

The Top Ten Decisions You Need to Make on Hotel Business Sale Agreements

2008-08-11

Our experience in the buying or selling of hotels, whether it be in Australia or anywhere else in the world that we have done business, is that the same issues recur when making decisions about the sale process and then when drafting and negotiating transaction documents.

The purpose of this article is to examine some of the key transactional decisions that needs to be made when buying or selling a hotel. Although we draw many issues from our Australian experiences, most of the issues are relevant to any jurisdiction in the world.

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