## 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
- **$7.5B** debt, equity, advisory and sale transaction
  - **AY Capital Markets**
  - Last **12** months, **$420M** Debt
  - **Capital Markets Group**

**Other Avison Young Principals - Hospitality**
<table>
<thead>
<tr>
<th>Brand</th>
<th>Count</th>
<th>Sold</th>
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<tbody>
<tr>
<td>Marriott</td>
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<td>Hilton</td>
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<td>Hyatt</td>
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<td>Choice Hotels &amp; Resorts</td>
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<td>Carlson</td>
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<td>Historical, Independent &amp; Other Brands</td>
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Hotel Transactions by Region Since 2013

- West: 56
- Midwest: 42
- Northeast: 54
- Southwest: 38
- Southeast: 195
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