

AVISON
YOUNG



HOSPITALITY GROUP

2nd Quarter 2019

By The Numbers

ON THE MARKET

- ▶ **171**
active engagements
- ▶ **16,889**
guest rooms
- ▶ **\$2.4B**
in total assets value
- ▶ Deals working
\$550M
39 Hotels

CLOSED

- ▶ **\$260M**
closed YTD 2019
- ▶ **1** every **6**
on average, one
transaction closed
every five days last
6 years
- ▶ **385**
hotels sold since 2013

DEBT

- AY Capital Markets***
- ▶ **\$7.5B**
debt, equity,
advisory and
sale transaction
- **Other Avison Young Principals - Hospitality
- ▶ Last **12** months,
\$420M Debt
Capital Markets Group

Hotel Transactions by Brand Since 2013



106
sold



34
sold



73
sold



16
sold



49
sold

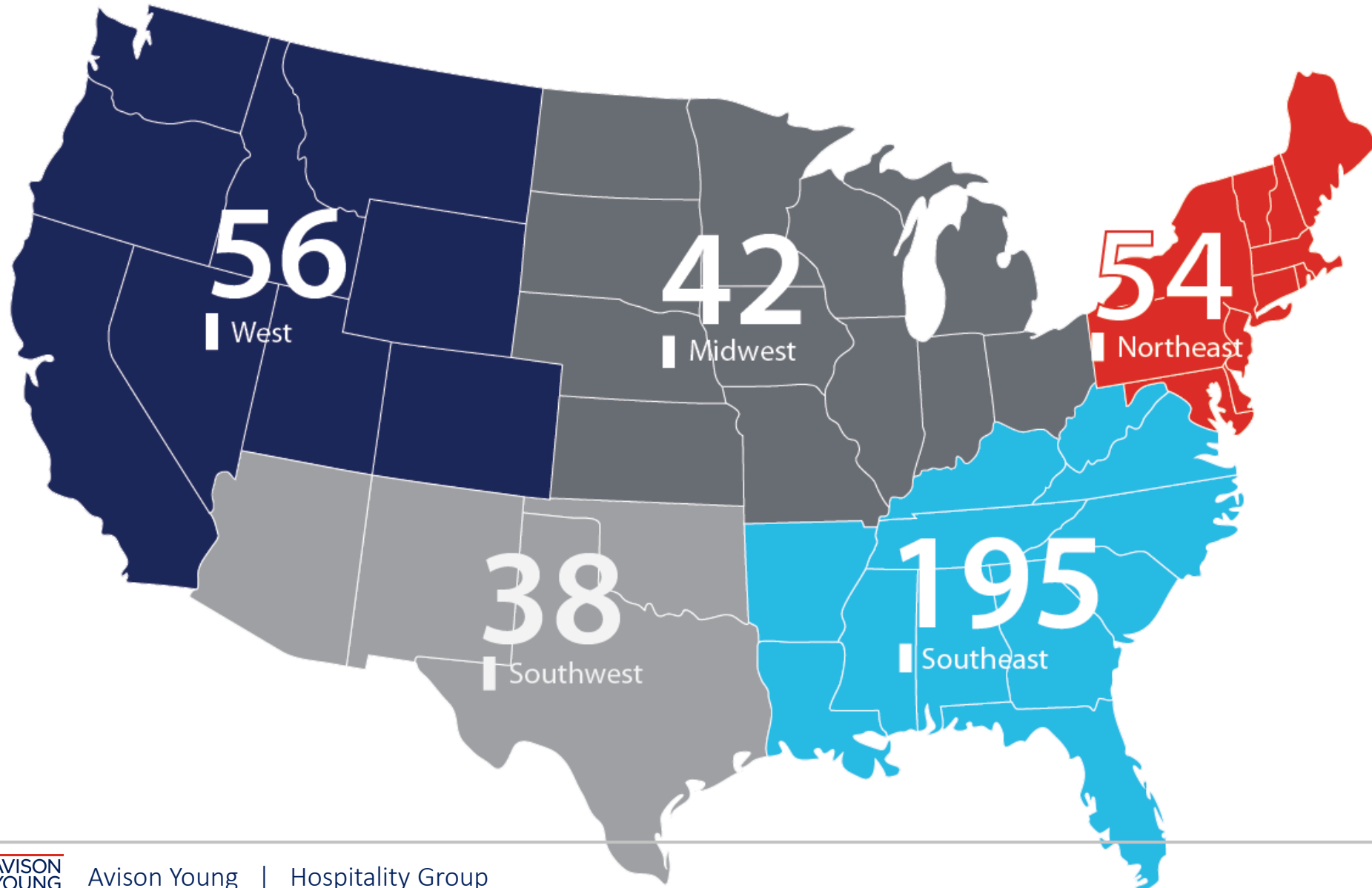


7
sold

Historical, Independent &
Other Brands

99
sold

Hotel Transactions by Region Since 2013



Where We Are

- 1) Market Rebound
- 2) Seller's and Buyer's Market
- 3) Concern over possible Down Cycle
- 4) Decision time
 - 1) Do I hold (5 year decision)
 - 2) Do I sell
 - 3) Do I refinance

Where We Are Going

- ▶ Expect stocks to be up and down for 2019
- ▶ Equity will lead acquisitions for 2019
- ▶ Make your decisions based on 5 - 6 years
- ▶ Avison Young - free BOV's and investment analysis
- ▶ We not only sell hotels, we finance hotels
- ▶ Use us as a resource - early and often
- ▶ Let us know how to help

Thank You

**AVISON
YOUNG**

avisonyoung.com

©2019 Avison Young. All rights reserved

Partnership. Performance.