



**G. David Butchello** Vice President

One BayPort Way, Suite 100 | Newport News, VA 23606  
Direct 757 873 4146  
Fax 757 873 3445  
david.butchello@thalhimer.com | thalhimer.com

## Work Experience

David Butchello is Vice President of Hospitality with Cushman Wakefield | Thalhimer and leads the Hotel brokerage practices for the company in the mid-Atlantic and Southeast region. David has over 20 years experience as an owner operator of hotels and restaurants as well as development experience with retail and warehouse space. Throughout his career David has experienced both the success and joys of owning a business as well as the challenges of running a business through funding challenges, forbearance, and workout. David has experiences of both buying and selling his own businesses which have provided him the ability to help his clients with advisory services for owners, lenders, developers, and management organizations. David has also been hired to provide economic profiles for hotels by lenders and investors.

David has been in brokerage for 10 years with a focus on Hospitality properties over the past six. David has worked with Blackstone as seller's representative for the Wyndham at the Richmond airport along with working with Choice, Wyndham, Hilton, Vantage, Marriott and IHG buyers, sellers, and developers. Non-hospitality transactions include NNN sales (Eckerd Drug stores), land transactions, retail and office sales and leasing.

David successfully closed several million in gross sales transactions including the Wyndham at the Richmond airport representing Blackstone as the Seller. Other transactions include working with Choice Hotels, Wyndham Brand Hotels, Hilton Hotels & Holiday Inn Hotels. Non-hospitality transactions include Eckerd Drug stores and independent property owners.

## Key Assignments

- Successfully represented REO lender in the Sale of a un-flagged 250 room full service hotel that had been closed nearly one year resulting in a sale at auction in 2012
- Represented Buyer in acquisition of a Days Inn hotel in 2012. Buyer plans conversion to new brand.
- Represented Seller in the sale of a 131 room under-performing economy property in 2012. Buyer plans to remodel and reposition hotel.
- Represented a developer/buyer in the sale of a Suite Hotel property for conversion to Student housing in 2012.
- Represented Buyer in acquisition of a Days Inn Hotel Inn in 2012. Buyer plans complete renovation.
- Represented Buyer in acquisition of a Marriott Courtyard in 2012. Buyer renovating and rebranding.
- Represented Seller in sale of 250 room full service Lexington brand hotel in 2012. Buyer plans conversion to Senior Living.
- Represented Landlord in Lease to Five Guys Burgers.
- Successfully represented both the buyer and seller in a complicated divesture of a non-core 155 room hotel asset

of a publicly traded private equity company.

- Completed the divestiture of a 160 room hotel for a client representing both buyer and seller. Advised and represented the seller of the hotel property in a 1031 transaction culminating in the purchase of an absolute net leased investment
- Represented the seller and negotiated the sale of an 80 room hotel to accommodate the expansion plans of a Prime Outlets Retail center. The deal included successfully negotiating early termination of a leased restaurant facility and early termination of the franchise agreement with all related costs paid by the buyer
- Represented lender in disposition of a 250 room full service hotel

### Professional Affiliations & Community Service

- Virginia Real Estate Broker
- Certified Hotel Administrator (CHA)
- Certified Commercial Investment Manager (CCIM), Candidate
- New York State Hospitality & Tourism Association
- American Hotel & Motel Association
- National Restaurant Association

### Education

- Alfred University – Bachelor's Degree in Business Administration
- Alfred State College – Associates Degree in Marketing