

## Courtyard & Fairfield Inn & Suites Lithia Springs



### OPPORTUNITY:

An accomplished Marriott developer was looking for additional capital to develop a dual-branded property while preserving liquidity to continue working on their remaining development pipeline. The senior lender on the development was only able to provide 75% of the debt capital necessary to capitalize the project.

### STRATEGY:

Stonehill was able to leverage our hotel underwriting expertise to get comfortable with the development budget and operating plan. We also leveraged our relationship with the senior lender to provide an acceptable mezzanine debt solution that accommodated both the senior lender and borrower. Stonehill provide a \$4MM mezzanine loan to complete the capital stack and allow the project to move forward.

### RESULTS:

The hotel successfully ramped up and outperformed underwriting expectations. The Borrower repaid the mezzanine loan after a liquidity event within their portfolio.