



Colliers hospitality practice group adds Johnson as analyst

September 12, 2023 - Front Section

Manhattan, NY Colliers has hired Marc Johnson as an analyst to join the firm's hospitality practice group.

In his new role, Johnson will work alongside group leader Mark Owens, who is one of the foremost experts in the sector, to help advise the group on institutional debt, structured finance, and investment sales across all lodging asset classes.

Johnson is an experienced real estate professional across a variety of industry verticals including valuation of institutional real estate and asset management of a portfolio of world class hotels. He also has operations expertise and experience in handling complex lease agreements for hospitality ventures and brands to drive bottom line growth through revenue generation and critical expense savings.

"Marc is an excellent addition to our team and is part of a greater trend of talented individuals choosing Colliers as we continue to strengthen and expand our capital markets team," said Owens. "His experience and knowledge of the hospitality and lodging industry will be invaluable as we work together on complicated transactions."

Prior to joining Colliers, Johnson graduated with distinction from Columbia University's Graduate School of Architecture, Planning and Preservation. While there, he took a focus on hospitality content, specifically on the intersection of assets and their relationship to broader urban development. Before completing graduate school, Johnson also worked as a senior Analyst at Capital Properties, Inc., an analyst at Duff & Phelps, LLC. (now Kroll), and a real estate associate at Ralph Lauren Corp.

In addition to his real estate experience, Johnson led the guest relations efforts at an internationally recognized resort in the northeast, where he became an expert in the general management of a diversified resort property. This experience solidified his understanding of business plan creation and implementation, and its relationship across the lodging asset.

Johnson is an alumni advisor for Ohio State's Center for Real Estate at the Max M. Fisher College of Business and frequently engages with panels and speaking arrangements through Columbia University, it's Graduate School of Architecture, Planning and Preservation, and a variety of industry organizations.