



“We selected Colliers International Hotels over a number of candidates to list our property because we trust their integrity and perseverance to get the job done. They are professional and really know the market.”
Silverado Resort Inc., California

SUCCESS STORY

SILVERADO RESORT, NAPA, CALIFORNIA, USA

Okawa Family

TEAM

Colliers International Hotels
(Colliers PKF Capital)

STATISTICS

400 condominiums

36 holes of golf

16 tennis courts

Meeting & event space

Spa

SERVICES PROVIDED

Brokerage

www.colliers.com

CHALLENGE

The challenge was to buck market headwinds and unique deal challenges and successfully sell this treasured golf destination resort.

STRATEGY

A longtime local relationship with the owners' representatives at the property level, combined with Colliers International's global network, gave us the winning combination to complete this transaction.

We knew that since the property's corporate group market had been under duress because of the recession that we needed to position Silverado more as a repositioning opportunity.

SERVICES

In delivering our brokerage services and positioning the opportunity it was very valuable to be able to draw on our understanding of the workings of complex resort entities where there's also a condo homeowner community, resort, hotel, country club, meetings venue and golf destination.

RESULTS

Our team was led by Bob Eaton, who commented that the family of the late Isao Okawa of Japan, who bought the resort in 1989, was delighted when we found an ownership group headed by Johnny Miller to take on the resort.