

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.

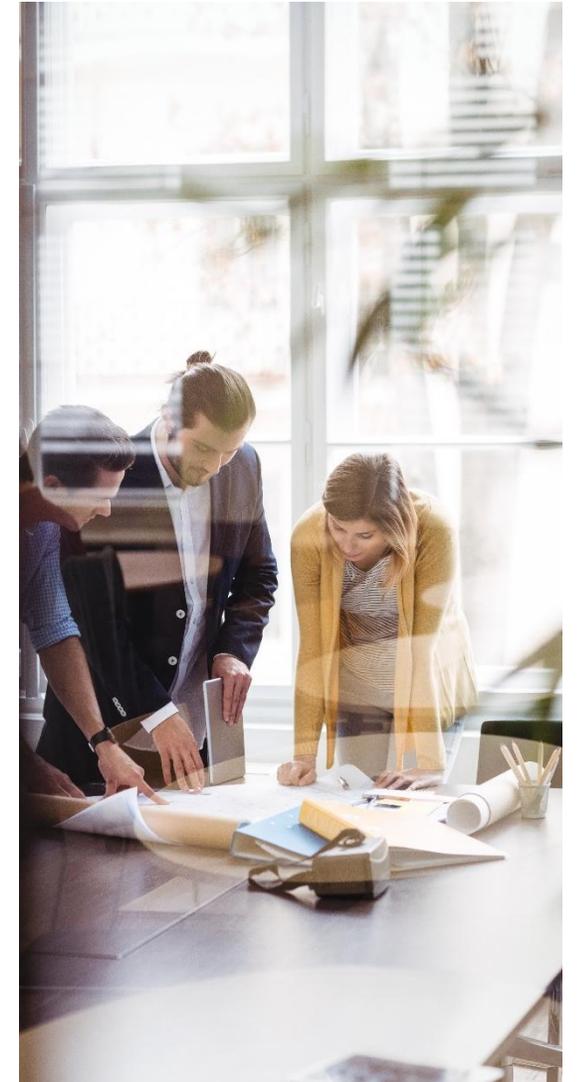
The dynamics of the Hotel asset class require specialized expertise, deep knowledge of the territory and strong real estate experience. No improvisation is allowed. **At CBC, we assist property owners, investors and hospitality operators by providing dedicated services and solutions.**

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 hold 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 as Senior Associate in CB Commercial Hospitality team since 2017, dealing with business development, operator searches and capital markets, coordinating specific marketing activities and dealing with marketing processes. Managing contact and daily follow-up with institutional and private operators and investors, she helped concluding 20 sale processes and 8 operator searches. She previously worked at Conde Nast Germany and has worked and lived in Japan, Denmark and Slovakia.

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



ANALYST

**PIETRO
NASTASI**

Years of **experience**: 2

Languages: Italian, English, Spanish

Pietro has been working as an analyst in the Hospitality team at CB Commercial since 2024. He specializes in market analysis, transaction support, and strategic development for hospitality projects. Previously, he worked with Horwath HTL in the Transaction Advisory team in Barcelona, contributing to advisory and valuation projects for hotel assets. Pietro holds a Bachelor's degree in International Business Management and a Master of Science in Hospitality Management from ESCP Business School, during which he also completed a Professional Development Program at Cornell University. With his international academic and professional background, Pietro brings analytical expertise and industry knowledge to support clients and the team.



ARCHITECT AND
TECHNICAL
CONSULTANT

**BARBARA
ROSSI**

Years of **experience**: 15

Languages: Italian, English

Barbara has been working for fifteen years in the sector as hospitality consultant for international groups and development projects with turnkey deliveries. She has gained cross-disciplinary experience in design and coordination, with over twenty completed hospitality projects in Italy and abroad.

Main skills: interior and lighting design; preparation of specifications; site operations manager; development of project schedules and coordination of construction activities; knowledge of FF&E, furniture systems and specifications, colour and materials; analysis of home automation components and PMS compatibility; furniture execution and selection of accessories.

SALES & LEASE TRANSACTIONS

Our success stories all over Italy



+46
SALE
TRANSACTIONS



+17
OPERATOR SEARCH
TRANSACTIONS



+30
CITIES



>7,200
KEYS



>570,000
SQM



+€1B
TRANSACTIONED VALUE



OUR KEY CLIENTS

Long-term relationships with leading hospitality players



OUR KEY CLIENTS

Long-term relationships with leading hospitality players



OUR KEY CLIENTS

Long-term relationships with leading hospitality players



SIX SENSES ROME

★★★★★ L

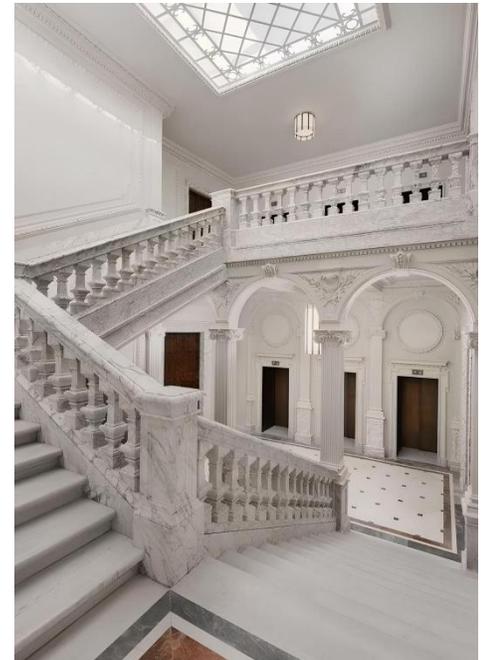
 Piazza San Marcello 4, Rome

 95 rooms

 CBC Sale Advisor



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



VIA SICILIA 57 ROMA

★★★★★

📍 Via Sicilia 57, Rome

🛏 110 rooms

🏠 CBC Sale Advisor



W ROME

★★★★★

📍 Via Liguria 26-36, Rome

🛏 156 rooms

🏠 CBC Advisor Redevelopment, Sale & Management Agreement



PALAZZO SCANDERBEG

★★★★★

 Piazza Scanderbeg 117, Rome

 11 luxury apartments

 **CBC Sale Advisor**



VIA RASELLA

★★★★★

 Via Rasella 37-41, Rome

 41 rooms

 **CBC Sale Advisor**





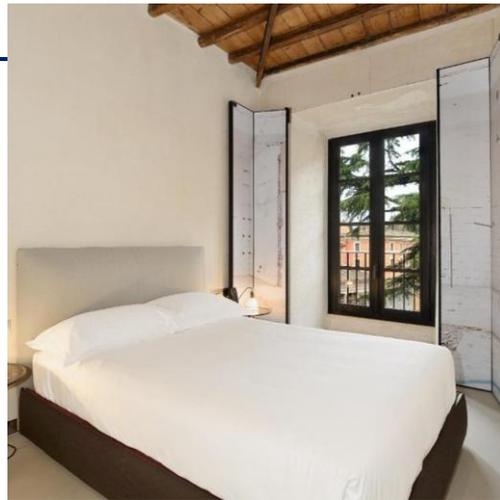
PALAZZO RHINOCEROS

★★★★★

📍 Via del Velabro 9, Rome

🛏️ 24 luxury apartments

🏠 CBC Lease Advisor



HILTON ROME EUR LA LAMA

★★★★★

📍 Viale Europa 242, Rome

🛏️ 439 rooms

🏠 CBC Sale Advisor



SANZIO ROMA

★★★★★

📍 Lungotevere Raffaello Sanzio 15, Rome

🛏 80 rooms

🏠 CBC Sale Advisor



ROME GLAM HOTEL

★★★★★

📍 Via Nazionale 82, Rome

🛏 65 rooms

🏠 CBC Advisor Redevelopment & Lease



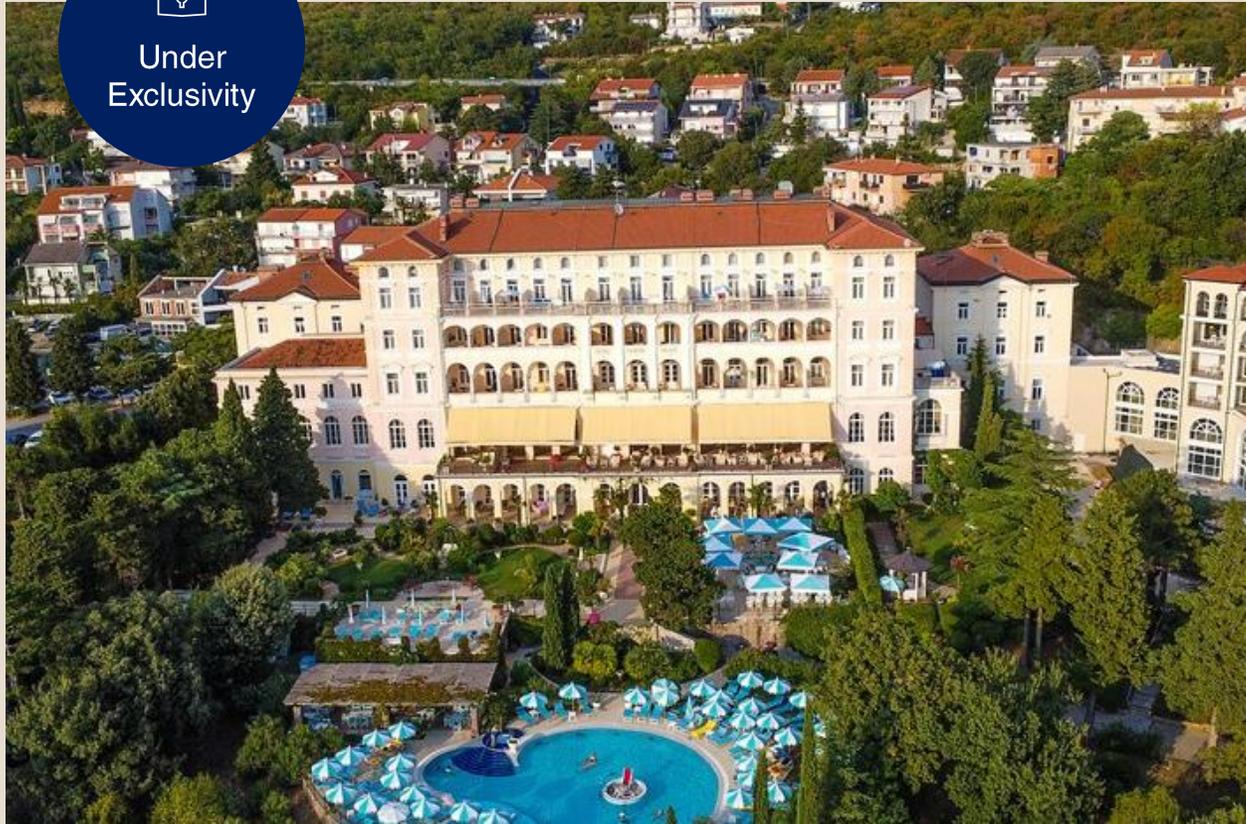
HOTEL KVARNER PALACE

★★★★

📍 Ulica braće doktora Sobol 1, Crikvenica, Croatia

🛏️ 114 rooms

📌 CBC Sale Advisor



GALZIGNANO RESORT TERME & GOLF

★★★★

📍 Viale delle Terme 84, Galzignano Terme (PD)

🛏 392 rooms

🏠 CBC Sale Advisor



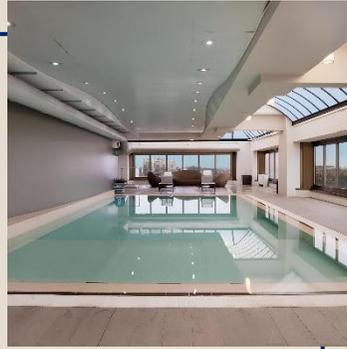
THE HUB HOTEL

★★★★★

📍 Via Privata Polonia 10, Milan

🛏 162 rooms

🏠 CBC Sale Advisor



NYX HOTEL MILAN

★★★★★

📍 Piazza Quattro Novembre 3, Milan

🛏 300 rooms

🏠 CBC Advisor Redev. & Lease



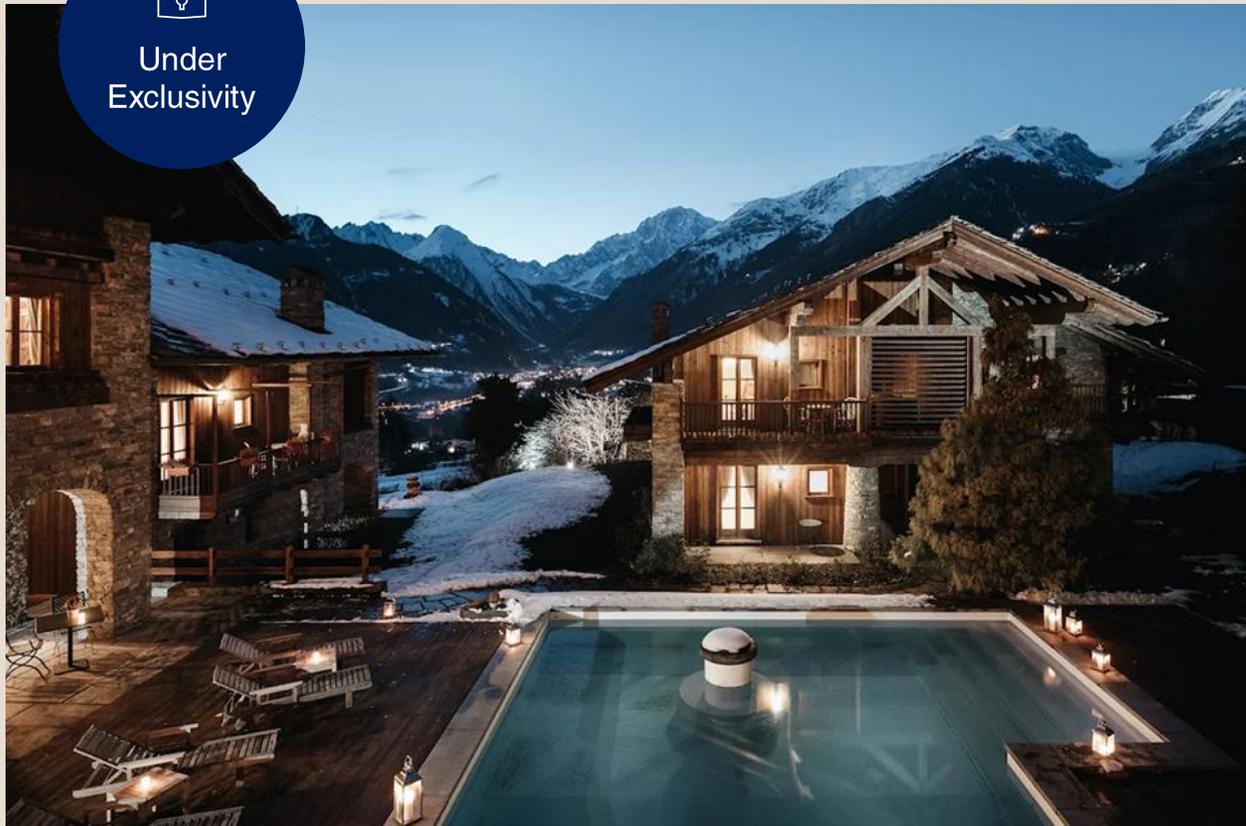
RELAIS MONT BLANC & SPA

★★★★★

📍 Località La Croisette 36, La Salle (AO)

🛏️ 49 rooms

📌 CBC Sale Advisor



HOTEL UNION

★★★

📍 Piazzale Belvedere, Dimaro Folgarida (TN)

🛏 120 rooms

📄 CBC Sale Advisor



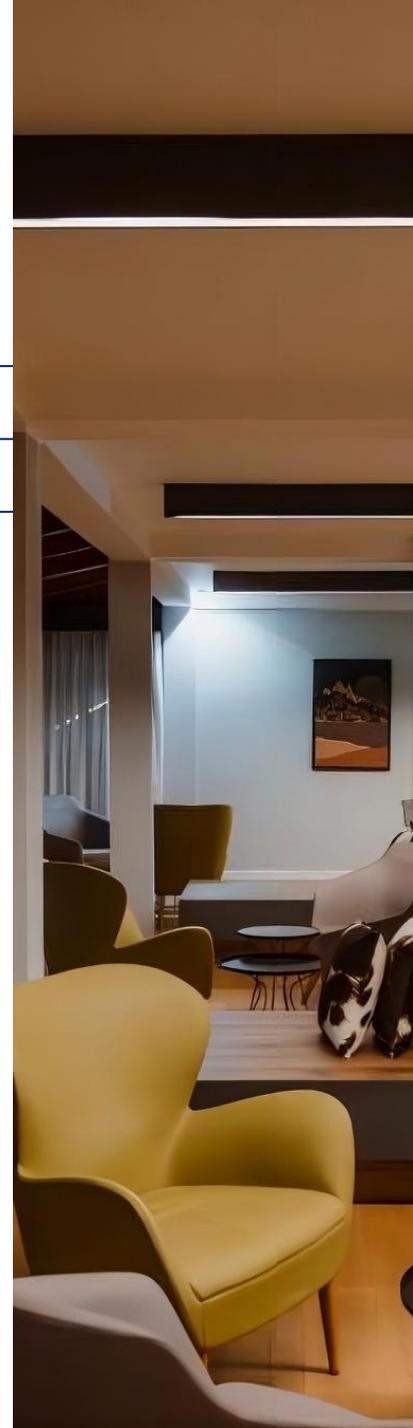
ARMON GREENBLU HOTEL & WELLNESS

★★★★

📍 Strada dei Brenzi 4, Dimaro Folgarida (TN)

🛏 103 rooms

📄 CBC Sale Advisor



HOTEL CASCATATA ET CRISTALLO

★★★★

📍 Via Giusuè Carducci, Madesimo (SO)

🛏️ 138 rooms

🏠 CBC Sale Advisor



LUXURY BRANDED RESIDENCES BLEVIO (CO)

Branded residences

📍 Frazione Cazzanore - Blevio (CO)

🛏️ 37 luxury apartments

🏠 CBC Sale Advisor



SAN DOMENICO PALACE FOUR SEASONS

★★★★★

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

 108 rooms

 CBC Sale Advisor



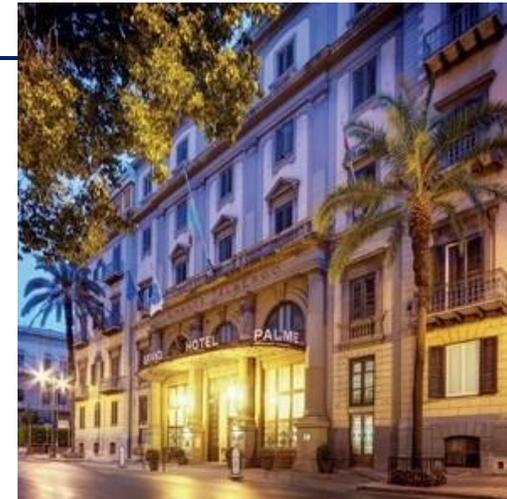
GRAND HOTEL ET DES PALMES

★★★★★

 Via Roma 398, Palermo

 178 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



POGGIO ALLA SALA RESORT

★★★★★

📍 Poggio alla Sala 10, Montepulciano (SI)

🛏 51 rooms

🏠 CBC Sale Advisor



VILLA MENELAO

★★★★★

📍 SP Turi - Rutigliano, Km 2, Turi (BA)

🛏 80 rooms

🏠 CBC Lease & Sale Advisor





HOTEL MELIA GENOVA

★★★★★

📍 Via Corsica 4, Genoa (GE)

🛏️ 99 rooms

📞 CBC Sale Advisor



VILLA BLU CAPRI HOTEL

★★★★★

📍 Via Giuseppe Orlandi 103, Anacapri (NA)

🛏️ 27 rooms

📞 CBC Sale Advisor



HOTEL LA FAVORITA MANTOVA

★★★★

📍 Via S. Cognetti De Martiis 1, Mantua

🛏 93 rooms

📄 CBC Sale Advisor



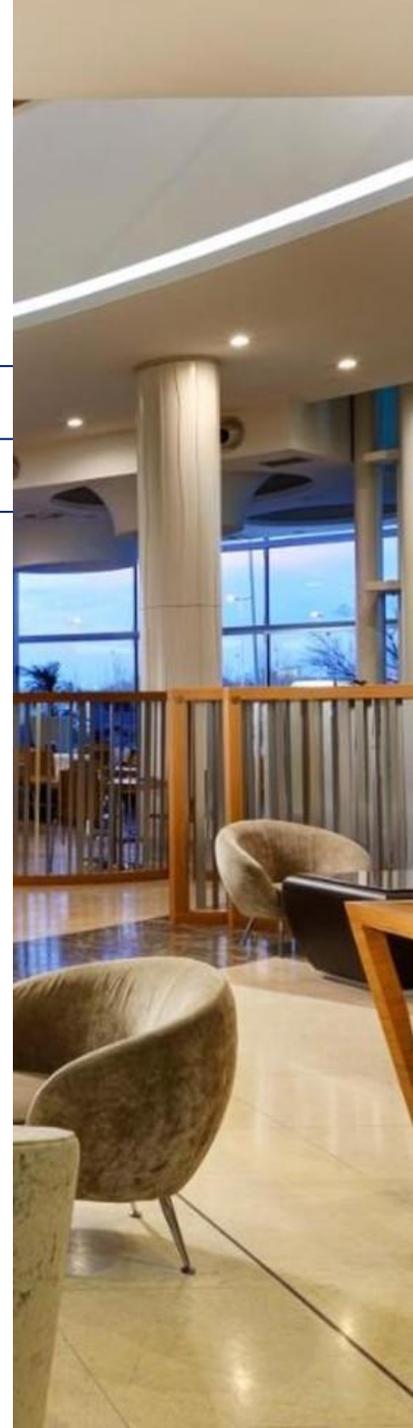
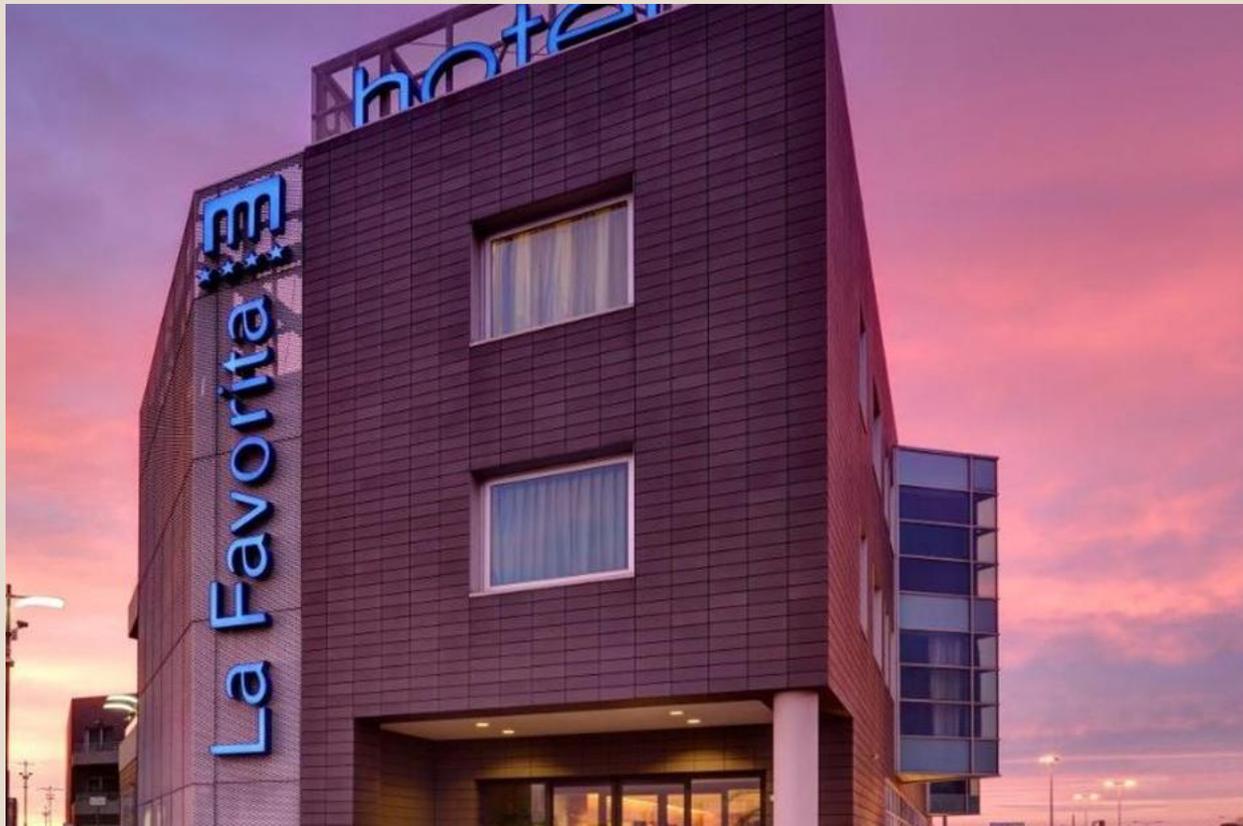
HOTEL DIAMANTE ALESSANDRIA

★★★★

📍 Viale Della Valletta 180, Alessandria

🛏 120 rooms

📄 CBC Sale Advisor



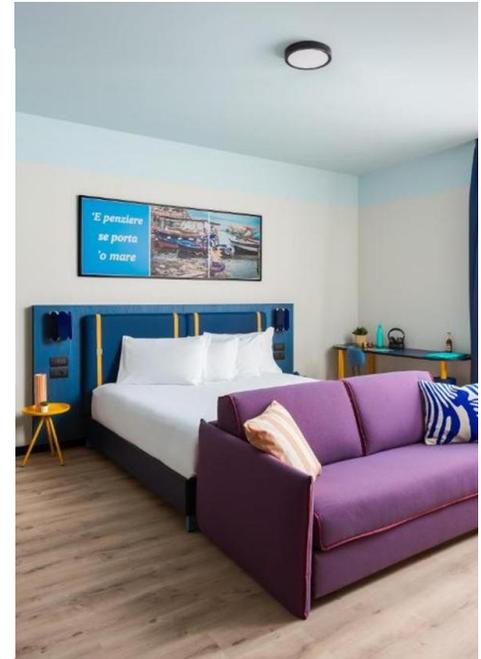
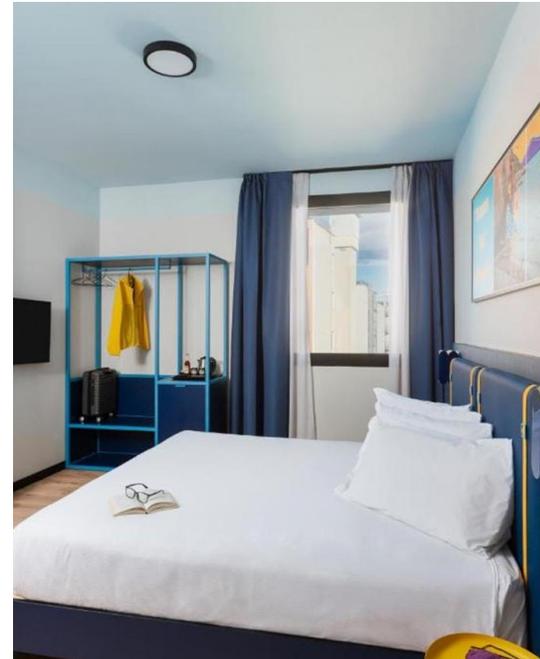
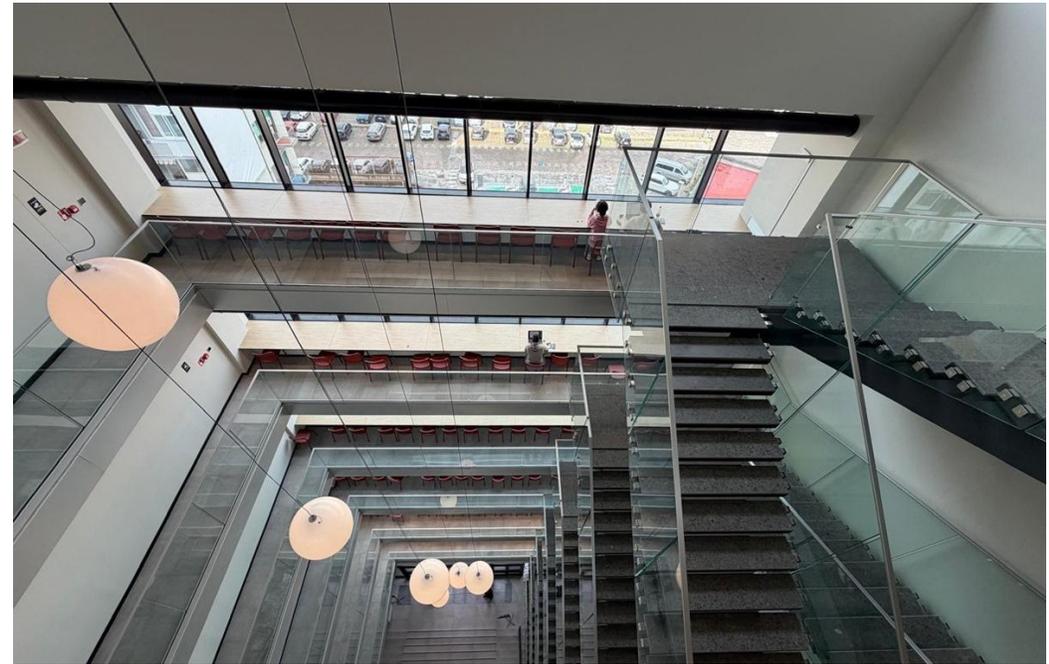
CX NAPLES CENTRALE

Student Housing

📍 Via Galileo Ferraris 4, Naples

🛏 249 rooms

🏠 CBC Lease Advisor



CDH HOTEL MODENA

★★★★★

📍 Via Emilia Ovest 666, Modena

🛏 83 rooms

📄 **CBC Sale Advisor**



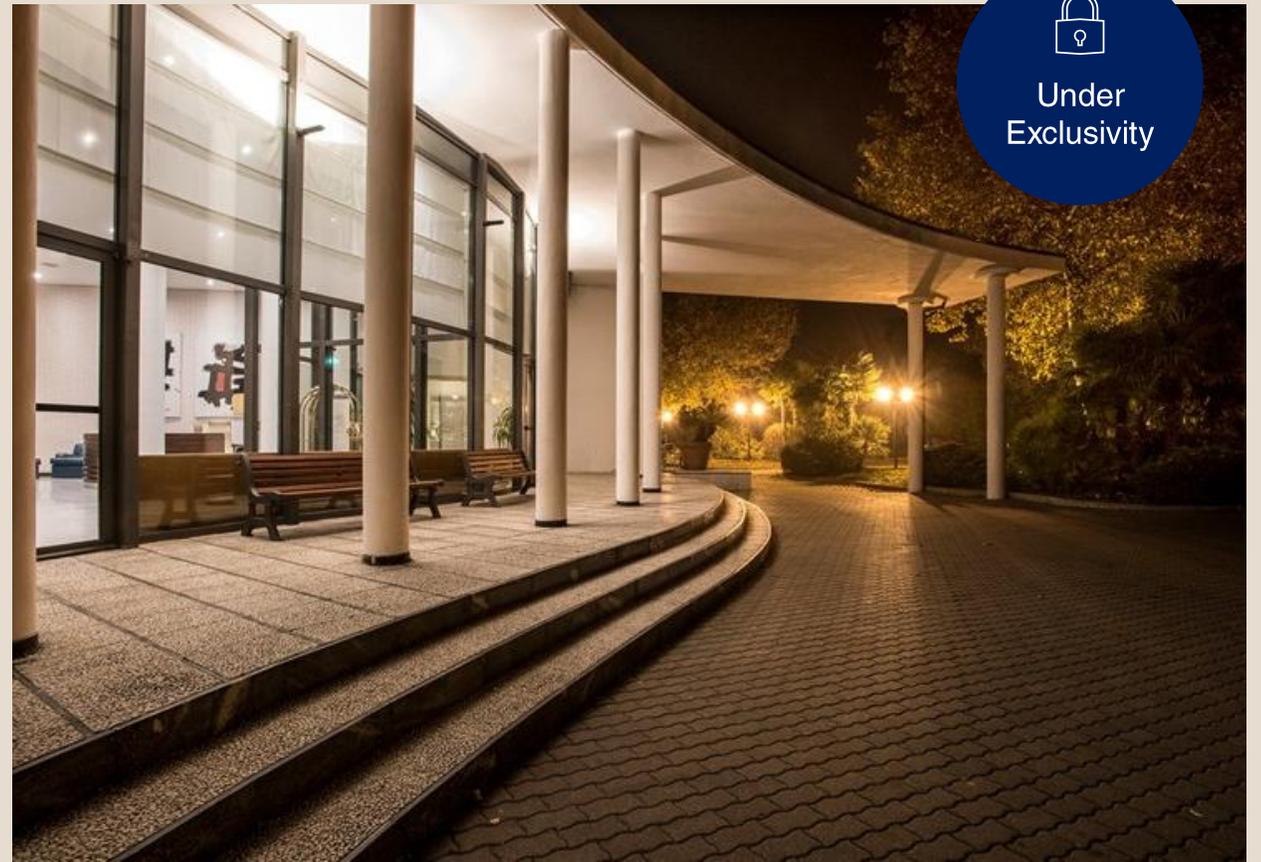
FLYON HOTEL & CONFERENCE CENTER

★★★★★

📍 Via dell'Aeroporto 34/36, Bologna

🛏 243 rooms

📄 **CBC Sale Advisor**



🔒
Under
Exclusivity

JOIVY TREVISO VITTORIA

Aparthotel

 Viale Cadorna 13, Treviso

 **23** apartments

 **CBC Sale Advisor**



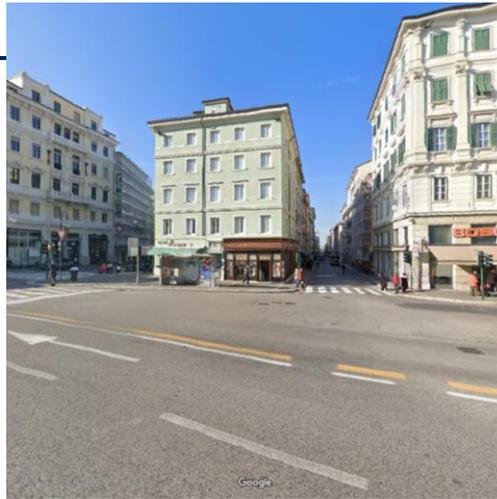
JOIVY TRIESTE GOLDONI

Aparthotel

 Piazza Goldoni 11, Trieste

 **18** apartments

 **CBC Sale Advisor**



JOIVY TRIESTE MAZZINI

Aparthotel

 Via Mazzini 32, Trieste

 **42** apartments

 **CBC Sale Advisor**





JOIVY CAVOUR 238

Aparthotel

 Via Cavour 238, Rome

 **25** apartments

 **CBC Lease Advisor**



JOIVY PADOVA PORTA SAN GIOVANNI

★★★★★

 Via Monte Solarolo 2, Padua

 **12** apartments

 **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



PALAZZO DEI FIORI BY ROOM MATE

Aparthotel

📍 Calle del Dose da Ponte 2746, Venice

🛏 16 apartments

🏠 CBC Lease Advisor



ROOM MATE COLLECTION MIA ROME COLOSSEUM

★★★★

📍 Via Capo d'Africa 54, Rome

🛏 65 rooms

🏠 CBC Lease & Sale Advisor



ROOM MATE ANDREA PALAZZO PLATAMONE

★★★★

📍 Viale Regina Margherita 31, Trapani

🛏 47 rooms

🏠 CBC Lease Advisor



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**



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 & Sale Advisor**



GIUSTINIANO IMPERATORE

 Viale Giustiniano Imperatore, Rome

 **181** rooms

 **CBC Sale Advisor**



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



TORINO

★★★★★

📍 Via Milano 12, Turin

🛏 107 rooms

📄 CBC Sale Advisor



HOTEL EXCELSIOR

★★★★★

📍 Piazza Giovanni Verga 39, Catania

🛏 176 rooms

🏠 CBC Sale Advisor



GREEN PARK HOTEL & RESIDENCE

★★★★★

📍 Loc. Aldia Manna, Porto Rotondo (SS)

🛏 66 rooms

🏠 CBC Sale 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



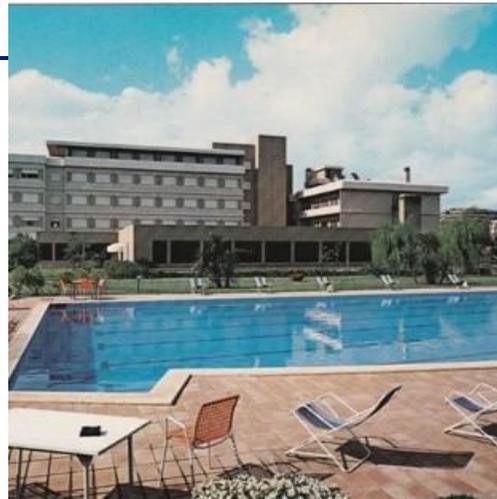
HOTEL SELENE

★★★★★

📍 Via Pontina km 30, Pomezia (RM)

🛏️ 254 rooms

🏠 CBC Sale Advisor



LA TONNARA DI BONAGIA

★★★★★

📍 Piazza Tonnara, Valderice (TP)

🛏️ 58 rooms - 47 apartments

🏠 CBC Lease Advisor



VALUATION & ADVISORY

Our most significant and recent projects



15 ENGAGEMENTS DELIVERED IN 2025

10 ENGAGEMENTS DELIVERED IN 2024

PROJECT **ANALYSIS**
MARKET
ANALYSIS LOCATION
DEMAND **SUPPLY**
PRELIMINARY PROJECT
ECONOMIC-FINANCIAL
PROJECTIONS
ECONOMICS PERFORMANCE
REVENUE **MIX**
SENSITIVITY ANALYSIS
BUSINESS ASSUMPTIONS
GOP

IL CIOCCO HOTELS RENAISSANCE TUSCANY IL CIOCCO RESORT&SPA GRAND UNIVERSE LUCCA HOTEL MIRAMARE VIAREGGIO

📍 Barga (LU) – Lucca - Viareggio

 **CBC Valuation & Advisory Services**



LUXURY BRANDED RESIDENCES BLEVIO (CO)

 Frazione Cazzanore - Blevio (CO)

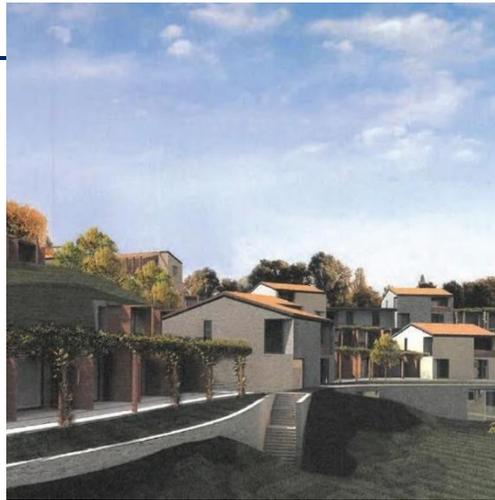
 **CBC Valuation & Advisory Services**



GARDA WELLNESS & WINE RESORT

 Polpenazze del Garda (BS)

 **CBC Valuation & Advisory Services**



VILLA FOSCARINI ROSSI

 Stra (VE)

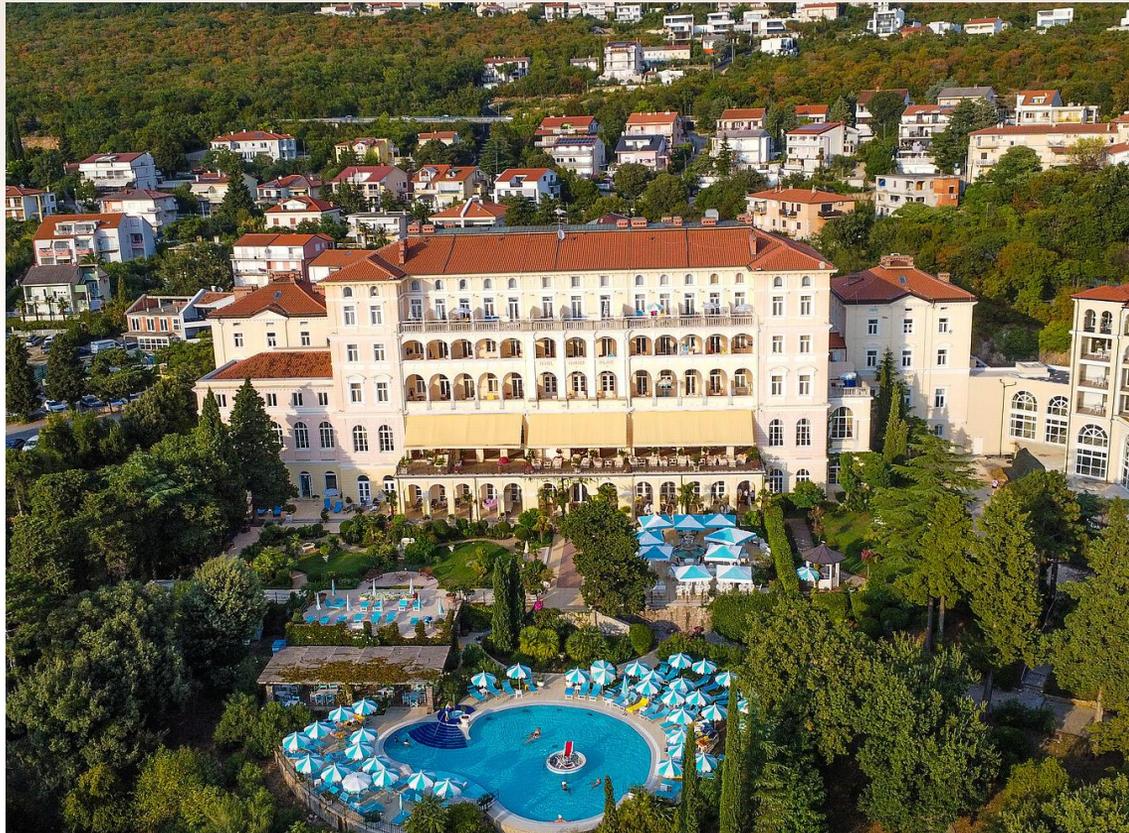
 **CBC Valuation & Advisory Services**



HOTEL KVARNER PALACE

📍 Crikvenica, Croatia

 **CBC Valuation & Advisory Services**



HOTEL SANCAMILLO

📍 Dimaro (TN)

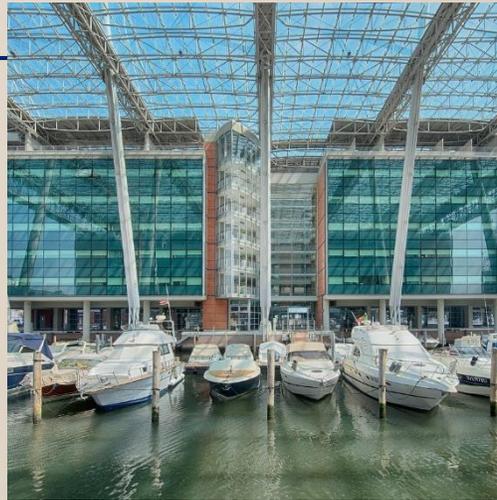
 **CBC Valuation & Advisory Services**



NH VENEZIA LAGUNA PALACE

📍 Mestre - Venice

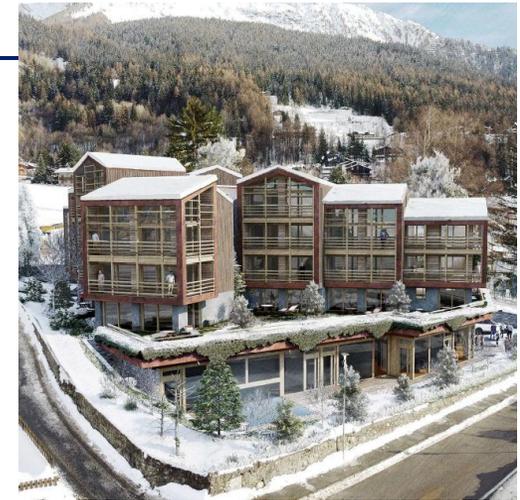
 **CBC Valuation & Advisory Services**



COURMAYEUR (AO)

📍 Courmayeur (AO)

 **CBC Valuation & Advisory Services**



ALBERGO ITALIA

📍 Varallo (VC)

🏢 CBC Valuation & Advisory Services



PARK HOTEL SAN MICHELE

📍 Martina Franca (TA)

🏢 CBC Valuation & Advisory Services



CAPO PELORO RESORT

📍 Torre Faro - Messina

🏢 CBC Valuation & Advisory Services



LARGO DELLA FONTANELLA DI BORGHESE

📍 Largo della Fontanella di Borghese, Rome

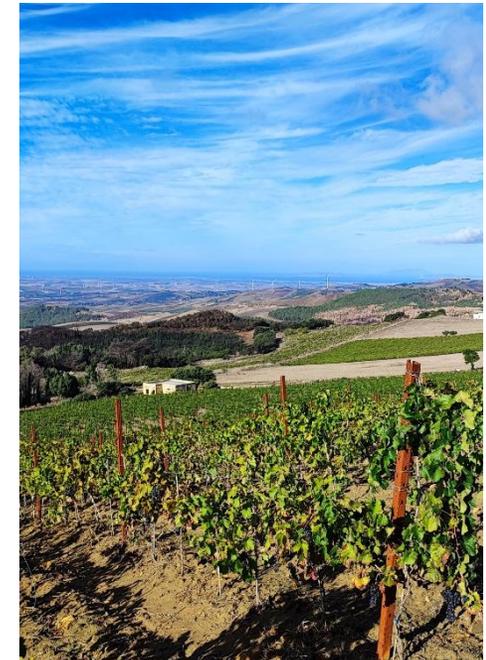
🏢 CBC Valuation & Advisory Services



EX STABILIMENTO LAPIDEO ALCAMO MARINA AGRITURISMO LOCALITA' SCURATI BAGLIO ASSULI

📍 Alcamo Marina (TP) - Custonaci (TP) - Mazara Del Vallo (TP)

 **CBC Valuation & Advisory Services**



PARMA

📍 Via Mistrali, Parma

 **CBC Valuation & Advisory Services**



BORGO DEI PESCATORI

📍 Lido di Ostia, Rome

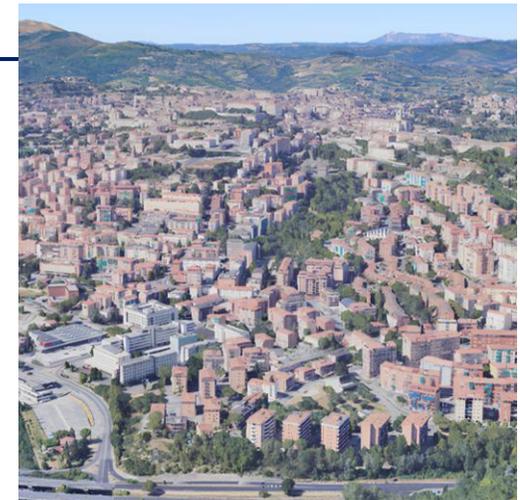
 **CBC Valuation & Advisory Services**



PERUGIA

📍 Via Palermo, Perugia

 **CBC Valuation & Advisory Services**



MASSERIA IL FRANTOIO

📍 Ostuni (BR)

🏢 CBC Valuation & Advisory Services





**COLDWELL BANKER
COMMERCIAL**
REALTY ADVISORY



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