

# HFF

Holliday Fenoglio Fowler, L.P.

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**HFF arranges \$36.5 million financing  
for Hotel Valencia Santana Row in San Jose, California**

**HOUSTON, TX** – The Houston office of HFF (Holliday Fenoglio Fowler, L.P.) has arranged \$36.5 million in financing for Hotel Valencia Santana Row in San Jose, California.

HFF managing director Jeff Knowles worked exclusively on behalf of Santana Row Hotel Partners, LP to secure the 10-year, fixed-rate securitized loan through Wachovia Securities, a conduit lender. The loan provides two years of interest-only payments followed by a 30-year amortization schedule and will be used to retire the construction loan on the property.

Hotel Valencia Santana Row is managed by Hotel Valencia Corporation, an affiliate of Valencia Group, a Houston, Texas-based organization actively involved in the development and operation of full-service, luxury hotels and strategically located limited service hotels.

The hotel is located in the heart of Santana Row, a mixed-use development with numerous upscale shopping, dining, resident and entertainment options five miles west of downtown San Jose. Completed in 2003, the property has 211 guest rooms including 16 suites and offers guests access to an outdoor heated pool, sundeck and spa services. The hotel is subject to a 99-year ground lease through March 2100.

“Hotel Valencia Santana Row is one of the newest and most successful luxury boutique hotels to open in San Jose and is already the market leader in terms of occupancy and room rates,” said Knowles.

HFF operates 18 offices nationwide, and in combination with affiliate HFF Securities L.P. is a dominant real estate investment banking firm. HFF offers clients a full range of capital solutions and services including debt, equity, financial advisory, investment sales, note sale advisory and loan servicing. Since 1998, the firm has completed close to \$149 billion in transactions in all markets and property types.

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