

## MHP Hotel buys Glenpool Comfort Inn for \$4.8M

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The Comfort Inn in Glenpool opened in June 2010.  
(Photo by Rip Stell)

TULSA – MHP Hotel of Broken Arrow paid \$4.8 million for the year-old Comfort Inn of Glenpool.

“That’s a good price for 60 units,” said Mike Craddock, the Tulsa vice president for the Oklahoma City-based hospitality brokerage HotelBrokerOne. “I do not know the revenue, but I’m assuming the revenue would be able to provide the underwriting for that level of the purchase price.”

When Tulsa hospitality developers Andy Patel and Jay Jain opened the Comfort Inn in June 2010, it marked the first new hotel in that south Tulsa suburb for a quarter of a century.

That U.S. Highway 75 corridor now claims two other new facilities at Tapp Development’s Southwest Crossroads project in north Glenpool, as well as one new south Tulsa hotel at Tulsa Hills, with two others plotted for the area.

“Highway 75 for decades had a severe lack of hotel rooms, basically from Dallas north,” said Craddock, who was not involved in the sale. “There really was a market niche that was underserved for hotels and that’s why I think you’ve seen the properties on 75 have done very well historically being able to capitalize on that market.”

Tulsa County Courthouse records indicate Jay Shree Ram LLC, managed by Jayesh Jain, sold the Comfort Inn for \$80,833 per room to HMP Hotel, managed by Manesh H. Panchal, Harish T. Panchal and Puspa H. Hanchal.

That represents more than a 50-percent markup from its projected \$3.1 million construction cost, according to Tulsa County records.

With this sale, MHP Hotel took a \$3.88 million mortgage with SpiritBank on Sept. 1, according to Tulsa County records. *Journal Record* data also indicates this inn took out a \$1.489 million U.S. Small Business Administration loan on Aug. 29 through the Small Business Capital Corp.

Hargrove estimated that SBA loan may be what enabled the deal to proceed.

“SBA financing right now is somewhat the lender of first and last resort with the current times we’re in in hospitality,” he said. “That probably allowed Spirit to underwrite because they were able to have a large portion guaranteed by the Small Business Administration.”

Even so, Craddock saw signs of a potential turnaround with this deal.

“The market was soft these past two years,” he said. “We are starting to see the buyers and sellers coming together on the sales price and lenders coming to the table. It’s a very good sign for the marketplace.”

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