



## **JLL's Hotels & Hospitality group adds Bernal and Melikian to NYC office**

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Carolina Bernal

Mackenzie Melikian

Manhattan, NY JLL's Hotels & Hospitality group has made two additions to its local office: Carolina Bernal as senior director and Mackenzie Melikian as senior associate.

Bernal and Melikian will focus on New York City hotel investment sales advisory while also contributing to national investment sales and strategic initiatives. They will work with Kevin Davis, Americas CEO for JLL's Hotels & Hospitality group, and Dan Peek, Americas president for JLL's Hotels & Hospitality group. Additionally, Bernal will join JLL's Global Hotel Desk, which is responsible for directing global capital flows into hospitality opportunities, collaborating with Patrick Saade, Global Hotel Desk head.

Bernal joins JLL from Hodges Ward Elliott, where she was a director in the hospitality investment advisory practice. At Hodges Ward Elliott, Bernal spearheaded the execution of 21 portfolio and single asset transactions, covering over 31,000 hotel rooms and totaling \$7.8 billion in investment sales and debt/equity placement. In addition, her background includes roles at HFF, Xenia Hotels & Resorts, CNL Financial Group and Protiviti. Bernal holds a B.S. in business administration with a finance concentration from the University of Central Florida.

Melikian was previously an associate in the investment sales and capital markets/loan sales group at Hodges Ward Elliott. In that role, Melikian orchestrated the production of valuations and offering memorandums totaling approximately \$14 billion in asset value for offices nationwide, with a

dedicated focus on New York, Washington, D.C. and Chicago, closing about \$700 million during her two years at the firm. Her previous experience also encompasses her role as an analyst at Hodges Ward Elliott, an internship with Four Seasons Hotels & Resorts and project development work with MAK Construction, a family company. A Cornell University graduate, Melikian earned a B.S. in hotel administration, concentrating in development, with minors in real estate and design as well as design and environmental analysis. She was also a four-year Cornell Traditions Fellow.

These appointments align with JLL's expanded focus on the New York City hotel market. Davis, while continuing his role as Americas CEO, will now oversee day-to-day operations for New York City's investment sales advisory, underscoring the firm's commitment to this crucial market.

"We're excited to welcome Carolina and Mackenzie to our team," said Davis. "Their addition, coupled with my increased involvement as I assume day-to-day responsibility for this market, will significantly strengthen our New York City investment sales capabilities."

"Carolina and Mackenzie joining our New York City team marks a significant step in our strategy to deepen our local market expertise while enhancing our national capabilities," said Peek. "As we see increased interest in the New York and broader US hospitality market from domestic and international investors, their insights will be crucial in helping our clients navigate opportunities and challenges in this environment."

"Carolina's addition to JLL's Global Hotel Desk further enhances our ability to connect global capital with compelling hospitality deals, consolidating the team's expertise and further reinforcing JLL's leadership in international hotel transactions," said Saade.

JLL's Hotels & Hospitality Group has completed more transactions than any other hotels and hospitality real estate advisor over the last five years, totaling \$83 billion worldwide. The group's 370-strong global team in over 20 countries also closed more than 7,350 advisory, valuation and asset management assignments. Our hotel valuation, brokerage, asset management and consultancy services have helped more hotel investors, owners and operators achieve high returns on their assets than any other real estate advisor in the world.

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