

Hilton El Conquistador Resort & Country Club



Sale Price: \$15,000,000

Down Payment: \$15,000,000

Sale Date: 12/19/2014

Document Number: 2014-3530540

Year Built: 1983

Reference Number: 2349

Hilton El Conquistador Resort & Country Club

1000 N Oracle Rd

Oro Valley, AZ 85704

County: Pima

Submarket: NorthWest



[Larger View](#)

Property Type: Hotel/Motel

Property Condition: Good

Construction: Mixed construction

Building Area: 345,332 sq. ft.

Land Area: 383.00/acre 16,683,480/sqft

Title Company: Other

Sec-Twp-Range: 18-T12S-R14E

Latitude: 32.386103

Price/Building SF: \$43

Land Price: \$39,164/acre \$0.90/sqft

Longitude: -110.956718

[Google Map \(left-click here\)](#)

<http://maps.google.com?q=32.386103,-110.956718> - (or copy/paste from here)

Conditions of Deal: Deferred Maintenance, Investment Sale, Other- See Comments, REO Sale

Seller El Conquistador MAH II, LLC
c/o MetLife
333 S Hope St
Suite 3650
Los Angeles, CA 90071

213.625.3700

Listing Broker CBRE (Tucson)
3719 N Campbell Ave
Tucson, AZ 85719

Contact Jerry Hawkins
520.323.5109

Buyer HSL El Conquistador, LLC
c/o HSL Properties
3901 E Broadway Blvd

Tucson, AZ 85704

Rep Mr. Omar Mireles
Vice-President
520.322.6994

jhawkins@cbre.com

* Sale Price: We've combined documents #2014-3530540, #2014-3530785 and #2014-3530780; the reported sale price is the combined total of these transactions.

* Note: For tax purposes, 20% of purchase price was allocated to reservations, bookings, franchise identification and reservation systems, marketing programs, good will and other intangible personal property rights pertaining to the Resort. 15% of the purchase price was allocated to fixtures, furniture and equipment, maintenance equipment, inventories (including food, beverage and gift shop), linens, maintenance and housekeeping supplies, office equipment and other tangible personal property utilized in connection with the operation or maintenance of the Resort.

* Legal: Lots 2 & 3 & SE4 NW4 & NE4 SW4 sec 18 T12S R14E; Por SE4 sec 10 T12S R13E; Por E2 sec 13 T12S R12E; Golf Course: Parcels 1 thru 11 Canada Hills Golf Course bk 43 pg 38; easements

* Tucson-based HSL closed on Tucson's largest golf resort, the El Conquistador Golf Resort, for \$15 million. HSL intends on retaining the 313,857-square-foot Hilton resort that sits on about 55 acres and spin off the 45-hole Oro Valley golf course with approximately 296 acres, a 31,475-square-foot club house, 31 tennis courts, two pools, a fitness center and restaurant, for \$1 million to the Town of Oro Valley to reinvent as a public rec center.

* The seller was MetLife, the lender who had taken it back from Florida-based, CHH Tucson Partnership in December 2012 for \$69 million.

* Troon Golf has already taken over management of the golf courses since the deal closed, and forecasts the golfing operation to break even in about four years. In total, the golf course will need about \$8 million in its first five years of operation to overcome financial hurdles in bringing it back: \$3 million in improvements to the golf courses, \$2.5 in operational deficits and \$2.5 million in improvements to the facilities.

* At its December 17 meeting, the Oro Valley Council approved the purchase and the half-cent tax increase in a 4:3 vote. Since then a group of citizens have filed an application for referendum petition that needs 1,000 signatures to overturn that vote and bring it to a vote by the electorate. Others in Oro Valley are surprised by the protest to such a deal.

* HSL has also started the process to split off the resort's country club and 45-hole golf course. The town of Oro Valley will purchase those assets plans to turn the 31,475-square-foot club building into a community center and contract out the golf course operations. HSL hopes to finalize that sale by March 1.

* HSL Properties has announced plans for \$16 million in rehabilitation and capital improvements on the hotel portion of the property. The rehab work is slated to take place over the next 12 to 18 months, with most of the work happening in the slower summer months. HSL has also started the process to split off the resort's country club and 45-hole golf course. The town of Oro Valley will purchase those assets plans to turn the 31,475-square-foot club building into a community center and contract out the golf course operations. HSL hopes to finalize that sale by March 1.

* Originally built as a Sheraton Resort in 1982, the property was Tucson's first major resort with more than 250 rooms on the original 121-acre site. The property was repositioned to its present Hilton affiliation in 2003. Today the 432-room Resort and Country Club benefit from over 100,000 square feet of indoor and outdoor event space as well as a shared synergy as Tucson's largest golf and tennis facility with 45 holes of premier golf and 31 hard-surface tennis courts, collectively. Additionally, the property includes approximately 18 acres of developable land on Oracle Road.

* The CBRE Hotels' team who negotiated the transaction on behalf of the seller, New York City-based MetLife, consisted of Jerry Hawkins in Tucson, Ariz.; S. Douglas Henkel in Norfolk, Va.; Lewis C. Miller in Atlanta, Ga.; Andy Wimsatt in Washington, D.C. and Jeff Woolson in Carlsbad, Calif.

List of Parcels

1.	220-13-011	OroValley	R-4R	Resort District
2.	220-13-015	OroValley	R-4R	Resort District
3.	224-10-119	OroValley	PAD	Planned Area Development
4.	224-10-120	OroValley	PAD	Planned Area Development
5.	224-24-262	OroValley	PAD	Planned Area Development
6.	224-24-263	OroValley	PAD	Planned Area Development
7.	224-24-264	OroValley	PAD	Planned Area Development
8.	224-24-265	OroValley	PAD	Planned Area Development
9.	224-26-563	OroValley	PAD	Planned Area Development
10.	224-24-266	OroValley	PAD	Planned Area Development

11.	224-24-267	OroValley	PAD	Planned Area Development
12.	224-26-564	OroValley	PAD	Planned Area Development
13.	224-26-565	OroValley	PAD	Planned Area Development
14.	224-24-160G	OroValley	PAD	Planned Area Development
15.	220-13-009	OroValley	PAD	Planned Area Development
16.	220-13-004	OroValley	PAD	Planned Area Development
17.	220-13-005	OroValley	PAD	Planned Area Development
18.	220-13-014	OroValley	PAD	Planned Area Development
19.	220-13-013A	OroValley	PAD	Planned Area Development
20.	220-13-088	OroValley	PAD	Planned Area Development
21.	220-13-006B	OroValley	PAD	Planned Area Development
22.	220-13-015	Split OroValley	PAD	Planned Area Development

List of Photos

1. [El Conquistador](#)

List of Attachments

1. [HILTON-DaylightExterior_2](#)
2. [A d of Prop Value 3530540a](#)
3. [A d of Prop Value 3530780a](#)
4. [A d of Prop Value 3530785a](#)

© 2014-2016 , Real Estate Daily News. All Rights Reserved.