

K.C. Patel

Director



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Specialty

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

Professional Affiliations

- Cornell Hotel Society

Professional Designations

- Licensed Real Estate Salesperson
– State of NY

Career Summary

Mr. Patel is a Director of the New York office of HFF (Holliday Fenoglio Fowler, L.P.), and is primarily responsible for institutional-grade hotel and resort property transactions across North America. Throughout his career, Mr. Patel has focused on multiple aspects of hospitality real estate investments, including property management, investment sales, CMBS origination, and principal acquisitions - with a collective value in excess of \$3.5 billion.

Mr. Patel joined the firm in January 2011. Prior to joining HFF, he was Vice President of Joint Venture Hospitality Acquisitions on behalf of JP Morgan's \$1.5 billion Alternative Property Fund and acquired lodging assets on behalf of multiple equity platforms. While serving there, Mr. Patel acquired brands including W Hotels, JW Marriott, Renaissance by Marriott, Hilton Garden Inn and Aloft, across North America. Prior to JP Morgan, Mr. Patel was a senior member of the hospitality investment sales group for Jones Lang LaSalle Hotels in New York where he successfully sold more than \$2.0 billion worth of hospitality assets. Mr. Patel also has hotel operations and financial services consulting experience including a management position with Boutique Hotel Group and Novantas in New York.

Representative Assignments* (*closed prior to joining HFF)

PROPERTY	LOCATION	TYPE	VALUE
Essex House	New York, NY	Investment Sale	\$440,000,000
Manhattan Hotel Portfolio	New York, NY	Debt Placement	\$400,000,000
New York Marriott East Side	New York, NY	Investment Sale	\$287,000,000
Marriott Sawgrass	Ponte Vedra Beach, FL	Investment Sale	\$220,500,000
Westin Michigan Avenue	Chicago, IL	Advisory	\$172,000,000
Westin Diplomat	Hollywood, FL	Advisory	\$150,000,000
Nine (Luxury Collection)	Portland, OR	Acquisitions	\$103,000,000
W Buckhead	Atlanta, GA	Acquisitions	\$102,000,000
Marriott Renaissance (Blackstone)	Chicago, IL	Acquisitions	\$86,000,000
Marriott Renaissance	Providence, RI	Acquisitions	\$83,000,000
JW Marriott Cherry Creek	Denver, CO	Acquisitions	\$72,000,000
Hotel Monaco	Salt Lake City, UT	Investment Sale	\$70,550,000
Hotel Monaco	Chicago, IL	Investment Sale	\$60,190,000
Fairmont	Dallas, TX	Investment Sale	\$60,000,000
Hilton Garden Inn	Emeryville (SF), CA	Acquisitions	\$60,000,000
Hotel Monaco	Denver, CO	Investment Sale	\$59,260,000
Franklin Marriott	Franklin, TN	Acquisitions	\$59,000,000
Hyatt Regency	Newport, RI	Investment Sale	\$55,000,000
Club Quarters	New York, NY	Investment Sale	\$54,000,000
Sheraton	Meadowlands, NJ	Investment Sale	\$54,000,000
Filenes Basement (Luxury Hotel)	Boston, MA	Acquisitions	\$54,000,000
Marriott	Trenton, NJ	Advisory	\$50,000,000
Embassy Suites	Tyson's Corner, DC	Investment Sale	\$42,000,000
Aloft	Chelsea, NYC	Acquisitions	\$40,000,000
Hotel 5A	New York, NY	Investment Sale	\$34,400,000
Mondrian	Scottsdale, AZ	Advisory	\$30,000,000
Park Hotel	Charlotte, NC	Investment Sale	\$25,400,000

Education

- BS, Cornell University, School of Hotel Administration