

REFERENCE

Hotels

MARKET AND MORTGAGE LENDING VALUE APPRAISALS

Clients Credit institutions, property owners, investors

Services Market value appraisals in accordance with § 194 BauGB/RICS-standards as well as mortgage lending value appraisals in accordance with the Pfandbrief Act/Regulation on the Determination of the Mortgage Lending Values of Properties (BelWertV) including comprehensive market, location and competition analysis



Appraisals of special purpose property, such as hotels, require specific know how of operating companies, cost and return structures as well as market developments (low budget vs. luxury hotels). Such profound knowledge of the market forms the basis of reliable return forecasts.

This approach is based on an analysis of the relevant competitive situation. Additionally, we evaluate key market data, such as change in overnight stays, the ARR (average room rate), the RevPar (revenue per available room), as well as the property's design and its operator's track record.

With their broad experience and qualifications, our staff members guarantee the highest possible expertise when applying all recognised valuation methods. In order to round off the process-optimised valuation, we validate the findings

using a great amount of comparables at the disposal of BulwienGesa Valuation.

BulwienGesa Valuation has conducted numerous hotel valuations.

Current reference projects on this field include:

- Portfolio of 10 Hilton hotels in Great Britain
- "Grand Hyatt" at Potsdamer Platz (Berlin)
- Two Intercity hotels
- A hotel project in the surroundings of the new BBI airport in Berlin

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