

Representative Caribbean Transaction Experience

Colliers International Hotels ❖ www.collierscanada.com/hotels



The Point Project | Nassau, The Bahamas

- Colliers is currently advising the owner, China Construction America, on its future development project which will include a 250-key lifestyle branded hotel, waterpark, residences and a recently-completed 1,000 stall parkade. Services include management contract negotiations, debt placement and strategic advisory.



Wyndham Kingston | Kingston, Jamaica

- Colliers was retained by the Royal Bank of Canada's subsidiary RBTT Jamaica to market this former Hilton Hotel for sale.
- A sale was concluded as part of a formal auction process in late 2014 to a Jamaica-based private investor.
- Prior to the sale, Colliers provided consulting services to RBTT, including operational reviews and valuations.



Baha Mar Resort | New Providence Island, The Bahamas

- Colliers was retained by Deloitte on behalf of the Export-Import Bank of China to conduct a global marketing campaign of the largest integrated resort under construction in the Caribbean.
- Covering 1,000 acres, the property includes four hotels including a 185-key Rosewood, 300-key SLS Lux and 1,800-key Grand Hyatt, as well as an 18-hole championship golf course, 200,000 SF convention center, 100,000 SF casino and 30,000 SF flagship spa.
- The Project had incurred an estimated investment of over US\$4.0 billion at the conclusion of the sale to China-based Chow Tai Fook Enterprises in mid 2017. Pricing details are confidential.



British Colonial Properties | Nassau, The Bahamas

- Colliers served as advisor to European high-net-worth capital in the sale of the 288-key Hilton British Colonial, together with 105,000 SF of AAA office space and 6.1 acres of development land (the “British Colonial Properties”).
- This landmark transaction closed in 2014.



The Fairmont Royal Pavilion | St. James, Barbados

- Colliers was retained by Fairmont Raffles International to market for sale the prestigious 75-key Fairmont Royal Pavilion.
- The Property includes 400 yards of beach frontage and excess land suitable for future expansions.
- The Hotel sold to a partnership between Westmont Hospitality Group and Ivanhoe Cambridge in early 2008.

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