

Coast-to-Coast Resort Transaction Experience

Colliers International Hotels ❖ www.collierscanada.com/hotels



Advisor in the sale of 22 resorts since 2006 totaling over \$2 billion in volume. Recent experience includes:



The Briars Resort, Spa & Development Lands
Sold May 2017 / 100 keys

- International marketing campaign, ultimately sold to an offshore private investor
- Significant 135 acre site with development potential
- V Briars Estates Limited
- P Chinese Capital



British Columbia Resort Portfolio
Sold Dec 2016 / 196 keys

- 94-key Painter's Lodge, 56-key April Point Resort & Marina and 46-key Canadian Princess Resort
- V Oak Bay Marine Group
- P Private Investors (through two separate transactions)



Windermere House Resort
Sold Aug 2016 / 56 keys

- Originally built in 1870, this seasonal Lake Rosseau resort is one of the longest standing landmarks in Muskoka.
- V Windermere House Corporation
- P Private Investor



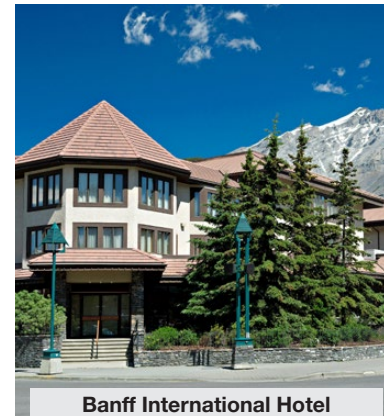
Delta Lodge at Kananaskis
Sold Sep 2015 / 412 keys

- Leasehold Alberta mountain resort
- New owner investing ±\$30 million in cap-ex
- V Limited Partnership
- P Pomeroy Group



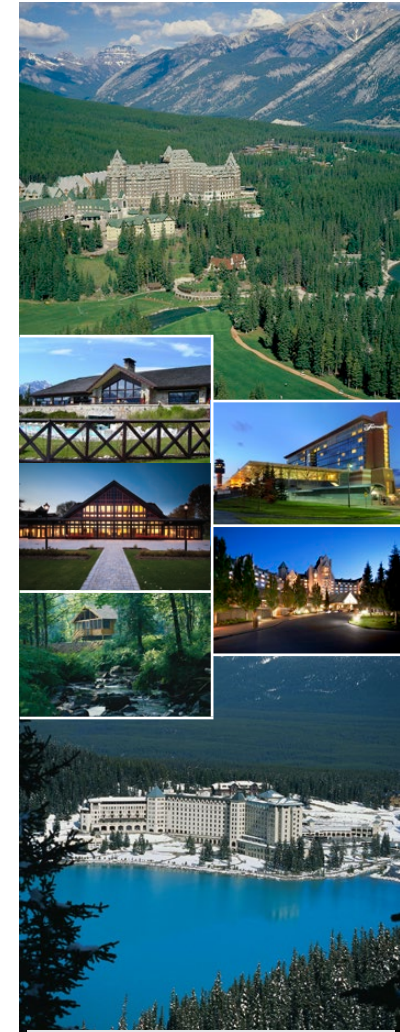
Fairmont Le Château Montebello
Sold Dec 2014 / 211 keys

- 1,000 acres of land, including 18-hole pro golf course
- Marina & resort amenities
- V Oxford Properties/OMERS
- P Chinese Capital



Banff International Hotel
Sold Mar 2012 / 162 keys

- Prominent downtown Banff hotel
- Purchaser acquired as a tour facility
- V Birkenback Holdings Ltd.
- P Viad Corp.



Fairmont Canadian Resort Portfolio
Sold 2006 / 2,929 keys

- Seven irreplaceable Fairmont branded/managed resorts/hotels (Whistler/Banff/Lake Louise/Jasper/Montebello/Kenauk/Richmond)
- V FRHI/Colony Capital
- P Oxford Properties/OMERS

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