



## Colliers adds Owens to capital markets team

February 28, 2023 - Front Section

Manhattan, NY According to Colliers industry-leader Mark Owens has joined the firm as vice chair and national practice group leader, hospitality. Owens, one of the foremost experts in the sector with over 20 years of experience and long-standing professional relationships, most recently held the title of co-head of hospitality capital markets at CBRE. Previously, he and his team built Ackman-Ziff Real Estate Group's hospitality practice into one that completed \$1 billion in annual transaction volume and CBRE's into one that completed over \$4.5 billion. In his new role, Owens will focus on hospitality sector investment sales, acquisitions, joint venture, private equity, debt and structured financing and recapitalization efforts.

Over the course of his career, Owens has led the sales of properties including the Essex House in New York, the former W Hotel in Washington, D.C. and the Hilton San Diego Gaslamp. He worked on the \$1 billion Affinia Hotels and Denihan recapitalization in New York City and oversaw transactions including the \$600 million Loews Arlington Hotel & Convention Center development as well as the \$300 million refinancing of the Westfort Portfolio in Canada. Notably, Owens also worked with an affiliate of Hawaii-based Trinity Real Estate Investments to raise \$520 million from institutional investors, sovereign wealth funds, U.S. and international family offices for their GP value-added investment fund targeting upscale and luxury hotel and resort properties.

Owens joins the firm as the hospitality industry has experienced a steady rebound in traveler demand and significant supply constraints. Even amid an environment of reduced capital markets activity in lodging, Colliers sees increased opportunities to deploy capital in the sector, including distressed assets in key markets, recapitalizations and dispositions.

"Mark Owens is one of the best and brightest professionals in the hospitality industry," said David Amsterdam, president, capital markets. "He brings to our Capital Markets team deep institutional expertise across transaction types within the hospitality sector and we're thrilled to welcome Mark as our capital markets team continues adding the most talented and hardworking industry experts."

"There is currently a dislocation in the hospitality market that presents unique opportunities for investors and that has Colliers capital markets primed for growth," said Owens. "Between its talented professionals across service lines and its sterling international presence and reputation, Colliers has the runway and the tools for our team to take advantage of significant opportunities in the space and to grow both the hospitality practice and overall Capital Markets business. I am proud and excited to join my other capital markets team members."