

CBRE BROKERAGE TEAM MEMBER

CLIENTS REPRESENTED

- C-3 Asset Services
- Berkadia Capital
- Columbus Hospitality
- CW Capital
- Eagle Reality
- G.F. Management
- GE Capital
- Hanover Street Capital
- Haverford Capital Management
- Huntington National Bank
- Junius Real Estate Partners
- LNR Partners
- Midland Loan Services
- Miller Valentine
- Och-Ziff
- Pacific Pearl Hospitality
- Pinnacle Hospitality
- RDA Management
- Rialto Capital
- The Columbus Port Authority
- The Hotel Group
- The Ohio State University
- Urdang
- Waramaug Hospitality
- Wells Fargo
- Wheelock Street Capital
- Winegardner Hammons



ERIC BELFRAGE

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PROFESSIONAL EXPERIENCE

Eric Belfrage is a Senior Vice President for CBRE's Columbus office and serves as a member of the Investment Properties and CBRE Hotels teams. He is directly responsible for the acquisition and disposition of hotels on a local, regional and national level. Eric has over 30 years of experience in the hospitality industry and is very well-known and respected for his knowledge of hotel properties throughout the Midwest. Eric holds the Counselor of Real Estate (CRE) designation as well as being a member of the International Society of Hospitality Consultants (ISHC) and the Appraisal Institute (MAI Designation).

Prior to joining CBRE, Eric served as Managing Director of Integra Realty Resources, previously known as Lorms & Belfrage. In this capacity, Eric completed hundreds of hotel consulting assignments including appraisals, expert witness testimony, feasibility studies and market studies. In his capacity as a broker, Eric's clients benefit from his "advisor" role which incorporates his practical analytical skills and a deep understanding of value.

Along with facilitating a competitive process, Eric is adept at conveying the qualitative and quantitative property and market dynamics that create improved pricing. Buyers understand that "value is created by the anticipation of future benefits." Marketing hotels in the current environment requires that the broker convey a convincing and achievable perception of the income potential of a hotel.

Eric has been involved in the Ohio Hotel and Lodging Association (OH&LA) for over 20 years, and is a past member of the Executive Board of Directors. He also serves as past President and ex officio executive board member of the City of Dublin Convention and Visitors Bureau in Dublin, Ohio. These affiliations provide unparalleled connectivity to the hotel community (and therefore hotel buyers) in Ohio. Eric has transacted over 200 hotels in the Midwest, Central States, and Upper Midwest regions during his 15 year tenure at CBRE.

PROFESSIONAL AFFILIATIONS / ACCREDITATIONS / ACHIEVEMENTS

CBRE Columbus Top Producer – 2018, 2017, 2016, 2015, 2014, 2013, 2011 and 2008
Member, Counselors of Real Estate (CRE Designation)

Current Board member, and Past Member, Executive Board, Ohio Hotel & Lodging Association

Designated Member of the Appraisal Institute holding the MAI and SRA designations, past president Cardinal Ohio Chapter

Member of the International Society of Hospitality Consultants, holding the ISHC designation

Columbus Board of Realtors and National Association of Realtors

Dublin Ohio Convention & Visitors Bureau Past President, and ex officio executive board member

EDUCATION

Franklin University, Bachelor of Business Administration

