

Solutions

Resort Property

Courtyard by Marriott Kauai at Waipouli Beach



~ Buyer ~
Rreef

~ Seller ~
Presidio Kauai LLC

~ Sales Price ~
Undisclosed



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In the Spring of 2005, Colliers International Hotel Realty together with Colliers Monroe Friedlander, the local real estate firm, was retained by Presidio Hotel Group, a private real estate investment/development company located in Northern California, to arrange a sale of the Courtyard by Marriott Kauai at Waipouli Beach.

Property

The 10.4-acre site is located directly on the beach, along the east coast of Kauai. The 311-room resort had undergone a multi-million dollar renovation and features: Voyager Grille restaurant, Cooks Landing lounge, a 350-seat luau facility, the Pua Day Spa, an updated pool area, a tennis court, approximately 4,700 square feet of meeting space and free high-speed wireless internet. The hotel also contains two, exquisitely-appointed beachfront suites, with majestic ocean view from every vantage point, including the elevated whirlpool bath in the spacious five-fixture, granite-tiled bathroom.

Services & Results

Colliers' developed and implemented a marketing campaign that targeted potential buyers based on the hotel's brand, condition, location, future income potential and price point.

We generated numerous offers through a formal "call for offers" process. The property was sold to Rreef, an institutional investment fund and subsidiary of Duetche Bank.