

Atlanta Business Chronicle
Atlanta business news
Atlanta, GA
January 17, 2017

From the Atlanta Business Chronicle:

<http://www.bizjournals.com/atlanta/news/2017/01/17/avison-young-acquires-atlanta-based-hotel-assets.html>

Avison Young acquires Atlanta-based Hotel Assets Group

Jan 17, 2017, 6:46am EST

Commercial real estate firm [Avison Young](#) said it has acquired Atlanta-based hotel real estate brokerage company [Hotel Assets Group LLC](#).

Toronto, Ontario-based Avison Young said the deal will allow it to launch a new hospitality group that will operate nationally in the United States. Twenty five employees, including 20 brokers, will join Avison Young with five -- [Keith Thompson](#), Brad Sinclair and [Michael Bernath](#) in Atlanta, Andrew Broad in New York, Chris Stark in Portland, Ore. and [Eric Gunderson](#) in Los Angeles -- becoming principals.

Terms of the deal were not disclosed.

Hotel Assets Group was founded by Thompson and Sinclair in 2007 and today has 182 hotels on the market.

“This transaction represents another milestone in our company history as we add a significant hospitality practice,” said [Mark E. Rose](#), Avison Young's chair and CEO, in a statement. “As a result, our strategic framework will now cover five core service offerings as hospitality complements our existing office, industrial, retail, and multi-family property sectors while serving two key client segments – investors and occupiers. Moreover, the new hospitality group will ensure that this new core service fits seamlessly with all of our other



AVISON YOUNG

Keith Thompson, left, and Brad Sinclair of Hotel Assets Group LLC, which is being acquired by Avison Young.

business lines.”

“Hotel AG is one of the most prominent and successful hotel brokerage and advisory firms in the U.S.,” Rose added. “Increasingly, our U.S. and global investor clients either own or want to explore investments in hospitality assets, and the team joining from Hotel AG will enable Avison Young to provide expert advice to these clients and help them increase, and realize, value in their hospitality portfolios. As a result of this acquisition, we will have hotel real estate specialists located in Atlanta, Washington DC, New York, Chicago, Los Angeles, San Francisco, Tampa, Orlando, Portland and Dallas.”

“With one of the largest hotel real estate markets in the U.S., Atlanta is the ideal base for our new hospitality group,” added Steve Dils, Avison Young principal and managing director of the firm’s Atlanta office. “We’re thrilled that Keith has brought his team to Avison Young at a time when multiple transactional opportunities involving hotel assets are emerging. Keith and his team possess a keen understanding of complex operational and sales issues that often impact value, and the team members have outstanding long-term relationships with many of their clients. The team has established a high profile in Atlanta and throughout the country, and will ensure that we offer a variety of properties, ranging from trophy-class assets to boutique hotels to specialty lodgings, while providing creative investment and financing options that meet the unique needs of all investors.”

David Allison
Editor
Atlanta Business Chronicle

