

A POSITIVE OUTLOOK FOR UNCERTAIN TIMES?



TOP TEN HIGHLIGHTS FROM OUR HOTELS SURVEY 2017

1. **63%** of respondents predicted there will be “some growth” in RevPAR in 2017, compared to 77% last year.

2. **Dublin** is the most likely city to see the highest RevPAR growth, followed by Amsterdam & Barcelona.

3. **London** will continue to dominate the transaction market in 2017, followed by Dublin & Paris.

4. High net worth individuals will be the most active equity investors in the **European** hotel market.

5. **77%** see China as the most active inward investor, compared to 55% last year.

6. **63%** felt banks will be the most active debt providers in Europe in 2017, up from 51% last year.

7. **70%** of respondents believe Western Europe will continue to be the focus of global investment in 2017.

8. **Franchising** was again thought to be the most popular model for the growth of hotel brands in 2017.

9. **51%** believe hotels have outperformed ‘traditional’ commercial property over the past five years.

10. **51%** do not believe President Trump will have a negative impact on the European hotel market.



Notwithstanding a number of headwinds facing the sector and the overhanging uncertainty of Brexit, I remain cautiously optimistic on performance across the UK Hotel market in 2017 with growth anticipated in both London and the Regions. We continue to see a number of opportunities to support existing and new clients with refinancing and new money transactions. We remain keen to work with best in class, established operators in the Hotel sector with whom we can develop long-term relationships.

David C Stephens, Head of Hotels
Corporate Banking Real Estate
HSBC Bank Plc



In 2016 it is estimated that Asian buyers made up 10% of a €21B market. Based on our recent survey we anticipate this percentage to rise in 2017 as 18% of those surveyed expressed interest to further invest with capital originating from Asia. Chinese groups are continuing to grow their international presence through platform acquisitions whilst sales to HK and Singaporean investors are predominantly single assets to UHNW / family offices or listed REITs.

Jileen Loo, Director
International Capital Markets
CBRE Hotels Limited



In 2017, fundamentals are still good throughout Europe; trading is solid, financing is readily available and very affordable. We also see, arguably, the largest amount of capital in history chasing hotel real estate, the key question is where are the deals?

Phil Golding, Partner
Cedar Capital Partners

See the full survey results and the complete Current Trends report at www.blplaw.com/Hotel-Survey-2017

I am delighted to present the results of Berwin Leighton Paisner's 2017 European Hotel Market Survey. Gathering the views of some of the most influential industry professionals, our survey provides valuable insights and predictions for the hotel industry over the year ahead.

In spite of the current political uncertainties and economic volatility looming on the horizon, our respondents' outlook for the industry over the next year remains fairly positive.

Above we have provided you with the top ten findings that emerged from our 2017 survey. To see the full report visit: www.blplaw.com/Hotel-Survey-2017

Karen Friebe
Partner, Hotels Group



Getting in touch

When you need a practical legal solution for your next business opportunity or challenge, please get in touch.

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The Firm has won eight Law Firm of the Year titles, is independently ranked by Chambers and the Legal 500 in over 65 legal disciplines and also ranked in 'the top 10 game changers of the past 10 years' by the FT Innovative Lawyers report 2015.

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