

HOSPITALITY GROUP

1st Quarter 2020

By The Numbers

ON THE MARKET

▶ 150
active engagements

▶ 12,179
guest rooms

▶ \$2.3B
in total assets value

▶ Deals working
\$507M
53 Hotels

CLOSED

▶ \$482M
closed last 12 months

▶ 1 every 6
on average, one
transaction closed
every six days last 7
years

▶ 411
hotels sold since 2013

DEBT

*AY Capital Markets***

\$8B
debt, equity,
advisory and
sale transaction

**Other Avison Young Principals - Hospitality

Hotel Transactions by Brand Since 2013



110
sold



38
sold



76
sold



19
sold



HYATT

53
sold

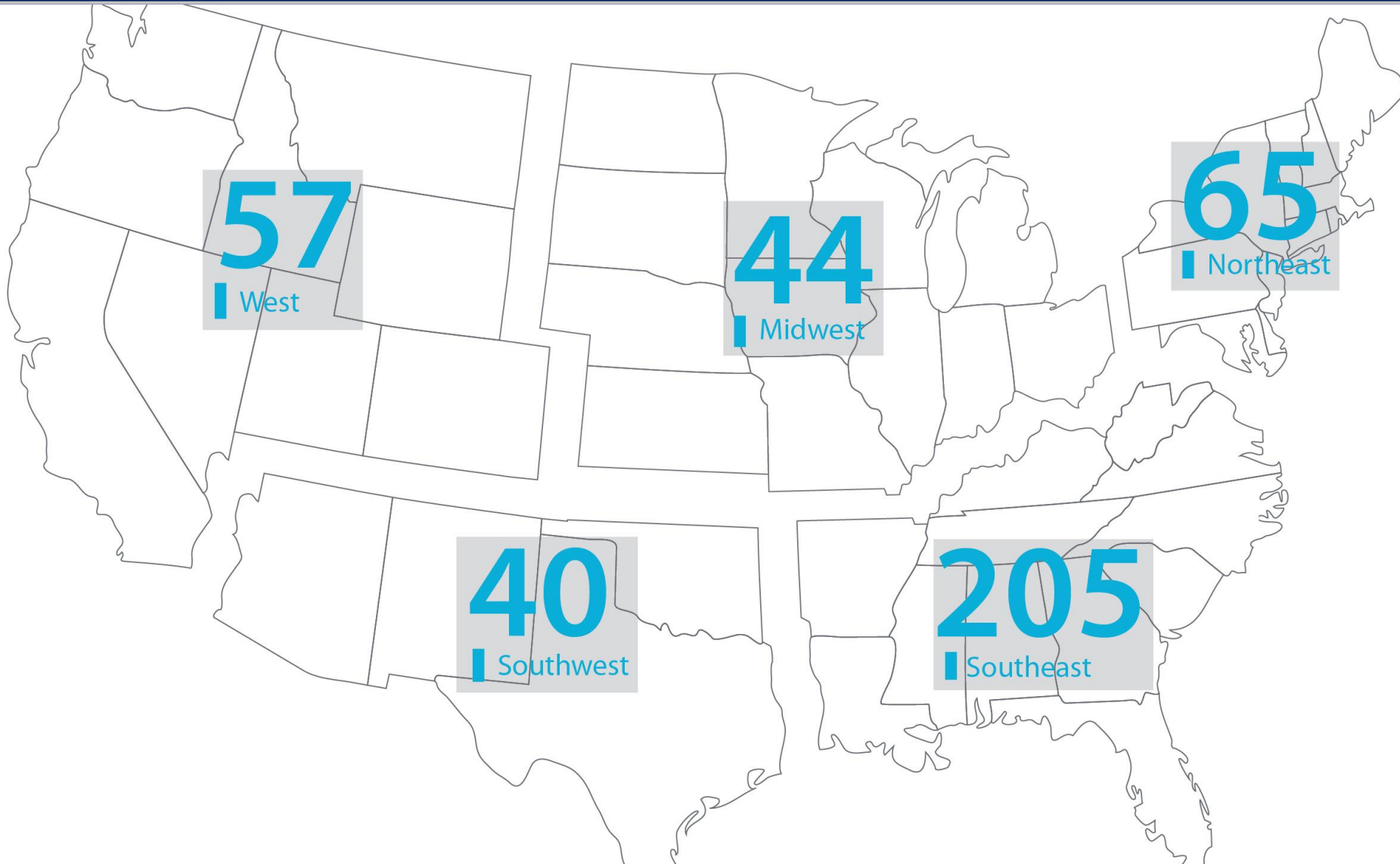


7
sold

Historical, Independent &
Other Brands

108
sold

Hotel Transactions by Region Since 2013



Where We Are Now

- 1) Public vs Private - Bellweather
- 2) Lodging Stocks vs Tech Stocks
- 3) Decision time
 - 1) Do I hold
 - 2) Do I sell
 - 3) Do I refinance

Where Is The Market Going

- ▶ Next 3 QTRs could be very volatile
- ▶ REVPAR vs Expenses (*labor/taxes/insurance etc.*)
- ▶ Unrest / Uncertainty / Election Season
- ▶ Enormous Construction Pipeline

What We Do

- ▶ Sell Hotels
- ▶ Finance Hotels
- ▶ BOVs - Valuations - Resource
- ▶ Use us to help

Thank You

**AVISON
YOUNG**

avisonyoung.com

©2019 Avison Young. All rights reserved

Partnership. Performance.