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# News

For: **LOWE ENTERPRISES AND  
JC RESORTS**

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**LOWE ENTERPRISES AND JC RESORTS SECURE  
\$220 MILLION REFINANCING FOR TERRANEA RESORT FROM  
CORNERSTONE REAL ESTATE ADVISERS**

LOS ANGELES – Lowe Enterprises and JC Resorts announced today the closing of a \$220 million first mortgage loan provided by a client of Cornerstone Real Estate Advisers to refinance Terranea Resort, a 582-room world-class, oceanfront resort in Rancho Palos Verdes, Calif. Terranea’s solid performance allowed Lowe to secure the new financing well before existing loans were due to mature. The new loan replaces all previously existing loans on the property. Eastdil Secured brokered the transaction.

“We appreciate Cornerstone’s confidence in providing the new financing for Terranea Resort,” said Robert J. Lowe, Jr. co-president of Lowe Enterprises. “Terranea is truly a one of a kind property that has become a favored destination for leisure and business travelers, groups and the local community. Cornerstone understands Terranea’s operating model and was able to be flexible in loan terms to allow us to optimize the Resort’s performance.”

“Terranea brought Cornerstone an opportunity to provide our client with a significant investment opportunity collateralized by a resort that demonstrates ramping performance, robust group bookings and high quality facilities and amenities,” said Jamie Henderson, managing director of Cornerstone’s Alternative Investments Group.

Terranea Resort opened in May 2009 and has enjoyed increasing demand in leisure and business travel with gross revenue up 58% since 2010 and revenue per available room increasing 16% in 2012 over the prior year. It is a popular venue for leisure guests as well as business conferences, weddings and social gatherings with current group bookings also reflecting a significant increase over the prior year. Terranea continues to be operated through Lowe’s hospitality management subsidiary, Destination Hotels & Resorts.

“Adding to the property’s appeal and strong performance are Terranea’s eight restaurants, which range from fine dining to seaside casual options. Our dining and beverage

outlets have also enjoyed an enthusiastic reception both from our hotel guests and the local community,” added Lowe.

Terranea Resort is situated on 102-acres of Southern California coastline just south of Los Angeles International Airport. The property was developed by Lowe Enterprises and is owned by a joint venture of Lowe Enterprises and JC Resorts. In addition to the 400-room hotel and oceanfront bungalows, Terranea offers ownership in 32 private Ocean Villas and 50 Ocean Casitas, ranging in size from 1,850 to 2,800 square feet. The resort features 145,000 square feet of indoor and outdoor meeting and event space, a 50,000-square-foot spa and fitness facility and an award-winning nine-hole oceanfront golf course. Terranea was named to *Condé Nast Traveler’s* “Best in the World” list in 2012 with the Spa at Terranea ranked the in the “Top Five Spas in the U.S.” by *Travel + Leisure*. Terranea was recently ranked second on a list of “Top Workplaces” by Los Angeles News Group.

#### **About Cornerstone Real Estate Advisers LLC**

Cornerstone Real Estate Advisers LLC, with subsidiary and affiliate offices in the U.S., UK, Europe, and Asia, is one of the world’s largest real estate investment managers. It provides core and value-added investment and advisory services, including a comprehensive suite of private and public real estate debt, equity and securities expertise and services, to institutional and other qualified investors around the globe. Cornerstone is a member of the MassMutual Financial Group.

#### **About JC Resorts**

JC Resorts is a privately-held real estate investment and asset management firm focused on high-end commercial properties in the Western United States. Founded in 1971, JC Resorts has a solid track record of successful investment, asset management, and operational oversight of real estate properties, with a particular focus on operating distinctive resort properties, golf courses, and unique commercial buildings. The firm is headquartered in San Diego, and currently manages a portfolio of real estate assets in Southern California and New Mexico. For more information on JC Resorts properties, visit: [www.jcresorts.com](http://www.jcresorts.com)

#### **About Lowe Enterprises**

Los Angeles-based Lowe Enterprises is a leading national real estate investment, development and management firm. Over the past 40 years, it has acquired, developed or managed more than \$17.5 billion of real estate assets nationwide. Lowe is currently responsible for more than \$5.5 billion of commercial, hospitality and residential assets. In addition to its Los Angeles headquarters, Lowe Enterprises maintains regional offices in Washington, DC, Denver, Philadelphia, Southern California and Northern California. Lowe’s hospitality management subsidiary, Destination Hotels & Resorts, currently operates 40 independent, luxury and upscale hotels, resorts and golf clubs, Destination is the fourth largest hospitality management company in the country (Hotel Business, 2013). The company’s portfolio features more than 9,100 guest rooms, 18 golf courses and 16 full-service spas.

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