



HOSPITALITY



**COLDWELL BANKER  
COMMERCIAL**  
REALTY ADVISORY



# OUR SERVICES AND SOLUTIONS

## DEDICATED SERVICES AND SOLUTIONS FOR PROPERTY OWNERS, INVESTORS AND HOSPITALITY OPERATORS

The ability to anticipate and seize opportunities before others, along with the experience, creativity, and agility to move quickly, are crucial elements in the real estate industry. This is what we do at Coldwell Banker Commercial and who we are. We help our clients to turn their vision into reality, develop ideas and mitigate risks with intelligent solutions.

**With its multidisciplinary approach, our team of professionals at CBC helps institutional and private clients to identify the best opportunities for each asset class** across Rome, Milan and all major Italian cities.

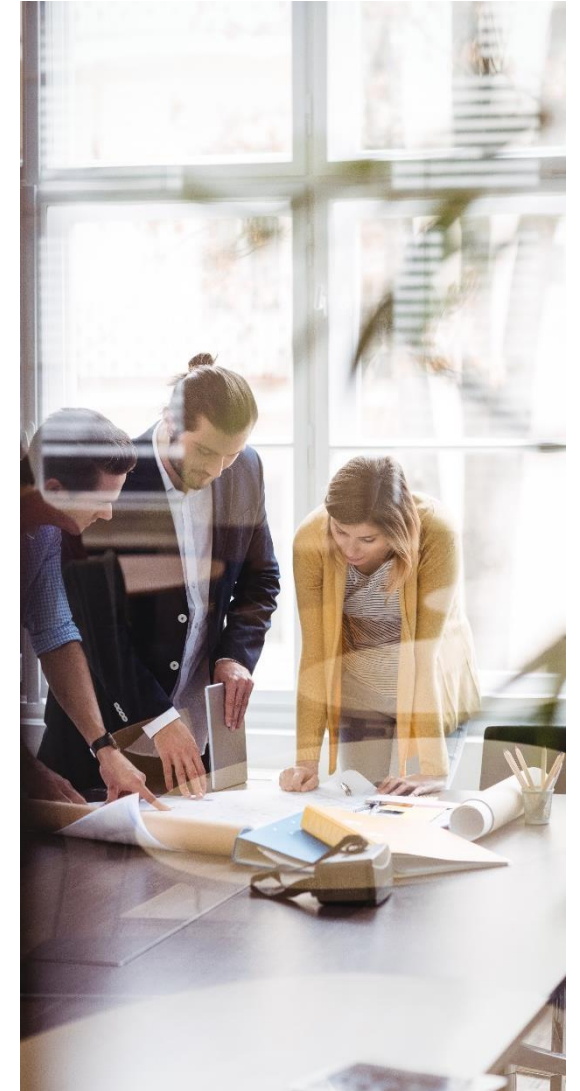
The dynamics of the Hotel asset class require specialized expertise, deep knowledge of the territory and strong real estate experience. No improvisation is allowed. **At CBC, we assist property owners, investors and hospitality operators by providing dedicated services and solutions.**

Our decade-long understanding of the Italian hotel market in all its variations allows us to guide our clients in the search for the best opportunity to turn a vision into reality.



### OUR SERVICES

- Market and competitor analysis
- Asset analysis
- Scouting and selection of investment opportunities
- Economic and financial assessments
- Consultancy services and feasibility studies for property enhancement
- Design and implementation of the marketing plan
- Sales and marketing activities
- Lease contract renegotiation
- Technical due diligence support
- Investors search and selection
- Support in all stages of the negotiation until closing



# CBC HOSPITALITY TEAM



HEAD OF HOSPITALITY  
**LEONARDO STASSI**

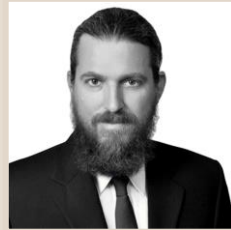
Years of **Experience**: 20

**Languages**: Italian, English, French

Leonardo, in his career, has closed circa 40 hotel transactions totaling 6,000 keys; transactions that have included franchising, management, and leasing contracts on the hotel chain side and purchase and sale of hotel real estate on the investor side.

Formerly Head of Hotel Real Estate at Bayview where he was in charge of special situations, he was Senior Director of Development for Italy and the Balkans at Marriott International, which he joined after the merger with the Starwood Hotels group.

After graduating in Economics in 2004, he obtained an MBA from ESSEC Business School in Paris and he worked at Pierre et Vacances International, Paris, Orco Property Group, Prague, Hilton UK and Italy.



DEBT ORIGINATION EXPERT  
**BRIEN GIUNTINI**

Years of **Experience**: 25

**Languages**: English native speaker, Italian

His extensive experience across Europe includes financing, sale, complex financial underwriting and acquisition transactions. Brien previously worked for Cushman & Wakefield within the EMEA Hospitality team, where he led the debt origination team and COO for the EMEA Hospitality platform.

Beforehand, he worked for CBRE Hotels, Savills and JLL Hotels & Hospitality in London and Frankfurt. Brien has also held operational roles in hotels and restaurants in the United States, Italy and Germany.

He got a bachelor's degree in chemical engineering from Tulane University and a master's degree in business administration from the School of Hotel Administration at ESSEC-Cornell University, with an emphasis in real estate finance.



VALUATIONS & MARKET  
STUDIES EXPERT  
**GUIDO CASTELLINI**

Years of **Experience**: 30

**Languages**: Italian, English, French

Guido in CB Commercial makes a significant contribution in valuation and market studies activities. In his 30 years of experience, he held senior roles as asset manager and development manager for REITs, real estate companies, developers and hotel chains. His role focused on search, development and valuation of "Mixed Use" hospitality projects, on Operators Selection (lease and management contracts) and on Destination management plans.

He is a certified real estate valuer TEGoVA, ISIVI, REV and registered with the Chamber of Commerce of Milan. He graduated in Law in 1995 from Milan State University; in 2000 he completed a MBA in hospitality management at Johnson & Wales University in Providence, USA. Since 2002 he gives lessons as teacher in some of the most prestigious Hospitality Management masters.

# CBC HOSPITALITY TEAM



**SENIOR MANAGER**  
**TIZIANA OGGIONNI**

Years of **Experience**: 15

**Languages**: Italian, English, Spanish, French

Tiziana joined CB Commercial Hospitality team in 2024 following almost 6 years at CBRE Hotels Italy, during which she garnered extensive experience in advisory, Operator selections and hotel investments. Her portfolio encompasses a diverse range of projects, including single and portfolio assets, spanning internationally branded city-based hotels, resorts and smaller independent properties. Tiziana has effectively navigated assets positioned across the spectrum, from economy to luxury and ultra-luxury properties.

A graduate in Business Management from Università Cattolica di Milano, she further honed her skills by pursuing a Master's of Science degree from the Collins College of Hospitality Management (Los Angeles, California).



**SENIOR ASSOCIATE**  
**YLENIA FAVORITO**

Years of **Experience**: 15

**Languages**: Italian, Japanese, English, German

Ylenia has been working in the CB Commercial Hospitality team since 2017, dealing with business development, operator searches and capital markets. He helped concluding 20 sale processes and 8 operator searches. He previously worked in Germany for Conde Nast and has worked and lived in Japan, Denmark and Slovakia.

She graduated in economic linguistic studies in 2007 at Venice Cà Foscari University.



**TEAM ASSISTANT**  
**ARIANNA MILONE**

Years of **Experience**: 3

**Languages**: Italian, English

Arianna supports CB Commercial Hospitality team by providing assistance in managing the preparation, implementation and finalization of analysis, operator search and capital markets processes.

She graduated in Design at the Alessandro Volta Art School in Pavia.

# SUCCESS STORIES

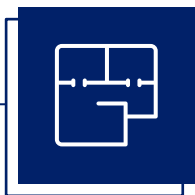
Our success stories all over Italy



**17 CITIES**



**39 TRANSACTIONS**



**>360.000 SQM**



**>4.700 KEYS**





# SIX SENSES ROME

★★★★★ L

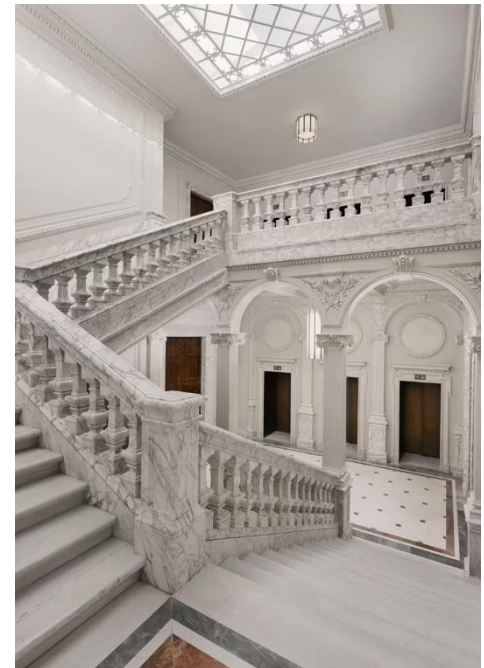
 Piazza San Marcello, Rome

 95 rooms

 CBC Sale Advisor



ONE OF THE  
HIGHEST PRICES  
ON A PER-KEY  
BASIS IN EUROPE





# W ROME

★★★★★

📍 Via Liguria 26-36, Rome

🛏 156 rooms

🏢 CBC Advisor Redevelopment, Sale & Contract Management



# POGGIO ALLA SALA RESORT

★★★★★

📍 Via Poggio alla Sala 10, Montepulciano (SI)

🛏 51 rooms

🏢 CBC Sale Advisor



# PALAZZO DEI FIORI

Aparthotel

📍 Calle del Dose da Ponte 2746, Venice

🛏 16 apartments

🏠 CBC Lease Advisor



# HOTEL CAPO D'AFRICA

★★★★

📍 Via Capo d'Africa 54, Rome

🛏 65 rooms

🏠 CBC Lease & Sale Advisor



# HOTEL ANNAMARIA

★★★

📍 Strada dei Brenzi 4, Dimaro Folgarida (TN)

🛏 103 rooms

🏠 CBC Sale Advisor







## LA TONNARA DI BONAGIA

★★★★★

📍 Piazza Tonnara, Valderice (TP)

🛏 58 rooms - 47 apartments

🏠 CBC Lease Advisor



## THE ROOMS OF ROME PALAZZO RHINOCEROS

★★★★★

📍 Via del Velabro 9, Rome

🛏 24 luxury apartments

🏠 CBC Lease Advisor



## DEPRETIS ROME

📍 Via Depretis 45a, Rome

🛏 167 rooms

🏠 CBC Sale Advisor



## BE MATE PONTE DI RIALTO

Aparthotel

📍 Calle dei Stagneri 5238, Venice

🛏 12 apartments

🏠 CBC Lease Advisor



## GIUSTINIANO IMPERATORE

📍 Viale Giustiniano Imperatore, Rome

🛏 181 rooms

🏠 CBC Sale Advisor





# GRAND HOTEL DES ÉTRANGERS

★★★★★

📍 Passeggio Adorno 10-12, Ortigia (SR)

🛏 76 rooms

📄 CBC Sale Advisor



# VILLA IGIEA - ROCCO FORTE HOTEL

★★★★★

📍 Salita Belmonte 43, Palermo

🛏 124 rooms

📄 CBC Sale Advisor





## HOTEL EXCELSIOR

★★★★★

📍 Piazza Giovanni Verga 39, Catania

🛏 176 rooms

🏠 CBC Sale Advisor



## ROOM MATE ANDREA - PALAZZO PLATAMONE

★★★★★

📍 Viale Regina Margherita 31, Trapani

🛏 47 rooms

🏠 CBC Lease Advisor



## EXCELSIOR PALACE

★★★★★

📍 Via Marchese Ugo 3, Palermo

🛏 119 rooms

🏠 CBC Sale Advisor







## HOTEL EXE MAJESTIC

★★★★★

 Largo Vasto a Chiaia 68, Naples

 **114** rooms

 **CBC Sale Advisor**



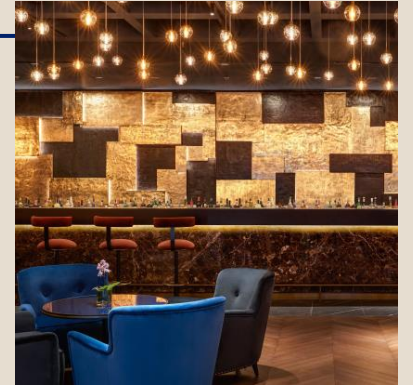
## HILTON ROME EUR LA LAMA

★★★★★

 Viale Europa 242, Rome

 **439** rooms

 **CBC Sale Advisor**



# MEININGER ROMA TERMINI

★★★

📍 Via S. Martino della Battaglia 16, Rome

🛏 117 rooms

🏢 CBC Advisor Redev., Lease & Sale



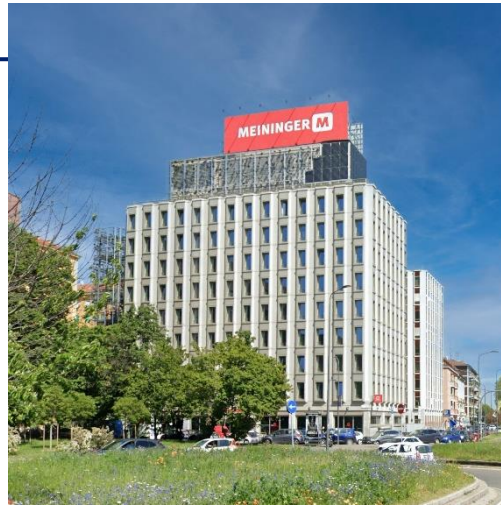
# MEININGER MILANO LAMBRATE

★★★

📍 Piazza Monte Titano 10, Milan

🛏 131 rooms

🏢 CBC Advisor Redevelopment & Lease



# MEININGER MILANO GARIBALDI

★★★

📍 Via Privata Giovanni Calvino 11, Milan

🛏 80 rooms

🏢 CBC Advisor Redevelopment & Lease





# SAN DOMENICO PALACE – FOUR SEASONS

★★★★★

📍 Piazza S. Domenico de Guzman 5, Taormina (ME)

🛏 108 rooms

🏠 CBC Sale Advisor



# NYX HOTEL MILAN

★★★★★

📍 Piazza Quattro Novembre 3, Milan

🛏 300 rooms

🏠 CBC Advisor Redev. & Lease



## BE MATE TRASTEVERE

Aparthotel

📍 Viale di Trastevere 115, Rome

🛏 3 apartments

🏠 CBC Lease Advisor



## BE MATE COLOSSEO

Aparthotel

📍 Via Labicana 110, Rome

🛏 4 apartments

🏠 CBC Lease Advisor



## BE MATE CASTEL SANT'ANGELO

Aparthotel

📍 Corso Vittorio Emanuele II 287, Rome

🛏 4 apartments

🏠 CBC Lease Advisor







## GRAND HOTEL ET DES PALMES

★★★★★

📍 Via Roma 398, Palermo

🛏 178 rooms

📄 CBC Sale Advisor



## ROME GLAM HOTEL

★★★★★

📍 Via Nazionale 82, Rome

🛏 65 rooms

📄 CBC Advisor Redevelopment & Lease



## HOLIDAY INN ROME AURELIA

★★★★★

📍 Via Aurelia km 8.400, Rome

🛏 246 rooms

📄 CBC Sale Advisor



## HOLIDAY INN MILANO LINATE AIRPORT

★★★★★

📍 Via Bruno Buozzi 2, Milan

🛏 142 rooms

📄 CBC Sale Advisor



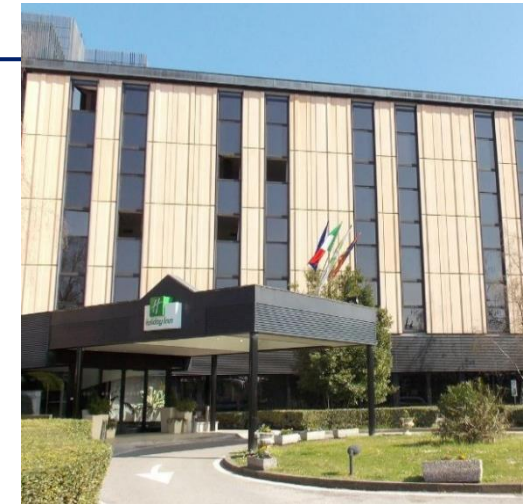
## HOLIDAY INN VENICE - MESTRE MARGHERA

★★★★★

📍 Rotonda Romea 1-2, Venice

🛏 188 rooms

📄 CBC Sale Advisor





## HOLIDAY INN MILANO ASSAGO

★★★★

📍 Tangenziale Ovest km 19, Milan

🛏 203 rooms

📄 CBC Sale Advisor



## EUR SUITE HOTEL

★★★★

📍 Via Giuseppe Prezzolini 5, Rome

🛏 92 rooms

📄 CBC Sale Advisor



## SANZIO ROMA

★★★★

📍 Lungotevere Raffaello Sanzio 15, Rome

🛏 80 rooms

📄 CBC Sale Advisor



# HOTEL CASCATA ET CRISTALLO

★★★★★

📍 Via Giusuè Carducci, Madesimo (SO)

🛏 138 rooms

📄 CBC Sale Advisor



# TORINO

★★★★★

📍 Via Milano 12, Turin

🛏 107 rooms

📄 CBC Sale Advisor



# GREEN PARK HOTEL & RESIDENCE

★★★★★

📍 Loc. Aldia Manna, Porto Rotondo (SS)

🛏 66 rooms

📄 CBC Sale Advisor







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Via Sicilia 42  
00187 ROME  
T. +39 06 3974 0456

Via Camperio 10  
00123 MILAN  
T. +39 02 8407 6750

[cbcommercial.it](http://cbcommercial.it)  
[hospitality@cbcommercial.it](mailto:hospitality@cbcommercial.it)