Global Hospitality Capabilities

Local knowledge,
global connections

2026

CONTENTS

What's inside

Global Hospitality Stats

In the **last three years**, Colliers has been involved in:

USD $7+ billion
Worth of investment transactions

500+
Global hotel transactions

USD $230+ billion
Total appraised international hotel values

As of **2025**, Colliers has:

110+
Hospitality professionals worldwide

Top 3
For number of properties sold
Source: MSCI Real Capital Analytics

600
Offices globally
Including affiliates

Colliers is the fastest growing global commercial real estate services firm.
Based on historical 5-year compound annual revenue growth rate.

Our global platform

Colliers' **enterprising approach** and global reach means we deliver property solutions that drive exceptional results for every client, everywhere.

Agile, adaptable and strategic

Our strength lies in how we think and act, proactively, creatively and with agility. We connect capital with opportunities across the full spectrum of services, including acquisitions, disposals, advisory, debt and equity solutions. In an ever evolving market, we are quick to adapt, providing innovative solutions that drive growth and ensure the achievement of your business objectives.

Local knowledge, global connections

Our teams consist of the very best talent from all over the world. With our fast-paced growth, we are at the forefront of providing expert knowledge and advice. Positioned in all major markets, our local teams collaborate regularly across borders through our global platform to anticipate capital trends and implement strategies that create value and keep you ahead of the market.

Global Hospitality Practice Group

U.S.
Mark Owens
Vice Chairman,
Hospitality Practice Group Leader, U.S.

Canada
Alam Pirani
Vice Chairman,
Head of Hotels, Canada and Caribbean

APAC
Karen Wales
Head of Hotels, Australia,
Transaction Services

APAC
Kei Sumiyoshi
Senior Director & Head,
Hotels & Hospitality, Japan

APAC
Shaman Chellaram
Senior Director,
Hotel Advisory, Hong Kong

EMEA
Larissa Esser
Senior Advisor,
EMEA Hotels

EMEA
Lewis Corby
Head of Hotel
Capital Markets, UK

EMEA
Andreas Ewald
Managing Director,
Head of Hotels, Germany

EMEA
Laura Hernando
CEO, Iberia,
Managing Director,
Hotels, Spain

EMEA
Gonzalo Gutiérrez
Managing Director,
Hotels, Spain

Our client's success is at the heart of everything we do.

We are dedicated to guiding capital towards the top hospitality experts and opportunities worldwide, ensuring you can fully leverage cross-border potential.

Our strategies are tailored to meet your specific needs, assisting you in deploying capital effectively across the globe and throughout the capital stack. As a leading global real estate advisory firm, we underwrite complex transactions to support your most challenging deals. Our industry-leading global real estate research provides you with real-time insights, empowering you to make informed market and sector decisions.

Global coverage
Gain access to major and emerging property investors across APAC, EMEA, and the Americas.

Dedicated teams
Benefit from collaboration with dedicated teams and global partners to maximize cross-border opportunities.

Proven expertise
Leverage deep knowledge and extensive experience across all hospitality sectors.

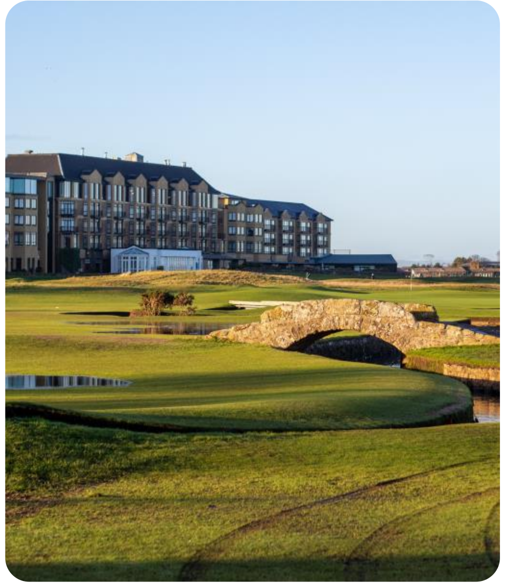
Client-focused service
Experience service that consistently exceeds expectations.

Agile, adaptable & ready to act
Receive agile, adaptable solutions tailored to your evolving needs.

We cover all sectors of hospitality

Hotels and resorts

From ultra-luxury to economy, we provide real estate solutions for every service level in the hotel and resort industry.



Other specialities

- Serviced Apartments
- Destinations Concepts
- Integrated Resorts & Casinos
- Theme Parks
- Golf Courses
- Marinas
- MICE Facilities
- Branded Residences
- Mixed-Use Developments
- Wellness
- Ground up lodging developments

A selection of clients we have worked with:

Apollo Global Management
Arkadia
Bank of America
Blackrock
Blackstone
Brookfield Asset Management
CapitaLand Ascott Trust
CDL
Centerbridge
Cerberus Capital Management
Certares
Coast Cyrstalbrook Collection
Davidson Kempner
Farallon Capital
Far East Consortium
Far East Organisation
Fortis
Frasers Property
GIC
Goldman Sachs
Highgate
HIG Realty Partners
InnVest
Ivanhoe Cambridge
Larco
Meliá Hotels
Mulpha
Northland
Oxford
Pandox
Shangri-La
Sixth Street
The Hongkong and Shanghai Hotels
Trinity Investments
Westmont

Maximising hospitality values

We are here to help investors accelerate success and unlock the potential of real estate.

Services we provide:

- Investment Property Sales
- Debt & Equity Solutions
- Advisory
- Valuations
- Business and intangible asset valuation
- Asset management
- Project management
- Operators search and selection
- Architectural and design delivery
- Research

Investment property sales

Connecting clients with the right investors and opportunities worldwide.

Our global real estate professionals have the expertise to enhance our clients' portfolio and provide advice throughout the full life cycle of property acquisition, asset management and disposition.

Leveraging our deep domestic and international relationships, alongside an extensive track record, means we can connect our clients to the right investors and opportunities across all sectors, assist with due diligence, and provide support throughout the sales process.

Debt and equity solutions

Experts who provide independent, specialist advice supported by strong lender relationships and extensive experience.

Our real estate debt and equity solutions experts provide independent, specialist advice supported by strong lender relationships and extensive experience.

Our financing professionals have broad and varied experience as accountants, advisors, investment bankers, lawyers and treasury experts, giving us a unique opportunity to add value throughout the entire lifecycle; from establishing an initial capital strategy to execution and documentation.

Our experts actively maintain relationships with hundreds of national and international capital solutions providers such as major life insurance companies, credit companies, debt funds, commercial banks, and private equity firms. We bring together those relationships with state-of-the-art IT and proprietary modelling to provide insights into capital market conditions, providing a competitive advantage in debt and equity placements and/or refinancing. Our teams source and execute funding solutions domestically and globally to enhance real estate transactions and improve the efficiency of portfolios – meaning our clients transact efficiently and on the best terms

We support our clients through:

- √ Business planning
- √ Capital raising
- √ Funding options
- √ Lender negotiations
- √ Strategic advice
- √ Transaction execution

Advisory

Data-driven insights shaping smart, forward-looking investment strategies.

Combining our experts' knowledge with our data insights platform means we can work strategically with our clients on the development of their short and long-term investment strategies.

We provide advice on trends across all markets and asset classes, considering macro and micro factors that could positively or negatively impact the real estate investment markets across the globe. With our consistent forward-looking approach, clients can leverage this knowledge to ensure they are prepared to take advantage of opportunities that may arise as a direct result of market activities.

Valuations

Independent, data-driven hotel valuation and market assessment expertise.

Our team offers valuation and market assessment services to owners and financiers. We handle individual hotel assignments and large-scale portfolio valuations. Committed to collaboration and best practices, we leverage our knowledge, expertise, and global network. Hotel valuations typically involve assessing discounted cash flow, capitalisation, and comparable sales analysis.

Business and intangible asset valuation

Expert valuation of businesses and intangible assets for transactions and reporting.

We perform enterprise and share valuations for ongoing companies for purposes like mergers, acquisitions, financial reporting, public listings, litigation, and bank financing, adhering to local and international standards. Our team values intangible assets across industries such as healthcare, media, technology, real estate, retail, manufacturing, and transportation, in line with IAS 38 and ASC 350. We frequently value brands, trademarks, patents, operating companies, and technical know-how.

Asset management

Enhancing hotel investment returns through proactive, data-driven asset management.

Our asset managers oversee hotel operations to maximise owners' investments through performance and property value while maintaining the hotel's physical condition. They understand owners' objectives, implement supportive strategies, and coordinate stakeholders such as owners, operators, valuers, financiers, tenants, and suppliers. Modern asset managers also focus on profit drivers, asset maintenance, and compliance beyond reviewing profit and loss statements.

Project management

Expert, end-to-end hotel project management.

Colliers' Project Management team expertly handles projects from approval through design and construction, specialising in all asset classes with a focus on large hotels. Their philosophy is to identify risks throughout the project lifecycle and exceed client expectations within financial parameters. Their services cover approval, feasibility, design, tender, and construction phases.

Operator search and selection

Specialist advice on agreements that shape hotel asset value.

Our hotels team are market leaders in negotiating and valuing hotel management agreements, leases, franchises and management rights. Drawing on our deep understanding of these agreements and the impacts they can have on asset values, we've negotiated a wide range of properties from economy to luxury.

Architectural and design delivery

Architectural and design delivery with seamless, 'noiseless' execution.

Our in-house Architectural & Design delivery teams excel in translating your aspirations into tangible concepts and bringing our clients brand guidelines to life. Focusing on operational excellence doesn't just mean we minimize the risks during the project, it also creates flexibility and empowers swift problem-solving. We work according to the 'noiseless' execution principle which guarantees you can continue your operation with minimal disruption, all while meeting the renovation's milestones and deadlines.

Sustainability Services

Unlocking value through sustainable investment strategies.

Understanding the criteria and ratings that define a property's current and future sustainability position is critical to investor decision-making - whether acquiring new assets or divesting non-compliant ones. We work closely with our global network of sustainability experts, including over 250 LEED®-accredited professionals, to deliver a balanced approach that maximises return on investment while enhancing environmental and social outcomes.

Our integrated services support investors across the asset lifecycle, including:

- **Strategy:** ESG frameworks, materiality assessments and net zero pathways
- **Transactions:** ESG due diligence and green finance advisory
- **Asset Enhancement:** Sustainable design, engineering and project delivery
- **Reporting & Certifications:** Data-driven insights and certifications such as LEED, BREEAM and NABERS

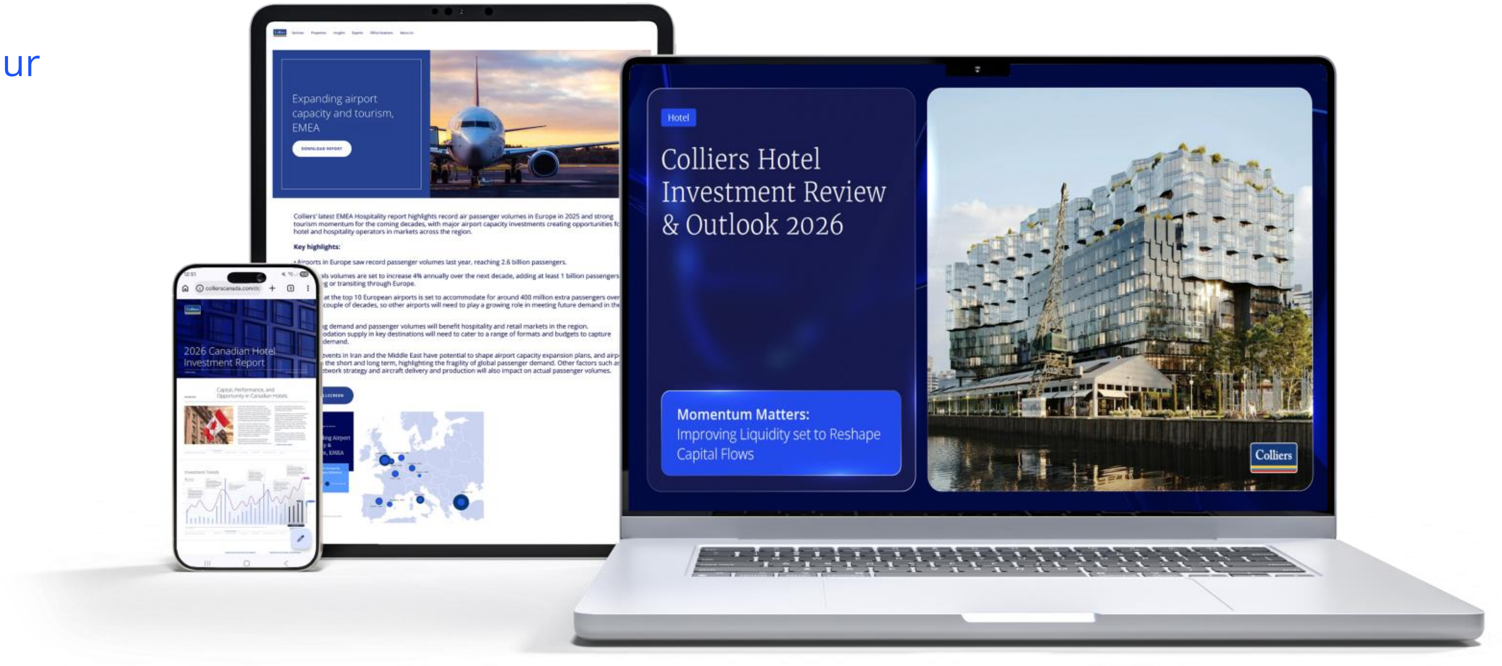
This holistic approach ensures assets are not only compliant, but repositioned for long-term value, resilience, and occupier wellbeing.

Market leading research

Colliers robust research and market analytics capabilities enable us to consistently deliver on our commitment to accelerate our clients success.

Combining our experts' knowledge with our data insights platform means we can work strategically with our clients on the development of their short and long-term investment strategies.

We provide advice on trends across all markets and asset classes, considering macro and micro factors that could positively or negatively impact the real estate investment markets across the globe. With our consistent forward-looking approach, clients can leverage this knowledge to ensure they are prepared to take advantage of opportunities that may arise as a direct result of market activities.



Global expertise with real results.

Over the past three years, our Capital Markets teams have successfully managed a substantial volume of high-value transactions globally.

The following pages feature a selection of premier asset transactions we have led, each case study highlighting our teams' expertise, strategic insights, and ability to execute large-scale deals worldwide.

RMB ¥3.04 billion
323 rooms

Pullman Hotel Shanghai (Great Wall Finance Centre)
China

EUR €430 million
1,000+ rooms

Mare Nostrum Resort, Tenerife, **Spain**

USD $185 million
352 rooms

EAST Miami Hotel Florida, **U.S.**

AUD $192 million
295 rooms

Sheraton Grand Mirage Gold Coast, **Australia**

EUR €440 million
796 rooms

Emerald Hotel Portfolio Rhodes & Crete, **Greece**

JPY c.¥17billion
286 rooms

Luxury Hotel Portfolio, Kyoto, **Japan**

Confidential
304 rooms

Hotel Grand Pacific, Victoria, **Canada**

Confidential
164 rooms

80 Queen Street, *(Future AC Marriott)* Toronto, **Canada**

Colliers navigates complex public bidding process to secure successful sale.

RMB ¥3.04 billion

Pullman Hotel Shanghai (Great Wall Finance Centre), China

Buyer: Hong Kong Shanghai Alliance Holdings Limited

Seller: Confidential

Services provided: Brokerage

Rooms: 323

In-depth market understanding

Our Shanghai team provided comprehensive advisory services to a state-owned enterprise (SOE) during the public bidding process for the sale of a high-profile property. This mixed-use asset included offices and the 5-star Pullman Hotel Shanghai, comprising of 323 rooms on the 6th to 24th floors.

The transaction presented challenges due to its complexity, tight timelines, and the vendor's SOE background, which required a public bidding process, causing some initial uncertainty. The team leveraged their deep understanding of the Shanghai market to assist potential investors in evaluating the property within the vendor's required timeframe, preparing detailed materials and market insights so potential buyers could make an informed decision. The team provided the vendor with essential background and financial standing information on prospective investors, helping them choose the most appropriate buyer.

Achieving success within tight deadlines

Colliers maintained strong relationships with both the vendor and the acquirer throughout the negotiation process. Their expert advice enabled the buyer to prepare an internal investment report, ensuring key decisions were made effectively and allowing for smooth participation in the public bidding process. As a result of Colliers' strategic guidance and market expertise, the buyer successfully purchased the property at the desired price and within the vendor's strict timeframe.

Colliers facilitates the largest single-asset hotel transaction in Spain.

EUR €430 million

Mare Nostrum Resort, Tenerife, Spain

Buyer: Spring Hoteles

Seller: Brookfield Asset Management

Services provided: Buy-side advisory

Rooms: 1,000+

Prime resort asset in a leading tourist destinations

Our Spanish hospitality team advised Spring Hoteles on the acquisition of the Mare Nostrum Resort in South Tenerife for €430 million. Comprising over 1,000 rooms, the asset is one of the most prominent resort complexes in the Canary Islands and a flagship hospitality destination in Spain. The transaction stands as the largest hotel deal of 2025 and the biggest single-asset hotel sale ever completed in Spain.

This milestone builds on Colliers' strong track record in the sector, including advising Brookfield Asset Management on the acquisition of Selenta's hotel portfolio back in 2021, which was the largest hotel investment transaction in Spain at the time.

Proactive origination and strategic execution

The transaction was originated and executed off-market by Colliers through a proactive strategy that anticipated both the potential willingness of the owner to divest and the strategic interest of Spring Hoteles, already a major operator in the region. By identifying and aligning these interests early, Colliers was able to unlock a unique opportunity that may not have emerged through a traditional sales process.

Colliers supported Spring Hoteles throughout the entire process, from initial approach through due diligence to completion, ensuring a seamless and efficient execution. The result was a highly value-accretive transaction for both parties, reinforcing Colliers' position as a leading hotel advisory firm and its ability to deliver complex, high-value deals through insight-led, strategic intervention.

Colliers facilitates significant cash out re-financing amid one of the U.S. most difficult financing markets.

USD $185 million

EAST Miami Hotel, Florida, U.S.

Lender: Deutsche Bank & KSL Mezzanine

Seller: Trinity Investments, Certares

Services provided: Cash out re-financing

Rooms: 352

Experienced team with local knowledge

Our U.S. hotel team successfully facilitated a $185 million cash out refinancing for EAST Miami on behalf of Trinity Investments and Certares, which represented a $65 million increase to the $120 million acquisition loan we facilitated in 2021. The EAST is a 352-key urban resort located in Brickell, a business, entertainment and residential district in Miami. Our team executed a marketing strategy with a highly targeted seven-party list of qualified lenders, including banks, international banks, debt funds and insurance companies. Efficiency and certainty of execution were of paramount importance.

A result that exceeded our clients' expectations

Trinity and Certares' institutional sponsorship, combined with Swire and EAST's brand's focus for the property, the unique value of EAST Miami's collateral, and the continued strong cash flow that nearly doubles the pre-acquisition levels, attracted competitive financing offers, achieving pricing 50 bps below expectations, with favourable prepayment terms and full equity repatriation. Deutsche Bank and KSL Mezzanine were awarded the transaction due to their favourable economic and non-economic terms. The U.S. team was able to achieve unexpected outcomes for their client, exceeding their expectations.

Negotiation expertise facilitates the sale of a prestigious Australian hotel.

AUD $192 million

Sheraton Grand Mirage Resort, Gold Coast, Australia

Buyer: Laundy & Karedis Families

Seller: Australian Wattle Development

Services provided: Sell-side advisory

Rooms: 295

Luxury resorts in prime locations attract investors

Our Australian hotel team successfully facilitated the sale of the landmark Sheraton Grand Mirage Resort* on the Gold Coast. The hotel boasts an expansive footprint of 3.45 hectares and over 215 metres of beachfront. It is renowned for its popularity among celebrities, tourists, and the Australian public, as well as for hosting events of international significance, making it an attractive opportunity for investors. During the sale process, the hotel was offered with the benefit of near-term vacant possession, resulting in strong bidding for this iconic property.

Luxury hotel expertise

The rare opportunity to acquire one of Australia's most notable hotels was expertly negotiated by our team, culminating in the sale to the Karedis and Laundy families. These families jointly own several renowned beachfront hotels, including the Sofitel Noosa, Crowne Plaza Terrigal, and Manly Pacific. This deal highlights our team's in-depth knowledge of both the asset's location and the luxury hotel sector, ensuring the successful match of the right buyer for our client.

Skilled regional teamwork achieves outstanding results in hotel portfolio deal.

EUR €112.5 million

Emerald Hotel Portfolio, Crete and Rhodes, Greece

Buyer: Premia Properties REIC

Seller: Nordic Leisure Travel Group AB

Services provided: Sale & Leaseback

Rooms: 796

Strategic cross-border collaboration

Our Capital Markets and Hotels experts in Greece, Norway and Spain joined forces to secure a significant mandate for Nordic Leisure Travel Group AB. The first transaction in the project was facilitating the sale and leaseback of a premier beachfront hotel portfolio in Greece and Spain. This mandate marks a pivotal milestone, led by our Greek team with critical support from our senior team in Norway, resulting in the €112.5 million sale and leaseback agreement for the prominent hotel portfolio in Rhodes and Crete, Greece. Premia Properties REIC was the purchaser of this landmark transaction.

Exceptional market execution

The Greek sale and leaseback deal is structured as a triplenet rent agreement, secured for 15 years with options for two additional 5-year extensions. This portfolio includes two renowned 4-star beachfront resorts, featuring 796 rooms, scenic sea views, and a combined gross built area of 67,700 sqm. This high-profile transaction highlights our teams' expertise in cross-border market execution, delivering significant value for our client in the competitive Mediterranean market. Following this Greek transaction, the Spanish hotel portfolio will also be launched soon, capitalising on the successful collaboration and strategic positioning established through this project.

Colliers delivers cross-border sale of Kyoto luxury hotel portfolio.

JPY CIRCA ¥17 BILLION

Luxury Hotel Portfolio, Kyoto, Japan

Buyer: Institutional Investors

Seller: Financial Institution

Services provided: Sell-side advisory

Rooms: 286, 10 hotels

Strategic approach unlocks full disposal of complex hotel portfolio

Our Japanese experts successfully advised on the sale of a portfolio of 10 small luxury hotels in Kyoto, totalling 286 keys, for JPY circa 17 billion. The transaction presented several complexities, including vacant assets, small key counts and a limited buyer pool, alongside the requirement to fully dispose of all assets without residual holdings.

Adopting a flexible strategy, Colliers allowed buyers to selectively acquire assets while optimising overall pricing and timing. Leveraging both domestic and international networks, the team successfully identified a mix of buyers, including institutional capital for the majority of the portfolio, ensuring full execution despite challenging market conditions.

Cross-border execution delivers full repayment and strong outcome

Colliers led a complex, cross-border process involving multiple stakeholders, including buyers, operators and lenders, while maintaining close communication with the client throughout. Despite delays and multiple buyer withdrawals, the team remained committed to the process, ultimately securing suitable counterparties and completing the transaction. The sale exceeded the outstanding loan balance, enabling full repayment for the seller and demonstrating Colliers' ability to deliver successful outcomes on complex, multi-asset hospitality transactions.

Colliers delivers high-profile sale of iconic waterfront hotel.

CONFIDENTIAL

Hotel Grand Pacific, Victoria, Canada

Buyer: InnVest Hotels

Seller: Asia-based investor

Services provided: Sell-side advisory

Rooms: 304

Full-service waterfront asset

Our Canadian hotel team successfully represented the owners in the sale of the iconic Hotel Grand Pacific. The Property was acquired by InnVest Hotels, one of Canada's largest hotel owners. The 304-key, full-service hotel is prominently located on Victoria's Inner Harbour, adjacent to the British Columbia Legislature and downtown amenities. Featuring extensive food and beverage outlets, approximately 10,000 sq ft of meeting space, wellness facilities, and diversified ancillary income, the hotel benefits from irreplaceable waterfront positioning within a supply-constrained, high-barrier coastal market, supported by resilient demand drivers across government, tourism, and year-round corporate and leisure segments, regionally diversified.

Representing a cross-border seller

The offering generated strong interest from domestic and international investors seeking scale, stability, and long-term growth. This transaction represents a landmark disposition of a flagship Vancouver Island asset and reflects continued investor conviction in Victoria's lodging fundamentals. The asset was the Asia-based seller's only remaining North American hotel holding and the transaction underscores Colliers' track record executing complex, high-profile hotel transactions across Canada, successfully nationwide.

Colliers facilitates sale of prime hotel development in Toronto’s urban core.

CONFIDENTIAL

80 Queen Street Hotel (Future AC Marriott), Toronto, Canada

Buyer: Sunray Group

Seller: St. Thomas Developments Inc. *(Hong-Kong based development company)*

Services provided: Sell-side advisory

Rooms: 164

Prime mixed-use development in a leading urban market

Our Canadian hospitality team successfully advised St. Thomas Development Inc. on the sale of a 108,000 sq ft commercial podium to Sunray Group. The asset forms part of the broader 88 Queen East development, a transformative 1.05 million sq ft mixed-use campus in Toronto’s urban core. The six-storey podium will house a 164-key AC Marriott Hotel, scheduled to open in 2026, alongside a destination restaurant and a sophisticated lobby lounge designed to appeal to both business and leisure travellers. The project brings together globally recognised design expertise, with interiors curated by Yabu Pushelberg and the wider architectural vision delivered by Hariri Pontarini Architects, reinforcing the development’s prominence within Toronto’s evolving skyline.

Strategic execution in a complex development transaction

Colliers acted as exclusive advisor throughout a highly complex transaction, successfully identifying and securing Sunray Group as the purchaser and long-term partner. This transaction represents a significant milestone in the evolution of Toronto’s hospitality landscape, highlighting continued investor confidence in high-quality, well-located hotel developments. By facilitating a seamless transaction between St. Thomas Development and Sunray Group, Colliers demonstrated its ability to deliver strategic outcomes on complex, large-scale urban hospitality projects.

The following pages have additional case studies that can be used in client presentations.

Colliers facilitates the largest hotel investment deal in the Spanish market.

EUR €440 million

Selenta Hotel Portfolio, Barcelona, Marbella & Tenerife, Spain

Buyer: Brookfield Asset Management

Seller: Selenta Group

Services provided: Buy-side advisory

Rooms: 323

Quality hotel assets in prime tourist destinations

Our Spanish hotel team provided successful advisory services to Brookfield Asset Management, a Canadian manager, in their acquisition of the Selenta Portfolio, which comprised of four high-quality hotel assets in prime tourist destinations. The hotels included two in Barcelona – the five-star, 465-room Hotel Sofía, operated under 'The Unbound Collection' Hyatt's brand, and the four-star, 435-room Hotel Expo; as well as the five-star, 299-room Don Carlos Resort & Spa, renowned as one of Marbella's most luxurious hotels, and the five-star, 1,037-room Mare Nostrum Resort, one of the largest resorts on Tenerife.

Expert local knowledge

The advisory services offered a comprehensive commercial review and asset repositioning strategy, market insights, transaction comparisons, competitive analysis, and financial forecasts, including refurbishment and capital expense estimates for the portfolio. The valuation and technical due diligence provided strengthened our trust-based partnership with a leading Spanish hotel investment fund. The transaction was Spain's largest hotel investment deal in 2021.

Exceptional hotel sector knowledge to accelerate the success of our clients.

CAD $95.1 million

DoubleTree by Hilton Montréal, Canada

Buyer: Artifact Group JV KingSett Capital

Seller: Pandox AB

Services provided: Investment Sale
(Buy and Sell-side)

Rooms: 595

Full-service city centre asset

Our Canadian hotel team, in collaboration with Eastdil Secured, successfully represented Sweden-based Pandox AB in the sale of the expansive DoubleTree by Hilton. The property was acquired by a partnership comprising Montreal-based Artifact Group (formerly Sage Blan) and KingSett Capital. The hotel, featuring nearly 600 rooms, is strategically located within the larger Complex Desjardins, at the heart of Downtown Montréal's entertainment district. Fully renovated in 2018 and converted from a Hyatt Regency, the hotel offers substantial food and beverage amenities, an impressive 46,000 square feet of meeting space, unique outdoor areas, and a variety of recreational facilities.

Representing a cross-border seller

The offering attracted a wide range of domestic and international capital sources, with Artifact/KingSett emerging as the successful bidder. This sale marks the second asset Colliers has sold for Pandox AB in recent years, following the transaction of the InterContinental Montreal in 2023. These two properties were Pandox AB's only assets in Canada and represented a strategic disposition program.

Colliers advises on strategic sale and management back transaction of Spanish hotel portfolio.

CONFIDENTIAL

Spanish Hotel Portfolio, Canary Islands, Tenerife, Spain

Buyer: Arcano Partners

Seller: Hyatt

Services provided: Sell-side advisory

Rooms: 1,050 (3 hotels)

Unlocking value while securing operational continuity

Our Spanish hospitality team successfully advised Hyatt on the sale of a portfolio of three four-star hotels in Tenerife, comprising 1,050 rooms. The assets had previously been acquired, refurbished and repositioned under Hyatt's Alua brand, creating a strong, unified offering in one of Europe's leading resort destinations.

Following the initial decision by Blantyre to divest the portfolio in 2024, Hyatt strategically acquired the assets to safeguard its management position. In early 2025, Colliers was mandated to structure and execute a Sale and Management Back transaction, with the objective of unlocking value while securing long-term hotel management agreements across the portfolio.

Proactive origination and strategic execution

Colliers managed a competitive process that resulted in the acquisition of the portfolio by Arcano, alongside co-investors, through a dedicated investment vehicle. The transaction was underpinned by the successful negotiation of long-term hotel management agreements, ensuring continued operation under the Hyatt brand and alignment between operator and investor.
A key focus throughout the process was achieving agreement on pricing, as well as aligning all parties on a comprehensive Property Improvement Plan designed to reposition the assets over the coming years. Arcano's strategic appetite for a large-scale value-add opportunity in the Canary Islands, combined with a mid- to long-term investment horizon, made them the ideal partner. The result was a carefully structured transaction that balanced immediate value realisation with long-term asset enhancement.

Delivering results globally

Click on the buttons below to view our track record by service level.

Luxury

Boutique & Full Service

Limited Service

Select Service

Extended Stay

Economy

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

LUXURY

2,237 rooms / EUR €440 million

Selenta Hotel Portfolio, Marbella, Tenerife and Barcelona | Spain
Buyer: Brookfield Asset Management
Seller: Selenta Group

1,945 rooms / USD $350 million
(Refinancing)

Strategic Hotels Portfolio, New York, San Francisco, Washington D.C. | U.S.
Lender: CMBS
Seller: Strategic Hotels & Resorts, Dajia Insurance

796 rooms / EUR €112 million
(Sale & Leaseback)

Emerald Hotel Portfolio, Rhodes & Crete | Greece
Buyer: Premia Properties REIC
Seller: Nordic Leisure Travel Group AB

605 rooms / USD $660 million

The Park Lane, New York | U.S.
Buyer: Witkoff Group
Seller: Helmsley Charitable Trust

380 rooms

Santo Stefano, Sardinia | Italy
Buyer: Red Sea – Dekus
Seller: CPI

357 rooms/ CAD $80 million

InterContinental Montreal | Canada
Buyer: Groupe Mach
Seller: Pandox AB

352 rooms / USD $185 million
(Cash-out refinancing)

EAST Miami Hotel, Miami, Florida | U.S.
Lender: Deutsche Bank & KSL Mezzanine
Seller: Trinity Investments, Certares

295 rooms / AUD $192 million

Sheraton Grand Mirage, Gold Coast | Australia
Buyer: Laundy & Karedis Families
Seller: Australian Wattle Development

10 hotels, 286 rooms / JPY c.¥17 billion

Kyoto Hotel Portfolio |Japan
Buyer: Institutional Investors
Seller: Financial institution

283 rooms / GBP £90 million

Dilly Hotel, 21 Piccadilly, London | UK
Buyer: Fattal Hotels
Seller: Archer Hotel Capital

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

LUXURY

242 rooms

Hotel Presidente, Ibiza | Spain
Buyer: Meridia Capital
Seller: Confidential

131 rooms / EUR €180 million

Future Mandarin Oriental, Mallorca | Spain
Buyer: Blasson Property Investments
Seller: Local Family and H10 Hotels

119 rooms / CAD $160 million

Shangri-La Vancouver (Future Park Hyatt) | Canada
Buyer: Brookfield
Seller: Peterson Group JV Westbank

103 rooms
Acquisition & Redevelopment Financing

Hotel Elysee New York, Manhattan, New York | U.S.
Borrower: HERA Hospitality
Lender: Leading U.S. Debt Fund

96 rooms

Bisha Hotel Toronto |Canada
Buyer: Sunray Group
Seller: Lifetime Developments and INK Entertainment

85 rooms
(Cash-out refinancing)

Cambridge Beaches Resort & Spa | Bermuda
Buyer: Confidential
Seller: Confidential

77 rooms / CAD $110 million

The Hazelton, Toronto | Canada
Buyer: Private investment firm
Seller: First Capital REIT

69 rooms / AUD $215 million

InterContinental Double Bay, Sydney | Australia
Buyer: Confidential
Seller: Fridcorp & Piety Group

60 rooms

Generali Building in Seville (Future Four Seasons, Seville | Spain
Buyer: Blasson Property Investments
Seller: Shaftesbury

39 rooms & 49 villas / EUR €39 million

Castello di Casole, Tuscany | Italy
Buyer: Belmond
Seller: Erste Abwicklungsanstalt

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

BOUTIQUE & FULL SERVICE

1,037 rooms / EUR €430 million

Mare Nostrum Resort, Tenerife | Spain
Buyer: Spring Hotels
Seller: Brookfield

1,050 rooms

Spanish Hotel Portfolio, Canary Islands, Tenerife | Spain
Buyer: Arcano Partners
Seller: Hyatt

555 rooms / EUR €80 million

Mondrian & Hyde Ibiza | Spain
Buyer: Apollo AM
Seller: Sirenis Hotels

532 rooms

Clarion Hotel Stockholm | Sweden
Buyer: NREP
Seller: Aspelin Ramm

484 rooms / USD $160 million
(Sale & Refinancing)

Frenchman's Reef & Buoy Haus, USVI | Caribbean
Lender: Apollo Asset Management
JV Partner: Fortress Investment Group

476 rooms

The Ven Amsterdam | The Netherlands
Buyer: Omnam Group
Seller: Westmont

404 rooms & Villas / USD $135 million

Miralina Resort & Spa, Scottsdale, Arizona| U.S.
Borrower: Trinity Investments
Lender: Global Debt Fund

398 rooms

Blue Sea Gran Cervantes, Málaga | Spain
Buyer: Fattal Hotel Management
Seller: Oppo & Arena Investors

313 rooms / USD $201.1 million

Hilton Beijing Tongzhou | China
Buyer: Beitou Group
Seller: Greentown Development

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

BOUTIQUE & FULL SERVICE

583 rooms
(To be converted to student accommodation)

Hotel Cozi Oasiss | Hong Kong
Buyer: CR Longdation
Seller: Confidential

317 rooms
(Refinancing)

Sheraton Dallas Hotel by the Galleria Dallas, Texas | U.S.
Client: Leading U.S. Owner/Operator
Lender: International Debt Fund

304 rooms

Hotel Grand Pacific, Victoria | Canada
Buyer: InnVest Hotels
Seller: Asia-based investor

302 rooms

TRIBE and Mercure Amsterdam Noord, Amsterdam | The Netherlands
Buyer: AM & Blauwhoed
Seller: Confidential

284 rooms / EUR €80 million

Tivoli (former Sheraton) La Caleta, Tenerife | Spain
Buyer: Santander AM & Signal Capital
Seller: DISA

250 rooms / CAD $150 million

Sheraton Toronto Airport Hotel & Conference Centre, Toronto | Canada
Buyer: Private Investor
Seller: Larco Hospitality

243 rooms

AluaSoul Costa, Málaga | Spain
Buyer: Fattal Hotels
Seller: Archer Hotel Capital

236 rooms

Sheraton Ottawa | Canada
Buyer: Sunray Group
Seller: Keck Seng Investments (Hong Kong) Limited

232 rooms / CAD $64 million

Radisson Hotel & Suites Fallsview Niagara Falls, Ontario | Canada
Buyer: Vrancor Group
Seller: Benderson Development

186 rooms

Barceló Raval Hotel, Barcelona | Spain
Buyer: Union Investment
Seller: German institutional fund Real IS

GLOBAL TRACK RECORD

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BOUTIQUE & FULL SERVICE

176 rooms / AUD $101 million

Rydges Sydney Harbour | Australia
Buyer: Crystalbrook Group
Seller: New Landmark Hotels Pty Ltd

175 rooms

Salou Sunset by Pierre & Vacances | Spain
Buyer: Confidential
Seller: Confidential

160 rooms / CAD $42.5 million

Future Hyatt Place Metrotown, British Columbia | Canada
Buyer: Mundi Hotel Enterprises Inc.
Seller: Thind Properties

160 rooms / USD $60 million

SoHo 54, New York | U.S.
Buyer: Canadian High Net Worth
Seller: U.S. Owner, Developer, and Operator

156 rooms / USD $371 million

Orchard Hills | Singapore
Buyer: Boustead Projects
Seller: Administrators

132 rooms

Park Grand London Kensington, London | UK
Buyer: Confidential
Seller: Confidential

118 rooms / CAD $74 million

King Blue Hotel Toronto (now Sutton Place) | Canada
Buyer: Northland Properties
Seller: Greenland Group

100 rooms / CAD $48 million

Versante Hotel, Richmond, Vancouver | Canada
Buyer: Fox Island Development Company
Seller: PwC

69 rooms

The Old Clare Hotel, 1 Kensington Street, Chippendale, NSW | Australia
Buyer: Invictus Developments
Seller: Unlisted Collection

New York City Block

Midtown NYC Reset, Manhattan, New York | U.S.
Client: One of the largest CRE owners in the U.S.
Adversary: Confidential

All deal prices are approximate and are in local currency.

LIMITED SERVICE

350 loan portfolio / USD $1.2 billion *Refinancing*

National Loan Portfolio | U.S.
Client: Global Hedge Fund
Seller: Super Regional Bank Syndicate

328 rooms / SGD $235 million

Travelodge Harbourfront | Singapore
Buyer: Schroders, TPG, Travelodge
Seller: Bay Capital

318 rooms / USD $50 million *Refinancing*

IL & PA 2-Pack, Chicago, Illinois & Hershey, Pennsylvania | U.S.
Borrower: U.S. Management Co. & Overseas Partner
Lender: Hedge Fund

203 rooms / NZD $38 million

Holiday Inn Rotorua | New Zealand
Buyer: New Zealand Hotel Holdings
Seller: Confidential

192 rooms

Fairfield Inn & Suites World Trade Centre, New York | U.S.
Buyer: Concord Hospitality
Seller: Sun Moon NY, LLC

135 rooms

Holiday Inn Express Albany, New York, | U.S.
Buyer: Secured Investments
Seller: LNR

109 rooms

Allure Hotel London | Canada
Buyer: Northland Properties
Seller: PwC (as receiver)

99 rooms

Banff Inn, Alberta | Canada
Buyer: InnVest Hotels
Seller: Banff Inn. Inc.

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

LIMITED SERVICE

94 rooms

easyHotel Miguel Fleta, Madrid | Spain
Buyer: easyHotel
Seller: Rendentum Partners

71 rooms

Hampton Inn Stony Creek, Virginia | U.S.
Buyer: Kishna Stony Creek, LLC
Seller: Mst Hospitality LLC & Paras Hospitality, LLC

65 rooms

Hampton Inn Seaport, New York | U.S.
Buyer: Slate Property Group
Seller: Hersha Hospitality Trust

27 rooms

Kona Seaside Annex, Kona, Hawaii | U.S.
Buyer: Nine Brains Big Island Annex
Seller: Lenore Lincoln

A track record of delivering value across limited service hotel transactions globally.

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

SELECT SERVICE

Rebranding
5 assets, 983 rooms

Corendon Hotels & Resorts, Amsterdam, Badhoevedorp | The Netherlands
Client: Corendon Hotels & Resorts

575 rooms / CAD $86 million

Ottawa Hotel & Convention Centre Complex, Ottawa | Canada
Buyer: Bona Hospitality (Ottawa-based developer)
Seller: Local Private Investor

320 rooms

Hilton Garden Inn & Homewood Suites Calgary Downtown | Canada
Buyer: Manga Hotels
Seller: Institutional Capital

219 rooms / USD $55 million

Nine Tree by Parnas, Seoul | South Korea
Buyer: Private individual
Seller: Shinhan REITs Management

202 rooms / EUR €39 million

YOTEL, Amsterdam | The Netherlands
Buyer: Starwood Capital
Seller: Being Development

180 rooms

Motel One, Rotterdam | The Netherlands
Buyer: M&G
Seller: Tenstone Development

174 rooms
Under-construction Hyatt Centric Hotel

Hyatt Centric, Near Bangalore Airport | India
Buyer: 7 Apple Hotels Private Limited
Seller: Ozone Group

173 rooms

Hilton Garden Inn Leiden | The Netherlands
Buyer: International Hotel Capital Partners B.V.
Seller: Confidential

162 rooms

Tryp Zaragoza, Zaragoza, Spain
Buyer: Zentral Hotels
Seller: Apollo Global Management

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

LIMITED SERVICE

160 rooms / CAD $100 million

80 Queen Street East (Future AC Marriott), Toronto | Canada
Buyer: Sunray Group.
Seller: St. Thomas Development Inc.

127 rooms

Tryp Valencia Feria, Valencia | Spain
Buyer: Port Hotels
Seller: Local Family

108 rooms
(Lease transaction)

Motto by Hilton Rotterdam | The Netherlands
Client: White House Development

104 rooms

Hampton Inn Calgary Airport | Canada
Buyer: Sunray Group
Seller: Triple One Properties

90 rooms

Courtyard Woodlands, Houston, Texas | U.S.
Buyer: Newcrest Image
Seller: Starwood Capital

A track record of delivering value across select service hotel transactions globally.

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

EXTENDED STAY

372 rooms

Residence Inn & Envue Loan Sale, Weehawken, New Jersey | U.S.
Buyer: Prime
Seller: Citizens Bank

266 rooms

Oaks on William Suites, Melbourne | Australia
Buyer: Confidential
Seller: Confidential

210 rooms

Residence Inn by Marriott, Montreal Downtown | Canada
Buyer: Rotana Group
Seller: Jesta Group

135 rooms

Cambria Suites Chelsea, New York | U.S.
Buyer: Concord Hospitality *(sale and financing)*
Seller: Choice Hotels

120 rooms / SGD $35 million

Fraser Place Manila | Philippines
Buyer: Bond Capital Partners Pte. Ltd.
Seller: Frasers Property

100 rooms

Homewood Suites by Hilton North Bay | Canada
Buyer: NOA Hospitality Group
Seller: Vrancor Group

96 rooms

Studios & Suites, Emporia, Virginia | U.S.
Buyer: Private individual
Seller: Ray Patel

90 rooms

Residence Inn Woodlands, Houston, Texas | U.S.
Buyer: Newcrest Image
Seller: Starwood Capital

162 rooms / NZD $74.6 million

Adina Apartment Hotel, Auckland Britomart | New Zealand
Buyer: New Zealand Hotel Holdings
Seller: Confidential

63 rooms

TownePlace Suites, Naperville, Illinois | U.S.
Buyer: Newcrest Image
Seller: Starwood Capital

All deal prices are approximate and are in local currency.

ECONOMY

11 assets / 1,906 rooms

The Vincent Hotel Group | The Netherlands
Buyer: Westmont
Seller: TVHG Budget Hotel Group

230 rooms

Four Points Flex by Sheraton Madrid Atocha | Spain
Buyer: Meridia Capital
Seller: Extendam & Continuum

135 rooms

Quality Inn & IHOP Lease, West Palm Beach, Florida | U.S.
Buyer: Index Investment Group
Seller: Cherry Grove Group

129 rooms

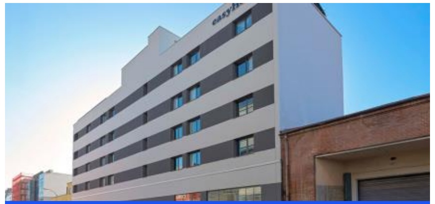
Quality Inn Fayetteville, North Carolina | U.S.
Buyer: Shir KC Investments, LLC
Seller: Shiv Sai of Fay Inc

103 rooms

Comfort Inn Airdrie | Canada
Buyer: Private Investor
Seller: Private Investor

76 rooms / SGD $67 million

New Cape Inn | Singapore
Buyer: Next Story Group
Seller: Sunway Group



94 rooms

easyHotel Madrid Alcalá | Spain
Buyer: easyHotel
Seller: Redentum Partners

84 rooms

Comfort Suites Myrtle Beach, South Carolina | U.S.
Buyer: CS Hospitality, LLC
Seller: Best Hospitality, LLC

GLOBAL TRACK RECORD

All deal prices are approximate and are in local currency.

ECONOMY

76 rooms

Motel 6 Kingston | Canada
Buyer: Sterling Group
Seller: Private Investor

65 rooms

Best Western Newport News, Virginia | U.S.
Buyer: Mahi Hotels, LLC
Seller: Tania, LLC

50 rooms

Quality Inn & Suites Rockingham, North Carolina | U.S.
Buyer: S&A Patel, LLC
Seller: AAK Hospitality, LLC

19 rooms

Jacobs Inn Barcelona | Spain
Buyer: Azora (Latroupe)
Seller: Blackrock

A track record of delivering value across economy hotel transactions globally.

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