved date without notice to Club Management at least 10 days prior to scheduled check-in, the Ownership will be prohibited from making a Space Available or Short Notice reservation for a period of 30 days from the scheduled check-out date of the Failed Reservation.

# DEFINITIONS

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**“Unaccompanied Guest”** — Any guest who lodges in a Club Residence without an Owner during an Owner's confirmed Planned, Space Available or Short Notice Vacation. An Owner requesting lodging for an Unaccompanied Guest must specify the Unaccompanied Guest's name, address, telephone number, and email address in writing at least 14 days prior to arrival (or immediately upon confirmation if the reservation is confirmed less than 14 days prior to arrival) so that Club Management can send a confirmation notice to that Unaccompanied Guest. Unaccompanied Guests are required to pay all housekeeping fees and incidental charges upon departure unless payment has been arranged in advance by the sponsoring Owner. The sponsoring Owner is responsible for any unpaid charges incurred by their Unaccompanied Guests and is responsible for any damages to the Club facilities caused by their Unaccompanied Guests. The number of persons lodged with an Unaccompanied Guest in a Club Residence cannot exceed the Sleeping Capacity of that Club Residence.



# RESERVATIONS PROCEDURES

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The following procedures describe how Owners are confirmed for lodging in Club Residences included in their Ownership Category.

## Planned Vacations

By July 1st of each year, Owners are sent a Planned Vacation reservation form which requests Owners to select their Planned Vacation dates for the coming Club Year. The Reservation Priority Number for each Ownership will be noted on the Planned Vacation reservation form by the Club Management. **If the Planned Vacation reservation form is not received by the Owner by July 15th, the Owner should immediately notify Club Management.**

Each Ownership is allocated three Planned Vacations. Each Planned Vacation can be a maximum of seven days with arrivals and departures on or between Saturdays. Exceptions to the arrival and departure times may be made, at times, by Club Management.

# RESERVATIONS PROCEDURES

After August 1st, Club Management allocates the Planned Vacations in the following manner:

**First Planned Vacation** — Owners are confirmed for a maximum of seven days based on their requests and their Reservation Priority Numbers. When demand for certain dates exceeds lodging supply, the Owners with the lowest Reservation Priority Number will be confirmed.

**Second Planned Vacation** — After the First Planned Vacations are confirmed, Owners are confirmed for up to seven additional days. When demand for certain dates exceeds lodging supply, the Owners with the highest Reservation Priority Number will be confirmed.

**Third Planned Vacation** — After the First and Second Planned Vacations are confirmed, Owners are confirmed for up to seven additional days. When demand for certain dates exceeds lodging supply, the Ownerships with the lowest Reservation Priority Number will be confirmed.



# RESERVATIONS PROCEDURES

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By August 15th, confirmation of the Planned Vacations is sent to each Owner. Additionally, a reservations calendar will be sent indicating which dates have been reserved by Owners. Owners which reserved fewer than three Planned Vacations will then have the opportunity to make additional Planned Vacation reservation requests after August 15th on a first-come, first-served basis. These reservations will be made for days shown to be available on the reservations calendar.

After September 1st, Owners may make Space Available reservations for the coming Club Year that begins October 1st.

**Internal Exchange of Planned Vacations** — Owners may exchange their confirmed Club vacations with other Owners. Club Management will use its best efforts to facilitate exchanges and exchanges can also be made directly between Owners. Written notice of an exchange must be provided to Club Management at least 14 days prior to the arrival date of the Owner using the earliest Club vacation involved in the exchange. Club Management encourages and will make all reasonable efforts to facilitate such exchanges between Owners.



## RESERVATION SUMMARY

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There is no limit to the number of days an owner can lodge at Oceana Residence Club, subject to the reservation procedures and availability. Each Club vacation can be up to seven consecutive days in duration.

Owners can:

- Reserve three Planned Vacations prior to the start of the Club Year.

- Have one Space Available Vacation on the books at a time with no annual limit.
- Have one Short Notice Vacation on the books at a time with no annual limit.
- Have as many as five vacation reservations on the books at one time.



## KEY DATES

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### July 1st

Planned Vacation reservation request forms are sent to Owners

### August 1st

Completed Planned Vacation reservation request forms are returned to Residence Club Management

### August 15th

Written confirmations of Planned Vacations are sent, including a reservations calendar indicating all Owner-reserved dates

### September 1st

Owners can begin making Space Available reservations for the upcoming Club Year that begins October 1st

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