

Accelerating success.

# Colliers International > Hotels las vegas | nevada

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## CAPABILITIES OVERVIEW



## 2010 - STATISTICS

### LAS VEGAS HOTEL

- > Visitor Volume - 37.3M
- > Conventions Held - 18,004
- > Room Inventory - 148,935
- > Hotel Occupancy - 83.5%

### COLLIERS USA 2010

- > Revenue - \$522.9M
- > Offices - 512
- > Employees - 3,827
- > Active Agents - 1,662
- > Managed SF - 261.9M

### COLLIERS GLOBAL 2010

- > Revenue - \$1.53B
- > Offices - 512
- > Employees - 12,509
- > Active Agents - 4,387
- > Transaction Volume - \$59.6B
- > Managed SF - 2.2B\*
- > 61 Countries
- > 6 Continents
- > 73,972 Sale/Lease Deals

\*Colliers International & FistService

"I believe that Mike Mixer and the firm he co-founded have a terrific reputation that is well earned. I've worked directly with Mike on several real estate projects, including strategic land acquisitions for Mirage Resorts. He's a real problem solver and was able to direct many complex challenges we encountered. It is gratifying to work with a talented, results-oriented professional in the Las Vegas real estate market."

**Stephen A. Wynn**  
Wynn Hotel & Casino

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Colliers International is a leading global real estate services firm defined by our spirit of enterprise. Through our culture of service excellence and a shared sense of initiative, we integrate the resources of real estate specialists worldwide to accelerate the success of our clients.

Colliers International Hotels is an international real estate investment advisory company, specializing in the lodging industry. Formed in 1985 to work alongside owners and investors in all aspects of managing operations, ownership and financing of investment portfolios, our knowledge and experience extends across all hotel and resort asset classes and markets. We have developed a unique presence in the market as dedicated hospitality professionals serving private investors, hotel investment companies, high net worth individuals, offshore investors, public REITs, private equity funds, pension funds and fund managers.

We provide advice on hotel and resort real estate solutions locally, nationally and globally. By having the best firms under the umbrella of a single partnership, we are able to provide superior service through our depth of knowledge and resources. Our international network of lodging experts extends to numerous Colliers International Hotel offices located around the world, and is further enhanced by our affiliation with PKF Consulting, PKF Capital Markets Group and Cohen Financial in the United States.

## CORE SERVICES

The foundation of our service is the strength and depth of our local specialists. Our clients depend on our ability to draw on years of direct experience in the local markets. Our professionals have unparalleled knowledge of the real estate market and provide you with creative solutions to your unique real estate needs. Our professionals specialize in understanding your unique needs as an extension of your corporate real estate organization, be it a correlation with your core business strategy, expertise in your industry, a new market or special asset type, you have the benefit of our experience and commitment to providing exceptional service.



> Acquisition & Disposition



> Advisory Services



> Hotel & Hospitality



> Gaming & Resort



> Land & Development



> Golf Course & Recreation

## REGIONAL EXPERIENCE

Property	Size	Sale Price	Party Represented	Comments/Status
Harbor Island Hotel & Extended Stay Las Vegas, NV	1,014 units ±25 acres	\$85,000,000	Buyer	Adjacent to the Hard Rock Hotel & Casino
Speedway Hotel & Casino North Las Vegas, NV	120 units ±6.1 acres	\$13,400,000	Buyer	Gaming and land included in sale.
MGM MIRAGE - Las Vegas Blvd. & Sahara Las Vegas, NV	33.49 acres	\$576,048,000	Buyer	Land purchased for future gaming and resort project
±50 Acres - adjacent to Hard-Rock Casino Las Vegas, NV	±50 acres	\$540,000,000	Seller	Land purchased for future gaming and resort project
±38 Acres - next to the MGM Grand Las Vegas, NV	±38 acres	\$120,000,000	Buyer	Land purchased for gaming and mixed use project. East of the MGM Grand
4255 Dean Martin Dr. Las Vegas, NV	±15 acres	\$56,380,000	Buyer	Purchased for gaming & resort project. Across I-15 from Bellagio Hotel & Casino
Mardi Gras Hotel & Casino Las Vegas, NV	314 units ±4.35 acres	\$14,000,000	Seller	Operating hotel & casino. Across from the Wynn Hotel
Best Western Sunnyvale Inn Sunnyvale, CA	96 units	\$6,700,000	Buyer	Hotel: select service
Ocean Echo Inn & Beach Cottages Santa Cruz, CA	15 units	\$2,300,000	Buyer/Seller	Hotel: boutique/resort
Mid-town Motel Watsonville, CA	32 units	\$1,100,000	Buyer/Seller	Hotel: select service
Best Western Michaels Inn Sunnyvale, CA	89 units	\$6,500,000	Seller	Hotel: select service
Clarion Hotel San Jose Airport (Land) San Jose, CA	279 units	\$6,000,000	Buyer	Sold
Clarion Suites Las Vegas, NV	150 units ±5.68 acres	\$12,000,000	Seller	Hotel: select service
Best Western Sunnyvale, CA	101 units	\$9,595,000	Owner	Repositioned
Holiday Inn Express Santa Clara, CA	94 units	\$11,500,000	Seller	Developed
Comfort Suites - Development Pacifica, CA	103 units	\$12,500,000	Developer	Under development
Former Holiday Inn Henderson, Nevada	115 units ±2.27 acres	\$5,100,000	Buyer/Seller	Hotel: select service
Key Largo Las Vegas, NV	±8.15 acres	\$48,500,000	Seller	Marketing - fully entitled for a Mixed-Use/Resort/Casino development
Siena Suites Hotel Las Vegas, NV	600 units	\$40,000,000	Owner	Developed

## REPRESENTATIVE CLIENT RELATIONSHIPS

- › MGM MIRAGE
- › Wynn Resorts, Inc.
- › Harrah's
- › Theraldson Hotel Group
- › The Related Group
- › Morgans Hotel Group
- › Edge Group
- › Howard Hughes Corporation
- › Kush Properties
- › Silicon Valley Hotels
- › Pacific Hotel Ventures
- › Persidio Companies
- › East West Hospitality
- › Sai Ram Hospitality

"Mike Mixer is Colliers International Las Vegas. His ability to work with hotels & resorts is simply unmatched, giving his clients the keen marketing knowledge they need to succeed. Mike's capitalizing on the Las Vegas growth is directly related to having helped create it. He is at the top of his game in the resort and mixed-use arena, and I expect to see his name for many years to come."

**George Maloof**  
President, Palms Hotel

## COLLIERS INTERNATIONAL HOTEL SERVICES TEAM | LAS VEGAS



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### OUR MISSION & VALUES

- › **Mission** - Our shared vision and intent is to create a memorable experience on every occasion by delivering outstanding results with genuine care for every person.
- › **Service** - Service is the core of our culture, internally and externally. We are a client-focused organization, committed to ensuring that our clients have a memorable experience and that we deliver solutions that meet their objectives and drive their success and their business forward.
- › **Expertise** - We're known for our knowledge. We are confident, highly-capable people that are committed to growing professionally and personally.
- › **Community** - On both a global and local level, we demonstrate our deep commitment to our communities. Our goal is to raise the level of awareness and social responsibility within our company, identify people and organizations that need our support, and give our people the freedom to support the projects and groups that are important to them.
- › **Fun** - We offer a balanced workplace that encourages social as well as business interaction and where we take the time to enjoy each other and celebrate our milestones, both personal and professional.



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