

SAVILLS AUSTRALIA

Valuation and Advisory

Hotels



savills

Valuation **services**

Savills team of valuers provides advisory services across all property market sectors. The team is highly regarded by the market for its ability to identify and solve complex property matters and provide timely and accurate advice.

The team benefits from sector specialists in the hospitality sector with over 100 years' experience valuing going concerns from privately operated motels to major accommodation hotel portfolios and luxury resorts.

Across the hotel valuation business, Savills values approximately A\$20 billion of hotels annually, including the following recent valuations:

- Brisbane, Melbourne & Sydney Marriott Hotels
- Stamford Plaza Australia wide Portfolio
- InterContinental Hayman Island
- Mercure & Ibis Tuckerbox Australia Wide Portfolio
- Charter Hall Long Wale Pub Portfolio

Savills team of valuers provides comprehensive services, including:

- Valuations for major listed property trusts and wholesale investment funds
- Valuations for mortgage lending, stamp duty, capital gains tax and GST purposes
- Portfolio valuation advice for multinational corporate clients
- Valuations of property assets for insurance and balance sheet purposes
- Due diligence advice on asset acquisition & disposal
- Compensation under the Land Acquisition (Just Terms Compensation) Act 1991 (NSW)
- Market demand studies for new hotel developments
- General property advisory services
- Hotel Operator selection or Hotel Operator forecast peer review

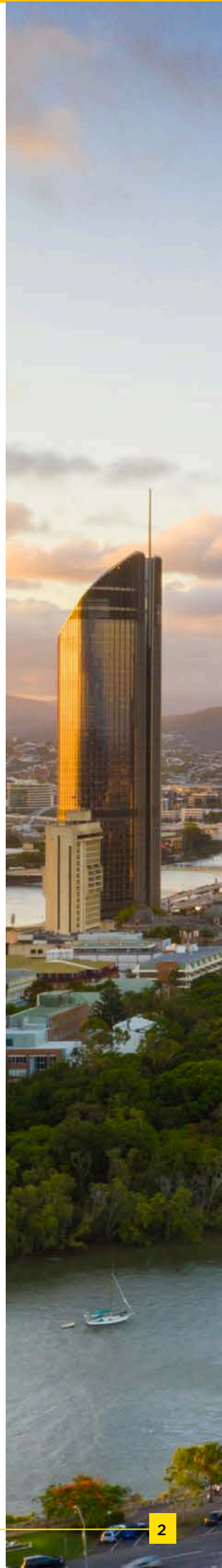
HIGH CALIBRE RESEARCH

We are supported by our dedicated Research division which specialises in investment analysis, market trends, feasibility studies and client specific research needs. Backed by a highly respected team of global researchers, our Australian research team is dedicated to the analysis of commercial, industrial, retail and residential markets throughout the country.

Their skilled team provides a full suite of consultancy services, ranging from tenant representation to property site selection for multinational businesses.

Their comprehensive knowledge of property markets across Australia combined with the expertise of our extensive agency, management and valuation professionals stand us in a class of our own.

Regular market reports are produced and distributed to our institutional, corporate, government and private clients and special insight reports offer further analysis and identify trends.



Valuation and Advisory

Our Valuations division is able to add further value for our clients through the following advantages offered by Savills:



Shared expertise between all real estate and property disciplines within Savills national and international network.



High level of computer literacy among each member of the Valuation & Advisory Division. Our information technology system is supported by a national database and our staff are trained in our custom-made hotel DCF model as well as Forbury and Estate Master. All staff are networked to a central server with nightly back-up and are provided with the support of a full-time specialist overseeing all information technology functions within our company



Gateway is a dedicated internal platform that comprises a CRM and a property database. Gateway forms the basis of daily workflow and co-ordination of the business. Gateway enables the valuation division to identify conflicts of interest immediately and log and monitor all workflow, allowing effective communication with external valuation ordering platforms and accurate and reliable client contact.



Savills operates under a rigorous Best Practice framework, overseen by our APAC Head of Best Practice. This document outlines the standards for delivering robust Valuation Reporting that aligns with both API and RICS guidelines. It incorporates comprehensive risk mitigation measures throughout every stage of the valuation process.

To ensure quality and consistency, all valuation reports undergo a Director level internal peer review before being critically assessed by an external panel of QA consultants. These consultants bring a diverse range of expertise, including backgrounds in banking and institutional property, ensuring a thorough and credible evaluation.



An extensive research library of all relevant publications – including those available through the Australian Property Institute (API), Property Council of Australia (PCA), Urbis, MSCI Real Capital Analytics, Real Estate Institute's along with financial, legal and corporate institutions – which allow the Valuations division to keep pace with change and innovation in the industry. Savills also subscribe to Co-Star STR hotel key performance indicators, providing access to trend reports and new supply forecasts.



All Australian members of the Valuation & Advisory team attend recognised seminars and presentations and are members of the Australian Property Institute (API) requiring annual CPD (Continuing Professional Development) compliance. Our clients can be assured the Code of Ethics dictated and enforced by the API is met at all times.



Over the last 5 years:



115,000 hotel rooms valued



\$70 billion worth of hotels valued



Experience across 21 Countries



Pubs



Caravan Parks



Motels



Hotels & Resorts



Serviced Apartments



Casino

Track Record



SALTER BROTHERS & GIC

Savills have been appointed to value two national portfolios for Salter Brothers and GIC for financial reporting and also first mortgage security purposes for a syndication of major lenders. The portfolios comprised 11 former Travelodge hotels converted to Ibis Styles and Mercure Hotels in Brisbane, Melbourne, Newcastle, Perth and Sydney. The second portfolio comprised Crowne Plaza, InterContinental Hotels and Voco Hotels in Melbourne, Sydney and the Gold Coast. The portfolios required the valuers to consider the property improvement plans and rebranding proposals.



PRO-INVEST PORTFOLIO

Savills were appointed to value a portfolio of recently developed limited service hotels on behalf of Pro-invest's lenders. The portfolio comprises 8 Holiday Inn Express hotels operated under a franchise and management agreement located in Adelaide, Brisbane, Melbourne, Newcastle, Sunshine Coast and Sydney.



YTL HOSPITALITY REIT

Savills were appointed as valuers for the YTL Hospitality REIT and their bankers. The instruction included a requirement for a hypothetical break up of land, building, FF&E and business. The client owns 3 prime CBD Marriott hotels in Brisbane, Melbourne and Sydney that are all subject to long term management agreements to Marriott. The Sydney Harbour Marriott and Brisbane Marriott have been subject to significant capital investment to enhance the product, which needed to be taken into consideration in the preparation of trading forecasts.

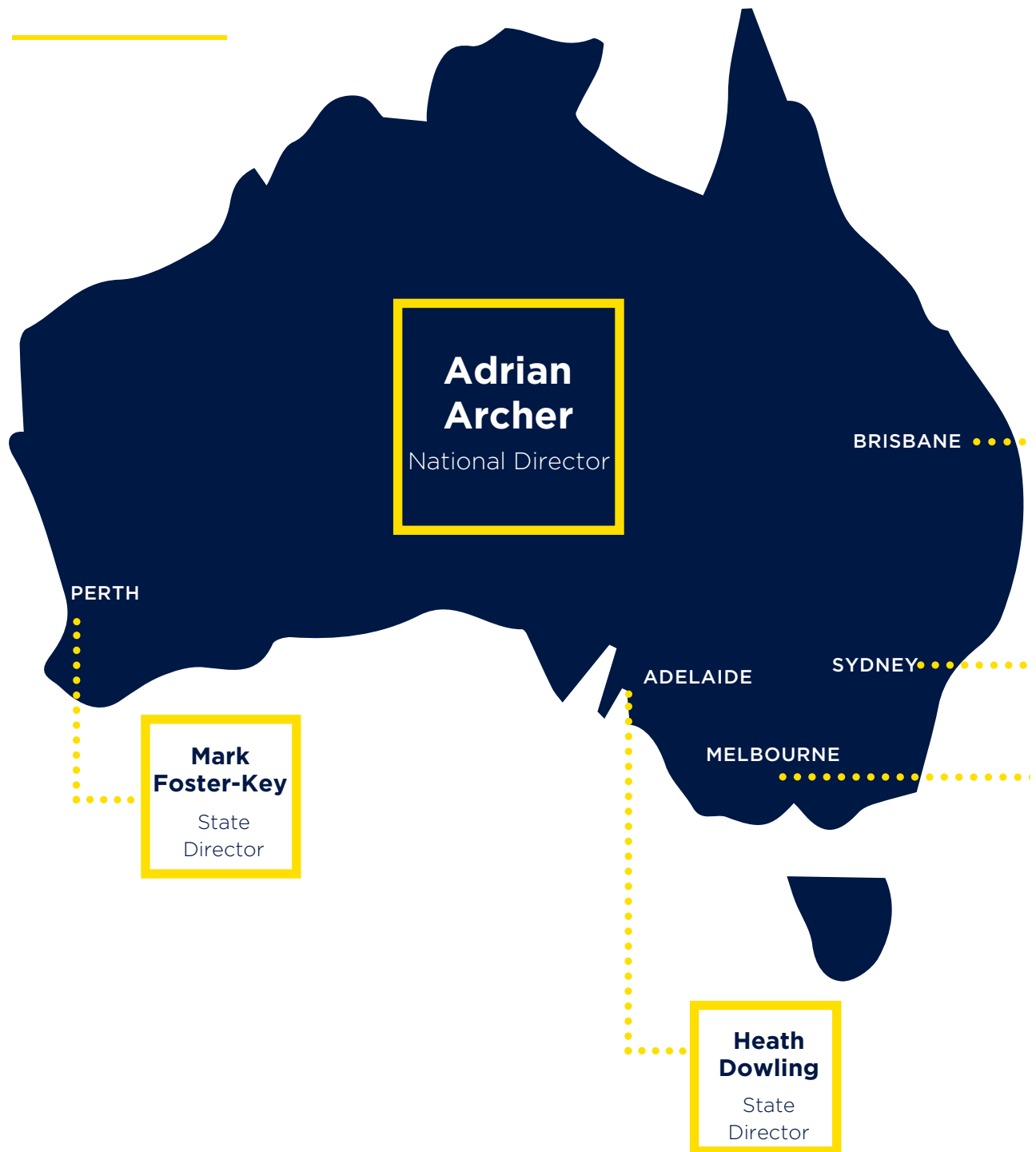
Savills **competitive** edge

Nothing says more about our expertise than the results we deliver. Our reputation has been built on paying attention to detail and completing the valuation brief on time.

Leading companies that rely on the results we deliver include the following:



Reach out to your local **experts**



Adrian Archer
National Director

Jordan Hayes
Director

Jackson Simpkin
Assistant Valuer

James Cassidy
Director

Marianna Tinkas
Assistant Valuer

Antony Schober
Director

AUCKLAND

Steven Dunlop
Director

The Team



Adrian Archer

National Director

aarcher@savills.com.au
[+61 481 037 429](tel:+61481037429)

Adrian's career started in London in 1998 where he valued over 1,000 hotels and resorts in the UK, Europe, Africa, North America, and the Caribbean for a range of clients.

In 2013, Adrian relocated to Savills Sydney to establish the Hotel Valuation & Advisory division and has since valued in excess of AU\$55bn worth of hospitality assets, across over 130,000 hotel rooms, in Australasia on behalf of banks, institutions, private investors, REITs, and developers.

An industry commentator, Adrian has a long-standing reputation of being a sought-after hotel expert, regularly speaking at industry events.

Adrian leads a respected national team of hotel valuers represented on most major bank panels across all states, completing complex valuations, large portfolios and a wide range of assets to include luxury resorts and retreats, serviced apartments, CBD accommodation hotels and high-profile mixed-use developments.



Jackson Simpkin

Assistant Valuer

jackson.simpkin@savills.com.au
[+61 426 847 247](tel:+61426847247)

Jackson is an Assistant Valuer working alongside Adrian Archer and the wider national team. He has contributed to the valuation of a range of hospitality assets, including the Sheraton Grand Mirage Gold Coast, Mantra Mackay and Charter Hall pub portfolio spanning across Queensland.

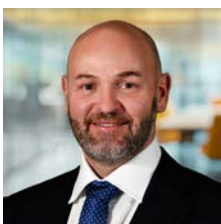


Jordan Hayes

Director

jordan.hayes@savills.com.au
[+61 417 999 331](tel:+61417999331)

Jordan Hayes has over 17 years of experience in the property valuation industry. Jordan has had high level exposure to a wide range of commercial property valuations including retail, industrial and office. More recently he has had stronger focus on the broader Going Concern markets including MLR, motels, pubs, hinterland assets and hotels.

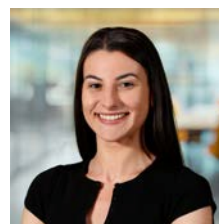


James Cassidy

Director

jcassidy@savills.com.au
[+61 478 333 858](tel:+61478333858)

James has approximately 15 years of experience in the property valuation industry, having valued a wide range of assets, including commercial office, retail, and industrial properties. Since 2017 James has been working with the Hotels Team in the valuation of various leisure and accommodation assets including major CBD hotels, motels and resorts.



Marianna Tinkas

Assistant Valuer

mtinkas@savills.com.au
[+61 487 300 679](tel:+61487300679)

Marianna assists in the valuation of accommodation and leisure sectors in Sydney's CBD and Fringe markets. Marianna assists directors with the valuation of Going Concern and Leased assets, including accommodation and licensed hotels and backpackers hostels.

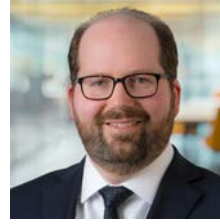


Antony Schober

Director

antony.schober@savills.com.au
[+61 497 949 843](tel:+61497949843)

Antony is a Director within Savills Valuation & Advisory with over 25 years of property experience across Australia, the United Kingdom, Europe and the Middle East. He specialises in the valuation of hospitality assets, including hotels and serviced apartments and delivers valuation services for financial reporting, first mortgage security, due diligence and acquisition purposes. Consultancy expertise includes feasibility analysis, highest and best use assessments, land valuation and rental assessments. Antony has valued a diverse range of hospitality assets, from boutique hotels to major branded and luxury properties.



Heath Dowling

State Director

hdowling@savills.com.au
[+61 438 838 949](tel:+61438838949)

Heath has nearly 15 years' experience across the Northern Territory and South Australia. His valuation experience has been gained throughout all facets of property valuation, which includes tourism and hospitality valuations, such as hotels, motels, tourist resorts, caravan parks, child care centres and service stations.



Mark Foster-Key

State Director

mfosterkey@savills.com.au
[+61 414 458 987](tel:+61414458987)

Mark specialises in institutional grade property valuations encompassing all asset classes, including hotels. He focuses on shopping centre, CBD office, englobo residential subdivision valuations and mixed use developments including hotels.



Steven Dunlop

Director

sdunlop@savills.co.nz
[+64 21 440 307](tel:+6421440307)

Steven's experience encompasses all sectors of the urban property market plus plant and equipment and infrastructure assets. He has undertaken valuations of commercial, retail and industrial properties plus special purpose assets and going concern assets such as Airports, Ports, Marinas, Drystacks, Quarries, Landfills and Cleanfills. Steven works in conjunction with the Australian Hotel Valuation team for specialised hotel assets.

Why **Savills?**

For over 170 years, we've been helping people thrive through places and spaces. With more than 42,000 professionals dedicated to commercial and prime residential real estate across 70 countries, no matter where you are, we have the expertise to bring your vision to life.

Making a positive impact is at the heart of our partnerships. From the way we advise you to the work we do directly, we're committed to adding value while always honouring our responsibility to protect the environment, support local communities and foster and inclusive culture.

Whether you're a corporate looking to expand, an investor seeking sustainably to optimise your portfolio or a family trying to find a new home, we bring a truly personal approach to every project, delivering best-in-class insights and advice to help you make better property decisions.



Our **services**

	Asset Management		Project Management
	Asia Markets		Property Accounting
	Capital Transactions & Advisory		Property Consultancy
	Commercial Sales & Investment		Residential Projects
	Cross Border Investments		Luxury Residential Sales
	Hotels Investments		Residential Site Sales
	Industrial & Logistics		Retail Leasing
	Occupier Services		Valuation & Advisory
	Office Leasing		Sustainability and ESG

Our people, **your vision**

Savills is an organisation of extraordinary individuals, working tirelessly together to deliver you the best results.

When you work with us, you'll discover our people have an energy about them. A natural warmth that creates lasting, trusted relationships.

We gather experts from around the world to ensure there's always someone with the right experience to help you realise your ambitions. That means welcoming and empowering people from all backgrounds and experiences – because it's the combination of our diverse perspectives and expertise that creates incredible results.



Making a **positive impact**

Whether it's the way we advise you or the work we do directly, we always seek to add value while being a force for good – pioneering initiatives that help both people and the planet to thrive.



CLIMATE

We work to minimise our impact on the environment and are committed to reducing our carbon output to net zero by 2040. From reintroducing biodiversity to green retrofits of existing buildings, we strive to create a sustainable future for ourselves and our clients.



CULTURE

A company is nothing without a strong culture. We actively foster an inclusive workplace aiming to attract diverse talent, develop and support our people, and always lead by example.



COMMUNITY

People are at the heart of our business. We aim to create a lasting positive social impact on local communities through the way we engage with them, the work we do and the charitable initiatives we run to support them.

Our values

The culture ingrained in our business is what sets us apart, guiding the way our people behave to bring you the best possible service. Here are the four key values we'll live by whenever we work together.



1 WE LISTEN

If it matters to you, it matters to us. We put you at the heart of everything we do. We listen to your unique needs and take the time to understand your aspirations, responding with bespoke solutions to help you achieve your goals.



2 WE EMPOWER

You make the best decisions when you have the right experience and advice at your fingertips. Our experts pioneer new approaches, bringing fresh ideas and informed insights to the table.



3 WE CHALLENGE

Progress comes when we question the status quo. We're always open and honest with our views, constructively challenging you, and each other, in the pursuit of the best outcome. Your success is our priority.



4 WE COLLABORATE

Trust that you have the right people in the room – not just for the pitch but at every point in your project. We unite diverse perspectives and expertise across our global and local networks, collaborating with your team to build personal, lasting relationships.

Our **purpose**

Places and spaces are more than land or bricks and mortar. They're where people create new ideas, build memories and plan futures.

It could be a sustainable office that sparks creativity, or a home that gives a family room to grow.

A development focused on the needs of the local community, or a rural estate consciously managed for biodiversity.

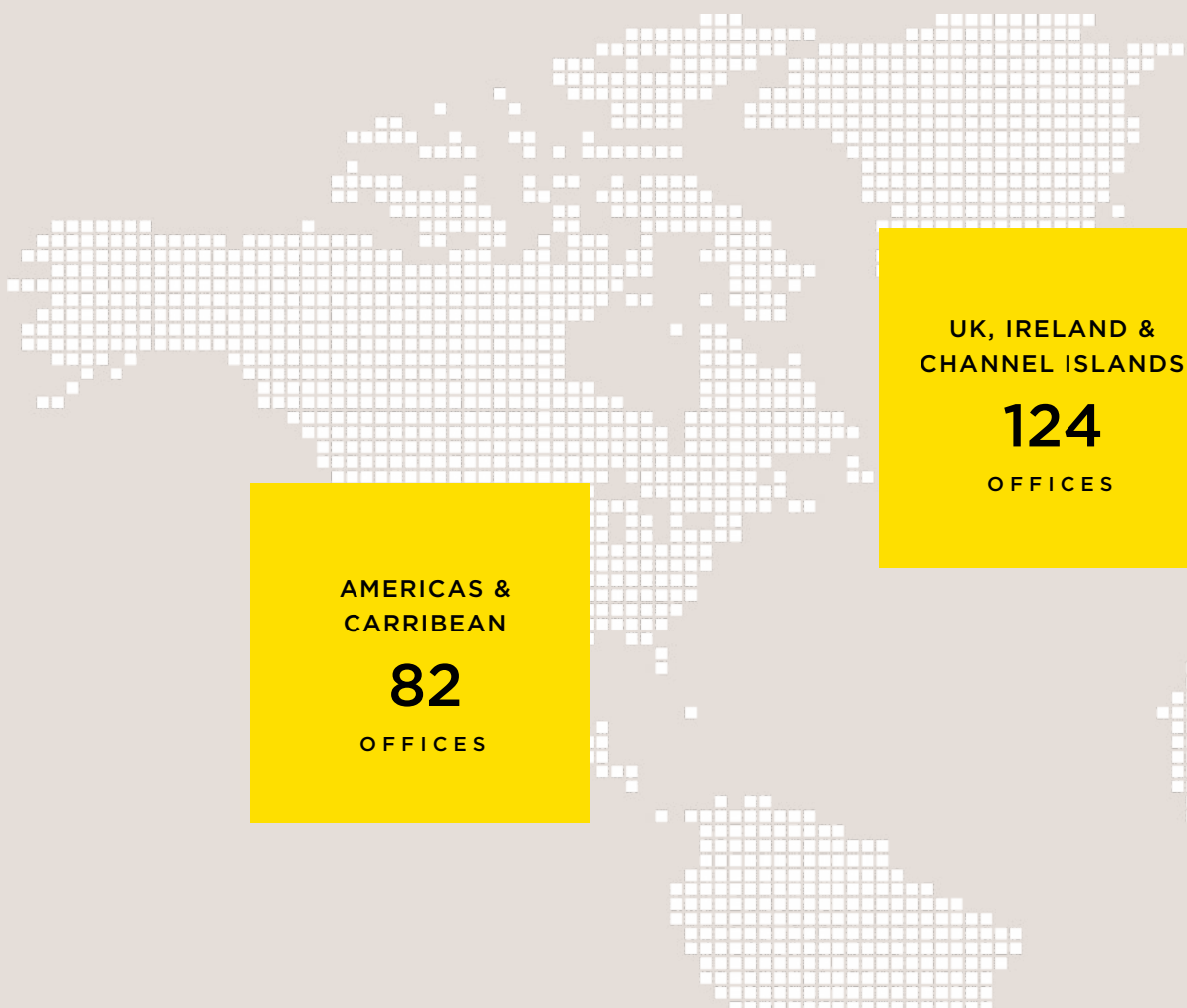
Whether you are a global corporate, developer, investor or family, our goal is simple:

to help people thrive through place and spaces.



Global presence, local **expertise**

Wherever you are in the world, we put unrivalled expertise on your doorstep. Tell us your needs and aspirations and we'll unite diverse perspectives from around the world to create the right team, tailored to your project, to deliver the best results.



UK, IRELAND &
CHANNEL ISLANDS

124

OFFICES

AMERICAS &
CARRIBEAN

82

OFFICES



£659m

REVENUE



28,000+

EMPLOYEES



FTSE 250



£2.2bn

OF GLOBAL TRADE
HAS PUT SAVILLS
INTO THE TOP 5
GLOBAL REAL ESTATE
ADVISORS



42,000+

EMPLOYEES ACROSS
CONTINENTAL EUROPE
& MIDDLE EAST,
ASIA PACIFIC AND
THE AMERICAS



700+

OFFICES AND
ASSOCIATES IN 70
COUNTRIES CREATING
A STRONG GLOBAL
REACH AND NETWORK

EUROPE

129

OFFICES

ASIA PACIFIC

75

OFFICES

MIDDLE EAST & AFRICA

305

OFFICES

Disclaimer

This document is prepared by Savills for information only. Whilst reasonable care is taken to ensure that the information contained in this document is accurate, we cannot guarantee its accuracy and we reserve the right to change the information at any time without notice. Savills cannot be held responsible for any liability whatsoever or for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this document. The copyright in this document and its content belong to Savills and related entities. Permission to use any part of this document must be sought directly from Savills or its related entities. All content copyright 2024 Savills. All rights reserved.

savills.com.au

savills.co.nz

