

PROFESSIONAL PROFILE

JOEL FISHER

Joel Fisher is a Director and is responsible for the Australian pub agency business line within CBRE Hotels Asia Pacific.

Joel holds the position of Director, having joined CBRE Hotels in 2008. He is responsible for general agency practice, advocacy and consultancy specialising in the Hotel & Leisure market dealing with local and national pub and hotel operators across all mainland markets.

Prior to joining CBRE Hotels, Joel gained over 4 years experience in the sale of hotel (pub) related properties as part of Jones Lang LaSalle Hotels. Throughout his career Joel has handled the successful sale of hotels to the value of over \$400 million throughout New South Wales, Queensland, Victoria and Tasmania. Joel's in-depth understanding of hotels and institutional investment processes has led to his specialisation in negotiating large or flagship hotel sales to listed hotel funds, private equity firms and publicans alike.

RELEVANT PERSONAL EXPERIENCE

ALE Pub Portfolio	\$27,800,000
Magnums, Airlie Beach	\$9,250,000
Blue Pacific Hotel, Bribie Island	\$3,250,000
Cambridge Tavern, Fairfield	\$44,750,000
Port Macquarie Hotel Group	\$36,250,000
Great Southern Hotel, Sydney	\$12,100,000
Macquarie Inn, Dubbo	\$10,750,000
Pier 26 Bar & Retail, Darling Harbour	\$17,250,000
Koorungal Hotel, Wagga Wagga	\$11,200,000
Penshurst Hotel, Penshurst	\$21,500,000
Ironhorse Inn, Newcastle	\$15,000,000

RELEVANT COMPETENCIES

- Planning and implementation of strategic sales / marketing campaigns for hotel and leisure properties nationally.
- A detailed knowledge of the hotel and leisure industry throughout Australia and New Zealand



SAMPLE CLIENT BASE

Coles Liquor Group
ALG
ALE
ALH/Woolworths
JDA Hotels
Feros Group
Newhaven Hotels
Kelly Group
HLG
Solotel
Calligeros Group
WW Management
Laundry Hotels
Premier Venues
Keystone Hospitality
Marlow Hotel Management
Rockford Capital
NLG
ICON Hospitality
ING Entertainment Fund
IRIS Hotel Group
St George Bank
Edward Baillie Capital

Contact

Joel Fisher
Director
Sydney, Australia
T: +61 (0)2 9333 3429
F: +61 (0)2 9333 3502
M: +61 (0)414 562 610
joel.fisher@cbre.com.au