

# Representative Canadian Upscale Transaction Experience



Colliers International Hotels ❖ [www.collierscanada.com/hotels](http://www.collierscanada.com/hotels)



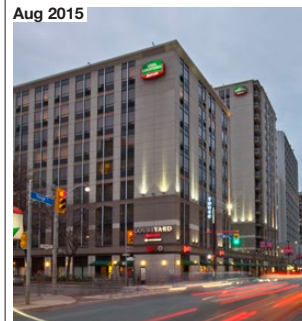
**July 2017**  
**Rosewood Hotel Georgia** | 156 keys  
 – \$145,000,000  
 – Forbes Five-Star hotel  
**V Delta Land**  
**P Pacific Reach**



**Jun 2017**  
**Trump Toronto** | 261 keys  
 – 61-storey mixed-use tower  
 – Future St. Regis (2018)  
 – AAA Five Diamond hotel  
**V JCF Capital ULC**  
**P InnVest Hotels**



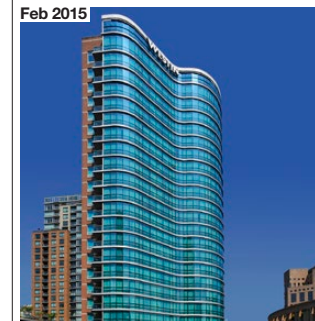
**Feb 2016**  
**Ottawa Marriott** | 489 keys  
 – \$115,000,000  
 – Rare trade in Ottawa  
**V Larco Investments**  
**P InnVest REIT**



**Aug 2015**  
**Courtyard Toronto** | 575 keys  
 – \$99,000,000  
 – Largest CY worldwide  
 – Future redevelopment site  
**V Groupe Jesta**  
**P KingSett & Partners**



**Aug 2015**  
**Westin Prince** | 395 keys  
 – \$70,000,000  
 – North Toronto location  
 – 3.0 acres excess land  
**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**



**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**



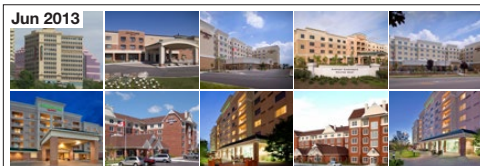
**Dec 2014**  
**Fairmont Le Château Montebello** | 211 keys  
 – Pricing Confidential  
 – 1,000 acres of land, golf course  
 – Marina & resort amenities  
**V Oxford Properties/OMERS**  
**P Chinese Capital**



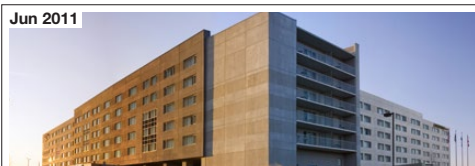
**Dec 2014**  
**Courtyard/Residence Inn Calgary Airport** | 328 keys  
 – \$66,000,000  
 – Marriott-managed  
**V Mitchell Group**  
**P Remai Group**



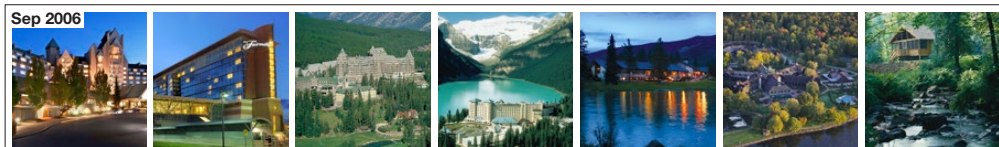
**Oct 2013**  
**Fairmont Château Laurier\*** | 429 keys  
 – \$120,000,000  
 – 45,000 SF of office space  
 – Iconic asset positioned next to Parliament Hill  
**V Ivanhoé Cambridge**  
**P Larco Investments**



**Jun 2013**  
**Concord Marriott Portfolio\*** | 1,304 keys  
 – \$175,000,000  
 – 10-hotel Courtyard & Residence Inn portfolio  
 – Largely newly developed properties  
**V Concord Enterprises JV Lubert Adler**  
**P Various (MIG/Genesis/Morguard)**



**Jun 2011**  
**Courtyard/Residence Inn Montreal Airport\*** | 329 keys  
 – \$39,000,000  
 – Newly built product at the Montreal Airport  
 – Dual branded hotels  
**V Limited Partnership**  
**P Urgo Hotels & Partners**



**Seven Iconic Canadian Fairmont Resorts\*** | 2,929 keys  
 – Whistler, Vancouver Airport, Banff, Lake Louise, Jasper, Montebello, Kenauk  
 – \$1,700,000,000 sold encumbered by long-term management contracts  
 – Largest Canadian resort portfolio on record  
**V Colony Capital**  
**P Oxford Properties/OMERS**

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