



Tenstar Development Group

Tenstar Development Group serves as an advisor or Principal in designing, implementing and/or managing new resort programs for single site, multi-site and mixed-use real estate developments, including whole ownership residential, hotels, condominium hotels, destination clubs, travel clubs, fractional developments, private residence clubs, and point-based vacation ownership developments. In addition, it enters into sales and marketing agreements to sell single site and multi-site point-based clubs and fractional ownership developments.

Since 1990, Tenstar entities have designed and/or implemented over sixty-(60) branded and independent point-based vacation clubs, fractional ownership developments and private residence clubs. Company expertise includes all aspects of a development, including product design, program design, financial planning, resort operating budgets, legal structuring, compliance, marketing, sales, rental distribution, association management, resort management, owner services, loan servicing, collections, and technology. The clients of the company include hotel management companies, shared ownership developers, associations, private equity firms, private investors, insurance companies, casino operators, and mixed-use developers. Approximately one-third of the business is international with clients in Europe, Africa, the Middle East, Asia, South America, Central America and Mexico. The company has also been involved in the adaptive reuse of developments and the facilitator of major real estate transactions.

Starting in 2001, Tenstar served as a co-founder of the residential development division of Fairmont Raffles Hotels International, including the five brands of Fairmont Heritage Place (fractional), Fairmont Estates, Fairmont Residences, Raffles Residence Club and Raffles Residences. In 2007 and 2008, Tenstar served as project manager in the integration of the fractional developments of Storied Places, an Intrawest company, into Fairmont Heritage Place. Overall, the company has a highly experienced team of professionals to support the needs of Ritz Carlton Club, St. Thomas.