



Radisson Red, Hotel, Finnieston Quay GLASGOW, UK

CLIENT

Forrest Developments

TEAM

Colliers International UK

STATISTICS

175 Room Hotel
First new-build Radisson Red in Europe

SERVICES PROVIDED

Operator Search and Selection

WWW.COLLIERS.COM

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INTRODUCTION & CHALLENGE

Colliers International were appointed by an investor/developer to conduct an operator search for their proposed hotel project in a prominent area of Glasgow.

OUR WORK

Colliers International was assigned to locate and negotiate with potential operators for the hotel.

The process began with Colliers preparing a Market & Financial Feasibility study to establish the market potential and ideal market positioning.

From this a target list was drawn and a large number of initial bids were received which were discussed with the client, creating a short-list of three operators.

A second round of more detailed and more formal submissions was held and this led to the selection of radisson Red as the preferred operator.

RESULTS

We secured a deal on behalf of our client with Carlson Rezidor for a 175 room hotel with supporting facilities and assisted the client through the detailed negotiations culminating in a long term management contract with many owner friendly provisions.



The hotel opened its doors in 2018.

