



**CUSHMAN &
WAKEFIELD**

VALUATION & ADVISORY

HOSPITALITY & GAMING

The Hospitality & Gaming Practice Group offers a full range of valuation & advisory services. The team is distinguished by its combination of industry experience, local market knowledge, global coverage, and responsive service.

The goal of the Hospitality & Gaming 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 assists with interpreting market intelligence required to provide excellent service and communication to clients. The Hospitality & Gaming Practice Group develops proprietary research such as industry overviews and market snapshots. Our members 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 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. 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.

PROPERTY TYPES

HOTELS

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

GAMING

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

OTHER

- Conference centers
- Timeshares & fractional ownerships
- Lodging driven mixed-use
- Integrated resorts

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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