

HOTELS, TOURISM & LEISURE

A scenic landscape at sunset. The sun is low on the horizon, casting a warm, golden glow over the scene. In the foreground, there's a grassy hillside. A winding asphalt road curves through the middle ground, with several cars parked on it. The background shows rolling hills and a clear sky with some light clouds.

BAYLEYS

ALTOGETHER BETTER

Residential / **Commercial** / Rural / Property Services

OUR CAPABILITY

Bayleys' Hotels, Tourism & Leisure Division provides a specialist service to owners of accommodation and recreation properties and businesses.

Bayleys' Hotels, Tourism & Leisure experts are the only dedicated specialist sales team within a full service agency in New Zealand. Their accumulated years in the property industry have seen them ride real estate's cyclical ups and downs. With their in depth understanding, knowledge and expertise, our team focus on maximising interest in properties and businesses within this niche sector – regardless of the economic environment and market nuances.

The team is led by Wayne Keene, National Director Hotels, Tourism & Leisure, who provides a specialised sales and advisory service to owners of tourism-related properties and businesses. Wayne has dedicated 29 years to the sale of accommodation and tourism related assets in New Zealand and the South Pacific.



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OUR EXTENSIVE REACH

Our dedicated Hotels, Tourism & Leisure team have the market covered across the country and the Pacific, understanding the dynamics of this vibrant and evolving sector and can demonstrate value to any transaction. They are specialist experts in selling accommodation and tourism related properties and businesses, with an efficient and cost effective process, ensuring the best results possible for their clients.

Bayleys is proud to be New Zealand's largest full service real estate agency.

The Bayleys Group

\$19 billion

of property sold or leased

14,000

sales and leasing transactions completed

1,170

sales and leasing agents

\$6.5 billion

property under management

2,270

employees

94

offices throughout New Zealand and the Pacific Islands

Bayleys Commercial

240

sales and leasing agents

2,970

sales and leasing transactions

\$5.3 billion

of property sold or leased

*For the period 1st April 2021 – 31st March 2022

Knight Frank

16,000

employees

384 offices in

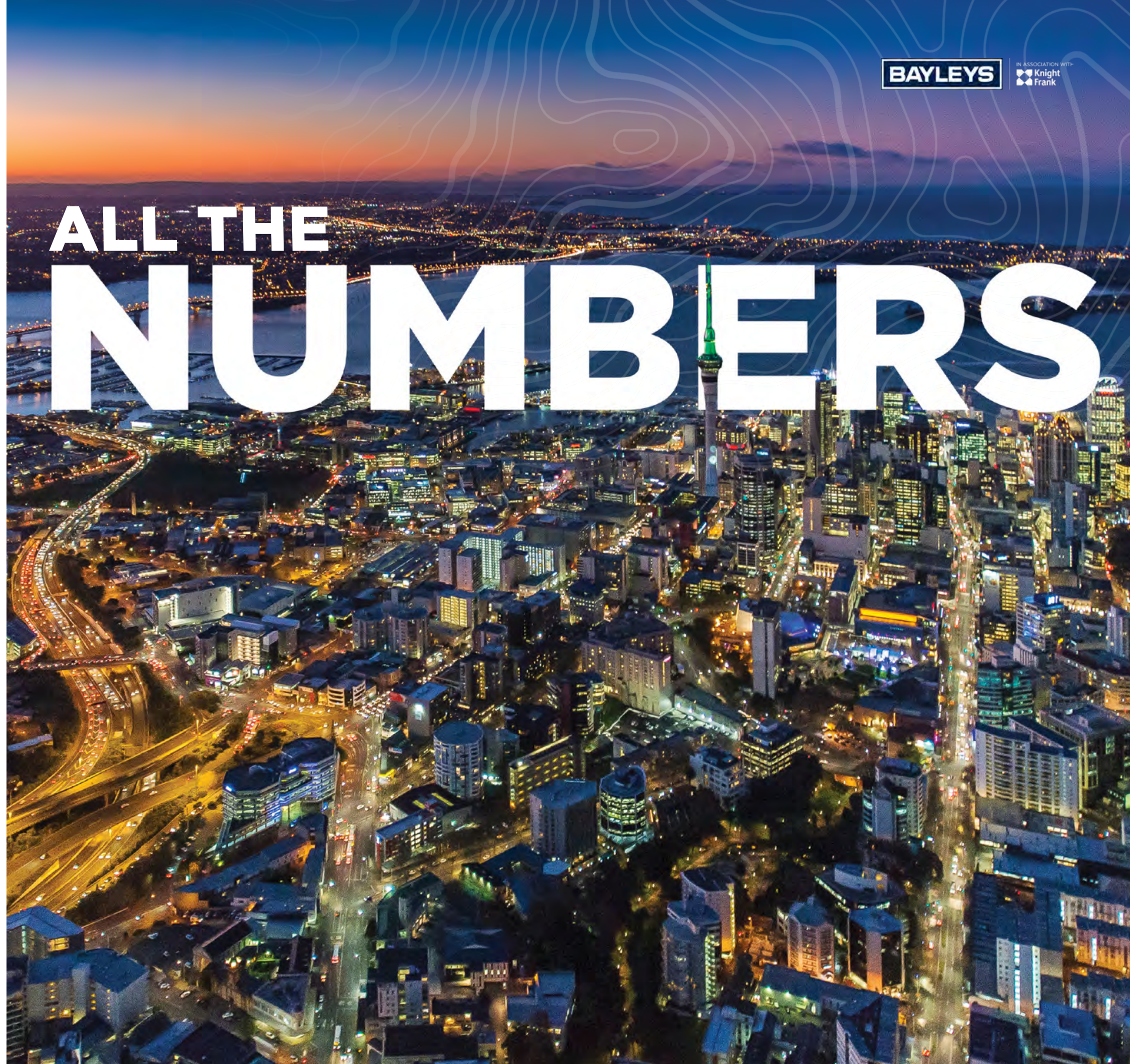
51 markets

*Current at October 2021

BAYLEYS

IN ASSOCIATION WITH
Knight Frank

**ALL THE
NUMBERS**



OUR SERVICES

We pride ourselves in presenting quality information in a professional manner, creating a competitive environment with qualified investors in an acceptable timeframe.

Our team of professionals work across various models of operation and ownership including freehold going concerns, managed investments, freehold investments, business going concerns and management rights, providing services including brokering sales, leasing, management agreements and market research.

We know that selling a going-concern accommodation, tourism or lifestyle operation is a complex process demanding a sound working knowledge of how prospective purchasers make their final analytical decision on whether to buy and having the ability to support both vendors and purchasers to understand each unique opportunity. Our role is to streamline the process and to negotiate a timely and advantageous outcome for clients.

We work with owners and representatives of the following sectors around New Zealand and offshore:

- Hotels
- Motels
- Resorts
- Lodges
- Management Rights
- Backpacker accommodation
- Holiday parks
- Adventure tourism operations
- Restaurant/café/bars
- Retirement and aged care villages

OUR NETWORK CONNECTIVITY

Being a full service agency, the Bayleys Hotels, Tourism & Leisure team have the ability to leverage expertise from our valuations team, to ensure our clients receive the highest-level of service possible. Bayleys Valuations are an established and experienced national valuation team who undertake regular valuations of motel, hotel and tourism related assets.

Bayleys Valuations have a strong industry presence with membership to RICS, PINZ and PCNZ. The team can offer comprehensive valuation services around your property requirements to provide solutions in the areas of specialisation and expertise that you need.

Current market valuations

- Mortgage security
- Lending
- Financial
- Asset reporting
- Acquisitions
- Disposals
- Portfolio valuations

Valuation consultancy & advisory

- Lease structure analysis
- Portfolio strategies
- Due Diligence for acquisition
- Development feasibility
- Scenario financial modelling
- Pre-purchase consultancy
- Objections to rating valuations

Insurance valuations

- Reinstatement cost
- Depreciated replacement cost
- Functional replacement cost
- Market related indemnity value
- Asset reporting





BAYLEYS

REINZ

**Large Commercial & Industrial Office of
the Year 2022, 2021, 2020, 2019 & 2018**

**Medium Agency of the Year
All Disciplines 2022**

**Small Agency of the Year
All Disciplines 2022**

**Small Business Broking Office of the
Year 2019 & 2018**

**Best Multi-Media Marketing Campaign
of the Year 2020 & 2018**

As awarded by the Real Estate Institute
of New Zealand Awards for Excellence



Agency Team of the Year NZ 2020

**Industrial Agency Team
of the Year NZ 2018**

As awarded by the Royal Institute of
Chartered Surveyors (RICS) at the
Sales Awards

bayleys.co.nz/hotels-tourism-leisure

LICENSED UNDER THE REA ACT 2008