Greysteel

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Greysteel Facilitates Refinance for Hotel Owner in Charlotte

Firm arranges refinance for City Express by Marriott Charlotte South End with a 10-year term and no pre-payment penalty

Charlotte, NC — November 16, 2026 — Greysteel, a leading national commercial real estate investment services firm, arranged the refinance for the City Express by Marriott Charlotte South End, a 96-room hotel located at 242 E Woodlawn Road, Charlotte. The loan features a 10-year term, a 12-month interest-only period followed by a 25-year amortization, and no pre-payment penalty.

The firm's Capital Markets Advisors Stephen Haase, Director, and Patrick Mazzamaro, Associate, executed the financing assignment for the owner. Built in 1983, the property serves Charlotte's South End submarket, and was recently converted to City Express to allow the owners to capitalize on Marriott's addition of that midscale brand. Greysteel worked with a repeat relationship lender who provided a flexible structure to allow additional time for the property to stabilize while providing a competitive fixed rate.

"We identified the right window and lender profile to refinance as the property continued to improve month over month under the new brand. We were able to lock our rate in August to ensure rate volatility would not impact the loan sizing during underwriting." said Stephen Haase, Director for the Capital Markets Practice at Greysteel. "The fixed rate paired with no pre-payment penalty allows full flexibility for the owners."

The transaction reflects Greysteel's integrated capital solutions capability—combining market intelligence and execution across the real estate investment lifecycle to match capital structures with owner objectives. Advisors coordinated underwriting requirements, term negotiation, and closing logistics to meet the borrower's timeline and lender standards.

About Greysteel

Greysteel is a premier commercial real estate investment sales and debt and structured finance advisory firm. Serving private and institutional investors across geographies and asset types, Greysteel provides a full spectrum of services, including investment sales, debt placement, equity placement, and distressed asset solutions. Founded on the principles of innovation, collaboration, and excellence, Greysteel is strategically positioned across the nation to deliver exceptional results through a seamless and comprehensive advisory platform.

For more information, visit www.greysteel.com.

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