

# Representative Canadian Full-Service Transaction Experience

Colliers Hotels



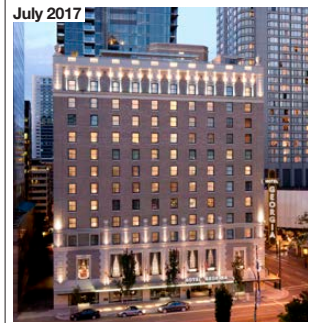
**Dec 2019**  
**Pacific Gateway Vancouver**  
 ❖ 328 keys  
 ❖ full-service marina  
 ❖ 3 acres of prime excess lands  
**Van-Air Holdings to PHI Hotel Group**



**Mar 2019**  
**Hockley Valley Resort**  
 ❖ 104 keys / 299 acre site  
 ❖ 18-hole golf course & ski hill  
 ❖ Adamo Estate Winery  
**Hockley Valley Resort Ltd. to Sunray Group**



**Jun 2018**  
**Delta Toronto East**  
 ❖ 366 keys / \$60,000,000  
 ❖ Prime Highway 401 location  
 ❖ Development component  
**Court Appointed Liquidator to Sunray Group**



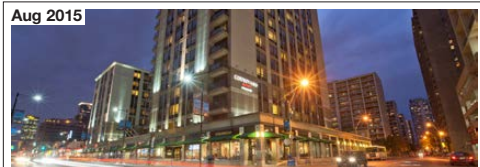
**July 2017**  
**Rosewood Hotel Georgia Vancouver**  
 ❖ 156 keys / \$145,000,000  
 ❖ Forbes Five-Star hotel  
**Delta Land to Pacific Reach**



**Jun 2017**  
**St. Regis Toronto**  
 ❖ 261 keys  
 ❖ 61-storey mixed-use tower  
 ❖ AAA Five Diamond hotel  
**JCF Capital ULC to InnVest Hotels**



**Feb 2016**  
**Ottawa Marriott**  
 ❖ 489 keys / \$115,000,000  
 ❖ Rare trade in Ottawa  
**Larco Investments to InnVest REIT**



**Aug 2015**  
**Courtyard Toronto Downtown**  
 ❖ 575 keys / \$99,000,000  
 ❖ Largest Courtyard Marriott worldwide  
 ❖ Future redevelopment site  
**Groupe Jesta to KingSett Capital**



**Aug 2015**  
**Westin Prince Toronto**  
 ❖ 395 keys / \$70,000,000  
 ❖ Excellent North Toronto location  
 ❖ 3.0 acres excess land for future development  
**Westmont Hospitality to Chinese Capital**



**Feb 2015**  
**275+ hotel & resort transactions across Canada representing \$4.5 billion in deal value since 2010**  
**The Westin Grand, Vancouver**  
 ❖ 207 keys / \$52,000,000  
 ❖ Downtown Vancouver hotel  
 ❖ Strata-titled units  
**Multiple Shareholders to Pacific Reach**



**May 2015**  
**The Westin Toronto Airport**  
 ❖ 288 keys / \$22,000,000  
 ❖ Highly visible Toronto Airport full-service hotel  
 ❖ Unencumbered by management  
**Blackstone to Easton's Group of Hotels**



**Dec 2014**  
**Park Hyatt Toronto**  
 ❖ 346 key / \$105,000,000  
 ❖ 60,000 SF of prime Bloor Street office space  
 ❖ 13,000 SF of ground floor retail space  
**Hyatt Corporation to Oxford Properties**



**Dec 2014**  
**Fairmont Le Château Montebello**  
 ❖ 211 keys  
 ❖ 1,000 acres of land, golf course  
 ❖ Marina & resort amenities  
**Oxford Properties/OMERS to 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  
**Ivanhoé Cambridge to Larco Investments**



**May 2013**  
**Hilton Toronto Airport**  
 ❖ 419 keys / \$25,000,000  
 ❖ Direct deal  
 ❖ 20,000 SF of office space  
**Ivanhoé Cambridge to Silver Hotel Group**

275+ hotel & resort transactions across Canada representing \$4.5 billion in deal value since 2010

## Canada's Hotel Real Estate Leader

In the past 30 years, Colliers' Hotels team has acted on the sale or financing of more than 750 hotels and resorts with deep transaction experience in every province. We are results-driven: whether a large portfolio or single property, our proven process delivers results via our global connections, world-class marketing and innovative strategies. Our clients choose us for our superior client service, level of specialization and unique market insights.

### Our Team



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### Services:

- ▶ Hotel Brokerage
- ▶ Debt Placement
- ▶ Special Situation Resolution
- ▶ Strategic Advisory & Consulting
- ▶ Value-Add Research