

## CBRE | Hotels

“[CREtelligent] is an extension of my transaction team”

As a transaction coordinator for CBRE's Capital Markets Hospitality group, Alix Ayala's role is akin to that of an air traffic controller. With several deals always in flight, Alix oversees the many details required to complete transactions smoothly and on time.

**Not only do I not need to chase reports, but they are very proactive in helping to coordinate with the project team...they are like an extension of my transaction team.**



— Alix Ayala  
Transaction Coordinator

Coordinating between stakeholders, including investors, sellers, title examiners, and others who support a transaction, is a big part of her job. She started using CREsurveys (now CREtelligent) two years ago for ALTA Land Surveys and Zoning reports, two critical reports required to gain title as part of the transaction.

“As our volume increased, I needed a quality vendor for land surveys and zoning reports,” said Alix. “Most trans-



actions require them, and I needed experts who could provide dependable nationwide coverage.”

Alix said her group handled twice the volume last year as in previous years, with over 76 deals in '21 compared to an average of 34 in previous years. Many of these are multi-asset portfolios.

“In today's market, transactions are happening quickly, and the last thing you want to do is chase down supporting due diligence,” said Alix. “My CREtelligent client success team understands that.” Alix's group has over 20 deals under contract at any one time, each requiring careful coordination between all parties.

“With CREtelligent, not only do I not need to chase reports, but they are very proactive in helping to coordinate with the project team, including title examiners. In that regard, they are like an extension of my transaction team,” said Alix.

**At CREtelligent, that's what we call “High Touch” service. You're clear for landing...on time!**

