



PROPERTIES HOTELS & RESORTS



INTRODUCTION

Century21 Zazen Properties - Hotels & Resorts dedicated division has access to a portfolio of properties specialized in the region of Koh Samui, Koh Phangan and Koh Tao as well as to specific market intelligence, activity and trends. To automatically receive information on opportunities on sales subscribe [here](#).



WHY CENTURY21 ZAZEN PROPERTIES

Being an affiliated of Zazen Boutique Resort & Spa Koh Samui, Century21 Zazen Properties has an established recognition for the trusted relationships we have built with client. In addition our clients can benefit from an extensive local and international network we have on hand of investors and property owners. The experience held by our team covers an entire range of Hospitality businesses, from International branded to Independent hotels and resorts, service apartments and vacation homes.



CENTURY 21 ZAZEN
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HOW CAN WE HELP YOU

In Hospitality businesses the Property plays a key role for the success of the enterprise. Our team can provide an objective, impartial and independent advice in the acquisition and disposal of hotels & resorts.

Our coverage encompasses not only Hotels and Resorts investment sales and acquisitions services but also development of new projects drawn upon carefully established feasibility studies, valuations, operational requirements, financial analysis and expected results.



OUR SERVICES

- **Hotel and Resort Investment Sales and Acquisition**
- **Planning and Development consultancy**
- **Operational services: Management contracts and Asset Management**

We help Investors seeking advice on operator search / selection – The right operator for the right product and advice on leases, management agreements

We represent hotel owners with operators to ensure their best interests are put forward and maximize their return on investment.

- **Valuation**

Three Approaches to Hotel Valuation:

In valuing hotels, there are three approaches from which to select:
The income capitalization, sales comparison, and cost approach.

Although all three valuation approaches are generally given consideration, the inherent strengths of each approach and the nature of the hotel in question must be evaluated to determine which approach will provide supportable value estimates. In addition, there is a set of rules of thumb that are used to provide a rough estimate of value.

CHRISTIAN SCHLEGEL



Christian career in hospitality spans more than two decades. Fluent in five languages and with a love of travel, the Swiss-Finnish national's career began with an internship at Eden au Lac, a small luxury hotel in the lakeside town of Montreux, Switzerland. It was during this influential year that Christian discovered his passion for hospitality.

He went on to study at the prestigious École Hôtelière de Lausanne and in 1999 was awarded a Bachelor's Degree in International Hospitality Management. Christian's varied and challenging career has taken him around the world, working in countries as diverse as Venezuela and Switzerland. For the past 16 years he has worked in Thailand, nine of which have been with the renowned French hotel group, AccorHotels. Positions have included leading pre-opening teams, and as Hotel

Manager at luxurious properties such as the Sofitel Centara Grand Resort & Villas, Hua Hin, and the Sofitel Bangkok Sukhumvit. Prior to joining Century21 Zazen Properties as head of Hospitality Real Estate, Christian was General Manager at Sofitel Phokeethra Krabi Golf & Spa Resort.

Christian is a valuable asset to Century21 Zazen Properties. His proven international experience of managing luxury properties, from the day to day running of the hotel to project planning and implementation, has given him valuable insight into the challenges and rewards working within the hospitality industry. Having worked in Thailand for 16 years, Christian also has the unique advantage of understanding the local business environment and culture which is key to success for any business enterprise.



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