



James Cornell

- CERTIFIED HOTEL APPRAISER, CHA
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Our Offer to You (3-minute read)

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Our Hotel Industry Contacts

Cornell Hotel Brokers focuses exclusively on the hospitality industry. We do not deal with other types of real estate. Our emphasis on hotel brokerage and price valuation benefits our clients because we concentrate solely on hospitality real estate, where we have gained industry expertise and strong contacts over more than 28 years in the business. We prioritize building relationships with industry leaders and staying current with industry developments. Our extensive database of industry contacts covers North America and Europe.

Market Analysis and Price Valuation Done the Right Way

Our method of market analysis and price valuation was developed by renowned hotel appraisers and academics over decades of experience and research.

Read Library Articles:

- "Hotel Market Analysis & Valuation Software"
- "Calculate Cap Rates Using Regression Analysis"

Thinking of Selling? You will need a Market Analysis and Hotel Price Valuation Consultation

It's important to reiterate that Cornell Hotel Brokers & Valuation Services specializes exclusively in hotels. We do not deal with any other type of real estate. Our focus on hotels benefits you, as we are true hotel specialists, concentrating on a single industry. This enables us to identify capable, serious buyers and sellers within the hotel market.

If you are considering selling your hotel, contact Cornell for a valuation. We analyze your hotel, the local market, recent hotel-sale comps, local competition, and other pertinent factors that contribute to hotel pricing.

If you dislike what you hear after our presentation, ... simply say “no.”

We act without demands or pushiness. James Cornell believes no pressure fosters good long-term relations. We create goodwill even if you choose another broker.

If you say “yes,” we are happy to work with you.

Best Regards,

James Cornell

More interesting articles are available on this website. Visit the Library Articles.

- “How to Choose the Right Broker”
- “Small Brokerage Firms versus Large - The Advantage Goes to Small Firms”
- “The Sales Process from Start to Finish”