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PMZ Realty completes assignment to bring Cambria Suites to CT

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New Haven, CT PMZ Realty Capital LLC has completed an assignment that will result in the newly constructed Cambria Suites, a Choice hotel, to be built in the city. PMZ Realty Capital specializes in hotel real estate investment banking nationwide with an expertise in sourcing capital for the hospitality industry. In addition, PMZ Realty Capital provides real estate advisory services to developers looking for the optimal deal structure, hotel brand and joint venture partners.

“Hotel investors know us for our skill at guiding successful financing transactions, but PMZ Realty Capital also has deep experience on the advisory side of the business too,” said Michael Sonnabend, managing member, PMZ.

A Connecticut based office and retail developer retained PMZ Realty Capital’s advisory services to help them locate a proper hotel partner to complete the hotel component of a new mixed-use project. The project is located in close proximity to the Yale University Hospital in New Haven, CT.

The project specified a hotel development to complement the new retail and office properties. The developer tasked PMZ Realty Capital with sourcing both financing and hotel expertise to complete the project. PMZ methodically worked its relationships to source the capital and review multiple franchise partners. Ultimately, Choice hotels offered an attractive deal to the developers which will result in a newly constructed Cambria Suites to New Haven, CT.

“PMZ understands the challenges that developers have in sourcing capital, especially those with limited hotel operating experience. Convincing a major hotel franchisor to agree to work with them had its challenges” remarked Sonnabend. “However, PMZ was patient and persistent as we worked to line up the deal. The developer appreciated our tenacity to complete the assignment when other firms had not been successful.”

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