



James I. Meng

VICE PRESIDENT | HOTEL SERVICES



james.meng@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Arts
Applied Economics
State University of New
York at Albany

Arizona Dept. of Real Estate
Salesperson's License

AFFILIATIONS AND MEMBERSHIPS

Asian American Hotel
Owners Association
(AAHOA)

CONTACT DETAILS

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AREA OF EXPERTISE

James Meng is a vice president with Colliers International in Greater Phoenix, specializing in the exclusive representation of buyers and sellers of hospitality investment properties throughout the Western United States. He partners with Jon Grantham, associate vice president.

The team provides extensive advisory services and representation to clients in the disposition, management and acquisition of hospitality-related assets. They also advise companies and owners pursuing the monetization of real estate holdings through hospitality asset financing.

With comprehensive experience in hotel operations and a successful track record of investment sales, James understands the unique challenges and opportunities of hotel real estate. He skillfully guides owners and investors in developing short- and long-term acquisition and disposition strategies and in preparing for financing or portfolio restructuring.

Known for their in-depth understanding of the hospitality market and innate knowledge of hotel operations, the team leverages their operational and ownership experience to create significant value and upside for clients.

Colliers provides one of the most prolific international platforms within the industry for foreign capital investment sales, enabling the team to maximize exposure for their clients and provide a proven conduit to foreign capital.

James works with Colliers International's Hotel Services Group, which provides significant local, regional, national and international market knowledge and expertise needed to produce world-class marketing campaigns.

With more than 25 years of experience in the real estate industry, James brings a thorough knowledge of trends and conditions that impact the hotel and hospitality investment market.

PROFESSIONAL ACCOMPLISHMENTS

- Completed more than \$74 million in hotel transactions since 2013
- 2015 – Associate Salesperson of the Year Award, Marcus & Millichap Phoenix

BUSINESS BACKGROUND

Prior to joining Colliers, James was a hotel industry specialist and member of the national Hospitality Group with Marcus & Millichap.

He was previously managing partner at M&M Associates, LLC, specializing in hotel real estate investment and management services.

James' extensive operational background includes general manager positions at Best Western, Clarion Hotel by Choice Hotels, Comfort Inn by Choice Hotels, Ramada Hotels by Wyndham, Red Lions Hotel by Hilton, Holiday Inn Suites by IHG, Fairfield Inn & Suites by Marriott, and select high-end boutique hotels in the Scottsdale and Phoenix area. As general manager, he oversaw and was responsible for all areas of the hotel operations.

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REPRESENTATIVE TRANSACTIONS

Hawthorn Suites by Wyndham, Chandler/Phoenix area; 100 rooms all suites; \$6.675,000

Holiday Inn Express & Suites Selma; 84 rooms; \$7 million

Holiday Inn Express Tempe; 128 units; \$11.08 million

Country Inn & Suites, Mesa; 126 units; \$10.91 million

Hotel Tucson City Center Inn Suites; 267 units; \$9.65 million

Country Inn & Suites, Phoenix; 126 units; \$6.35 million

Days Inn Phoenix West; 126 units; \$2.6 million

Suburban Lodge, Phoenix; 87 units; \$2.45 million

Quality Inn & Suites Tucson Airport N; 172 units; \$2.3 million

Sun Terrace Multifamily, Phoenix; 18 units; \$378,000

College Place Tucson; Multifamily Lease; 196 units

Pro Med, Yuma; Medical Office; \$11 million