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## Experience

Erin O'Brien, MBA, AACI p. App, is a Senior Director with CBRE Hotels Valuation & Advisory Services group in Canada. Erin is responsible for overseeing hospitality related valuation assignments across the country. With over 15 years of experience in valuation and advisory services, she is a recognized professional in the hospitality industry. Erin has appraised numerous assets in downtown, suburban, resort and rural markets throughout Canada.

Erin has worked on a wide range of assignments including existing and proposed assets under evaluation that have ranged from limited and focused service properties to full service hotels and resorts. Project assignments have included market/feasibility studies, appraisals, portfolio valuation, asset evaluation, asset strategy, and acquisition due diligence.

## Representative Assignments

Client	Type of Assignment
bclMC Hotel Portfolio, 2009-2011 and 2015-2016	Quarterly Portfolio Valuation
Delta Montreal, Montreal, QC	Current and Prospective Valuation – Post Renovation/Repositioning
Fairfield Inn, Quality Inn, Best Western, Belleville, ON	Valuation and Operational Review
Grand Tappattoo Resort	Valuation
Hampton Inn St. John's	Valuation
Holiday Inn Dartmouth, Halifax, NS	Current and Prospective Valuation – Post Renovation/Repositioning
Proposed Fairfield Inn, Mississauga, ON	Prospective Valuation
Proposed Hilton Garden Inn, Winnipeg, MB	Prospective Valuation
Proposed Hotel Developments: Morden, MB; Kirkland Lake, ON; Port Carling, ON	Feasibility Study
Proposed Resort, Collingwood, ON	Prospective Valuation
Ste. Anne's Spa, Grafton, ON	Feasibility Study
W Montreal, Montreal, QC	Valuation

## Clients Represented

- Bank of Montreal
- Bayview Hospitality
- BclMC
- Best Western
- Business Development Bank of Canada
- Caisse de Depot et placement de Quebec
- Canadian Imperial Bank of Commerce
- Citibank Canada
- Delta Hotels
- Fairfield Inn
- GE Capital
- Grand Tappattoo Resort
- GWL Realty Advisors
- Hampton Inn
- Holiday Inn
- Holloway REIT
- InnVest REIT
- Intrawest Resorts
- PWC
- Quality Inn
- RBC – Royal Bank
- ROI Capital
- Roynat Inc.
- Scotiabank
- Skyline
- Ste. Anne's Spa
- TIAA
- W Montreal

## Professional Affiliations / Accreditations

- AACI Designation, Appraisal Institute of Canada

## Education

- Ongoing professional development related to valuation and consulting. Recertified through the Appraisal Institute of Canada professional programs (2013-Present).
- MBA – Hospitality & Tourism Management, 1998, University of Guelph