

# Claire Choi

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Claire S. Choi joined CBRE in October 2017 as a Head of Research, CBRE Korea. She is responsible for overseeing all research activity in Korea, the quality, and production of market statistics and related reports, which mainly includes Office, Retail, Logistics, and Capital Market sectors in Seoul and Greater Seoul area. Claire and her team ensure that a full and innovative range of research, analysis and consultancy services is provided for CBRE clients.

## Experience

Claire has over 15 years of working experience in real estate markets and has comprehensive understanding of the industry through various projects she has participated as a developer and real estate consultant. Prior to joining CBRE Korea, Claire worked as a real estate consultant at Cushman & Wakefield Korea, primarily providing her clients with various advisory services for hospitality related real estate projects in Korea, which mainly includes market studies, development consulting, investment advisory service, feasibility studies and operator selection. She has published numerous papers for her clients and presented at various meetings with major market leading clients. She also has participation in mega mixed use development in Seoul, D-Cube City, and worked in hotel operation from various international brand hotels. She holds a BA in Hospitality Management with minor in Business at Ohio State University (USA).

- Through interaction with local leadership and sales professionals, understands local market business development objectives and directs research team in support of meeting those objectives.
- Primarily provided advisory services for hospitality and retail real estate related projects in Korea as senior manager in advisory & consulting team at Cushman & Wakefield Korea
- Produced numerous reports for clients; due diligence and valuation, concept development, feasibility study, general market study, demand study, product development consulting, and etc.
- Experience and understanding in mixed-use development, D-Cube City, Seoul Korea (Hotel, Department Store, Musical Theater, Office, Residence, and Park)
- Being in charge of 5-star international hotel development and monitoring hotel operation as a representative of owner in hotel development team at Daesung Industrial Co., Ltd.
- Experience and understanding in various forms of contracts (Leasing, Management, License, Referral, and etc.)
- Work experiences in various global hotel chains (IHG, Hilton, Starwood, US government hotel, and etc.)

## Clients Engaged

- |                    |               |                        |                        |
|--------------------|---------------|------------------------|------------------------|
| • GIC              | • PGIM        | • Hyundai Motors (GBC) | • FIT Investment Corp. |
| • Morgan Stanley   | • AEW         | • Asccott              | • Verdes               |
| • Ascendas         | • Ponte Gadea | • Sotetsu              | • Hietman              |
| • Angelo Gorden    | • M&G         | • IGIS                 | • Frasers Hospitality  |
| • Alpha Investment | • JP Morgan   | • Mastern              | • Shinsegae            |
| • CBRE GIP         | • CIM group   | • Pebble Stone         | • Taeyoung E&C         |
| • Brookfield       | • Invesco     | • CBRE GI              | • Ascendas Hospitality |

## Education

- Bachelor Degree in Hospitality Management/ Business at Ohio State University, Columbus OH, USA