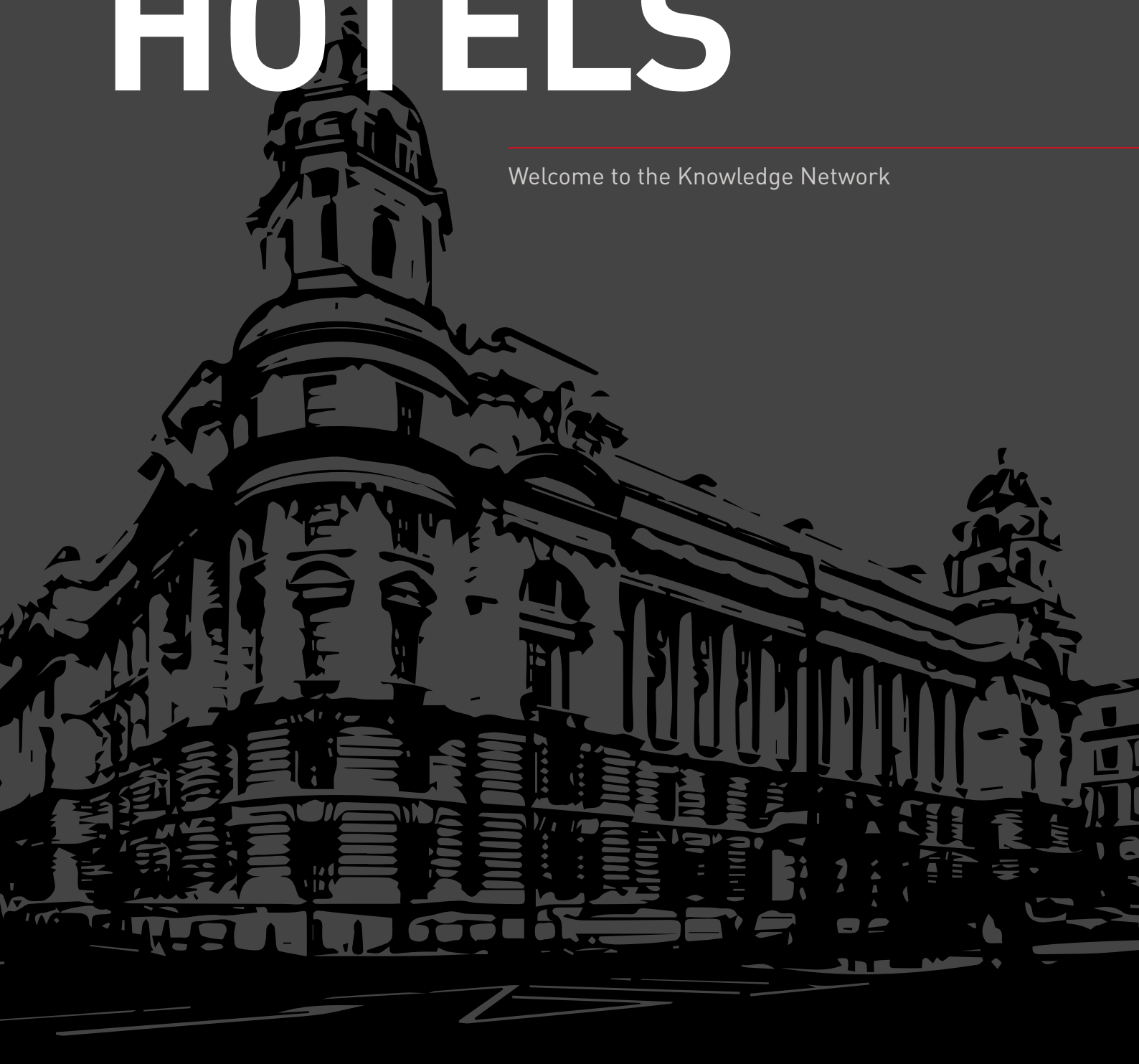


# KNOW HOTELS

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Welcome to the Knowledge Network



# FULL SERVICE

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With our established, dedicated team of specialist hotel surveyors, we are recognised as one of the industry's leading full service advisors to the hotel sector. Our in-depth knowledge enables us to understand the individual characteristics of hotel businesses through every phase of the investment and operating cycle, and we develop longstanding relationships with our clients.

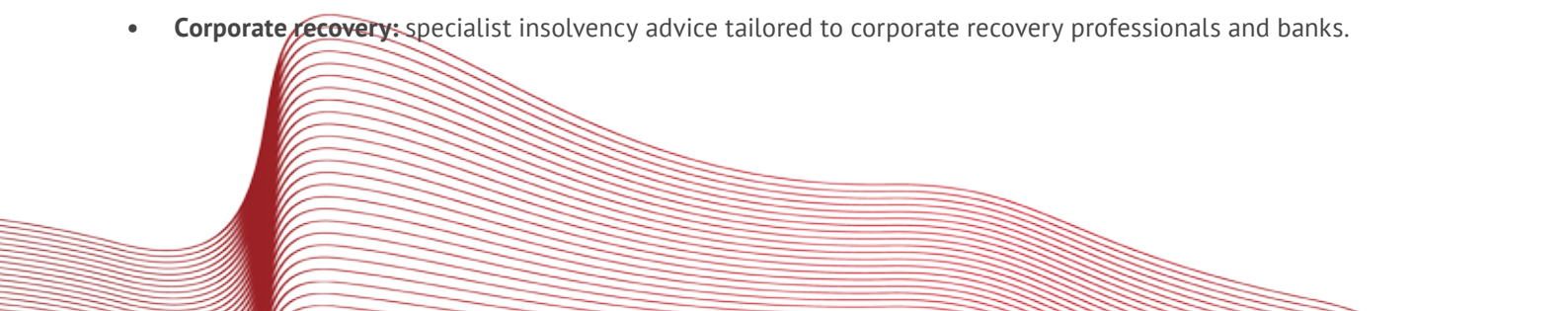
Our experience spans the full range of accommodation, from independent, budget and branded corporate hotels, to boutique and luxury. Our client base includes everything from hotel & leisure operators, local authorities and major institutions to private landowners, property overseas investors and other professional advisers.

## Our core services

- **Sales and acquisitions:** we specialise in the disposal and acquisition of trading hotels, recovery situations and portfolios, working with investors, hotel operators and high net worth individuals.
- **Development consultancy:** we carry out hotel development appraisals, feasibility studies and site reviews to enhance value, alongside construction consultancy and project management services.
- **Operator search and selection:** we match the right operator with the right product to maximise performance, and can advise on leases and management agreements to minimise risk.
- **Serviced accommodation:** we can advise those looking to invest into the long-term serviced apartment sector.
- **Finance:** we arrange finance for both individuals and businesses across a wide range of property investment and development opportunities.

## Our team

Our dedicated hotel experts have the support of our unrivalled national network of 32 locations throughout the UK and Ireland, which can provide you with a number of related services including:

- **Valuation:** our 90-strong team of RICS registered valuers can provide expert valuations for owners, buyers, investors and lenders. We also give pre-lending reviews, hotels appraisals and valuation expertise for hotel sales, acquisitions and development schemes.
  - **Professional services:** we advise owners and operators on hotel management contracts and operator selection, hotel leases and rent reviews. We also undertake expert witness work.
  - **Rating:** we advise on minimising rates liability via our nationwide rating team.
  - **Building consultancy and project management:** from construction appraisals to project monitoring and planning.
  - **Corporate recovery:** specialist insolvency advice tailored to corporate recovery professionals and banks.
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### Hampton by Hilton, Stansted Airport

Following advice from Lambert Smith Hampton in a range of areas including deal structure, LGIM Real Assets (Legal & General) purchased the Hampton by Hilton hotel at Stansted Airport from Urban&Civic plc for nearly £50 million.



### The Townhouse, Manchester

We initiated a marketing campaign for The Townhouse, an 85-bedroom boutique hotel in Manchester city centre. As a result, a competitive bidding scenario was generated and LSH represented Harcourt Developments on the sale of this Grade II listed building to Singapore-based property and investment company Fragrance Group.



### Hotel 53, York

Acting on behalf of a private client, we undertook a confidential marketing campaign to sell the 100-bedroom Hotel 53 in York city quoting a guide price of £13m which focussed on central location, high occupancy and the opportunity to further increase average daily room rates and yield. As a result, the property was acquired by Axcel Group Ltd



### Ellerthwaite Lodge, Windermere

Lambert Smith Hampton was asked by the client to find a buyer for an 'off-market sale of' Ellerthwaite Lodge, a 17-bedroom four-star guest house, without openly marketing the property. Following a market review conducted amongst LSH's hotel team, a likely buyer was identified and approached - an owner operator with a wider Lake District guesthouse portfolio and they purchased the property 'off-market'.

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