



SUCCESS STORY

NOVOTEL ATRIUM, DARWIN

Tourism Property
Investment Group
Level 28 Angel Place
123 Pitt Street
Sydney NSW 2000

TEAM

Colliers International
Northern Territory and
Colliers International Hotels
& Leisure

STATISTICS

4 star
140 rooms
Restaurant & bar
Meeting rooms
Development upside

SERVICES PROVIDED

Brokerage

www.colliers.com

CHALLENGE

Colliers International was commissioned to sell this purpose built 140-key, full service hotel overlooking the harbour in central Darwin.

STRATEGY

Our strategy was to draw on our strong relationships both with the major Australian hotel groups and local investors. It was the strong working relationship between our Darwin office and our specialist Hotels and Leisure team that resulted in a successful off market sale.

SERVICES

Our international network of offices enabled us to demonstrate the depth and breadth of strong relationships that we hold and can bring to the fore for such brokerage service mandates.

Colliers identified the strength of the location and appeal of the development upside of the property to local developers, which is from where the successful purchaser was sourced.

RESULTS

The sale was achieved through a combination of specialist and local knowledge. It was successfully completed in January 2010.