



Derek Olsen **Vice President**

Derek Olsen brings more than 15 years hospitality advisory experience and a master's degree in real estate to CHM. As Vice President, Mr. Olsen is responsible for property/portfolio valuation, cash flow analyses, market and industry research and special projects focused on increasing portfolio profitability. Mr. Olsen is an integral member of CHM's transaction team and has personally reviewed more than 300 hotel acquisition deals, many representing complex transactions with significant development and reprogramming potential. In addition, Mr. Olsen is responsible for all the financial modeling and valuations associated with value enhancement, lease negotiations and redevelopment strategies. Mr. Olsen supports the Government Services division with expertise in the areas of resort analysis, as well as portfolio strategies. His experience spans a broad range of land uses including hotels and resorts, luxury condominiums, condo-hotels, fractional, time-share, whole-ownership residences and golf courses.

Professional Experience

- CHM: Vice President, Boston, MA
- O'Connell Hospitality Group: Director, Boston, MA
- HVS International: Vice President, Miami, FL
- Kent Group: Senior Analyst, Boston, MA
- Landauer Realty Advisors: Research Associate, Boston, MA

Education and Credentials

- Master of Science in Real Estate, Massachusetts Institute of Technology
- Bachelor of Science, Cornell University, School of Hospitality Management

Areas of Expertise

- Market valuations and feasibility studies
- Portfolio analyses and transaction support services
- Disposition strategies
- Implementation of disposition plans
- Sourcing of financing

Professional Affiliations and Activities

- Panelist for "Developing the Development Team, Florida Hotel and Tourism Conference
- Quoted in the Wall Street Journal and Orlando Sentinel
- Co-authored "The Impact of E- Commerce on Commercial Real Estate"