

VALUATION & ADVISORY

HOSPITALITY & LEISURE

The Hospitality & Leisure Practice Group offers a full range of valuation and advisory services. The team is distinguished by its combination of industry experience, local market knowledge, global coverage and responsive service. With many of our professionals having prior experience as hotel operators, developers, lenders, advisors, and lawyers, our team is highly skilled in every facet of the industry.

The goal of the Hospitality & Leisure group is to understand our clients' business, personnel, and real estate circumstances in order to provide best-in-class service. The group combines superior local knowledge with access to a national and international network of data and market participants, which results in identification of emerging trends critical to the process.

THE CUSHMAN & WAKEFIELD ADVANTAGE

Our unique combination of research and proprietary technology helps us interpret market intelligence required to provide excellent service and communication to clients. The Hospitality & Leisure Practice Group develops proprietary research such as industry overviews and market snapshots. We also provide market presentations, expert witness testimony, and are invited as guest speakers to various industry-related events. The team attends seminars and conferences throughout the country and members are considered industry thought leaders.

The group promotes an exchange of intelligence among all Valuation & Advisory's practice groups to discuss best practices, case studies and enhancement of quality control.

PROPERTY TYPES

HOTELS

- Full-service hotels
- Limited-service hotels
- Select-service hotels
- Extended-stay hotels
- Boutique hotels

GAMING

- Land based casinos and resorts
- Dockside and riverboat casinos
- Pari-mutuel racetracks
- Card clubs
- Native American casinos

OTHER

- Conference centers
- Timeshares and fractional ownerships
- Lodging driven mixed-use
- Golf, sports & entertainment, and recreational facilities
- Amusement parks
- Wineries

Hospitality Services

Property Appraisals & Review

- Appraisal services for corporations, institutional investors, advisors and lenders
- Expense analysis, feasibility/market studies and impact studies
- Multi-property portfolio valuation capabilities

Diligence Advisory

- CMBS underwriting
- Due diligence for acquisition/financing
- B-piece underwriting
- Loan portfolio underwriting and due diligence
- Cash flow modeling

Financial Reporting

- Agreed Upon Procedures (AUP)
- ASC 820, fair value measurements
- ASC 805, business combinations
- Debt valuation

Dispute Analysis & Litigation

- Dispute analysis
- Expert testimony
- Arbitration
- Litigation/trial support & consulting

Property Tax Services

- Assessment appeals
- Business and personal property tax compliance & audit support
- Proprietary software
- Full outsourcing capabilities

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