

## Paul Hsu

Associate Director



4200 George J. Bean Parkway  
Suite 2524  
Tampa, FL 33607

T: (813) 870-1001  
[phsu@hfflp.com](mailto:phsu@hfflp.com)

## Specialty

- Commercial Real Estate Investment Sales
- Finance and Advisory Services
- Hotel and Resort Properties

## Select Clients

- Hotel Capital Advisers
- Felcor Lodging
- InterContinental Hotels Group
- Thayer Lodging

## Career Summary

Mr. Hsu is an Associate Director in the Tampa office of HFF and is primarily responsible for hotel and resort property transactions throughout North America, Latin America and the Caribbean. During the course of his career, Mr. Hsu has completed \$1.5 billion in investment sales.

Mr. Hsu joined the firm in June 2010. Prior to HFF, he was a Senior Associate with Regent Street, an affiliate of The Plasencia Group, Inc. (TPG), a boutique firm specializing in sale, financing and advisory services for distinctive hotels and resorts through the Americas.

## Representative Assignments\*\*

PROPERTY	LOCATION	TYPE	VALUE
InterContinental Hotel	Chicago, IL	Investment Sale	\$185,000,000
PGA National Resort	Palm Beach Gardens, FL	Investment Sale	\$183,000,000
South Seas Resort	Captiva, FL	Investment Sale	\$143,900,000
InterContinental Hotel	Miami, FL	Investment Sale	\$135,000,000
InterContinental Hotel	San Juan, PR	Investment Sale	\$105,000,000
Sagamore Resorts	Bolton Landing, NY	Investment Sale	\$88,250,000
InterContinental Hotel	Houston, TX	Investment Sale	\$85,000,000
DoubleTree Hotel	Rockville, MD	Investment Sale	\$74,600,000
Maison Dupuy	New Orleans, LA	Investment Sale	\$53,300,000
Wyndham Hotel Westshore	Tampa, FL	Investment Sale	\$46,500,000
Embassy Suites Hotel	Richmond, VA	Investment Sale	\$39,000,000
Courtyard by Marriott	Grand Cayman, CI	Investment Sale	\$37,000,000
Marriott Hotel Westshore	Tampa, FL	Investment Sale	\$26,000,000
Safety Harbor Resort and Spa	Safety Harbor, FL	Investment Sale	\$25,000,000
The Indigo Hotel & Residence (Land)	Clearwater Beach, FL	Investment Sale	\$22,000,000
The Lexington Hotel	Orlando, FL	Investment Sale	\$21,000,000
The Fairmont Hotel	New Orleans, LA	Investment Sale	\$17,000,000

\*\*Transactions closed prior to joining HFF

## Professional Affiliations

- Cornell Hotel Society

## Professional Designations

- Licensed Real Estate Broker - State of Florida

## Education

- BS, Cornell University