



Home > Transaction

## Transaction

As different as companies are, as diversified are the starting situations and the conditions of each transaction. The execution of the transaction must be organised in a discrete and timely fashion - transaction partners are purposefully lead to decision points. Of essential significance are reliable market knowledge and widely supported contacts to investors, hotel operators, national and international hotel chains as well as banks, law firms, trustees and public corporations.



### Our service portfolio

- Purchasing and sales
- Leasing and renting
- Management
- Franchise
- Capital
- Contracts

### Purchasing and sales

#### Are you looking to purchase or sell hotel objects?

As different as companies are, as diversified are the starting situations and the conditions of each transaction. Nonetheless, most processes consist of recurring work modules. The execution of individual work steps must be organised in a discrete and timely fashion - transaction partners are purposefully lead to decision points. Of essential significance are reliable market knowledge and widely supported contacts to investors, hotel operators, national and international hotel companies as well as banks, trustees and public corporations.

#### Goal

Increase of likelihood of achieving results based on a high-quality network and access to relevant decision-makers.

### Leasing and letting

#### Are you looking to lease or let hotel objects?

Leasing and letting hotel objects is supported by processes in the background which largely function identically. Finding and assembling the right partners requires profound market knowledge, resources and great networks of investors, banks, national and international hotel companies as well as hotel operators and owners. The most important requirement, in addition to mutual trust and respect, is a clear-cut and relevant agreement to make the contractual relationship effectively sound for both parties.

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Increase of likelihood of achieving results based on a high-quality network and access to relevant decision-makers.

### Management

#### Are you looking for hotel operators?

Long-term experience and an internationally supported network of relationships form the foundation for a successful search for a hotel operator. The combination of interested parties or a community of interests requires recognised competencies, extensive market knowledge and access to relevant information. An efficient and effective process works according to established patterns and allows for targeted procedures.

#### Goal

Increase of likelihood of achieving desired results based on a high-quality network and access to relevant decision-makers.

### Franchise

#### What is branding capable of, that you are not?

The ever-increasing cross-linking of distribution channels absorbs more and more internal resources. A relevant branding can significantly improve visibility and economic efficiency of the company. The decisive factors for making the right selection are far-reaching familiarity of the brands and of the subject at hand. A structured process makes it possible to efficiently, reliably and discretely evaluate all options.

#### Goal

Increase of likelihood of achieving results based on a high-quality network and access to relevant decision-makers.

### Capital

#### How do you finance your investments?

In-depth and skilled knowledge of the capital market is the basic requirement for securing value-oriented and sustainable financing for the company. However, industry-relevant knowledge as well as wide network of contacts to investors, banks and other capital providers is equally important. Discrete and efficient handling requires clearly defined and structured processes which communicate the necessary security and trust to all involved partners.

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## Contracts

### Are you negotiating an economically sound contract?

When it comes to management contracts, directorate contracts or franchise and leasing contracts, it is important that they are set up to satisfy the requirements and provide the best possible utilization of all involved parties. We know that only well-balanced agreements can provide assurance for a cooperative, valuable and efficient business relationship.

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## Hotel for sale

Exciting hotel offers! CFB network AG are a full-service provider for the purchase and sale of hotels as well as for searching and integrating high-performance operating companies. Check out a selection of current hotels on sale by CFB network AG here. You can request more information about the individual objects via e-mail anytime. We will gladly inform you about further investment options within the hotel industry. We look forward to receiving your message.

Other Hotels for sale

