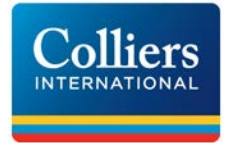




Jon Grantham

ASSOCIATE VICE PRESIDENT | HOTEL SERVICES



jon.grantham@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science
Sustainability with a Focus
in Economics
Arizona State University

Arizona Dept. of Real Estate
Salesperson's License

AFFILIATIONS AND MEMBERSHIPS

NAIOP Commercial Real
Estate Development
Association

DCREP - Developing
Commercial Real Estate
Professionals

CONTACT DETAILS

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greaterphoenix](http://www.colliers.com/greaterphoenix)

[www.colliers.com/
us/hotels](http://www.colliers.com/us/hotels)

AREA OF EXPERTISE

Jon Grantham is an associate vice president with Colliers International in Greater Phoenix, specializing in the exclusive representation of buyers and sellers of hospitality investment properties.

Jon focuses on private capital transactions for branded and boutique assets, primarily in the Western United States. He partners with James Meng, 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.

Jon's inherent analytic mentality and ability to react to and learn from a rapidly changing marketplace allow him to develop strategies that meet clients' short- and long-term real estate investment goals. He clearly communicates his value proposition and presents solutions to clients that align with their business plans.

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.

Taking a fresh, exciting, impactful and targeted approach, the team's marketing is designed to generate the greatest exposure and interest in the marketplace.

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.

Jon 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.

PROFESSIONAL ACCOMPLISHMENTS

- Completed more than \$47 million in hospitality and multifamily transactions since 2014
- Closed more than \$21 million in his first year of hotel brokerage, including the sale of a high-profile Tucson hospitality project—Hotel Tucson, a boutique, full-service asset

BUSINESS BACKGROUND

Prior to joining Colliers, Jon was a hospitality and multifamily investment specialist and member of the national Hospitality Group with Marcus & Millichap.

Jon started his career in market research for Pierce-Eislen, where he created indices used by public and private national REITs, private capital investors and industry leaders to forecast real estate cycles in 50 major metropolitan statistical areas (MSAs).

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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

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

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

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