



619-437-1888

Current Availability and Pricing

Ocean View Villa
2 Bedroom / 2 Baths
1,250 SQFT
\$3,000,000

Ocean View Loft
3 Bedroom / 3 Baths
1,650 SQFT
\$4,800,000

Ocean Front Cottage
3 Bedroom / 3 Baths
2,000 SQFT
\$7,000,000
Just Sold





DEL CORONADO REALTY

BEACH VILLAGE SITE PLAN

McKinnon 1/24



DEL CORONADO REALTY

BEACH VILLAGE AT THE DEL

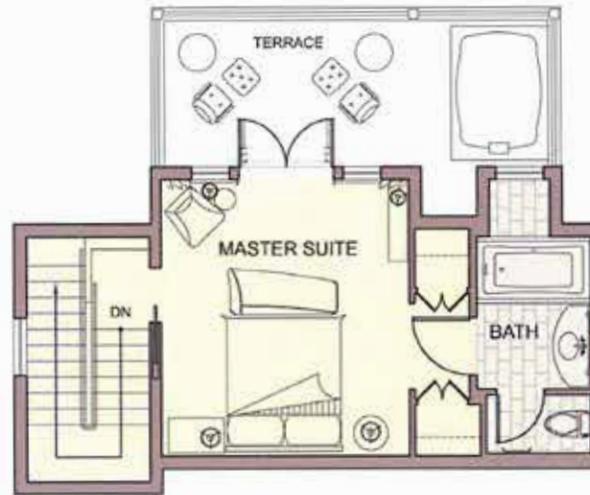




DEL CORONADO REALTY

VILLA

- Approximately 1,230 square feet
- Two Master Suites
- Great Room features living/dining/kitchen areas
- Two Baths
- Outdoor terrace
- Two Lock-Off Areas

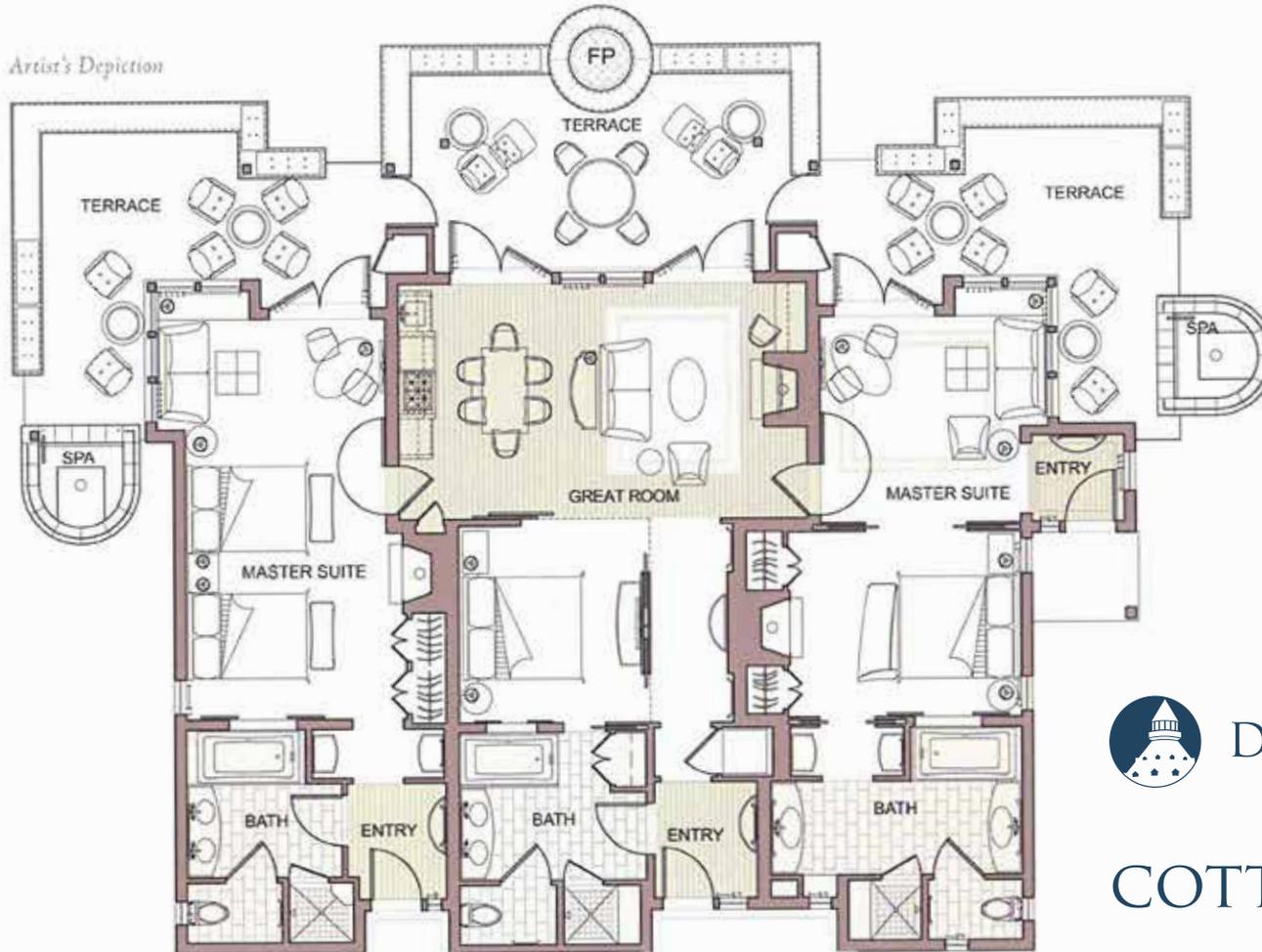


DEL CORONADO REALTY

LOFT

- Approximately 1,675 square feet
- Master Suite and Upper Level Suite
- Great Room features living/dining/kitchen areas
- Three Baths
- Outdoor Terrace ~ Upper level includes a private day tub
- Two Lock-Off Areas

Artist's Depiction



DEL CORONADO REALTY

COTTAGE

- Approximately 2,030 square feet
- Three Master Suites
- Great Room features living/dining/kitchen areas
- Three Baths
- Outdoor Terrace ~ Upper level includes a private day tub
- Two Lock-Off Areas



DEL CORONADO REALTY

CASUAL ELEGANCE

Relax and enjoy a new level of comfort and luxury. . . Spacious great rooms offer inviting kitchen, dining and living areas with a cozy fireplace. Master suites feature sumptuous linens and marble spa-style baths. And ocean breezes beckon from your private balcony or terrace.





DEL CORONADO REALTY

STYLISH DETAILS

With the timeless allure of the quintessential California beach cottage, Beach Village condominiums offer a wealth of amenities and stylish details. The atmosphere of casual luxury surrounds you at Beach Village at The Del . . . your beachfront dream come true.

DISTINCTIVE EXTERIORS

- Classic architectural style in complement to the historic hotel
- White lap siding
- Red shingle roofs inspired by The Del's red turrets

GRACIOUS LIVING AREAS

- Bose® surround sound system with DVD
- 42" flat panel TV
- Fireplace in every greatroom
- Walnut flooring accented by carpet
- Crown molding
- Well-appointed designer furnishings and distinctive artwork

MASTER SUITES & GUESTROOMS

- Fully appointed separate bedrooms with fireplace
- 42" flat panel TV
- Luxurious carpeting
- Crown molding
- Minibar and ice maker
- Service center for coffee maker and sundries
- 400 thread count linens

ELEGANT BATHS

- Custom vanities with espresso finish cabinetry and marble tops
- Soaking tubs and separate showers with stone surrounds
- Stone tile flooring
- Sumptuous bath sheets and beach towels

GOURMET KITCHENS

- Granite slab counters
- Custom cabinetry
- Stainless steel gourmet Wolf® cooktop and built-in oven
- Sub-Zero® drawer-style refrigerator/freezer
- Fisher-Paykel® DishDrawer dishwasher
- A complete selection of cookware and dinnerware

AND MORE...

- Spacious tiled balconies and terraces off every greatroom and master suite
- Some with firepits or private day tubs
- Private pools and spas
- Gated direct access to the beach



DEL CORONADO REALTY

RESORT AMENITIES

Secluded within this private setting, Beach Village welcomes owners and guests with personalized concierge service and access to the exclusive Windsor Club Cottage for breakfast, cocktails, and dining experiences. Additional amenities at your fingertips at this world-class resort include the Spat at the Del, Fitness Center, Del Venture kids program and dining experiences from the award-winning 1500 OCEAN to ENO pizza, vnio, dolce, Sheerwater's casual California coastal cuisine and, of course, the famous Sunday brunch in the historic Crown Room.





DEL CORONADO REALTY

FAQ

1. WHAT ARE MY OPTIONS FOR RENTING MY UNIT WHEN I AM NOT THERE?

When you are not using your Beach Village condominium, it must be made available to the general public through a rental program. You can choose to use Del Coronado Realty (“Del Realty”), an affiliate of Hotel del Coronado as your rental agent, rent your unit yourself following the procedures outlined in the Unit Maintenance and Operation Agreement (“UMA”), or use another approved rental company.

2. WHAT ARE THE ADVANTAGES OF USING DEL REALTY?

Renting your unit through Del Realty gives you the benefit of Hotel del Coronado’s reservation services and national sales/marketing program, with a multi-million dollar annual budget. The resort currently receives nearly 125,000 calls annually to its reservation line, and over 1,648,000 unique visitors to its website. There is a dedicated website to Beach Village (www.beachvillageatthedel.com) and advertisements appear regularly in upscale consumer publications such as Conde-Nast Traveler, Wall Street Journal, Architectural Digest, Bon Appetit and Vanity Fair, along with other local and regional publications. Using Del Realty as your rental agent is the only way to take advantage of the resort’s advertising and reservation programs. Currently, 100% of Beach Village owners participate in the Del Realty rental program.

3. IF I USE DEL REALTY, HOW DOES THE RESORT RENT MY UNIT IN RELATION TO OTHER BEACH VILLAGE UNITS IN THE RENTAL PROGRAM?

Hotel del Coronado utilizes a specialty software program to provide a rotation system for renting all units by like-unit type, taking into consideration the length of stay requested, owner use schedules, and prior reservations. Of course, the resort also maintains flexibility to accommodate guest requests for specific rooms.

4. HOW MUCH WILL MY UNIT RENT FOR WHEN I AM NOT THERE?

Rental rates vary depending on the number of rooms, size and location of the unit, day of the week, time of the year, and other factors. While subject to change, the current anticipated rental rate by Hotel del Coronado for Beach Village guestrooms and suites ranges from \$899 to \$3,400 per room per night (Villas are two-key units, meaning that each room can be rented separately or together; the room with the kitchen is considered a suite, which is rented at a higher nightly rate).



DEL CORONADO REALTY

FAQ

5. HOW ARE RENTAL REVENUES DISTRIBUTED WITH THE DEL REALTY RENTAL PROGRAM?

If you choose Del Realty as your rental agent, the management fee will be 50% of all room rental income¹. You will receive the remaining 50% of all rental income after subtracting out any property charges paid by Del Realty for your unit (including travel agent commissions and credit card fees, currently 4.17% of rental income) and less 5% of the net amount payable to be held by Del Realty as a repair and replacement reserve. See Rental Program Example, attached. Specific terms are set forth in the Rental Management Agreement (“RMA”).

6. WHAT FACILITIES AND AMENITIES ARE AVAILABLE TO BEACH VILLAGE OWNERS AND GUESTS?

Owners, guests and renters have access to all Beach Village amenities, including pools, hot tubs, private access to the beach, and access to the exclusive Windsor Cottage for breakfast, dinner and cocktails. Access to the 24-hour Fitness Center, and spa services will be available at current established rates. For convenience, any charges incurred at the resort (dining retail, spa, etc.) may be billed to the room and paid at check-out.

7. WILL DAILY HOUSEKEEPING SERVICE BE PROVIDED?

Daily housekeeping service will automatically be provided by the resort during any period of occupancy by renters. Daily housekeeping services is optional when you or your guests are staying in your unit. If you use this service, a daily fee will apply (currently \$60/day for a 2-bedroom villa). Departure cleaning is required at the end of your stay before your unit is again made available for rental (currently \$85 for a 2- bedroom villa). Cleaning fees will be applied at check-out.

¹ Note: If you do not participate in the Del Realty rental program, a fee of 42% of rental income is required to be paid to Hotel del Coronado for on-site management services pursuant to the UMA, in addition to any fees paid to a third party rental agent.



DEL CORONADO REALTY

FAQ

8. WHAT ADDITIONAL FEES APPLY WHEN STAYING IN MY UNIT?

All owners, guests, and renters must pay the transient occupancy tax (“TOT”) imposed by the City of Coronado. The TOT is presently 10.680% of the nightly rental rate and must be paid upon check-out.

9. IS THERE AN AREA IN MY UNIT WHERE I CAN STORE MY PERSONAL BELONGINGS?

Yes, there is an owner’s closet for each unit that is not accessible to rental users.

10. HOW DO I RESERVE MY UNIT FOR PERSONAL USE?

You will receive an Occupancy Calendar form annually to be completed and returned to Del Realty indicating the time periods you wish to reserve your unit for personal use by you or your guests, subject to any previous reservations for rental use. You may book additional owner use periods during the year on a space-available basis with at least 24 hours prior notice (subject to your maximum 90-day annual use period with no more than 25 days use in any immediately preceding 50 day time period). For purposes of determining your annual use time, Del Realty will count any use of your

unit by you or your guests of less than seven (7) days between check-in and check-out during the period between the Saturday before Memorial Day and Labor Day as seven (7) days use of your maximum annual use period. Any use of a portion of your unit (i.e., one key) will count as a full day’s use of your annual use time.

11. HOW IS ACCESS TO MY UNIT MANAGED?

Owners, guests and renters may obtain access to units only through the resort. Hotel del Coronado manages all check-in and check-out procedures and only issues electronic entrance keys to authorized users.

12. HOW ARE REPAIRS AND MAINTENANCE OF MY UNIT HANDLED?

For worry-free maintenance 24-hours a day, Hotel del Coronado is the exclusive provider of routine maintenance services. If you use Del Realty as your rental agent, we will coordinate and manage all maintenance and repair needs of your unit. If you are self-managing or using another approved rental company, you must manage and pay for all repairs and maintenance of your unit as specified in the UMA.



DEL CORONADO REALTY

BEACH VILLAGE RENTAL PROGRAM EXAMPLE

The following example illustrates how rental income is distributed when an owner chooses to participate in Del Realty's rental management program. The specifics of the rental program are set forth in the Rental Management Agreement ("RMA").

GROSS RENTAL REVENUE (EXAMPLE):	\$1,000.00
Rental Income to Owner:	
50% of rental revenue	\$500.00
Less Travel Agent/Credit Card Charge*	\$41.70
Less 5% Repair and Replacement Reserve	<u>-\$22.92</u>
Net Rental Income to Owner	\$435.38

This example is for illustration purposes only. There is no guarantee of future rental income for any specific Beach Village unit. Please contact your Del Realty leasing representative for more details.

OTHER OWNER EXPENSES (VILLA ONE FLOOR PLAN)

Homeowner's Association Fees (2017): \$579.13 per month

Easement Property Fees (2017): \$1118.00 per month

Property taxes, insurance and utilities

Transient Occupancy Tax ("TOT") charged whenever owners are occupying their unit

Hotel services on a pay-per-use basis (cleaning fees, optional resort fee for use of fitness center, room service/dining charges, telephone calls, in-room entertainment, housekeeping services, parking, etc.)