

TRAVEL AND HOSPITALITY

Exclusive Resorts purchases Inspirato for \$59M

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The Exclusive Collective will include Inspirato, Exclusive Resorts, and onefinestay. Image credit: Inspirato

By KIRAN GILL FOR LUXURY DAILY NEWS SERVICE

Luxury travel subscription service **Inspirato** is going private.

This week, private vacation club Exclusive Resorts announced it would acquire and take private Inspirato in an all-cash deal worth approximately \$59 million. The deal, which remains subject to shareholder approval, positions the company at the center of a new multi-brand travel platform called The Exclusive Collective, dedicated to serving the evolving travel needs of high-net-worth individuals and families.

"As an early investor in and customer of both Exclusive Resorts and Inspirato, I've seen firsthand how each brand has helped redefine its segment of the travel industry," said Steve Case, chairman and CEO of Revolution and chairman of Exclusive Resorts, in a statement.

"By uniting these companies under The Exclusive Collective, we believe the combined platform will be well-positioned to help shape the next wave of innovation in luxury hospitalityone that aligns with shifting consumer expectations around flexibility, community and personalized experiences," Mr. Case said. "It's a forward-looking model designed to strengthen customer satisfaction and drive accelerated growth."

New chapter

Purchasing Inspirato will remove the company from the public markets and fold it into a broader ecosystem with Exclusive Resorts and onefinestay.

The Exclusive Collective reflects a shift towards long-term customer retention: Inspirato will act as the platform's flexible, premium offering for high-net-worth travelers, while Exclusive Resorts will operate as a capped, referral-driven membership system. The company predicts that The Exclusive Collective will generate more than \$500 million in revenue and approximately \$70 million in EBITDA in the next year.

"For more than two decades, we've watched how our Members' lives evolvethe way they travel in their forties often looks very different from how they travel later with grown children and friends," said James Henderson, CEO of The Exclusive Collective and Exclusive Resorts, in a statement.



The Exclusive Collective will serve more than 25,000 high-net-worth individuals. Image credit: Inspirato

"Some begin with the flexibility of a subscription, others move into private membership and many continue to value the freedom to choose the perfect home, at the perfect moment, in the perfect place," Mr. Henderson said. "The Collective reflects that reality.

"Bringing these brands together isn't about getting bigger; it's about being more useful, more relevant, and more attuned to people's lives," he said. "It's a business designed to grow with its customers, and a philosophy centered on how people choose to spend their most finite resource: time."

Upon the deal's completion, The Exclusive Collective will serve more than 25,000 travelers annually. In November, Inspirato shared its third-quarter earnings and the resignation of its chief financial officer ([see story](#)).

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