



The Expertise in Real Estate You Expect.
The Specialization in Hospitality You Need.

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Welcome to →



LWHA is the leading hospitality valuation & real estate advisory services firm focused on hotels, resorts, gaming properties, and conference center assets.

2011
Founded

\$1.0 Trillion
Value of Assets Appraised

Assignments
Executed in
50 States, Canada, Mexico,
Caribbean, United Kingdom

+450
Years of Combined
Experience



About LW Hospitality Advisors

LW Hospitality Advisors (LWHA) specializes in a wide range of advisory, valuation, feasibility, investment counseling, asset management, and transactional services focused on hotels, resorts, gaming properties, and conference center assets.

LWHA works with corporate, institutional, and individual clients, as well as with municipalities and governmental agencies on all facets of hospitality real estate.

Hotels are very complex real estate assets that are intertwined with ongoing business concerns and can only be appropriately underwritten and analyzed by dedicated lodging experts. LWHA is staffed with career hospitality specialists focused exclusively on the lodging and gaming sectors. All members of the firm are graduates of accredited hotel schools and possess extensive lodging operational, valuation, advisory, and asset management experience.



Our Mission

LWHA professionals are passionate about serving our clients with the utmost professionalism, providing a high quality of unbiased due diligence in a timely and cost-effective manner. LWHA professionals are known for offering a premier level of service and work product.

Our executives have more than 450 years of combined broad hotel experience.

Services

- Valuation & Appraisal
- Third-Party Asset Management
- Predictive Analytics - LARC
- Advisory & Consulting



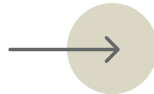


VALUATION & APPRAISAL

Valuation & Appraisal

LW Hospitality Advisors® offers dynamic well researched and highly credible hotel real estate appraisal/valuation-related services.

LWHA® appraisals on all types of lodging assets are prepared by highly skilled valuation professionals degreed in hotel management with deep experience in hospitality operations and hotel real estate and finance, alike.



LWHA®
LW HOSPITALITY ADVISORS



Valuation & Appraisal

Appraisal & Valuation Offerings

- Building/Improvements
- Business
- Furniture, Fixtures, & Equipment
- Land
- Real Estate

Lodging Property Types

- Conference Centers
- Casinos
- Hotels
- Mixed Use Facilities
- Resorts
- Spa & Wellness
- Timeshare/Fractional Ownership Properties

Lodging Company Types

- Franchise Company
- Hotel Property Ownership
- Management Company

Valuation & Appraisal

Valuation Purposes

- Condemnation
- Damages Calculations
- Estate
- Financing
- Gift Tax
- Partnership Reporting
- Property Tax
- Purchase Price Allocations

Valuation Types & Interests

- Condemnation
- Debt
- Equity
- Fee Simple
- Insurable Value
- Investment Value
- Leased Fee
- Leasehold
- Liquidation Value
- Market Value
- Mezzanine Financing
- Partial Interest





THIRD-PARTY ASSET MANAGEMENT





Third-Party Asset Management

LWHA Asset Management Group offers a comprehensive range of customized asset management and advisory services to maximize the profitability, value and potential of all types of hospitality organizations.

Committed to delivering excellence in hotel operations, profitability, and guest service through data, LWHA Asset Management Group offers a hands-on approach and practical experience.

LWHA Asset Management Group serve investors, lenders, owners and developers of hotel and gaming real estate worldwide. Representative property types include hotels, resorts, gaming properties, and conference centers. LWHA works globally with corporate, institutional, and individual clients, as well as with municipalities and governmental agencies on all facets of hospitality real estate.





Asset Management Services







PREDICTIVE ANALYTICS

LODGING ANALYTICS RESEARCH & CONSULTING



Predictive Analytics – LARC

- Better lodging forecasting for better business decisions.
- Unmatched lodging knowledge & analytical insight.

Lodging Analytics Research and Consulting (LARC) provides a full suite of premium services to assist real estate and lodging companies to formulate astute business decisions through transparent and advanced analytics-driven forecasting.

Market
Intelligence
Reports

Custom
Research &
Consulting

Investor
Relations
Consulting



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ADVISORY & CONSULTING SERVICES



Advisory & Consulting

LWHA® provides high-touch customized advisory and consulting services to a broad array of clients. Our experience through changing economic cycles has provided us the ability to effectively navigate today's opportunities and challenges to provide unparalleled advice.

LWHA® offers a unique combination of experience in hotel operations, hotel transactional work and hotel ownership, which in turn provides our clients with a thorough and hands-on understanding of the hotel business alongside the business of hotels.

Advisory & Consulting Services

- Market Supply & Demand Study - Occupancy & Average Rate Projections
- Projections of Income & Expenses – Market Study
- Mixed Use Asset Strategy Consulting
- Property Tax Assessment Appeal Evaluations
- Repositioning Consulting
- Restaurant Consulting
- Return on Investment Analysis
- Site Selection & Evaluation
- Third Party Independent Reviews
- Transactional Advisory
- Comparable Sales Analysis
- Critical Asset Review
- Development / Refurbishment / Renovation & Repositioning Cost Analysis
- Development Services
- Discounted Cash Flow Analysis
- Economic Feasibility Analysis
- Economic Impact Analysis
- Facilities Planning & Development Consulting
- Fairness Opinions
- Highest & Best Use Analysis



Our Co-Founders

→ Daniel H. Lesser

Co-Founder/President & CEO

The firm was co-founded by Daniel H. Lesser, a renowned authority on hotel feasibility and valuation. Mr. Lesser brings more than 45 years of expertise in a wide range of hospitality operational, counseling, valuation, advisory, and transactional services. He is a highly sought-after expert who is widely published and a frequent speaker at leading hotel and real estate conferences. Daniel provides services to corporate, institutional, and individual clients as well as public agencies on all facets of hospitality real estate including litigation support and expert testimony, site evaluation, highest and best use analysis, appraisals for mortgage, acquisition, and portfolio management, workout strategies, operational analysis, property tax assessment appeal evaluations, economic impact studies, deal structuring, and fairness opinions.

→ Evan Weiss

Co-Founder, Chief Operating Officer, Principal

As Co-Founder, Chief Operating Officer & Principal, Evan Weiss began his hospitality real estate advisory services career as an associate at CBRE Hotels, Hospitality-Gaming Valuation advisory service group, where he was awarded Silver and Gold production awards during each year of his tenure. He also received the Valuation Services Professional of the Year Award for the Tri-State region. Prior to joining CBRE, he held the executive position of Director of Operations for Carino Hotels & Resorts in New York, a sales and marketing firm representing 75 luxury hotels worldwide. Mr. Weiss holds a Bachelor of Science degree in Hotel and Tourism Management from New York University Preston Robert Tisch Center for Hospitality, Tourism and Sports Management where he also serves as a board member. Following successful terms as Board Member, Vice President, and President of the NYU Tisch Center Alumni Society, Evan recently served on the search committee for the Divisional Dean of the Tisch Center and is privileged to hold the position of adjunct faculty member at the NYU Tisch Center as well as at Columbia University-GSAPP.

Clients & Alliances



For a full list of clients, click [HERE](#).



Recent Projects



Oil Nut Bay
Virgin Gorda, BVI



Four Seasons Hotel
New York, NY



Radisson Hotel LAX
Los Angeles, CA



Ludlow House
New York, NY



Doral Arrowwood
Rye Brook, NY



Elbow Beach Resort
Paget Parish, Bermuda

For a full list of featured projects, click [HERE](#).

Recent Projects



The Dominick
New York, NY



Fairmont San Jose
San Jose, CA



Nautilus by Arlo
Miami Beach, FL



Crowne Plaza Hotel
Danbury, CT



San Vicente Bungalows
West Hollywood, CA



Chase Park Plaza Hotel
St Louis, MO

For a full list of featured projects, click [HERE](#).

Recent Projects



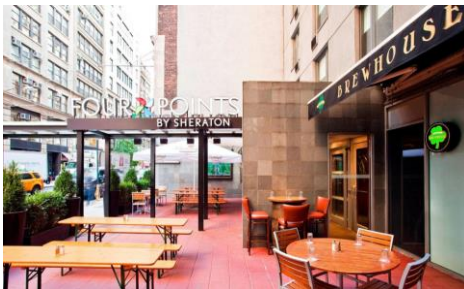
Wave Resort
Long Branch, NJ



The Williamsburg Hotel
Brooklyn, NY



Courtyard by Marriott Dallas Addison
Addison, TX



Four Points New York Chelsea
New York, NY



Water Wizz Waterpark
East Wareham, CT



Holiday Inn Express & Suites Bluffton
Bluffton, SC

For a full list of featured projects, click [HERE](#).



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