



May 23, 2019 Breakfast Meeting

Marriott Boston Quincy

DANIEL C. HANRAHAN II, MAI, CRE

AMERICAS MARKETING LEADER | SENIOR DIRECTOR

CBRE Hotels Advisory

PROFESSIONAL EXPERIENCE

Daniel C. Hanrahan II, MAI, CRE, is a Senior Director and Marketing Leader for CBRE Hotels Advisory, covering the Eastern Division while being stationed in our CBRE New York Office. Mr. Hanrahan has over 40 years of domestic and international experience in the hospitality industry. This experience includes strategic advisory services involving various commercial, retail, industrial, mixed-use, multi-family, and vacant land projects throughout the United States for a broad array of hotel owners, developers, public REITS, private equity firms, major hotel companies, municipalities, universities and public agencies, to name a few. In addition, Mr. Hanrahan has specialized in, and provided advisory and valuation services to the lodging sector ranging from limited-service to “all-inclusive” resorts located throughout the United States, Mexico, the Caribbean, South America, and Canada. Over his career, Mr. Hanrahan has personally been involved in some of the most significant and identifiable hospitality projects in the locations noted.

Mr. Hanrahan’s experiences encompass virtually every aspect of the hospitality industry, including but not restricted to market feasibility, economic feasibility, valuation, investment analysis, operational analysis, strategic planning, buy-side due diligence, RFQ/RFP preparation, negotiation and selection process, financing advisory, and litigation support.

Mr. Hanrahan was an owner and founding partner of the hospitality advisory firm Pinnacle Advisory Group, which had offices in Boston, Princeton, and South Florida. Prior to founding Pinnacle Advisory Group, Mr. Hanrahan was a Principal with Pannell Kerr Forster, based in New York for the period 1986 to 1991. Pannell Kerr Forster was the predecessor firm to PKF Consulting USA, which was acquired by CBRE in July 2014, and their roots in the hospitality industry actually date back to 1911 and the firm of Harris, Kerr Forster & Company. For the period 1978 to 1986, Mr. Hanrahan was associated with two different and prominent real estate advisory firms that were located in the New York metropolitan area.