



EUROPEAN REAL ESTATE SUMMIT 2019



Michelle Weiss

Head of Hotel Properties

Aareal Bank

Michelle Weiss is Head of Hotel Properties at Aareal Bank AG, one of the leading debt financing providers within the hospitality industry. The bank currently holds a portfolio of over EUR8 billion of hotel financing and is active in more than 25 countries across Europe, North America, and Asia.

Aareal Bank's hotel team, which consists of eight hospitality professionals, focuses primarily on lending to first-class hotels in prime locations as well as portfolio transactions. Prior to that, Michelle Weiss was a Senior Associate at HVS Hodges Ward Elliott, focusing on the sale and financing of hotels as well as operator selections. She joined the team from HVS Madrid in 2007, where she conducted feasibility and market studies and performed hotel valuations for major hotel clients.

Ms. Weiss is a graduate from Ecole hôtelière de Lausanne and holds a Bachelor of Science in International Hospitality Management.

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