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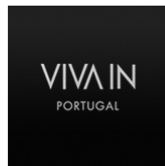


Read the report:
Trends in Fractional Real Estate 2009 - Europe

Fractional Ownership

Fractional Ownership News

Shared ownership in the spotlight for Portugal



Fractional Life's Fabrizio Harper recently attended Viva in Portugal's 2nd Residential Tourism Conference: Investment and Positioning Options.

The one-day event was aimed at understanding and debating the current challenges that Portugal and the residential tourism sector is facing by sharing the expertise of national and international experts.

The conference began with an economic review of 2009 and a few predictions for 2010. This was predominantly focussed on the effects of the credit crunch and the downturn in bank funding. When asked about Portugal's position within the European residential tourism market, Simon G. Perks, deputy general manager of Santander Bank, thought Portugal offered the British buyer some unique benefits: accessibility to cheap flights, excellent historic relations, a perceived level of exclusivity and luxury that Spain has lost out on and the general feeling that buyers in Portugal are purchasing for lifestyle rather than investment reasons.

Over the day, it was obvious that attendees and panellists thought that Portugal is well placed to take advantage of the changing consumer who is now more concerned with value and experience over equity and returns.

When asked why Portugal was suited so specifically to **fractionals**, Dimitris Manikis of Group RCI told Fractional Life: "Portugal is one of the world's most popular destinations for fractionals, and offers a perfect balance of amenities and activities for the fractional buyer." He was also extremely positive about the effects of fractional on local communities and resorts, saying that the fractional model gives resort owners and developers an opportunity to maintain significantly higher occupancy rates during the off season, and genuine opportunity for avoiding winter 'ghost towns'.

Jerry Fagan, founder of **Oceanico Group** said: "Although fractionals are not a panacea, the time taken to develop a suitable model has seen enquiries outstrip those for whole ownership four to one."

Fractional Life was delighted to see the fractional model being considered a serious product that fits the needs of the consumer during these difficult times. With the growing trend of multi-generation family holidays, the fractional model – and Portugal in particular – fits the needs of the entire family. Dad can golf, mum can be pampered, teenagers can party and children can beach. There are few destinations that offer such an abundance of activities for the whole family.

www.vivainportugal.com

9/12/09

Fractional Ownership Opportunities

icurie25

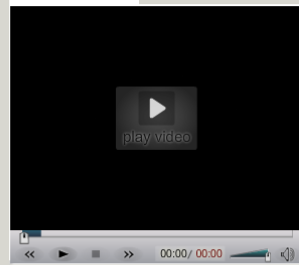
icurie25 is the UK's largest and longest established supercar club, boasting over 200 members across 4 locations throughout the UK. Membership costs from as little as #550pm and gives you access to a fleet of over 30 superb cars, regularly updated and added to, and fully insured throughout Europe. In addition, members are offered a programme of exclusive motorsport events which serve to bring together like-minded individuals in stunning surroundings.



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Web Poll

Q. Fractional Summit has spent 3 years in London... Where would you like to see it next?

- USA
- South America
- Australia
- Far East

[25 Questions](#)

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