

# CASE STUDY

## The Westin Turnberry Resort, United Kingdom



### NATURE OF INSTRUCTION:

Hotel acquisition on behalf of purchaser

### CLIENT:

Leisurecorp (part of Dubai World)

### SIZE:

130 bedrooms and 79 lodges

### CBRE HOTELS TEAMS INVOLVED:

CBRE Hotels EMEA

### CHALLENGE

To provide pre-acquisition support on the purchase of The Westin Turnberry Resort.

### SOLUTION

CBRE Hotels were appointed to undertake the commercial due-diligence providing an opinion of value of the hotel and adjacent development site under a number of different scenarios.

After a comprehensive site visit, CBRE Hotels provided a current value of the property in its existing state of repair and trading performance . An analysis of the property together with an assessment of an assumed competitive market enable a valuation of the hotel post refurbishment and repositioning.

CBRE Hotels remained an active member of the professional team, advising Leisurecorp, especially in terms of the phasing of the refurbishment programme and the effect on hotel performance.

Date completed: October 2008