



Holliday Fenoglio Fowler, L.P.

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HFF closes sale of and financing for Marriott Houston West Loop

HOUSTON, TX – The Miami and Houston offices of HFF (Holliday Fenoglio Fowler, L.P.) announced today that they recently closed the sale of and financing for the Marriott Houston West Loop, a 302-room hotel in Houston’s Galleria area.

The HFF investment sales team was led by managing director Patrick Poggi, senior managing director Dan Carlo and associate director Kim Flores (HFF Miami), and managing directors Jeff Hollinden and Robert Williamson as well as associate director Barbara Guffey (HFF Houston). The team marketed the property on behalf of the seller, an affiliate of The Blackstone Group L.P. RMC National Interests purchased the hotel for an undisclosed amount free and clear of debt.

HFF managing director Wally Reid led the debt placement team for the borrower and arranged a 80% leveraged adjustable-rate loan with First National Bank Southwest. Besides partially funding the acquisition of the hotel, proceeds from the loan will be used to capitalize the significant improvements RMC plans to enhance the hotel and better position it among its competitive peers.

The Marriott Houston West Loop is a 13-story, 302-room full-service hotel directly fronting the “well-trafficked” West Loop in Houston’s Galleria/Uptown area. The property features a five-story “Glass Palace” atrium, 17,000 square feet of meeting and function space, a full-service restaurant with a separate lounge, and an indoor swimming pool with a hot tub and a sauna.

“The Galleria hotel submarket is the most successful hospitality area in Houston,” said Poggi. “The location has the highest concentration of retail space in the entire metropolitan area and six of the city’s top 10 hotels rated as AAA are in this submarket.”

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“Additionally, we are happy to yet again have represented The Blackstone Group—one of HFF’s most important strategic client relationships—on yet another successful sale transaction,” Poggi added.

“First National Bank Southwest made it possible to achieve the buyer’s financing objectives notwithstanding the difficult capital markets environment,” Reid said.

HFF (NYSE: HF) operates out of 18 offices nationwide and is a leading provider of commercial real estate and capital markets services to the U.S. commercial real estate industry. HFF offers clients a fully integrated national capital markets platform including debt placement, investment sales, structured finance, private equity, note sales and note sale advisory services and commercial loan servicing.

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