

Hotel Finance Portfolio

all values in \$ millions

Combined Experience

\$1.4 Billion

As Consultant / Intermediary with Atlantis Advisors* & StormHarbour

*via major clients Fairview Real Estate Solutions and Cushman & Wakefield

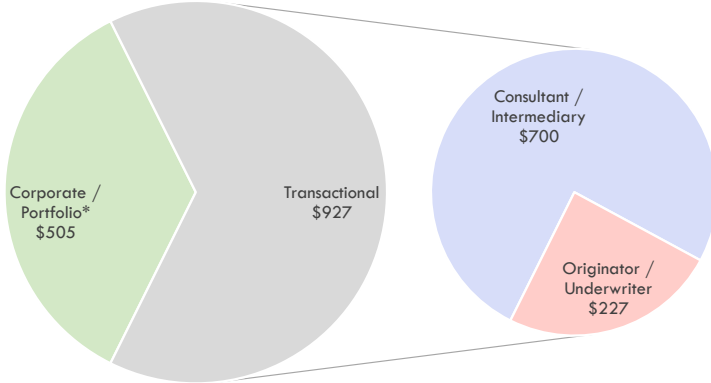
As Originator / Underwriter with PNC & Live Oak



LIVE OAK

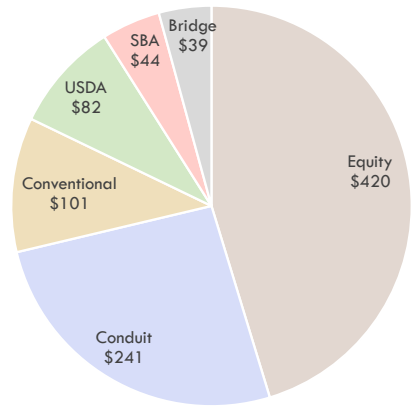


Job Functions

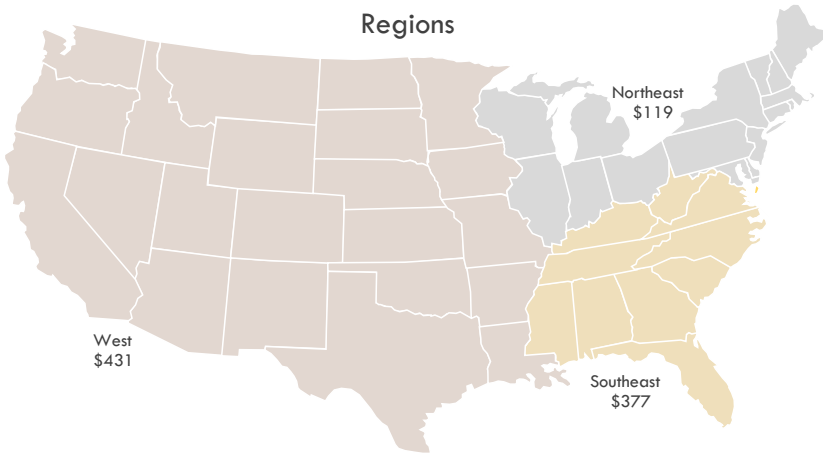


* 'Corporate / Portfolio' represents work completed with Extended Stay America ('ESA'). The graphs which follow are visualizations of the 'Transactional' category and exclude ESA figures.

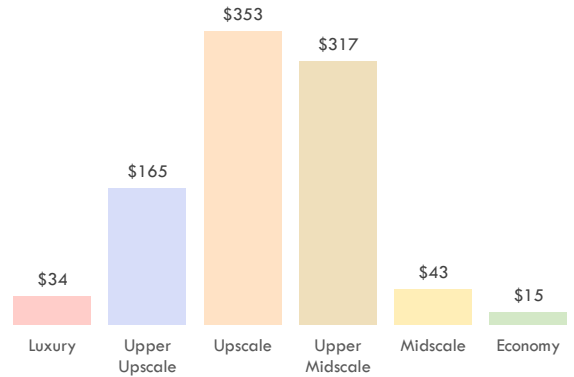
Products



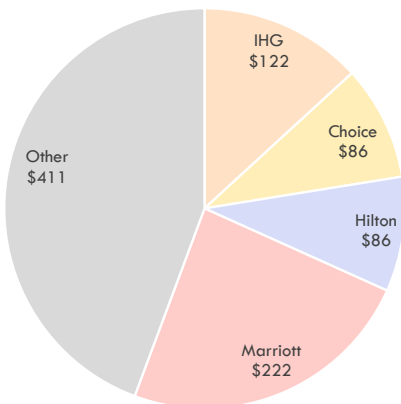
Regions



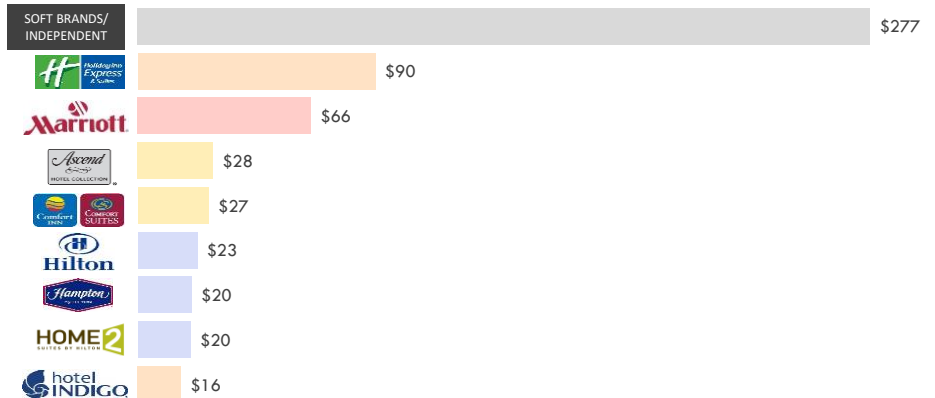
Chain Scales



Franchisors



Top Brands



Extended Stay America	Hotels	Value
Renovations	190	\$420
Acquisitions	17	\$85
Totals	207	\$505

Combined Summary	Deals	Avg	Hotels	Avg	Value
Consultant / Intermediary	21	\$33	21	\$33	\$700
Originator / Underwriter	32	\$7	32	\$7	\$227
Corporate / Portfolio	2	\$253	207	\$2	\$505
Totals	55	\$26	260	\$6	\$1,432

Major Clients & Referral Partners

