PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Grand Cayman resorts worth a meeting, with the people who can say yes.

39 resorts and rental agents for your next visit, split by exchange tie (Interval International, or RCI / Resort Condominiums International) and sorted by who you can actually reach. Filter them, cross off the ones you do not want, and open any file for the people, the numbers and a note ready to send.

How to use this site Filter the list → Open a file → Send the brief → Plan the drive

▶ **First time here? What each step shows**

THE LIST

39 resorts, best first.

Owners you can reach

Owners and managers you can reach directly.

Owners you can reach · # 1 of 39

Cayman Villas

Key count not published · South Seven Mile and George Town loop

Owners you can reach | Key count not published | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.5 stars, 12 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 2 of 39

Grand Cayman Villas & Condos

Key count not published · North Side and East End loop

Owners you can reach | Key count not published | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 258 reviews. No recent forum posts found yet. “My 8 girlfriends and I spent 5 days in Sands #5- the place was absolutely stunning. Fully stocked, clean breathtaking views of 7 mile beach. Market and liquor store...” See the posts

Owners you can reach · # 3 of 39

Beachcomber Condominiums

40 keys · Middle of Seven Mile Beach loop

Owners you can reach | 40 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.9 stars, 235 reviews. No recent forum posts found yet. “The Beachcomber accommodations were great. My main concern was the constant noise of roosters crowing all hours of the night from across the street. Our condo was #25…” See the posts

Owners you can reach · # 4 of 39

Discovery Point Club

40 keys · North Seven Mile and West Bay loop

Owners you can reach | 40 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 68 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 5 of 39

The Islands Club

26 keys · Middle of Seven Mile Beach loop

Owners you can reach | 26 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 5 stars, 34 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 6 of 39

Casa Caribe Condominiums

16 keys · Middle of Seven Mile Beach loop

Owners you can reach | 16 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.9 stars, 88 reviews. No recent forum posts found yet. “We had the best stay in Condo #3 at Casa Caribe—it was perfect for our group of friends, with plenty of space and super comfortable beds. Having a full bathroom for…” See the posts

Owners you can reach · # 7 of 39

The Locale Hotel

42 keys · South Seven Mile and George Town loop

Owners you can reach | 42 keys | Breakfast included | No exchange tie found

WHAT PEOPLE SAY

Google 4.7 stars, 295 reviews. No recent forum posts found yet. “This is our second time in the caymans and wanted to stay somewhere that was affordable. No beach front view but in a relatively quiet area. Only noise from cars, the...” See the posts

Owners you can reach · # 8 of 39

Sunset House

36 keys · South Seven Mile and George Town loop

Owners you can reach | 36 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.6 stars, 261 reviews. No recent forum posts found yet. “Great spot for a curry and and pint.” See the posts

Owners you can reach · # 9 of 39

Compass Point Dive Resort

25 keys · North Side and East End loop

Owners you can reach | 25 keys | Room only | RCI tie

WHAT PEOPLE SAY

Google 4.9 stars, 174 reviews. No recent forum posts found yet. “Loved it and hope to come back next year!” See the posts

Owners you can reach · # 10 of 39

Cobalt Coast Grand Cayman Resort

20 keys · North Seven Mile and West Bay loop

Owners you can reach | 20 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.6 stars, 267 reviews. No recent forum posts found yet. “Refreshed. Relaxed. Do not stop. Go. Great experience.” See the posts

Owners you can reach · # 11 of 39

Rum Point Club Residences

33 keys · North Side and East End loop

Owners you can reach | 33 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.9 stars, 117 reviews. No recent forum posts found yet. “We’d never visited Grand Cayman before and being the sort of folk not fond of huge hotels in tourist heavy areas were not drawn to 7 Mile Beach. Instead we found Rum...” See the posts

Owners you can reach · # 12 of 39

The Retreat at Rum Point

23 keys · North Side and East End loop

Owners you can reach | 23 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.7 stars, 93 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 13 of 39

Christopher Columbus Condos

30 keys · North Seven Mile and West Bay loop

Owners you can reach | 30 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 54 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 14 of 39

The Meridian

32 keys · Middle of Seven Mile Beach loop

Owners you can reach | 32 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 39 reviews. No recent forum posts found yet. “We’ve been coming to Grand Cayman and staying at The Meridian for many years. The units are beautiful, the beach is gorgeous with an excess of umbrellas and chairs, and...” See the posts

Owners you can reach · # 15 of 39

Coral Stone Club

29 keys · Middle of Seven Mile Beach loop

Owners you can reach | 29 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.9 stars, 101 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 16 of 39

Tamarind Bay Condominiums

28 keys · South Seven Mile and George Town loop

Owners you can reach | 28 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.7 stars, 21 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 17 of 39

Plantana

49 keys · North Seven Mile and West Bay loop

Owners you can reach | 49 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.9 stars, 42 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 18 of 39

Villas of the Galleon

Key count not published · Middle of Seven Mile Beach loop

Owners you can reach | Key count not published | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 193 reviews. No recent forum posts found yet. “We had a fantastic time. The location perfect. Save a beach chair early... The regulars get there at sunrise.” See the posts

Owners you can reach · # 19 of 39

Silver Sands Condominiums

Key count not published · North Seven Mile and West Bay loop

Owners you can reach | Key count not published | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 12 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 20 of 39

The Grandview Condominiums

Key count not published · South Seven Mile and George Town loop

Owners you can reach | Key count not published | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.7 stars, 31 reviews. No recent forum posts found yet. See the posts

Owners you can reach · # 21 of 39

Coral Sands Resort

Key count not published · South Seven Mile and George Town loop

Owners you can reach | Key count not published | Room only | RCI tie

WHAT PEOPLE SAY

Google 4.8 stars, 34 reviews. No recent forum posts found yet. “Quiet and relaxing! Snorkel all you want, then relax in the pool!!” See the posts

Luxury, small blocks

High rates to protect. Small blocks only.

Luxury, small blocks · # 22 of 39

ONE | GT

177 keys · South Seven Mile and George Town loop

Luxury, small blocks | 177 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.9 stars, 31 reviews. No recent forum posts found yet. “We traveled as a family of three, with one more on the way, and our stay at ONE GT in October 2026 was such a treat. After a previous trip to Turks and Caicos where the...” See the posts

Luxury, small blocks · # 23 of 39

Caribbean Club

Key count not published · Middle of Seven Mile Beach loop

Luxury, small blocks | Key count not published | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 136 reviews. No recent forum posts found yet. “Been here many times and other than the price keeps going up, the food choice, setting and service always amazingly good.” See the posts

Luxury, small blocks · # 24 of 39

Palm Heights

52 keys · Middle of Seven Mile Beach loop

Luxury, small blocks | 52 keys | Plan not confirmed | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 314 reviews. No recent forum posts found yet. “This place has exceeded all of our expectations. Beyond happy we chose this place for our anniversary. The service and hospitality is amazing!” See the posts

Brand decides

A brand or parent company decides first.

Brand decides · # 25 of 39

Grand Hyatt Grand Cayman Resort and Spa

382 keys · South Seven Mile and George Town loop

Brand decides | 382 keys | Plan not confirmed | No exchange tie found

WHAT PEOPLE SAY

Google 5 stars, 1 reviews. No recent forum posts found yet. See the posts

Brand decides · # 26 of 39

Hampton by Hilton Grand Cayman

120 keys · South Seven Mile and George Town loop

Brand decides | 120 keys | Breakfast included | No exchange tie found

WHAT PEOPLE SAY

Google 4.5 stars, 421 reviews. No recent forum posts found yet. “I liked the location of this hotel and all of the amenities. Free breakfast, free shuttle service and clean. However, the bed in our room was hard as a rock and their...” See the posts

Brand decides · # 27 of 39

Hotel Indigo Grand Cayman

282 keys · North Seven Mile and West Bay loop

Brand decides | 282 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 580 reviews. 2 recent forum posts, newest August 20, 2026. Theme: Service and staff. “Alexa rocks!” See the posts

Brand decides · # 28 of 39

Kimpton Seafire Resort + Spa

266 keys · North Seven Mile and West Bay loop

Brand decides | 266 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.8 stars, 1527 reviews. 1 recent forum post, newest August 25, 2026. Theme: Food and drink. “They really put an effort to take care of their guests. Very friendly and clean hotel.” See the posts

Brand decides · # 29 of 39

Grand Cayman Marriott Resort

301 keys · South Seven Mile and George Town loop

Brand decides | 301 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.5 stars, 1684 reviews. No recent forum posts found yet. “Prefect beachfront property” See the posts

Brand decides · # 30 of 39

The Ritz-Carlton, Grand Cayman

369 keys · Middle of Seven Mile Beach loop

Brand decides | 369 keys | Room only | No exchange tie found

WHAT PEOPLE SAY

Google 4.7 stars, 1493 reviews. No recent forum posts found yet. “It was a great experience to have holiday in Ritz. Hotel has great beach and comfortable rooms. Food was also delicious.” See the posts

Interval accounts

Already on Interval, or sister hotels of those that are.

Interval accounts · # 31 of 39

The Reef Beach Resort

152 keys · North Side and East End loop

Interval accounts | 152 keys | Room or all-inclusive | On Interval and RCI

WHAT PEOPLE SAY

Google 4.3 stars, 744 reviews. No recent forum posts found yet. “The pools are awesome tons of activities to fill your day and the staff are so kind and helpful in planing activities off the resort. The beach is not swimable it had a...” See the posts

Interval accounts · # 32 of 39

Grand Caymanian Resort

173 keys · North Seven Mile and West Bay loop

Interval accounts | 173 keys | Room only | On Interval's directory

WHAT PEOPLE SAY

Google 4.2 stars, 643 reviews. No recent forum posts found yet. “The only reason I didn't give 5 was because our unit did not have a stove for cooking other places we have stayed at all had stoves for cooking” See the posts

Interval accounts · # 33 of 39

Morritt's Tortuga Club

150 keys · North Side and East End loop

Interval accounts | 150 keys | Room only | On Interval and RCI

WHAT PEOPLE SAY

Google 4.1 stars, 226 reviews. No recent forum posts found yet. “Farm stay with chickens located on the East End, so you will be driving everywhere unless you plan to stay at the resort where you have to pay for everything, even room...” See the posts

Interval accounts · # 34 of 39

Morritt's Grand Resort

Key count not published · North Side and East End loop

Interval accounts | Key count not published | Plan not confirmed | On Interval and RCI

WHAT PEOPLE SAY

Google 4.4 stars, 1322 reviews. No recent forum posts found yet. “Blah!” See the posts

Interval accounts · # 35 of 39

The Sunshine Hotel & Suites

132 keys · Middle of Seven Mile Beach loop

Interval accounts | 132 keys | Room only | On Interval and RCI

WHAT PEOPLE SAY

Google 4.4 stars, 766 reviews. No recent forum posts found yet. “Recently renovated at perfect location. With full access to the Westin Beach and pool. Amazing restaurants are walking distance.” See the posts

Interval accounts · # 36 of 39

Seven Mile Beach Resort and Club

Key count not published · South Seven Mile and George Town loop

Interval accounts | Key count not published | Room only | On Interval's directory

WHAT PEOPLE SAY

Google 4.3 stars, 181 reviews. No recent forum posts found yet. “We visited Seven Mile Beach Resort during the off-season, so some seasonal activities were not available. However, management made a wonderful effort to organize several...” See the posts

Interval accounts · # 37 of 39

Plantation Village Beach Resort

Key count not published · South Seven Mile and George Town loop

Interval accounts | Key count not published | Room only | On Interval's directory

WHAT PEOPLE SAY

Google 4.5 stars, 120 reviews. No recent forum posts found yet. “Enjoyable 😉 ” See the posts

Interval accounts · # 38 of 39

Regal Beach Club

59 keys · South Seven Mile and George Town loop

Interval accounts | 59 keys | Room only | On Interval's directory

WHAT PEOPLE SAY

Google 4.5 stars, 106 reviews. No recent forum posts found yet. “This place was perfect. No loud music. Could stand a restaurant or bar for refreshments but you do have the Marriott right next door. I loved the proximity of our first...” See the posts

Interval accounts · # 39 of 39

The Westin Grand Cayman Seven Mile Beach Resort & Spa

343 keys · Middle of Seven Mile Beach loop

Interval accounts | 343 keys | Breakfast included | On Interval's directory

WHAT PEOPLE SAY

Google 4.5 stars, 2103 reviews. 1 recent forum post, newest September 9, 2026. Theme: Beach and setting. “After the sunset sail, I chilled for a bit on the beach. They had smores, kids were having fun with their parents. There are folks at the bar and in the pool. There was…” See the posts

THE SPLIT

Who already has an exchange tie.

Read from Interval's public Grand Cayman directory and from an RCI / Resort Condominiums International directory, both opened when this was built. Signing dates are shown only where a source gives one; most are not public.

GROUP ONE

On Interval's directory

Where an As-Used allocation already exists, the idea is to expand it into Guaranteed blocks on new or renovated rooms. You know better than any public page what each of these accounts covers today.

RESORT	WHAT THE DIRECTORY SHOWS	GROUP
The Reef Beach Resort	On Interval's Grand Cayman directory (codes RYG and CTY).	Interval accounts
Grand Caymanian Resort	On Interval's Grand Cayman directory (code GCY). Multi-year deal signed November 2017.	Interval accounts
Morritt's Tortuga Club	On Interval's Grand Cayman directory (codes MTU, MLO and MT2).	Interval accounts
Morritt's Grand Resort	On Interval's Grand Cayman directory (code MTD). Interval's affiliation dates from June 2015.	Interval accounts
The Sunshine Hotel & Suites	On Interval's Grand Cayman directory as Sunshine Suites Resort (code SSW).	Interval accounts
Seven Mile Beach Resort and Club	On Interval's Grand Cayman directory as 7 Mile Beach Resort (code SMB).	Interval accounts
Plantation Village Beach Resort	On Interval's Grand Cayman directory (code PLV).	Interval accounts
Regal Beach Club	On Interval's Grand Cayman directory as Seven Mile Beach Vacation Club (code RBG), a club set inside Regal Beach Club.	Interval accounts
The Westin Grand Cayman Seven Mile Beach Resort & Spa	On Interval's Grand Cayman directory (code WGD).	Interval accounts

GROUP TWO

With an RCI tie

Where the question is whether cash or opaque Getaways-style stays can be carved out separately from exchange points. These listings are undated and may have lapsed.

RESORT	WHAT THE DIRECTORY SHOWS	GROUP
Compass Point Dive Resort	In an RCI / Resort Condominiums International directory as C200. Undated listing; no page from the resort confirms it.	Owners you can reach
Coral Sands Resort	In an RCI directory, number 4072. Undated listing.	Owners you can reach
The Reef Beach Resort	In the RCI directory under the old Wyndham Reef Resort name, code DA96. The listing may predate the April 2026 rename.	Interval accounts

RESORT	WHAT THE DIRECTORY SHOWS	GROUP
Morritt's Tortuga Club	Named on the resort's own page alongside Interval.	Interval accounts
Morritt's Grand Resort	In an RCI / Resort Condominiums International directory, number 5930. Undated listing.	Interval accounts
The Sunshine Hotel & Suites	In an RCI / Resort Condominiums International directory as Sunshine Suites Resort, code RG12. Undated listing; the resort's own pages do not mention it.	Interval accounts

GROUP THREE

No exchange tie found

Room-only and all-inclusive resorts with no tie on either directory. Finding none does not prove there is none.

RESORT	MEAL PLAN	GROUP
Cayman Villas	Room only	Owners you can reach
Grand Cayman Villas & Condos	Room only	Owners you can reach
Beachcomber Condominiums	Room only	Owners you can reach
Discovery Point Club	Room only	Owners you can reach
The Islands Club	Room only	Owners you can reach
Casa Caribe Condominiums	Room only	Owners you can reach
The Locale Hotel	Breakfast included	Owners you can reach
Sunset House	Room only	Owners you can reach
Cobalt Coast Grand Cayman Resort	Room only	Owners you can reach
Rum Point Club Residences	Room only	Owners you can reach
The Retreat at Rum Point	Room only	Owners you can reach
Christopher Columbus Condos	Room only	Owners you can reach
The Meridian	Room only	Owners you can reach
Coral Stone Club	Room only	Owners you can reach
Tamarind Bay Condominiums	Room only	Owners you can reach
Plantana	Room only	Owners you can reach
Villas of the Galleon	Room only	Owners you can reach
Silver Sands Condominiums	Room only	Owners you can reach
The Grandview Condominiums	Room only	Owners you can reach
ONE | GT	Room only	Luxury, small blocks
Caribbean Club	Room only	Luxury, small blocks
Palm Heights	Plan not confirmed	Luxury, small blocks
Grand Hyatt Grand Cayman Resort and Spa	Plan not confirmed	Brand decides
Hampton by Hilton Grand Cayman	Breakfast included	Brand decides
Hotel Indigo Grand Cayman	Room only	Brand decides
Kimpton Seafire Resort + Spa	Room only	Brand decides

RESORT	MEAL PLAN	GROUP
Grand Cayman Marriott Resort	Room only	Brand decides
The Ritz-Carlton, Grand Cayman	Room only	Brand decides

VISIT PLAN

Four loops, in driving order.

Road times come from a public routing service, with no traffic and no time at each stop. Traffic on West Bay Road is heavy at rush hour, so allow more. The three Seven Mile and George Town loops are short. The East End is a separate day.

HOW TO SPLIT THE DAYS

Three days, with room to spare.

Day one: the north and middle loops together. Day two: south Seven Mile and George Town. Day three: Frank Sound, the East End and Rum Point, leaving early.

LOOP ONE

North Seven Mile and West Bay

8 stops, about 23 minutes of driving in all. The longest leg is 8 minutes.

STOP	DRIVE FROM THE LAST STOP	SIZE
Cobalt Coast Grand Cayman Resort	First stop	20 keys
Silver Sands Condominiums	7 minutes from Cobalt Coast Grand Cayman Resort	Key count not published
Discovery Point Club	1 minute from Silver Sands Condominiums	40 keys
Christopher Columbus Condos	1 minute from Discovery Point Club	30 keys
Kimpton Seafire Resort + Spa	4 minutes from Christopher Columbus Condos	266 keys
Hotel Indigo Grand Cayman	1 minute from Kimpton Seafire Resort + Spa	282 keys
Plantana	1 minute from Hotel Indigo Grand Cayman	49 keys
Grand Caymanian Resort	8 minutes from Plantana	173 keys

LOOP TWO

Middle of Seven Mile Beach

11 stops, about 12 minutes of driving in all, and 9 minutes from the end of loop one. The longest leg is 2 minutes, so much of it can be walked.

STOP	DRIVE FROM THE LAST STOP	SIZE
The Westin Grand Cayman Seven Mile Beach Resort & Spa	First stop	343 keys
Villas of the Galleon	1 minute from The Westin Grand Cayman Seven Mile Beach Resort & Spa	Key count not published
Coral Stone Club	1 minute from Villas of the Galleon	29 keys
Beachcomber Condominiums	1 minute from Coral Stone Club	40 keys
The Meridian	1 minute from Beachcomber Condominiums	32 keys
Caribbean Club	1 minute from The Meridian	Key count not published
Casa Caribe Condominiums	1 minute from Caribbean Club	16 keys

STOP	DRIVE FROM THE LAST STOP	SIZE
The Islands Club	1 minute from Casa Caribe Condominiums	26 keys
Palm Heights	1 minute from The Islands Club	52 keys
The Ritz-Carlton, Grand Cayman	2 minutes from Palm Heights	369 keys
The Sunshine Hotel & Suites	2 minutes from The Ritz-Carlton, Grand Cayman	132 keys

LOOP THREE

South Seven Mile and George Town

13 stops, about 24 minutes of driving in all, and 5 minutes from the end of loop two. The longest leg is 6 minutes.

STOP	DRIVE FROM THE LAST STOP	SIZE
The Locale Hotel	First stop	42 keys
Regal Beach Club	2 minutes from The Locale Hotel	59 keys
Grand Cayman Marriott Resort	1 minute from Regal Beach Club	301 keys
Tamarind Bay Condominiums	1 minute from Grand Cayman Marriott Resort	28 keys
Hampton by Hilton Grand Cayman	Next door to Tamarind Bay Condominiums	120 keys
Seven Mile Beach Resort and Club	Next door to Hampton by Hilton Grand Cayman	Key count not published
Plantation Village Beach Resort	2 minutes from Seven Mile Beach Resort and Club	Key count not published
The Grandview Condominiums	3 minutes from Plantation Village Beach Resort	Key count not published
Grand Hyatt Grand Cayman Resort and Spa	2 minutes from The Grandview Condominiums	382 keys
Coral Sands Resort	1 minute from Grand Hyatt Grand Cayman Resort and Spa	Key count not published
Sunset House	4 minutes from Coral Sands Resort	36 keys
ONE | GT	2 minutes from Sunset House	177 keys
Cayman Villas	6 minutes from ONE | GT	Key count not published

LOOP FOUR

North Side and East End

7 stops, about 51 minutes of driving in all, and 35 minutes from Cayman Villas, the last stop of loop three. The longest leg is 27 minutes. This is a full day.

STOP	DRIVE FROM THE LAST STOP	SIZE
Grand Cayman Villas & Condos	First stop	Key count not published
Compass Point Dive Resort	15 minutes from Grand Cayman Villas & Condos	25 keys
Morritt's Grand Resort	7 minutes from Compass Point Dive Resort	Key count not published
Morritt's Tortuga Club	Next door to Morritt's Grand Resort	150 keys
The Reef Beach Resort	1 minute from Morritt's Tortuga Club	152 keys

STOP	DRIVE FROM THE LAST STOP	SIZE
Rum Point Club Residences	27 minutes from The Reef Beach Resort	33 keys
The Retreat at Rum Point	1 minute from Rum Point Club Residences	23 keys

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Cayman Villas

Key count not published · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

A family-run agency, not a resort, with a portfolio of homes and condos across the island. One conversation can reach many owners' units, including Kaibo and Mahogany Point.

LIKELY PRESSURE POINTS

Each unit belongs to its owner, so any release needs the owner's consent, and the agency keeps its own commission. The count comes from an undated interview.

WHAT TO LEAD WITH

Ask which owners want more income in the soft months, and whether units with kitchens could go into a small As-Used pool with no public rate.

WHO DECIDES

Juliet Cumber-Forget: Managing Director

OPENING NOTE AND MEETING PLAN

Juliet, I plan to be on Grand Cayman soon and would like to show you how Interval's password-protected member channel could fill soft weeks for your owners, with no public rate. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.caymanvillas.com	Checked against a public source · Source
Address	45 Beckz Close, Grand Cayman	Indicated by a public source; confirm
District	George Town	Indicated by a public source; confirm
Keys	About 68 homes and condos under management, from an undated interview. An agency, not a resort.	Indicated by a public source; confirm · Source
Product	Agency portfolio of villas, condos and cottages from a studio to an eight-bedroom estate, mostly Grand Cayman	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Ownership	Family-owned company run by Juliet Cumber-Forget; the properties belong to individual owners	Checked against a public source · Source
Management	Cayman Villas management team	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	+1 345-945-4144; reservations@caymanvillas.com	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	+1 345-945-4144; reservations@caymanvillas.com	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

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Grand Cayman Villas & Condos

Key count not published · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

An agency marketing over two hundred and fifty villas and condos, part of Nocturne Luxury Villas since it was acquired. It markets The Beachcomber and nine other condo complexes, and has one person for owner and strata relationships.

LIKELY PRESSURE POINTS

Its site advertises up to 15 percent off, so it already discounts in public. Its homes belong to their owners, so a release needs their consent. Its own pages give different counts.

WHAT TO LEAD WITH

Start with Gabe Solano and Jim Leavitt. Ask which complexes sit empty in September and October, the island's slowest months.

WHO DECIDES

Gabe Solano: General Manager (public source, October 2025)

Scott Naurath: Reservations | Principal

Ran Johnson: Reservations & Sales

Jim Leavitt: Owner & Strata Relationships

Alan Wight: Director of Property Management

Louise Craig: Rental Program Coordinator

OPENING NOTE AND MEETING PLAN

Gabe, I plan to be on Grand Cayman soon and would like to show you how Interval's member channel could help your owners in September and October, with no public rate. Could we meet with Jim for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.grandcaymanvillas.net	Checked against a public source · Source
Address	846 Frank Sound Road, Grand Cayman (its Google listing)	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
District	George Town	Indicated by a public source; confirm
Keys	Over 250 villas and condos on its home page; its About page says over 100. An agency, not a resort.	Indicated by a public source; confirm · Source
Product	Private villas and condos from one bedroom to 11 bedrooms, many with private pools	Checked against a public source
Ownership	Nocturne Luxury Villas (acquired August 2024)	Checked against a public source
Management	Gabe Solano, General Manager	Checked against a public source
Brand or flag	Nocturne Luxury Villas portfolio brand (acquired 2024)	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	(866) 358-8455 toll free	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	(866) 358-8455 toll free	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	5 Google reviews with text in the last 90 days. Most mentioned: Rooms and upkeep (3), Beach and setting (3), Food and drink (2). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Nocturne Luxury Villas named Gabe Solano general manager (just outside 12 months).	October 2025

KIND	WHAT IT SAYS	WHEN AND SOURCE
Public offer	Site banner: vacation discounts of up to 15 percent	Date not stated · Source
How it sells	Direct booking site, listing The Beachcomber and nine other condo complexes	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Beachcomber Condominiums

40 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

40 oceanfront condos with full kitchens, about thirty of them in a rental pool with an on-site manager, on the middle of Seven Mile Beach.

LIKELY PRESSURE POINTS

No manager or strata chair is named in public, and its own site would not open for us.

WHAT TO LEAD WITH

Call the main line and ask for the resident manager. Grand Cayman Villas & Condos also markets this pool, so raise it there too.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever runs the Beachcomber rental pool for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.beachcomber.ky	Checked against a public source
Address	933 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	40	Checked against a public source · Source
Product	Two, three and four bedroom oceanfront condos, 1,800 to 3,200 sq ft, each with a gourmet kitchen and full-size washer and dryer	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Ownership	40 individually owned condos; strata plan 22A; developer Brian E. Butler	Checked against a public source · Source
Management	Unnamed on-site manager	Checked against a public source · Source
Brand or flag	independent	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	(345) 943 6500	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	(345) 943 6500	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	4 Google reviews with text in the last 90 days. Most mentioned: Service and staff (1), Food and drink (1), Beach and setting (1). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
How it sells	Listed on Grand Cayman Villas & Condos oceanfront condo menu	Date not stated · Source

KIND	WHAT IT SAYS	WHEN AND SOURCE
How it sells	Cayman Vacations page for The Beachcomber with live availability search and a Resident Manager amenity	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Discovery Point Club

40 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

Two-bedroom beachfront condos at the north end of Seven Mile Beach with a named on-site manager. It already has a seven-night minimum, the same stay your members book.

LIKELY PRESSURE POINTS

It offers 10 percent off stays of a week or two booked in advance, so it already trades rate for longer stays. Condos are individually owned. Sources put the count at 40 or a little more.

WHAT TO LEAD WITH

Lead with the matching stay length and a small As-Used block outside the Christmas weeks.

WHO DECIDES

Ollie Ebanks: Manager

Michiel Bush: Assistant Manager

OPENING NOTE AND MEETING PLAN

Ollie, I plan to be on Grand Cayman soon and would like to show you how Interval's members, who book seven-night stays, could help Discovery Point in soft weeks, with no public rate. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.discoverypointclub.com	Checked against a public source · Source
Address	2043 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	40	Checked against a public source
Product	Two-bedroom, two-bath beachfront condos, sleeps 6	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Ownership	Individual condo owners (each unit privately owned)	Checked against a public source · Source
Management	On-site management office (Manager Ollie Ebanks)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	345-945-4724; toll-free 866-384-9980	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	345-945-4724; toll-free 866-384-9980	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026
Seasons	Peak: Christmas 19 Dec 2026 to 4 Jan 2027 at 995 dollars per night; summer, fall and winter 16 Apr to 18 Dec 2026 at 595 per night; 7 night minimum.	Date not stated · Source
Public offer	10 percent off for 7 to 14 nights booked 60 days ahead.	2027-05-01 to 2027-11-01 · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Islands Club

26 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

26 beachfront condos of two to four bedrooms, with its own office, its own booking site and a named manager.

LIKELY PRESSURE POINTS

Who owns the units, and how many are in one rental list, is not public. Kitchens are not confirmed on the pages we read.

WHAT TO LEAD WITH

Ask Monica Ramgeet how the rental list works and who would need to agree.

WHO DECIDES

Monica Ramgeet: Manager

OPENING NOTE AND MEETING PLAN

Monica, I plan to be on Grand Cayman soon and would like to show you a private member channel for your soft weeks, with no public rate. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.theislandsclub.com.ky	Checked against a public source · Source
Address	809 West Bay Road, 7 Mile Beach, Grand Cayman KY1-1203, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	26	Checked against a public source · Source
Product	26 condos, 2, 3 and 4 bedroom, on ground, 2nd and 3rd floors, beachfront; daily maid service	Checked against a public source · Source
Ownership	Not found in public sources	Not confirmed
Management	Monica Ramgeet, Manager, The Islands Club	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Brand or flag	independent	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	islclub@candw.ky; +1 (345) 945-5211; toll free +1 (866) 533-0934	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	islclub@candw.ky; +1 (345) 945-5211; toll free +1 (866) 533-0934	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Casa Caribe Condominiums

16 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

Three-bedroom condos, 16 of them in an on-site rental program out of two dozen in the building, and the property has just finished a new exterior.

LIKELY PRESSURE POINTS

The general manager is named only on undated pages, and two different names appear. Large units mean a large dollar figure per week. Tara Ebanks, listed here on an undated page, is now named general manager on Plantana's own site, so confirm who runs it.

WHAT TO LEAD WITH

Ask for the general manager, and test a few condos in the slowest months.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Tara Ebanks: General Manager

Charlie Busby: General Manager

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet the general manager of Casa Caribe for fifteen minutes about a private member channel. Could you tell me who that is today?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.casacaribecayman.com	Checked against a public source · Source
Address	833 West Bay Rd, Grand Cayman	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	16	Checked against a public source
Product	3-bedroom condos only, 1,667 to 3,000 sq ft; ocean view, oceanfront and panorama	Checked against a public source
Ownership	24 individually owned condos (strata-style private ownership)	Checked against a public source · Source
Management	On-site rental and front-desk office; current general manager unconfirmed	Checked against a public source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	1 (345) 945-4287 (local); 1 (813) 482-9608 (US); vacations@casacaribe.ky	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	1 (345) 945-4287 (local); 1 (813) 482-9608 (US); vacations@casacaribe.ky	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	4 Google reviews with text in the last 90 days. Most mentioned: Beach and setting (4), Value for money (1), Service and staff (1). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Revitalization of the property completed with a new exterior.	October 2026 · Source

KIND	WHAT IT SAYS	WHEN AND SOURCE
How it sells	Own website with direct booking; Tripadvisor rating shown.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Locale Hotel

42 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

42 rooms on West Bay Road, owned and run by a local group, Howard Hospitality Group, so a decision can be made on the island.

LIKELY PRESSURE POINTS

No current manager or sales lead is public; the names we found are years old. Kitchens are not confirmed.

WHAT TO LEAD WITH

Ask who handles rates today, then test a small As-Used block in the fall.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Howard Sitzer: Chief Executive Officer, Howard Hospitality Group (last public source, May 2017)

Tyler Welton: hotel manager (last public source, March 2019)

Aliya Dunstan: sales and marketing manager (last public source, March 2019)

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever handles rates at The Locale for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.staylocale.com	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Address	455 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	42	Checked against a public source
Product	42 rooms: Double Queen, Penthouse Suites (king plus sofa), Family Suites with loft; full complimentary breakfast; no kitchens mentioned	Checked against a public source
Ownership	Howard Hospitality Group (HHG), Grand Cayman	Checked against a public source
Management	Howard Hospitality Group (operator); on-site hotel manager in 2019 was Tyler Welton	Checked against a public source
Brand or flag	independent (Locale is HHG's own brand)	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	bookings@staylocale.com; 1 866 345 7829; 1 (345) 233-7829	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. King Room with Loft	Public price $2,883. An OTA / Online Travel Agency at 15% to 25% commission leaves $2,162 to $2,451. The Interval net at 37% to 40% off leaves $1,730 to $1,816.	Includes $35 Resort fee per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Double Queen Room	Public price $1,657. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,243 to $1,408. The Interval net at 37% to 40% off leaves $994 to $1,044.	Includes $35 Resort fee per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Double Queen Room	Public price $1,545. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,159 to $1,313. The Interval net at 37% to 40% off leaves $927 to $973.	Includes $35 Resort fee per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	bookings@staylocale.com; 1 866 345 7829	Shown on a public page · Source
Main	1 (345) 233-7829	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	7 Google reviews with text in the last 90 days. Most mentioned: Food and drink (6), Rooms and upkeep (5), Beach and setting (5). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Sunset House

36 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

A family-owned dive hotel of about 36 rooms in George Town. The Briggs family owns it, so a decision stays close.

LIKELY PRESSURE POINTS

Guests are mostly divers, which suits a week's stay but is a different guest from a beach resort. The general manager's bio is undated, and sources differ on the room count.

WHAT TO LEAD WITH

Confirm that Keith Sahm is still general manager, then ask how quiet September and October get.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Keith E. Sahm: General Manager at Sunset House, Grand Cayman

Anne Briggs: Manager (granddaughter of the founders)

Lisa Evans: Manager (granddaughter of the founders)

Karin Sahm: Manager of staff, housekeeping, finances, group travel and reservations (2012) (last public source, November 2012)

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet the general manager of Sunset House for fifteen minutes about a private member channel. Could you tell me who that is today?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.sunsethouse.com	Checked against a public source · Source
Address	390 South Church Street, George Town	Indicated by a public source; confirm · Source
District	George Town	Indicated by a public source; confirm · Source
Keys	36	Checked against a public source · Source
Product	Courtyard rooms, ocean view rooms, ocean view suites and ocean view apartments; some have kitchens. Dive-focused (Sunset Divers on site), packages with 3-night low-season and 5-night high-season minimums.	Checked against a public source · Source
Ownership	Briggs family (family-owned)	Checked against a public source · Source
Management	Keith E. Sahm, General Manager (undated); Afar names Anne Briggs and Lisa Evans as managers (undated)	Checked against a public source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	+1 345 949 7111; +1 800 854 4767 / reservations@sunsethouse.com	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1 345 949 7111	Shown on a public page · Source
Reservations	+1 800 854 4767 / reservations@sunsethouse.com	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	3 Google reviews with text in the last 90 days. Most mentioned: Service and staff (1), Food and drink (1). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Compass Point Dive Resort

25 keys · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

25 condos with full kitchens on the East End, tied to the Ocean Frontiers dive operation, whose founders still run it.

LIKELY PRESSURE POINTS

Its staff page names Evan Verreault as resort general manager, and the owner's name comes from an older article. It is a long way from Seven Mile Beach.

WHAT TO LEAD WITH

See it on the same trip as Morritt's and The Reef. A week's stay fits how its guests already book dive packages.

WHO DECIDES

Evan Verreault: Resort General Manager

Named in older or thinner sources. Do not use in writing until you confirm:

Steve Broadbelt: owner and general manager of Compass Point Resort and Ocean Frontiers (last public source, October 2013)

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet Evan Verreault, or the owner, at Compass Point for fifteen minutes about a private member channel. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.compasspointdiveresort.com	Checked against a public source · Source
Address	346 Austin Conolly Drive, Grand Cayman	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
District	East End	Indicated by a public source; confirm
Keys	25	Checked against a public source · Source
Product	One bed oceanfront 700 sq ft, one bed deluxe poolside 1,100 sq ft, two bed oceanfront 1,225 sq ft, three bed penthouse 2,300 sq ft; condo-only stays are room only, dive and stay packages bundle diving, breakfast and a car	Checked against a public source · Source
Ownership	Steve Broadbelt (owner per 2013 article; condo unit owners not described)	Checked against a public source · Source
Management	Evan Verreault, Resort General Manager	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	In an RCI / Resort Condominiums International directory as C200. Undated listing; no page from the resort confirms it.	Checked against a public source · Source
Operating status	Operating	Checked against a public source · Source
Public contact	+1 855 345 1996 and bookings@compasspoint.ky	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	+1 855 345 1996 and bookings@compasspoint.ky	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: no repeated theme. Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Ocean Frontiers published a 30-year company history that counts 27 condo units at Compass Point and says founders still run the operation.	February 2026 · Source
How it sells	Ocean Frontiers on-site dive operation sells bundled Dive & Stay packages	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Cobalt Coast Grand Cayman Resort

20 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

A small dive resort at the north tip of West Bay, about 20 rooms at the last public count, selling direct with a best rate guarantee.

LIKELY PRESSURE POINTS

The last public report on its owner is old, and no manager is named. Its small size means a very small block.

WHAT TO LEAD WITH

Ask at the front desk who owns it today before raising inventory.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever handles rates at Cobalt Coast for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.cobaltcoast.com	Checked against a public source · Source
Address	18-A Sea Fan Drive, Grand Cayman	Indicated by a public source; confirm
District	West Bay	Indicated by a public source; confirm
Keys	20	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Product	Standard twin and king rooms, Cobalt King, Island and Ocean View kings, one-bedroom suites and a two-bedroom suite; on-site restaurant, dive shop	Checked against a public source · Source
Ownership	JEM Holdings Ltd (Tibbetts family, Cayman Brac) bought it Dec 2015; a 2022 notice said it would be sold to an undisclosed buyer, so the current owner is not sourced	Checked against a public source · Source
Management	Not found in public sources	Not confirmed
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	+1-800-487-1331; reservations@cobaltcoast.com	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. King Room	Public price $2,111. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,583 to $1,794. The Interval net at 37% to 40% off leaves $1,267 to $1,330.	Includes 10 % Resort fee. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Standard Twin Room	Public price $1,407. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,055 to $1,196. The Interval net at 37% to 40% off leaves $844 to $886.	Includes 10 % Resort fee. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Standard Twin Room	Public price $1,263. An OTA / Online Travel Agency at 15% to 25% commission leaves $947 to $1,074. The Interval net at 37% to 40% off leaves $758 to $796.	Includes 10 % Resort fee. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1-800-487-1331	Shown on a public page · Source
Reservations	reservations@cobaltcoast.com	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	6 Google reviews with text in the last 90 days. Most mentioned: Service and staff (4), Food and drink (2), Value for money (1). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
How it sells	Sells direct with a best rate guarantee; on-site dive shop	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Rum Point Club Residences

33 keys · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

33 residences at Rum Point, run like a hotel, with owners in a rental pool and Luxury Cayman Villas selling them.

LIKELY PRESSURE POINTS

It is a long drive from Seven Mile Beach. A release needs the owners' consent, and sources differ slightly on the count. Its own site would not open for us.

WHAT TO LEAD WITH

Start with Molly Thomas. Ask how the pool shares income and whether its owners want soft-week bookings.

WHO DECIDES

Molly Thomas: Founder, Luxury Cayman Villas

Named in older or thinner sources. Do not use in writing until you confirm:

Joe Imparato: Developer, Rum Point Club Residences and Caribbean Club (last public source, December 2018)

OPENING NOTE AND MEETING PLAN

Molly, I plan to be on Grand Cayman soon and would like to show you how a private member channel could help the Rum Point Club Residences in soft weeks. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.rumpointclubresidences.com	Checked against a public source
Address	Rum Point Drive, Grand Cayman	Indicated by a public source; confirm
District	Rum Point/Kaibo	Indicated by a public source; confirm
Keys	33	Checked against a public source

FACT	VALUE	STATUS AND SOURCE
Product	One to four bedroom residences with oceanfront balconies; lobby lounge, wellness centre, infinity pool, private dock	Checked against a public source
Ownership	Residences are individually owned; developer Joe Imparato (also developer of Caribbean Club)	Checked against a public source
Management	Luxury Cayman Villas markets the Club Suites; rental-pool manager unconfirmed	Checked against a public source · Source
Brand or flag	independent	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	reservations@rumpointclubresidences.com; (345) 769-7423; Reservations@LuxuryCaymanVillas.com; 844-462-2962	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	reservations@rumpointclubresidences.com	Shown on a public page
Main	(345) 769-7423	Shown on a public page
Reservations	Reservations@LuxuryCaymanVillas.com	Shown on a public page · Source
Reservations	844-462-2962	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	2 Google reviews with text in the last 90 days. Most mentioned: Service and staff (2), Food and drink (2), Beach and setting (2). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

KIND	WHAT IT SAYS	WHEN AND SOURCE
How it sells	Luxury Cayman Villas (own site) and villa marketplaces such as Villas of Distinction, Luxury Link and Isle Blue list the Club Suites (seen in search results only)	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Retreat at Rum Point

23 keys · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

23 condos with a full-time on-site team, booked through North Coast Resort Management, which also manages other Cayman Kai homes.

LIKELY PRESSURE POINTS

No person is named, the manager's site looks neglected, and the location is remote.

WHAT TO LEAD WITH

Call North Coast and ask who decides, then ask about other homes it manages.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever runs North Coast Resort Management for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.caymankai.com	Checked against a public source · Source
Address	#16 Sand Pointe Road, North Side Grand Cayman	Indicated by a public source; confirm
District	Rum Point/Kaibo	Indicated by a public source; confirm
Keys	23	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Product	One- to three-bedroom beachfront and oceanfront condos with private pool, fitness center and tennis court; $250 to $700 per night.	Checked against a public source · Source
Ownership	Not found in public sources	Not confirmed
Management	North Coast Resort Management Ltd	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	reservation@caymankai.com; 1-345-947-9135	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	reservation@caymankai.com	Shown on a public page · Source
Main	1-345-947-9135	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Christopher Columbus Condos

30 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

30 two- and three-bedroom condos at the north end of Seven Mile Beach, with their own office and booking engine.

LIKELY PRESSURE POINTS

An undated page on its own site names Lisa Hernandez as property manager; confirm she still holds the role. The owner side is not public.

WHAT TO LEAD WITH

Ask for Lisa Hernandez or whoever now manages the rental program, and walk over from Discovery Point next door.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Lisa Hernandez: Property Manager

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever manages the Christopher Columbus rental program for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.christophercolumbuscondos.com	Checked against a public source · Source
Address	2013 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	30	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Product	Two and three bedroom condos, garden view, ocean front and penthouse ocean view	Checked against a public source
Ownership	Not found in public sources	Not confirmed
Management	Lisa Hernandez, Property Manager (undated page on its own site)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	888-212-3548; office@christophercolumbuscondos.com; (345) 945-4354	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	888-212-3548	Shown on a public page · Source
Main	office@christophercolumbuscondos.com	Shown on a public page · Source
Reservations	(345) 945-4354	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Meridian

32 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

32 oceanfront villas in an owner rental program, booked through its own site.

LIKELY PRESSURE POINTS

An older review reply is signed by Lee McLauchlan as general manager; that page could not be opened, so confirm first. The owner side is not public.

WHAT TO LEAD WITH

Ask the office who runs the owner program, and whether owners want soft-week bookings.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever runs The Meridian's owner rental program for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.meridian.ky	Checked against a public source · Source
Address	917 West Bay Road, seven mile beach	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	32	Checked against a public source · Source
Product	Two and three-bedroom oceanfront villas, 1975 sq ft; penthouse villa 26 is 3700 sq ft	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Ownership	Individual villa owners (rental program)	Checked against a public source · Source
Management	Not found in public sources	Not confirmed
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	+1 345 945 4002; toll-free 1-954-636-7187	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1 345 945 4002; toll-free 1-954-636-7187	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: Service and staff (1), Beach and setting (1). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Coral Stone Club

29 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

29 three-bedroom beachfront condos with full kitchens, rented through their own reservations desk.

LIKELY PRESSURE POINTS

The on-site manager is Luxe Property Group; no person or owner is public. These are large, high-priced units, so the weekly dollar figure will be large.

WHAT TO LEAD WITH

Ask for the manager, and test a few condos in the slowest months.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet the manager of Coral Stone Club for fifteen minutes about a private member channel. Could you tell me who that is today?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.coralstoneclub.com	Checked against a public source · Source
Address	985 West Bay Road, West Bay	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	29	Checked against a public source · Source
Product	All units are three-bedroom, three-bath, about 1,800 sq ft, beachfront with balcony, gourmet kitchen and in-unit laundry.	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Ownership	Not found in public sources	Not confirmed
Management	Luxe Property Group (on-site management team)	Checked against a public source · Source
Brand or flag	Not found in public sources	Not confirmed
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	1-888-927-2322 / reservations@coralstoneclub.com	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	1-888-927-2322 / reservations@coralstoneclub.com	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Tamarind Bay Condominiums

28 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

28 privately owned three-bedroom condos with full kitchens and an on-site manager.

LIKELY PRESSURE POINTS

The manager's name is not public, and its listed email is a personal-style account.

WHAT TO LEAD WITH

Call the front office and ask for the manager.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet the manager of Tamarind Bay for fifteen minutes about a private member channel. Could you tell me who that is today?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://tamarindbaygrandcayman.com	Checked against a public source · Source
Address	37 Piper Way, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	28	Checked against a public source · Source
Product	28 three-bedroom (or two plus den) condos with two baths, full kitchen, washer and dryer. Sleeps 4 to 10.	Checked against a public source
Ownership	Individual condo owners (strata)	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Management	On-site manager (name not shown)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	tambaycayman@gmail.com; 345 949 4593; 1 866 565 8297	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	tambaycayman@gmail.com; 345 949 4593; 1 866 565 8297	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Plantana

49 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

49 one- to three-bedroom condos rented through their own office, with longer minimum stays in high season.

LIKELY PRESSURE POINTS

It has run public summer specials. Its own site names Tara D. Ebanks as general manager.

WHAT TO LEAD WITH

Start with Tara D. Ebanks, and offer the private channel in place of a public summer special.

WHO DECIDES

Tara D. Ebanks: General Manager

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet Tara D. Ebanks at Plantana for fifteen minutes about a private member channel. Could you tell me the best way to reach her?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.plantanacayman.com	Checked against a public source · Source
Address	1293 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	49	Checked against a public source · Source
Product	One, two and three bedroom condos: ocean front, ocean view and garden view	Checked against a public source · Source
Ownership	Individual condo owners	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Management	Tara D. Ebanks, General Manager	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	info@plantanacayman.com; +1 (345) 945 4430	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	info@plantanacayman.com	Shown on a public page · Source
Main	+1 (345) 945 4430	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026
Seasons	Minimum stays: 3 nights low season, 5 nights high season, 7 nights holiday and festive season; no discounts at Christmas or Thanksgiving week	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Villas of the Galleon

Key count not published · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

One- to three-bedroom villas with full kitchens, run by an on-site front office on the middle of Seven Mile Beach.

LIKELY PRESSURE POINTS

It advertises a best rate guarantee, so public discounts are a problem for it. The strata council and manager are not public.

WHAT TO LEAD WITH

Lead with no public rate. Ask the reservations office who manages the program.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet the manager of Villas of the Galleon for fifteen minutes about a private member channel. Could you tell me who that is today?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.villasofthegalleon.com	Checked against a public source · Source
Address	1083 West Bay Road, West Bay	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	Not found in public sources	Not confirmed
Product	One, two and three bedroom villas with full kitchens, living rooms, washer-dryers. No pool.	Checked against a public source · Source
Ownership	Individual villa owners (strata)	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Management	On-site management team (names not shown)	Checked against a public source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	reservations@villasofthegalleon.com; +1-866-665-4696; +345-945-4433 (front desk)	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	reservations@villasofthegalleon.com; +1-866-665-4696	Shown on a public page · Source
Main	+345-945-4433 (front desk)	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	4 Google reviews with text in the last 90 days. Most mentioned: Beach and setting (4), Value for money (1). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Silver Sands Condominiums

Key count not published · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

Two- and three-bedroom condos at the north end, with an on-site rental office and a rental pool of owners' units.

LIKELY PRESSURE POINTS

No person is named and the unit count is not public.

WHAT TO LEAD WITH

Ask the office who runs the pool, and see it on the same walk as Discovery Point.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever runs the Silver Sands rental pool for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.silversandscayman.com	Checked against a public source · Source
Address	2131 WEST BAY R.D., West Bay	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	Not found in public sources	Not confirmed
Product	Two and three bedroom condos, some two-story, sleeping 6 to 8; amenity list includes fully equipped kitchens	Checked against a public source · Source
Ownership	Not found in public sources	Not confirmed
Management	Not found in public sources	Not confirmed

FACT	VALUE	STATUS AND SOURCE
Brand or flag	independent	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	(345) 949-3343 and silver@candw.ky	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	(345) 949-3343 and silver@candw.ky	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Grandview Condominiums

Key count not published · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

Two- and three-bedroom condos near George Town, with an on-site rental office for owners' units.

LIKELY PRESSURE POINTS

A review reply from early last year is signed by Christina Baillas as general manager; that page could not be opened, so confirm first. No owner group or unit count is public.

WHAT TO LEAD WITH

Ask for Christina Baillas, or whoever now runs the rental program.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever runs The Grandview's rental program for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.grandviewcondos.com	Checked against a public source · Source
Address	95 Snooze Lane, Seven Mile Beach (southern end)	Indicated by a public source; confirm · Source
District	Seven Mile Beach	Indicated by a public source; confirm · Source
Keys	Not found in public sources	Not confirmed
Product	Two- and three-bedroom oceanfront and oceanview condos, up to six guests	Checked against a public source · Source
Ownership	Not found in public sources	Not confirmed

FACT	VALUE	STATUS AND SOURCE
Management	On-site rental office, Mon-Fri 9 to 5 (no person or company named)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	1-345-945-4511; toll free 1-866-977-6766	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	1-345-945-4511; toll free 1-866-977-6766	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026
How it sells	Own site; Dnata (travel trade) lists it under Cayman Condos.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Coral Sands Resort

Key count not published · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

A small timeshare of two-bedroom units in George Town, managed by Capital Vacations from the United States, and listed in an RCI / Resort Condominiums International directory.

LIKELY PRESSURE POINTS

Decisions likely sit with Capital Vacations and the owners' board, not on the island. The RCI listing is undated.

WHAT TO LEAD WITH

Ask whether cash stays can be carved out from exchange. Start with Capital Vacations rather than the front desk.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

Start with Capital Vacations rather than the resort. Ask who handles unsold weeks at Coral Sands.

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.coralsands.ky	Checked against a public source · Source
Address	293 North Church Street, George Town	Indicated by a public source; confirm
District	George Town	Indicated by a public source; confirm
Keys	Not found in public sources	Not confirmed
Product	Courtyard townhouses and oceanfront units, two bedrooms, full kitchen and in-unit washer and dryer	Checked against a public source · Source
Ownership	Timeshare owners (individual interval owners with an owner portal, maintenance fees and meeting minutes)	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Management	Capital Vacations Resort Management	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	In an RCI directory, number 4072. Undated listing.	Checked against a public source · Source
Operating status	Operating	Checked against a public source · Source
Public contact	Office 345-743-5500; after hours 345-525-0762; reservations 1-877-404-3030	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	Office 345-743-5500; after hours 345-525-0762; reservations 1-877-404-3030	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: Beach and setting (1), Season and crowds (1). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
Seasons	Weekly Meet and Greet cookout runs May through December.	Date not stated · Source
How it sells	RedWeek lists it as a timeshare resort in George Town (rentals and resales).	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

ONE | GT

177 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

Opened this May in George Town with 177 suites and residences, managed by Remington Hospitality, with a named sales team.

LIKELY PRESSURE POINTS

A new hotel off the beach is still building demand. About half the units are owned residences, so the rentable count is smaller. Roles come from opening announcements.

WHAT TO LEAD WITH

Start with Lucy Taylor. Test a small As-Used block next September and October.

WHO DECIDES

Andrew Barlow: General Manager (public source, August 2025)

Lucy Taylor: Director of Sales and Marketing (public source, August 2025)

Donnette Hoilett: Director of Sales (public source, November 2025)

Named in older or thinner sources. Do not use in writing until you confirm:

Jeremy Hurst: Owner, International Realty Group (IRG) (last public source, April 2022)

OPENING NOTE AND MEETING PLAN

Lucy, I plan to be on Grand Cayman soon and would like to show you how a private member channel could help ONE GT in its next soft season, with no public rate. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://slh.com/hotels/one-gt-grand-cayman	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Address	63 Goring Avenue, George Town KY1-1105	Indicated by a public source; confirm · Source
District	George Town	Indicated by a public source; confirm · Source
Keys	177	Checked against a public source · Source
Product	One-bedroom suites to three-bedroom apartments and penthouse lofts, each with private balcony and kitchen; Dawn Suites from 600 sq ft with kitchenette; rooftop infinity pool.	Checked against a public source
Ownership	International Realty Group (IRG), Jeremy Hurst, owner and developer (2022)	Checked against a public source
Management	Remington Hospitality	Checked against a public source
Brand or flag	Small Luxury Hotels of the World member (bookable via Hilton Honors)	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	(345) 946-6348 / info@onegt.com	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Suite Accessible with 1 Queen Bed	Public price $4,883. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,662 to $4,151. The Interval net at 37% to 40% off leaves $2,930 to $3,076. Booking.com shows this as 14% off a $5,677 list price; measured from that list price, the net leaves $3,406 to $3,577.	Includes $55 Resort fee per night, 13 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Shoulder: June 5 to 12, 2027. Suite with 1 King Bed	Public price $3,223. An OTA / Online Travel Agency at 15% to 25% commission leaves $2,417 to $2,740. The Interval net at 37% to 40% off leaves $1,934 to $2,030. Booking.com shows this as 13% off a $3,724 list price; measured from that list price, the net leaves $2,234 to $2,346.	Includes $55 Resort fee per night, 13 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Suite with 1 King Bed	Public price $3,191. An OTA / Online Travel Agency at 15% to 25% commission leaves $2,393 to $2,712. The Interval net at 37% to 40% off leaves $1,915 to $2,010. Booking.com shows this as 13% off a $3,686 list price; measured from that list price, the net leaves $2,212 to $2,322.	Includes $55 Resort fee per night, 13 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	(345) 946-6348 / info@onegt.com	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	9 Google reviews with text in the last 90 days. Most mentioned: Service and staff (6), Food and drink (4), Beach and setting (3). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Hotel officially opened in George Town with 177 suites and a rooftop infinity pool.	May 2026 · Source
How it sells	Small Luxury Hotels of the World and Hilton Honors booking.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Caribbean Club

Key count not published · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

Luxury suites and villas on Seven Mile Beach, individually owned and rented through the resort's own desk.

LIKELY PRESSURE POINTS

High rates to protect. An undated page names Brett Bailey as hotel manager and an older notice names Danielle Wolf as general manager, and sources differ on the unit mix.

WHAT TO LEAD WITH

Small block only. Confirm who runs the hotel today.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Brett Bailey: Hotel Manager

Joe Imparato: Developer, Caribbean Club (last public source, December 2018)

Danielle Wolf: General Manager (last public source, July 2022)

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet the hotel manager of Caribbean Club for fifteen minutes. Could you tell me who that is today?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.caribclub.com	Checked against a public source · Source
Address	871 West Bay Road, Grand Cayman	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	Not found in public sources	Not confirmed
Product	Three and four bedroom suites averaging 2,700 sq ft plus beachfront villas; washer and dryer in every unit	Checked against a public source · Source
Ownership	Individually owned suites and villas; developer Joe Imparato	Checked against a public source · Source
Management	Brett Bailey, Hotel Manager (undated listing)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	reservations@caribclub.com; 1-345-623-4500; 1-800-941-1126	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	reservations@caribclub.com	Shown on a public page · Source
Main	1-345-623-4500	Shown on a public page · Source
Main	1-800-941-1126	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: Value for money (1), Service and staff (1), Food and drink (1). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Palm Heights

52 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

52 design-led suites on Seven Mile Beach, founded by Gabriella Khalil.

LIKELY PRESSURE POINTS

A strong brand with high rates, so a net rate is a hard sell. No general manager or sales lead is public, and the legal owner is not named.

WHAT TO LEAD WITH

Privacy is the only real angle. Treat it as a long shot, and ask for a very small block in the softest weeks.

WHO DECIDES

Gabriella Khalil: founder and creative director (public source, November 2025)

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever handles rates at Palm Heights for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.palmheights.com	Checked against a public source · Source
Address	747 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	52	Checked against a public source

FACT	VALUE	STATUS AND SOURCE
Product	All-suite hotel: one, two and three bedroom suites, ocean view, ocean facing and beachfront, including penthouses; the site also links a separate residences product (La Concha)	Checked against a public source · Source
Ownership	Founded by Gabriella Khalil; legal owner not named on any page opened	Checked against a public source · Source
Management	Not found in public sources	Not confirmed
Brand or flag	independent	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	+1 (345) 949-1234 Cayman; +1 (646) 809-7256 US; +44 (203) 301-1718 UK; Leonardo.m@beachsuites.ky (named address on Visit Cayman listing; person and role not identified, domain differs from hotel site)	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Suite	Public price $18,728. An OTA / Online Travel Agency at 15% to 25% commission leaves $14,046 to $15,919. The Interval net at 37% to 40% off leaves $11,237 to $11,799.	Includes $90 Resort fee per night, 10 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Suite	Public price $9,257. An OTA / Online Travel Agency at 15% to 25% commission leaves $6,943 to $7,868. The Interval net at 37% to 40% off leaves $5,554 to $5,832.	Includes $90 Resort fee per night, 10 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Suite	Public price $5,792. An OTA / Online Travel Agency at 15% to 25% commission leaves $4,344 to $4,923. The Interval net at 37% to 40% off leaves $3,475 to $3,649.	Includes $90 Resort fee per night, 10 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1 (345) 949-1234 Cayman; +1 (646) 809-7256 US; +44 (203) 301-1718 UK	Shown on a public page · Source

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	Leonardo.m@beachsuites.ky (named address on Visit Cayman listing; person and role not identified, domain differs from hotel site)	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	9 Google reviews with text in the last 90 days. Most mentioned: Service and staff (6), Food and drink (5), Rooms and upkeep (3). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
Public offer	Signature offer: stay three nights and get more (no percentage stated)	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Grand Hyatt Grand Cayman Resort and Spa

382 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

The largest new supply on Seven Mile Beach: 382 units, bookable from December, roughly half of them condos in a rental pool. Sterling Global is the equity partner and Aimbridge Hospitality the manager.

LIKELY PRESSURE POINTS

The opening has moved more than once, and sources give different dates. A new luxury flag will protect its rate, and the pool's owners will want bookings.

WHAT TO LEAD WITH

Ask who runs the rental pool, and whether condo owners can release units apart from the hotel rooms.

WHO DECIDES

David Kosoy: Executive Chairman, Sterling Global (public source, March 2026)

OPENING NOTE AND MEETING PLAN

Hello, I plan to be on Grand Cayman soon and would like to meet whoever runs the Grand Hyatt's condo rental pool for fifteen minutes. Could you tell me who to ask for?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.hyatt.com/grand-hyatt/en-US/gcmgh-grand-hyatt-grand-cayman-resort-and-spa	Checked against a public source
Address	89 West Bay Road,, George Town	Indicated by a public source; confirm · Source
District	Seven Mile Beach	Indicated by a public source; confirm · Source
Keys	382	Checked against a public source

FACT	VALUE	STATUS AND SOURCE
Product	Hotel rooms plus suites and residences: one-bedroom ocean suite with kitchen, two-bedroom oceanfront villa, three three-bedroom residences; 26 categories	Checked against a public source · Source
Ownership	Sterling Global (equity partner, David Kosoy executive chairman); original developer Pageant Beach Hotel Ltd.	Checked against a public source
Management	Aimbridge Hospitality (as of 2025-01 announcement)	Checked against a public source · Source
Brand or flag	Grand Hyatt (Hyatt franchise)	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Not open yet	Checked against a public source · Source
Public contact	+1 345 768 1234	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. King Room with Balcony	Public price $11,798. An OTA / Online Travel Agency at 15% to 25% commission leaves $8,849 to $10,028. The Interval net at 37% to 40% off leaves $7,079 to $7,433. Lowest non-refundable price $10,118.	Includes $85 Resort fee per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. King Room with Shower - Mobility Accessible	Public price $6,859. An OTA / Online Travel Agency at 15% to 25% commission leaves $5,144 to $5,830. The Interval net at 37% to 40% off leaves $4,115 to $4,321. Lowest non-refundable price $5,918.	Includes $85 Resort fee per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. King Room	Public price $5,291. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,968 to $4,497. The Interval net at 37% to 40% off leaves $3,175 to $3,333. Lowest non-refundable price $4,586.	Includes $85 Resort fee per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1 345 768 1234	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	No Google reviews with text in the last 90 days.	Google reviews saved November 8, 2026
News	Opening pushed to bookings from 10 December 2026; earlier announced Nov 28.	November 2026 · Source
News	Cayman Compass interview with Sterling Global chairman on the US$650m investment in the Grand Hyatt and a second Hyatt Centric.	March 2026
Seasons	Bookable for stays from 10 December 2026; booking engine showed no rooms on several December nights as of 30 October.	Date not stated · Source
How it sells	World of Hyatt program, Category 8	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Hampton by Hilton Grand Cayman

120 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

120 suites with free breakfast, a short walk from the beach. Dart owns it, and it has a named general manager. Who operates it day to day is not confirmed.

LIKELY PRESSURE POINTS

A brand flag may limit what can be sold outside its channels. Its director of sales has moved to ONE GT, and the replacement is not public.

WHAT TO LEAD WITH

Ask Carlos Arpal who handles rates now, and how much room the brand allows.

WHO DECIDES

Carlos Arpal: General Manager (public source, April 2026)

OPENING NOTE AND MEETING PLAN

Carlos, I plan to be on Grand Cayman soon and would like to ask how Hampton handles soft weeks, and to show you a private member channel. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.hilton.com/en/hotels/gcmgchx-hampton-grand-cayman-seven-mile-beach/	Checked against a public source
Address	22 Piper Way, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	120	Checked against a public source · Source
Product	Studios to two-bedroom suites, free hot breakfast daily	Checked against a public source · Source
Ownership	Dart	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Management	Dart owns it; day-to-day operator not confirmed	Checked against a public source · Source
Brand or flag	Hampton by Hilton	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	+1 345 945 7300; hamptonreservations@piperresorts.com	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Standard room with 1 king bed	Public price $4,261. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,196 to $3,622. The Interval net at 37% to 40% off leaves $2,557 to $2,684. Lowest non-refundable price $3,542.	Includes $50 Resort fee per night, 12 % Service charge. Excludes 13 % government tax. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Standard room with 1 king bed	Public price $2,454. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,841 to $2,086. The Interval net at 37% to 40% off leaves $1,472 to $1,546. Lowest non-refundable price $2,163.	Includes $50 Resort fee per night, 12 % Service charge. Excludes 13 % government tax. Read November 8, 2026.
Low: September 18 to 25, 2027. Standard room with 1 king bed	Public price $2,025. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,519 to $1,721. The Interval net at 37% to 40% off leaves $1,215 to $1,276. Lowest non-refundable price $1,793.	Includes $50 Resort fee per night, 12 % Service charge. Excludes 13 % government tax. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	+1 345 945 7300; hamptonreservations@piperresorts.com	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	10 Google reviews with text in the last 90 days. Most mentioned: Service and staff (8), Food and drink (7), Rooms and upkeep (7). Flags: New building or renovation (1), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Won the 2025 Hampton Award of Excellence.	April 2026 · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Hotel Indigo Grand Cayman

282 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

282 rooms including family suites. Dart owns it, IHG / InterContinental Hotels Group runs it, and it shares an area general manager with Kimpton Seafire.

LIKELY PRESSURE POINTS

The brand decides first. No current sales or revenue lead is confirmed, and the only sales name is undated.

WHAT TO LEAD WITH

Ask Yann Gillet whether this is even possible under the brand, in one meeting with Seafire.

WHO DECIDES

Yann Gillet: Area General Manager, Kimpton Seafire Resort + Spa and Hotel Indigo Grand Cayman (public source, May 2025)

Named in older or thinner sources. Do not use in writing until you confirm:

Virgil Napier: Director of Sales

OPENING NOTE AND MEETING PLAN

Mr. Gillet, I plan to be on Grand Cayman soon and would like to ask whether a private member channel could suit Hotel Indigo in soft weeks. Could we meet for fifteen minutes?

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.ihg.com/hotelindigo/hotels/us/en/grand-cayman/gcmsm/hoteldetail	Checked against a public source
Address	Seven Mile Beach, 32 Seafire Way, West Bay	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
Keys	282	Checked against a public source
Product	282 rooms including 38 suites; Family Suites with bunk beds and living/dining areas; kitchens not mentioned	Checked against a public source
Ownership	Dart (Dart Real Estate), Cayman Islands	Checked against a public source
Management	IHG Hotels & Resorts; Area General Manager over Kimpton Seafire and Hotel Indigo (Yann Gillet, announced May 2025)	Checked against a public source · Source
Brand or flag	Hotel Indigo (IHG)	Checked against a public source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	IndigoGCReservations@ihg.com; +1 (345) 743-3600	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. 1 King Standard Neighborhood View	Public price $10,289. An OTA / Online Travel Agency at 15% to 25% commission leaves $7,717 to $8,746. The Interval net at 37% to 40% off leaves $6,173 to $6,482. Lowest non-refundable price $9,703.	Includes $75 Resort fee per night, 12 % Service charge. Excludes 15 % VAT / Value Added Tax. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. 1 King Standard Neighborhood View	Public price $6,453. An OTA / Online Travel Agency at 15% to 25% commission leaves $4,840 to $5,485. The Interval net at 37% to 40% off leaves $3,872 to $4,065. Lowest non-refundable price $5,918.	Includes $75 Resort fee per night, 12 % Service charge. Excludes 15 % VAT. Read November 8, 2026.
Low: September 18 to 25, 2027. 1 King Standard Neighborhood View	Public price $5,613. An OTA / Online Travel Agency at 15% to 25% commission leaves $4,210 to $4,771. The Interval net at 37% to 40% off leaves $3,368 to $3,536. Lowest non-refundable price $4,547.	Includes $75 Resort fee per night, 12 % Service charge. Excludes 15 % VAT. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	IndigoGCReservations@ihg.com; +1 (345) 743-3600	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	32 Google reviews with text in the last 90 days. Most mentioned: Service and staff (24), Beach and setting (19), Food and drink (13). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Hotel's press page lists a 2026 Caribbean Journal 'Cool List' mention.	May 2026
How it sells	IHG One Rewards and IHG distribution	Date not stated

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Kimpton Seafire Resort + Spa

266 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

266 luxury rooms, owned by Dart and run by IHG / InterContinental Hotels Group. It shares an area general manager with Hotel Indigo.

LIKELY PRESSURE POINTS

A top luxury rate makes this a poor fit for a net rate, and kitchens are not confirmed.

WHAT TO LEAD WITH

Do not lead with this one. Raise it only if the Indigo conversation goes well.

WHO DECIDES

Yann Gillet: Area General Manager, Kimpton Seafire Resort + Spa and Hotel Indigo Grand Cayman (public source, May 2025)

OPENING NOTE AND MEETING PLAN

Raise it in the Hotel Indigo conversation, not on its own.

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.seafireresortandspa.com	Checked against a public source · Source
Address	60 Tanager Way, Seven Mile Beach., Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	266	Checked against a public source · Source
Product	Hotel rooms and suites, three beachside bungalows. Kitchen availability not confirmed.	Checked against a public source · Source
Ownership	Dart (Ken Dart's Dart Enterprises / Dart Real Estate)	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Management	IHG Hotels & Resorts (Kimpton)	Checked against a public source
Brand or flag	Kimpton (IHG)	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	345-746-0000	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Essential Room	Public price $16,662. An OTA / Online Travel Agency at 15% to 25% commission leaves $12,497 to $14,163. The Interval net at 37% to 40% off leaves $9,997 to $10,497. Lowest non-refundable price $15,613.	Includes $95 Destination charge per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Essential Room	Public price $9,449. An OTA / Online Travel Agency at 15% to 25% commission leaves $7,087 to $8,032. The Interval net at 37% to 40% off leaves $5,669 to $5,953. Lowest non-refundable price $8,831.	Includes $95 Destination charge per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. King Room with View	Public price $8,318. An OTA / Online Travel Agency at 15% to 25% commission leaves $6,239 to $7,070. The Interval net at 37% to 40% off leaves $4,991 to $5,240. Lowest non-refundable price $7,859.	Includes $95 Destination charge per night, 12 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	345-746-0000	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	20 Google reviews with text in the last 90 days. Most mentioned: Service and staff (14), Food and drink (11), Beach and setting (10). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

KIND	WHAT IT SAYS	WHEN AND SOURCE
News	IHG named Yann Gillet area general manager over Seafire and the new Hotel Indigo Grand Cayman, so the two resorts now share a manager.	May 2025

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Grand Cayman Marriott Resort

301 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

301 rooms on Seven Mile Beach with a beach restoration recently completed and a change of name announced. It has a named general manager to approach.

LIKELY PRESSURE POINTS

With the beach work done, ask how demand has come back. The owner is not public and kitchens are not confirmed.

WHAT TO LEAD WITH

Check inside your own company first. Do not write cold.

WHO DECIDES

Hermes Cuello: General Manager (public source, August 2026)

Named in older or thinner sources. Do not use in writing until you confirm:

Carolina Voullieme: Multi-Property Director of Sales and Marketing (Aruba Marriott and Grand Cayman Marriott) (last public source, April 2025)

OPENING NOTE AND MEETING PLAN

Check inside your own company first, then ask who to speak with here.

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	Not found in public sources	Not confirmed
Address	389 West Bay Road, Grand Cayman, Grand Cayman	Indicated by a public source; confirm · Source
District	Seven Mile Beach	Indicated by a public source; confirm · Source
Keys	301	Checked against a public source · Source
Product	Guest rooms with balconies and suites; no kitchen information on pages opened. Resort has pool, spa, three dining outlets.	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Ownership	Not found in public sources	Not confirmed
Management	Marriott International	Checked against a public source · Source
Brand or flag	Marriott Hotels (Marriott Bonvoy)	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	Not found in public sources	Not confirmed

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Deluxe King Room with Balcony	Public price $7,818. An OTA / Online Travel Agency at 15% to 25% commission leaves $5,864 to $6,645. The Interval net at 37% to 40% off leaves $4,691 to $4,925.	Includes $75 Resort fee per night, 12 % Service charge. Excludes 13 % Tourism fee. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Deluxe King Room with Balcony	Public price $4,155. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,116 to $3,532. The Interval net at 37% to 40% off leaves $2,493 to $2,618.	Includes $75 Resort fee per night, 12 % Service charge. Excludes 13 % Tourism fee. Read November 8, 2026.
Low: September 18 to 25, 2027. Deluxe King Room with Balcony	Public price $4,021. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,016 to $3,418. The Interval net at 37% to 40% off leaves $2,413 to $2,533.	Includes $75 Resort fee per night, 12 % Service charge. Excludes 13 % Tourism fee. Read November 8, 2026.

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	15 Google reviews with text in the last 90 days. Most mentioned: Service and staff (9), Rooms and upkeep (6), Beach and setting (6). Flags: New building or renovation (1), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Multimillion-dollar beach restoration and a rename to Grand Cayman Marriott Beach Resort announced; the restoration has since been reported complete.	August 2026 · Source
Seasons	Beach entry closed during restoration; rooms, pool, spa and restaurants stayed open.	Date not stated · Source

KIND	WHAT IT SAYS	WHEN AND SOURCE
How it sells	Sold through Marriott Bonvoy.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Ritz-Carlton, Grand Cayman

369 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

369 rooms with a new general manager since October. Dart owns it and the brand's management company runs it.

LIKELY PRESSURE POINTS

Top luxury rates make this a long shot, only some units have kitchens, and it will likely need both owner and brand to agree. A local report in October also names Keisha Parcells-Robb as hotel manager; that page could not be opened, so confirm first.

WHAT TO LEAD WITH

Check inside your own company first. Do not write cold.

WHO DECIDES

John Paul Woolley: General Manager, The Ritz-Carlton, Grand Cayman (public source, October 2026)

Named in older or thinner sources. Do not use in writing until you confirm:

Cynthia Boyett: Director of Sales and Marketing, The Ritz-Carlton, Grand Cayman (last public source, September 2022)

Derek Kokinda: Director of Marketing Communications, The Ritz-Carlton, Grand Cayman (last public source, June 2024)

OPENING NOTE AND MEETING PLAN

Check inside your own company first, then ask who to speak with here.

Meeting plan: start with their soft weeks and how they fill them today. Show how password-protected member distribution keeps any rate out of public view. Walk through seven-night, non-refundable stays and the static net rate of about 37 to 40 percent off BAR / Best Available Rate, before taxes. Choose As-Used or Guaranteed inventory, agree return provisions by season, and set one test block.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.ritzcarlton.com/en/hotels/gcmrz-the-ritz-carlton-grand-cayman/overview	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Address	1066 West Bay Road, George Town	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	369	Checked against a public source · Source
Product	Luxury hotel rooms and suites plus residential suites on the property.	Checked against a public source · Source
Ownership	Dart Real Estate (Ken Dart)	Checked against a public source · Source
Management	The Ritz-Carlton Hotel Company (Marriott)	Checked against a public source · Source
Brand or flag	The Ritz-Carlton (Marriott International)	Checked against a public source · Source
Interval International	Not on Interval's public Grand Cayman directory	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	+1 345-943-9000	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. King Room with Garden View	Public price $11,515. An OTA / Online Travel Agency at 15% to 25% commission leaves $8,636 to $9,788. The Interval net at 37% to 40% off leaves $6,909 to $7,254.	Includes $110 Resort fee per night, 10 % Service charge. Excludes 13 % VAT / Value Added Tax. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. King Room with Garden View	Public price $5,829. An OTA / Online Travel Agency at 15% to 25% commission leaves $4,372 to $4,955. The Interval net at 37% to 40% off leaves $3,497 to $3,672.	Includes $110 Resort fee per night, 10 % Service charge. Excludes 13 % VAT. Read November 8, 2026.
Low: September 18 to 25, 2027. King Room with Garden View	Public price $5,628. An OTA / Online Travel Agency at 15% to 25% commission leaves $4,221 to $4,784. The Interval net at 37% to 40% off leaves $3,377 to $3,546.	Includes $110 Resort fee per night, 10 % Service charge. Excludes 13 % VAT. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1 345-943-9000	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	27 Google reviews with text in the last 90 days. Most mentioned: Service and staff (18), Food and drink (13), Beach and setting (13). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Marriott named John Paul Woolley general manager, coming from JW Marriott Phu Quoc in Vietnam.	October 2026 · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Reef Beach Resort

152 keys · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

Left its Wyndham affiliation this April and is independent again under the Thompson family, with about 152 rooms at an older count. It has lost brand distribution just as it needs bookings.

LIKELY PRESSURE POINTS

It advertises up to 70 percent off room-only rates through mid-December, so it is discounting hard in public. Its RCI / Resort Condominiums International listing still shows the old name.

WHAT TO LEAD WITH

Your relationship comes first. This is the strongest case on the list for moving As-Used to Guaranteed, on the condos with kitchens.

WHO DECIDES

Kel Thompson: Managing Director, Thompson Resorts Ltd. (public source, April 2026)

OPENING NOTE AND MEETING PLAN

You know this account. Kel Thompson is the person to see, and now that the Wyndham tie has ended, this is the moment to ask.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.thereef.com	Checked against a public source · Source
Address	2221 Queens Highway, East End, Grand Cayman, Grand Cayman	Indicated by a public source; confirm
District	East End	Indicated by a public source; confirm
Keys	152	Checked against a public source · Source
Product	Studios and deluxe studios with kitchenettes, 1 and 2 bedroom condos with full kitchens. Room-only or optional all-inclusive plan.	Checked against a public source · Source
Ownership	Thompson Resorts Ltd (Thompson family)	Checked against a public source

FACT	VALUE	STATUS AND SOURCE
Management	Thompson Resorts Ltd	Checked against a public source
Brand or flag	Independent; left Wyndham in April 2026	Checked against a public source · Source
Interval International	On Interval's Grand Cayman directory (codes RYG and CTY).	Checked against a public source · Source
RCI / Resort Condominiums International	In the RCI directory under the old Wyndham Reef Resort name, code DA96. The listing may predate the April 2026 rename.	Checked against a public source · Source
Operating status	Operating	Checked against a public source · Source
Public contact	reservations@thereef.com; 888-232-0541; 344-640-3100	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Beachfront Studio (2 Adults)	Public price $2,448. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,836 to $2,081. The Interval net at 37% to 40% off leaves $1,469 to $1,542. Booking.com shows this as 27% off a $3,332 list price; measured from that list price, the net leaves $1,999 to $2,099.	Includes $55 Resort fee per night. Excludes 13 % TAX, 12 % City tax. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Beachfront Studio (2 Adults)	Public price $2,080. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,560 to $1,768. The Interval net at 37% to 40% off leaves $1,248 to $1,310. Booking.com shows this as 26% off a $2,807 list price; measured from that list price, the net leaves $1,684 to $1,768.	Includes $55 Resort fee per night. Excludes 13 % TAX, 12 % City tax. Read November 8, 2026.
Low: September 18 to 25, 2027. Beachfront Studio (2 Adults)	Public price $2,080. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,560 to $1,768. The Interval net at 37% to 40% off leaves $1,248 to $1,310. Booking.com shows this as 26% off a $2,807 list price; measured from that list price, the net leaves $1,684 to $1,768.	Includes $55 Resort fee per night. Excludes 13 % TAX, 12 % City tax. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	reservations@thereef.com; 888-232-0541; 344-640-3100	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	14 Google reviews with text in the last 90 days. Most mentioned: Beach and setting (8), Service and staff (7), Food and drink (3). Flags: New building or renovation (0), Quiet or closed weeks (3), Dining spend or meal plans (1).	Google reviews saved November 8, 2026
News	Ended its Wyndham affiliation on 6 April 2026 and renamed itself The Reef Beach Resort, back to independent operation under the Thompson family company.	April 2026 · Source
Public offer	Fall Sale, up to 70% off room-only rates for stays of four nights or longer, travel through December 18, 2026.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Grand Caymanian Resort

173 keys · North Seven Mile and West Bay loop

THE PLAY

How to work this one.

WHY THIS ONE

One property with two faces: hotel rooms under the Holiday Inn flag and timeshare suites as the Grand Caymanian, 173 keys in all at an older count. Interval signed a multi-year deal here.

LIKELY PRESSURE POINTS

It runs flash sales of 30 percent off its flexible rate. No current general manager is public, the owner's name is from a sale report some years old, and its own site now gives a smaller suite count.

WHAT TO LEAD WITH

Your relationship comes first. Ask who holds unsold weeks on the timeshare side, and whether hotel rooms can be added.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Seth Singerman: President and Managing Partner, Singerman Real Estate (last public source, November 2017)

Luke Lopatka: Associate Vice President, Singerman Real Estate (last public source, April 2018)

Jay DiGiulio: President, Boutique Real Estate Advisors (timeshare sales and marketing firm retained by the owner) (last public source, April 2018)

OPENING NOTE AND MEETING PLAN

You know this account. Please check your records for the current contact before writing; no current manager is public.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://grandcaymanian.com	Checked against a public source · Source
Address	278 Crighton Drive, West Bay	Indicated by a public source; confirm
District	West Bay	Indicated by a public source; confirm
Keys	173	Checked against a public source
Product	Studios (500 sq ft, kitchenette) and one-bedroom king suites (900 sq ft, full kitchen); timeshare side has studios, one-bedrooms that combine into two-bedroom lock-offs, plus four two-bedroom Grand Villas	Checked against a public source
Ownership	Singerman Real Estate (Chicago), through its subsidiary West Bay Hospitality Ltd; bought Nov 2017 from The Grand Caymanian Ltd	Checked against a public source
Management	Not found in public sources	Not confirmed
Brand or flag	Holiday Inn Resort (IHG / InterContinental Hotels Group) for the hotel side; timeshare side branded Grand Caymanian Resort	Checked against a public source
Interval International	On Interval's Grand Cayman directory (code GCY). Multi-year deal signed November 2017.	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	345-949-3100; reservations@grandcaymanian.com; 1 888 HOLIDAY (1 888 465 4329)	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Studio Queen – Island View	Public price $4,441. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,331 to $3,775. The Interval net at 37% to 40% off leaves $2,665 to $2,798. Lowest non-refundable price $3,775.	Includes 12 % Service charge, 13 % Electricity fee. Excludes 13 % government tax. Read November 8, 2026.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Shoulder: June 5 to 12, 2027. Studio Queen – Island View	Public price $2,266. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,700 to $1,926. The Interval net at 37% to 40% off leaves $1,360 to $1,428. Lowest non-refundable price $1,926.	Includes 12 % Service charge, 13 % Electricity fee. Excludes 13 % government tax. Read November 8, 2026.
Low: September 18 to 25, 2027. Studio Queen – Island View	Public price $2,004. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,503 to $1,703. The Interval net at 37% to 40% off leaves $1,202 to $1,263. Lowest non-refundable price $1,703.	Includes 12 % Service charge, 13 % Electricity fee. Excludes 13 % government tax. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	345-949-3100	Shown on a public page · Source
Reservations	reservations@grandcaymanian.com	Shown on a public page
Reservations	1 888 HOLIDAY (1 888 465 4329)	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	2 Google reviews with text in the last 90 days. Most mentioned: Service and staff (1), Beach and setting (1), Season and crowds (1). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
Public offer	Flash sale: 30 percent off the Best Flexible Rate plus daily breakfast for two, on the resort's own offers page	not stated · Source
How it sells	Interval International (timeshare exchange) and IHG distribution; direct booking pushed with a best rate guarantee	Date not stated

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Morritt's Tortuga Club

150 keys · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

150 units at Tortuga Club, with a new building, The Genevieve, due and studios renovated. It carries both Interval and RCI / Resort Condominiums International on its own page.

LIKELY PRESSURE POINTS

Owners get a maintenance-fee discount on poolside units from July to October, and the resort advertises low September rates, so summer and early fall are soft.

WHAT TO LEAD WITH

Your relationship comes first. The idea to test: Guaranteed on the new building when it opens.

WHO DECIDES

Walter Capasso: General Manager (public source, August 2025)

Chris Butcher: Sales (listed under the heading Sales; no Director title on any page found) (public source, August 2025)

David Morritt: Developer and president, Morritt's Properties Ltd. (founder) (public source, August 2025)

Named in older or thinner sources. Do not use in writing until you confirm:

Chris Johnson: CEO / Chief Executive Officer (last public source, January 2016)

OPENING NOTE AND MEETING PLAN

You know this account. Walter Capasso is General Manager, Chris Butcher appears under Sales, and David Morritt is the developer. We found no page calling Chris a director.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.morritts.com	Checked against a public source · Source

FACT	VALUE	STATUS AND SOURCE
Address	2289 Queen's Highway, East End	Indicated by a public source; confirm
District	East End	Indicated by a public source; confirm
Keys	150	Checked against a public source · Source
Product	Studios, 1 and 2 bedroom suites, townhouses and penthouses at Tortuga Club; Grand Resort 1-2 bedroom; Londoner 2-3 bedroom. Poolside suites are stated to have full kitchens; no page says every Tortuga unit does.	Checked against a public source · Source
Ownership	Shared-ownership vacation club: unit owners through the Morritt's Tortuga Club and Morritt's Grand Resort owner associations, each with a board that includes developer David Morritt	Checked against a public source · Source
Management	Morritt's Resort management (General Manager Walter Capasso); owner services and reservations handled by CRM (crmcusa.com)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	On Interval's Grand Cayman directory (codes MTU, MLO and MT2).	Checked against a public source · Source
RCI / Resort Condominiums International	Named on the resort's own page alongside Interval.	Checked against a public source
Operating status	Operating	Checked against a public source · Source
Public contact	+1 345 947 7449 (front desk); reservations@crmcusa.com; +1 800 447 0309 (reservations); +1 345 640 5932; salespromo@morritts.com	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	+1 345 947 7449 (front desk); reservations@crmcusa.com; +1 800 447 0309 (reservations)	Shown on a public page · Source
Sales	+1 345 640 5932; salespromo@morritts.com	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	10 Google reviews with text in the last 90 days. Most mentioned: Service and staff (4), Season and crowds (3), Food and drink (2). Flags: New building or renovation (2), Quiet or closed weeks (3), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Summer 2026 owner newsletter: Londoner units with earlier air-conditioning problems being updated, sliding doors being replaced in the 3000 block, new mattresses and patio furniture in select units.	June 2026 · Source
News	The Genevieve, a new building, had its foundation poured and was on track for 2026 completion; Farrington studio renovations nearly done.	August 2025 · Source
Seasons	Owner 50 percent maintenance-fee discount on 1-bedroom poolside units runs July 17 to October 17, which points to a soft summer and early fall.	Date not stated · Source
Public offer	1-bedroom poolside suite at US$107.35 per night for the rest of September (2026 offer; electricity extra).	September 2026 · Source
How it sells	Interval International and RCI exchange networks; direct reservations; Cayman-resident staycation packages.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Morritt's Grand Resort

Key count not published · North Side and East End loop

THE PLAY

How to work this one.

WHY THIS ONE

Part of Morritt's on the East End, under the same management as Tortuga Club, and affiliated with Interval for about a decade. A further extension has been filed.

LIKELY PRESSURE POINTS

It shows a fall special. An older source counted thirty-nine Grand Resort units; confirm today's count.

WHAT TO LEAD WITH

Your relationship comes first. Handle it in the Tortuga Club meeting.

WHO DECIDES

David Morritt: Developer and president, Morritt's Properties Ltd. (founder) (public source, August 2025)

OPENING NOTE AND MEETING PLAN

Raise it in the Tortuga Club conversation, not on its own.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.morritts.com	Checked against a public source · Source
Address	2289 Queens Highway, East End KY1-1106	Indicated by a public source; confirm · Source
District	East End	Indicated by a public source; confirm · Source
Keys	204 across all of Morritt's in a 2023 report. The Grand Resort alone was 14 one-bedroom and 25 two-bedroom units in a 2016 article.	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
Product	Grand Resort: one and two-bedroom oceanfront suites and penthouses; Tortuga Club: studios, one and two bedrooms; The Londoner: two and three-bedroom suites	Checked against a public source · Source
Ownership	Morritt Properties / David Morritt (developer and owner of the vacation club)	Checked against a public source
Management	Morritt's Resort (Cayman Islands Vacation Club), reservations office	Checked against a public source · Source
Brand or flag	independent	Checked against a public source · Source
Interval International	On Interval's Grand Cayman directory (code MTD). Interval's affiliation dates from June 2015.	Checked against a public source · Source
RCI / Resort Condominiums International	In an RCI / Resort Condominiums International directory, number 5930. Undated listing.	Checked against a public source
Operating status	Operating	Checked against a public source · Source
Public contact	+1 800 447 0309; reservations@crmcusa.com; front desk +1 345 947 7449	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	+1 800 447 0309; reservations@crmcusa.com; front desk +1 345 947 7449	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	15 Google reviews with text in the last 90 days. Most mentioned: Service and staff (8), Food and drink (4), Rooms and upkeep (4). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
Public offer	A 'Fall Special' banner and a Cayman resident staycation package are shown; no percent or dates in the page text.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Sunshine Hotel & Suites

132 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

132 suites with kitchens that have just finished a top-to-bottom renovation, sharing management with the Westin, and on Interval's directory under the old name.

LIKELY PRESSURE POINTS

It offers Florida residents 15 percent off. Invincible Investment Corporation bought it with the Westin some years ago; confirm it still owns them.

WHAT TO LEAD WITH

Your relationship comes first. The idea to test: Guaranteed on the renovated suites, with Jessica Kozaily and Jim Mauer.

WHO DECIDES

Jessica Kozaily: General Manager (public source, July 2026)

Jim Mauer: Managing Director, The Westin Grand Cayman and The Sunshine Hotel & Suites (public source, May 2025)

OPENING NOTE AND MEETING PLAN

You know this account. Jessica Kozaily is General Manager, and Jim Mauer is Managing Director over both this hotel and the Westin.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.sunshinesuites.com	Checked against a public source · Source
Address	1465 Esterley Tibbetts Highway, Seven Mile Beach	Indicated by a public source; confirm · Source
District	Seven Mile Beach	Indicated by a public source; confirm · Source

FACT	VALUE	STATUS AND SOURCE
Keys	132	Checked against a public source · Source
Product	Studio, Deluxe, One-Bedroom and Executive One-Bedroom suites with kitchenettes or full kitchens	Checked against a public source · Source
Ownership	Invincible Investment Corporation (bought with The Westin in October 2018; current ownership to confirm)	Checked against a public source · Source
Management	Shared management with The Westin Grand Cayman (Jim Mauer, managing director)	Checked against a public source
Brand or flag	independent	Checked against a public source · Source
Interval International	On Interval's Grand Cayman directory as Sunshine Suites Resort (code SSW).	Checked against a public source · Source
RCI / Resort Condominiums International	In an RCI / Resort Condominiums International directory as Sunshine Suites Resort, code RG12. Undated listing; the resort's own pages do not mention it.	Checked against a public source · Source
Operating status	Operating	Checked against a public source · Source
Public contact	1-345-949-3000 (main); 1-345-814-1717 (reservations)	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 13 to 20, 2027. Studio Suite	Public price $5,039. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,779 to $4,283. The Interval net at 37% to 40% off leaves $3,023 to $3,175.	Includes $55 Resort fee per night, 11 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Studio Suite	Public price $2,786. An OTA / Online Travel Agency at 15% to 25% commission leaves $2,090 to $2,368. The Interval net at 37% to 40% off leaves $1,672 to $1,755.	Includes $55 Resort fee per night, 11 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Studio Suite	Public price $4,146. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,110 to $3,524. The Interval net at 37% to 40% off leaves $2,488 to $2,612.	Includes $55 Resort fee per night, 11 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	1-345-949-3000 (main); 1-345-814-1717 (reservations)	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	12 Google reviews with text in the last 90 days. Most mentioned: Rooms and upkeep (7), Beach and setting (7), Service and staff (5). Flags: New building or renovation (2), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
News	Top-to-bottom property transformation completed: 132 suites, new Sunshine Fit 24/7 gym, redesigned Sunshine Grill.	July 2026 · Source
News	Renamed from Sunshine Suites to The Sunshine Hotel and Suites; suite revitalization started.	May 2025 · Source
Public offer	Florida resident rate, 15 percent off.	Date not stated · Source
Public offer	Advance purchase, 5 percent off.	Date not stated · Source
Public offer	Industry rate for travel professionals, percentage not stated.	Date not stated · Source
How it sells	Own website and reservations; travel-industry rate page for agents and site inspections.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Seven Mile Beach Resort and Club

Key count not published · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

A timeshare of two-bedroom villas on Seven Mile Beach. Its own page says it is associated with Interval, and it also appears on the directory.

LIKELY PRESSURE POINTS

No owner, developer or manager is public.

WHAT TO LEAD WITH

Your relationship comes first. Ask your own records who runs it today.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Darrell Player: Network Administrator

OPENING NOTE AND MEETING PLAN

You know this account. Please check your records for the current contact before writing.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.7mile.ky	Checked against a public source · Source
Address	19-D Piper Lane, West Bay Road	Indicated by a public source; confirm · Source
District	Seven Mile Beach	Indicated by a public source; confirm · Source
Keys	Not found in public sources	Not confirmed

FACT	VALUE	STATUS AND SOURCE
Product	Villa-style units, described as 2 bedroom / 2 bathroom, with living and dining areas and screened porches; units have washer and dryer	Checked against a public source
Ownership	Not found in public sources	Not confirmed
Management	Not found in public sources	Not confirmed
Brand or flag	independent	Checked against a public source
Interval International	On Interval's Grand Cayman directory as 7 Mile Beach Resort (code SMB).	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	(345) 949-0332 and contactus@7mile.ky; smbres@candw.ky	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	(345) 949-0332 and contactus@7mile.ky	Shown on a public page
Reservations	smbres@candw.ky	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: Beach and setting (1), Season and crowds (1). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Plantation Village Beach Resort

Key count not published · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

Two-bedroom villas with full kitchens and a seven-night minimum, on Interval's directory, with its own on-site front office.

LIKELY PRESSURE POINTS

No owner, manager or key count is public.

WHAT TO LEAD WITH

Your relationship comes first. Ask your records who runs it, and call the front office.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

OPENING NOTE AND MEETING PLAN

You know this account. Please check your records for the current contact before writing.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.plantationvillage.com	Checked against a public source · Source
Address	323 West Bay Road, Grand Cayman	Indicated by a public source; confirm
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	Not found in public sources	Not confirmed
Product	Two-bedroom and two-bedroom-with-den villas with full kitchens and daily maid service; 7-night minimum stay stated on resort site.	Checked against a public source · Source
Ownership	Not found in public sources	Not confirmed
Management	Not found in public sources	Not confirmed

FACT	VALUE	STATUS AND SOURCE
Brand or flag	independent	Checked against a public source · Source
Interval International	On Interval's Grand Cayman directory (code PLV).	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	(345) 949-4199; reservations@plantationvillage.com	Checked against a public source · Source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
All sample weeks	No public Booking.com price was read for this resort. Ask for its rate sheet.	Nothing read

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Main	(345) 949-4199	Shown on a public page · Source
Reservations	reservations@plantationvillage.com	Shown on a public page · Source

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: no repeated theme. Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

Regal Beach Club

59 keys · South Seven Mile and George Town loop

THE PLAY

How to work this one.

WHY THIS ONE

Interval's Seven Mile Beach Vacation Club sits inside this building of about 59 condos, as a program of about twenty units. They are two- and three-bedroom condos with full kitchens.

LIKELY PRESSURE POINTS

The people named are from an old article, the current on-site manager is not public, and check-in days are limited.

WHAT TO LEAD WITH

Your relationship comes first. Ask whether the condos outside the club could be added.

WHO DECIDES

No current decision-maker is confirmed in public sources. Start with the public contact on this file and ask who owns distribution.

Named in older or thinner sources. Do not use in writing until you confirm:

Ferdinand Berksoy: general manager (of the Seven Mile Beach Vacation Club developer, per Interval magazine) (last public source, October 2017)

OPENING NOTE AND MEETING PLAN

You know this account. Please check your records for the current contact before writing.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

The resort's own site →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.regalbeach.ky	Checked against a public source · Source
Address	431 West Bay Rd, George Town	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	59	Checked against a public source · Source
Product	Oceanfront 2 and 3 bedroom condos, each with full kitchen and washer/dryer; sleeps 4 to 8 per Interval directory	Checked against a public source · Source
Ownership	Individually owned condominium units; Seven Mile Beach Vacation Club (10 to 20 units) was developed by Seven Mile Investment Co. Ltd., vice principal Ferdinand Berksoy (2017)	Checked against a public source · Source
Management	SMBI Co. Ltd. appears as the operator of the regalbeach.ky rental site (property management offered to owners)	Checked against a public source · Source
Brand or flag	independent	Checked against a public source
Interval International	On Interval's Grand Cayman directory as Seven Mile Beach Vacation Club (code RBG), a club set inside Regal Beach Club.	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source
Public contact	reservations@regalbeach.ky; (345) 916-5501; (345) 929-1229; toll free (888) 808-8939	Checked against a public source

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 20 to 27, 2027. Apartment - Ground Floor	Public price $4,737. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,553 to $4,026. The Interval net at 37% to 40% off leaves $2,842 to $2,984.	Includes 7 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Apartment with Sea View	Public price $3,273. An OTA / Online Travel Agency at 15% to 25% commission leaves $2,455 to $2,782. The Interval net at 37% to 40% off leaves $1,964 to $2,062.	Includes 7 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Apartment with Sea View	Public price $2,584. An OTA / Online Travel Agency at 15% to 25% commission leaves $1,938 to $2,196. The Interval net at 37% to 40% off leaves $1,550 to $1,628.	Includes 7 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHO TO CALL

Public business routes.

ROUTE	NUMBER OR ADDRESS	SOURCE
Reservations	reservations@regalbeach.ky; (345) 916-5501; (345) 929-1229; toll free (888) 808-8939	Shown on a public page

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	1 Google reviews with text in the last 90 days. Most mentioned: Food and drink (1), Beach and setting (1), Season and crowds (1). Flags: New building or renovation (0), Quiet or closed weeks (1), Dining spend or meal plans (0).	Google reviews saved November 8, 2026
How it sells	Interval exchange directory (RBG). Check-in days Thursday to Saturday, which matters for seven-night Getaways.	Date not stated · Source

PREPARED FOR NEIL KOLTON BY JOHN ALVARADO · RECORDS AS OF NOVEMBER 8, 2026

The Westin Grand Cayman Seven Mile Beach Resort & Spa

343 keys · Middle of Seven Mile Beach loop

THE PLAY

How to work this one.

WHY THIS ONE

343 rooms on Seven Mile Beach, on Interval's directory, owned by a Japanese real estate trust and managed by Pyramid Hotel Group, with sales and marketing leads named last year.

LIKELY PRESSURE POINTS

The latest owner and manager sources are some years old, and no current general manager is confirmed by a dated source.

WHAT TO LEAD WITH

Your relationship comes first. Check inside your own company before writing.

WHO DECIDES

Jay Marsella: Director of Sales and Marketing (public source, September 2025)

Lourdes Sanchez: Marketing Manager (public source, September 2025)

Jim Mauer: Managing Director, The Westin Grand Cayman and The Sunshine Hotel & Suites (public source, May 2025)

Named in older or thinner sources. Do not use in writing until you confirm:

Annette Rullman: Senior Sales Manager (last public source, February 2025)

OPENING NOTE AND MEETING PLAN

You know this account. Check inside your own company first, then speak with Jay Marsella.

Meeting plan: ask what has changed since the last review of this account, including new or renovated rooms. If an As-Used allocation already exists, test whether some of it can move to Guaranteed blocks on those rooms, with return provisions by season.

One-page brief for this resort →

THE FACTS

What the records show.

FACT	VALUE	STATUS AND SOURCE
Own website	https://www.westingrandcayman.com	Checked against a public source
Address	1149A Seven Mile Beach, Grand Cayman	Indicated by a public source; confirm

FACT	VALUE	STATUS AND SOURCE
District	Seven Mile Beach	Indicated by a public source; confirm
Keys	343	Checked against a public source · Source
Product	Full-service beachfront resort of rooms and suites; kitchen status not sourced	Checked against a public source · Source
Ownership	Invincible Investment Corporation (Japanese real estate investment trust)	Checked against a public source · Source
Management	Pyramid Hotel Group	Checked against a public source · Source
Brand or flag	Westin (Marriott)	Checked against a public source · Source
Interval International	On Interval's Grand Cayman directory (code WGD).	Checked against a public source · Source
RCI / Resort Condominiums International	Not in the RCI / Resort Condominiums International directory we could read	Indicated by a public source; confirm
Operating status	Operating	Checked against a public source · Source
Public contact	Not found in public sources	Not confirmed

THE MONEY

What the resort keeps, week by week.

Public prices on Booking.com for seven nights and two adults, for the lowest refundable room found, with the taxes and fees shown at right. The commission range is our assumption, so ask what the resort really pays. A week that would otherwise sit unsold earns the resort nothing, and that is the real comparison for your program.

SAMPLE WEEK	WHAT THE RESORT KEEPS	TAXES AND SOURCE
Peak: February 20 to 27, 2027. Island, Guest room, 1 King	Public price $10,855. An OTA / Online Travel Agency at 15% to 25% commission leaves $8,141 to $9,227. The Interval net at 37% to 40% off leaves $6,513 to $6,839.	Includes $85 Resort fee per night, 11 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Shoulder: June 5 to 12, 2027. Island, Guest room, 1 King	Public price $6,583. An OTA / Online Travel Agency at 15% to 25% commission leaves $4,937 to $5,596. The Interval net at 37% to 40% off leaves $3,950 to $4,147.	Includes $85 Resort fee per night, 11 % Service charge. Excludes 13 % TAX. Read November 8, 2026.
Low: September 18 to 25, 2027. Island, Guest room, 1 King	Public price $4,551. An OTA / Online Travel Agency at 15% to 25% commission leaves $3,413 to $3,868. The Interval net at 37% to 40% off leaves $2,731 to $2,867.	Includes $85 Resort fee per night, 11 % Service charge. Excludes 13 % TAX. Read November 8, 2026.

WHAT IS MOVING

Dated news, offers and reviews.

KIND	WHAT IT SAYS	WHEN AND SOURCE
Reviews, last ninety days	26 Google reviews with text in the last 90 days. Most mentioned: Service and staff (17), Beach and setting (17), Rooms and upkeep (10). Flags: New building or renovation (0), Quiet or closed weeks (0), Dining spend or meal plans (0).	Google reviews saved November 8, 2026

PROGRAM TERMS

Your program, as you set it out.

The middle column sets out the terms of your program. The right column says when to use it.

THE TERMS

What you can offer, and when to raise it.

TERM	IN YOUR PROGRAM	HOW TO USE IT
As-Used inventory	Unsold inventory provided on a flexible basis.	Start here with a resort worried about commitment.
As-Used inventory: the pitch	Helps suppliers monetize excess occupancy without broadly discounting through public channels.	Use with any resort running deep public discounts.
As-Used inventory: when	Can be particularly effective during shoulder and low-demand periods.	Tie it to the resort's own soft weeks.
Guaranteed inventory	Commitment-based inventory arrangements.	For owners who want certainty before low season.
Guaranteed inventory: the pitch	Predictable revenue streams for the resort.	Lead with this for owner-operators and asset managers.
Guaranteed inventory: fit	Opportunity to supplement existing transient, wholesale, and tour operator business.	Reassure resorts tied to tour operators.
Opaque distribution	inventory is distributed exclusively through our password-protected member platform.	The answer to rate-parity and brand worries.
No public rate	No public rate visibility	Say this before any number.
Stay length	Seven-night stays	Fits resorts with kitchens and family units best.
Booking terms	Non-refundable reservations	Non-refundable stays lower the resort's cancellation risk.
Allotment	Inventory provided on an allotment basis	Agree on block size, room type by room type.
Season control	Return provisions that can be structured based on seasonality	Protects peak weeks; offer this early.
Net rate, off BAR / Best Available Rate	Static net rate model typically reflecting approximately 37-40% discount off BAR (exclusive of taxes)	Compare it with the resort's own public offers.
Member income	Average household income approximately $125,000	Pair with the resort's ancillary spend goals.
Member homes	95% homeownership	Signals a guest who can pay and return.
Second homes	38% own a second home	Useful with villa and residence products.
Marketing	Interval absorbs significant marketing costs to drive bookings, reducing acquisition costs for participating resorts.	Contrast with OTA / Online Travel Agency commissions.

TERM	IN YOUR PROGRAM	HOW TO USE IT
Guest spend	Properties consistently report strong ancillary spending due to the demographics of our membership base.	Point to spas, restaurants and tours.

SET ASIDE

Every other property checked, and why it is not on the list.

Not open, closed, too small, or the same property under another name. Some are worth a question while you are on the island; those say so.

EVERY OTHER PROPERTY CHECKED

Why each one is not on the list.

PROPERTY	WHY	GROUP
Turtle Nest Inn	Eight apartments, too few for a block. Family-run in Bodden Town with full kitchens, worth a visit only if you are passing.	Too small · Source
Colonial Club	A rental list of about nine three-bedroom condos with no public manager. Too small on its own.	Too small · Source
Lacovia Grand Cayman	The old Lacovia condos were demolished and the site is being rebuilt as residences for sale, with a planned rental program. Not rentable today; worth a question to the developer about the rental program.	Watch · Source
Kaibo Yacht Club	Condos are rented owner by owner, many through Cayman Villas, so raise it with Cayman Villas rather than on its own.	Covered through a rental agent on your list
VIDA Cayman	No longer a hotel: the owners now let two suites through Airbnb.	Set aside · Source
Ocean Cabanas	Seven cabanas, owner-run with a dive shop. Too small for a block.	Too small · Source
Mahogany Point	Rented through Cayman Villas with no on-site desk found, so raise it with Cayman Villas rather than on its own.	Covered through a rental agent on your list · Source
Holiday Inn Resort Grand Cayman	The same property as Grand Caymanian Resort: same street, front desk and reservations email, with hotel rooms under the Holiday Inn flag beside the timeshare. See its file.	Same hotel as one on your list
Margaritaville Beach Resort Grand Cayman	Closed in March 2020 and never reopened under this name. The site sold in December 2024 and a new hotel is planned there. An RCI / Resort Condominiums International directory still lists it, so treat that listing as stale.	Set aside
Kailani Grand Cayman, Curio Collection by Hilton	Unfinished and in receivership since January 2026, listed for sale in September 2026. Nobody can release rooms. Watch for a buyer.	Watch
Aqua on Seven Mile Beach	Private full-floor beachfront residences, marketed through Grand Cayman Villas & Condos. Raise it with that agent.	Covered through a rental agent on your list · Source
SeaBreeze	Boutique beachfront four-bedroom condos at the top of Seven Mile Beach, marketed through Grand Cayman Villas & Condos. Raise it with that agent.	Covered through a rental agent on your list · Source
SeaDreams Boutique Condos	Three-bedroom oceanfront condos by West Bay Beach, marketed through Grand Cayman Villas & Condos. Raise it with that agent.	Covered through a rental agent on your list · Source

PROPERTY	WHY	GROUP
Casa Luna	A gated condo village with a beach cove, marketed through Grand Cayman Villas & Condos. Raise it with that agent.	Covered through a rental agent on your list · Source
Island Houses of Cayman Kai	Two-bedroom waterfront townhomes on Bioluminescent Bay, marketed through Grand Cayman Villas & Condos. Raise it with that agent.	Covered through a rental agent on your list · Source