

Representative Canadian Full-Service Transaction Experience

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Dec 2019
Pacific Gateway Vancouver | 382 keys
 – 158-slip full-service marina
 – 3 acres of prime excess lands
V Van-Air Holdings
P PHI Hotel Group



Mar 2019
Hockley Valley Resort | 104 keys
 – 299 acre site
 – 18-hole golf course & ski hill
 – Adamo Estate Winery
V Hockley Valley Resort Ltd.
P Sunray Group



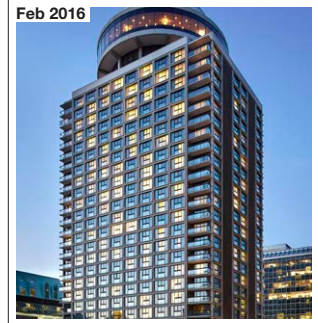
Jun 2018
Delta Toronto East | 366 keys
 – \$60,000,000
 – Prime Highway 401 location
 – Development opportunity
V Court Appointed Liquidator
P Sunray Group



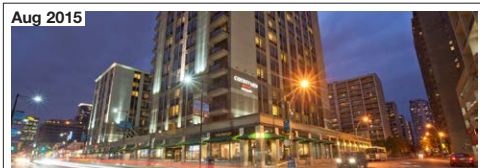
July 2017
Rosewood Hotel Georgia Vancouver 156 keys
 – \$145,000,000
 – Forbes Five-Star hotel
V Delta Land
P Pacific Reach



Jun 2017
St. Regis Toronto | 261 keys
 – 61-storey mixed-use tower
 – AAA Five Diamond hotel
V JCF Capital ULC
P InnVest Hotels



Feb 2016
Ottawa Marriott | 489 keys
 – \$115,000,000
 – Rare trade in Ottawa
V Larco Investments
P InnVest REIT



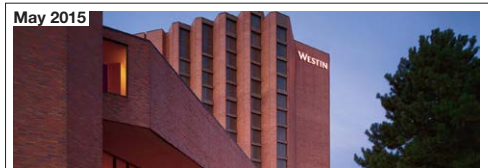
Aug 2015
Courtyard by Marriott Toronto | 575 keys
 – \$99,000,000
 – Largest Courtyard Marriott worldwide
 – Future redevelopment site
V Groupe Jesta
P KingSett Capital



Aug 2015
Westin Prince Toronto | 395 keys
 – \$70,000,000
 – Excellent North Toronto location
 – 3.0 acres excess land for future development
V Westmont Hospitality
P Chinese Capital



Feb 2015
Westin Grand | 207 keys
 – \$52,000,000
 – Downtown Vancouver hotel
 – Strata-titled units
V Multiple Shareholders
P Pacific Reach



May 2015
Westin Bristol Place | 288 keys
 – \$22,000,000
 – Highly visible Toronto Airport full-service hotel
 – Unencumbered by management
V Blackstone
P Easton's Group of Hotels



Dec 2014
Park Hyatt Toronto | 346 keys
 – \$105,000,000
 – 60,000 SF of prime Bloor Street office space
 – 13,000 SF of ground floor retail space
V Hyatt Corporation
P Oxford Properties



Dec 2014
Fairmont Le Château Montebello | 211 keys
 – Pricing Confidential
 – 1,000 acres of land, golf course
 – Marina & resort amenities
V Oxford Properties/OMERS
P Chinese Capital



Oct 2013
Fairmont Château Laurier | 429 keys
 – \$120,000,000
 – 45,000 SF of office space
 – Iconic asset positioned next to Parliament Hill
V Ivanhoé Cambridge
P Larco Investments



May 2013
Hilton Toronto Airport | 419 keys
 – \$25,000,000
 – Direct deal
 – 20,000 SF office space
V Ivanhoé Cambridge
P Silver Hotel Group

275 hotel & resort transactions across Canada over the past decade representing \$4.25 billion in deal value

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