



## Hotel Situation Analysis<sup>SM</sup> Success Story

Four Diamond Resort Hotel & Marina / Naples, FL – 120 units

**Client:** Mortgage Lender

### Assignment Overview

Conduct a Hotel Situation Analysis<sup>SM</sup> to determine the status of all aspects of the resort and provide the client with information needed to assess its future investment in the property. Specifically:

- Understand the status of management, control, financial strength and potential claims against the collateral
- Determine how the rental program works and whether or not it is reasonable
- Determine continuing obligations of the developer in relation to the unsold units
- Assess management effectiveness, including property staff and the management company
- Assess the effectiveness of the Hotel's sales, marketing and market planning
- Assess the condition of all physical facilities
- Determine the potential to increase revenue generated from the various resort components

### Key Results

- Revealed litigation unknown to client
- Identified major issues via an accounting review
- Provided clear picture of near-term revenue potential
- Assessed Operator effectiveness
- Evaluated physical condition and design deficiencies



*“The information provided was exactly what we needed and when we needed it.”*

For more information, call (401) 625-5016. Or email [KPayne@HVS.com](mailto:KPayne@HVS.com)