



Senior Vice President | Arizona  
Hotel Services

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Suite 100  
Phoenix, AZ 85016

### Education or Qualifications

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

Arizona Dept. of Real Estate  
Salesperson's License

### Affiliations or Memberships

Colliers Hotels Group  
Asian American Hotel Owners  
Association (AAHOA)  
NAIOP, the Commercial Real  
Estate Development  
Association

## James I. Meng

### Area of Expertise

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

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 Hotels Group, which provides significant local, regional, national, and international market knowledge and expertise needed. With more than 35 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

- 2018 – Colliers Everest Club, Top 10% of producers in the U.S.
- 2018 – #3 Top Team, Colliers | Arizona
- 2018 – #4 Top Producer, Colliers | Arizona
- Completed more than \$400 million in hospitality transactions since 2013

### Business Background

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

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Best Western Legacy Inn & Suites, Mesa, AZ, 110 rooms, \$14.2 million

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Poco Diablo Resort, Sedona, AZ, 137 rooms, \$17 million

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Hotel Tempe, Mesa, AZ, 160 rooms, \$11.45 million

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La Quinta Inn, Costa Mesa, CA, 160 rooms, \$14.5 million

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Ramada Inn, Mesa, AZ, 213 rooms, \$10,625,000

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Holiday Inn, Phoenix, AZ, 144 rooms, \$10.2 million

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Hotels Refinancing: Shilo Inn Airport, Shilo Inn Oceanside, OR, 313 rooms, \$24.5 million

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Days Hotel, Mesa, AZ, 120 rooms, \$7.6 million

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Holiday Inn Express, Los Alamos, NM, 86 rooms, \$8.8 million

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Holiday Inn Express, St. George, UT, 100 rooms, \$9.4 million

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Best Western, Yuma, AZ, 166 rooms, \$16.05 million

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Holiday Inn Express, Staybridge Suites, Glendale, AZ, 212 rooms, \$22 million

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Byrd Hotel Group, Sale/Leaseback, 4 Hotel Portfolio, Goodyear, AZ, 378 rooms, \$40 million

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Holiday Inn, Mesa, AZ, 246 rooms, \$13.1 million

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Staybridge, Tucson, AZ, 97 rooms, \$8.5 million

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Best Western, Phoenix, AZ, 111 rooms, \$9.4 million

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