By The Numbers

ON THE MARKET

► 153 active engagements
► 13,421 guest rooms
► $1.9B in total assets value
► Deals working $622M

CLOSED

► $410M closed YTD 2019
► 1 every 6 on average, one transaction closed every five days last 7 years
► 398 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

- Marriott: 107 sold
- Hilton: 73 sold
- Hyatt: 51 sold
- Choice Hotels: 34 sold
- Wyndham Hotels and Resorts: 16 sold
- Carlson: 7 sold
- Historical, Independent & Other Brands: 102 sold

Avison Young | Hospitality Group
Hotel Transactions by Region Since 2013

- West: 59 transactions
- Midwest: 43 transactions
- Northeast: 57 transactions
- Southwest: 40 transactions
- Southeast: 199 transactions
Where We Are Now

1) Concern

2) Seller’s and Buyer’s Market

3) Decision time
   1) Do I hold
   2) Do I sell
   3) Do I refinance
Where Is The Market Going

- Next 3 QTRs – very volatile
- Equity will lead acquisitions
- If you have anything you want to sell – do it now
- Make your decisions based on 5 - 6 years
What We Do

- Sell Hotels
- Finance Hotels
- BOVs - Valuations - Resource
- Use us to help
Thank You